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## IPDA / Hipstamp selling promotion

**For the information of all members.  
Members who showed an interest have  
been written to individually for further  
follow up.**

This was an idea tabled a few months ago.  
Hipstamp replied with two conditions:

Requirements for a custom IPDA banner  
event on HipStamp:

- Must be a 1 cent No Reserve Auction event
- The cumulative value of all Items in the event must be of a minimum sales value of \$2500 as assessed by Hipstamp.

## Editorial

It's been 113 degrees too many days this past month. Working outside is uncomfortable to say the least so to get home after work, open a beer and start looking at stamps is so relaxing. What do you do at the end of the day? Stamps bring relaxation don't they?

I've not even had time to write my regular stamp articles for this newsletter, been travelling as well and none of that has been to stamp shows, sadly. But I do still plan on going to Westpex in San Fran ... I am writing this before the show obviously. Hopefully more next month on that.... or just read me on the Facebook page.

What about the IPDA.... I have been trying to get some new members. It is not easy fitting in a days work and then doing IPDA promos and I guess that is the same for you. But look, we have to grow the IPDA. We have to spread the word that collectors can buy with confidence from IPDA members.

As I write on Facebook, man there are some con artists selling fakes and rubbish. Let's get our IPDA name out there as sellers that collectors can trust. You know together we can. Send me your ideas for how we make this work.

Good luck, great sales

Lee IPDA Chairman July 26<sup>th</sup>, Arizona

[leejcoen@gmail.com](mailto:leejcoen@gmail.com)





## IPDA Committee Positions available

The IPDA still needs the following. Volunteers please ?????

**IPDA Director roles** — Strengthening the IPDA Committee would be highly desirable. Are there any members who would volunteer to become a Director and work with the Committee to promote the IPDA in the philatelic community.

As the world slowly — we all hope — recovers from the corona virus pandemic — we can expect philatelic exhibitions and shows to resume. Presence at these has been lacking largely due to the small number of Directors we have had over past years.

\*\*\*\*\*

**IPDA Marketing and Advertising Director** — At the AGM this position was unanimously approved by the Membership. Is there anyone who has the time and creative talent to take this role. There are budget dollars allocated — again unanimously approved by the Membership at the AGM. We must have the IPDA brand name more prominent in the philatelic community.

Algeria	1
Argentina	2
Australia	19
Belgium	1
Brazil	1
Canada	8
Croatia	2
France	3
Germany	4
Gibraltar	2
Hong Kong	1
India	1
Israel	1
Italy	4
Mexico	1
Netherlands	6
New Zealand	1
Philippines	2
South Africa	3
Spain	2
Sweden	1
UK	26
USA	43
<b>Total Paid Membership</b>	<b>135</b>

## IPDA Advertising - Invitation to Join Brochure

The IPDA brochure has been updated and is available for members to download from the Members Only are of the IPDA website - from the Downloads menu selection.

This is available for members to use, perhaps when you go to a show—you can place copies at your booths, or just to hand out at stamp club meetings for example.

We welcome feedback.

please email [ipdasecretary1@gmail.com](mailto:ipdasecretary1@gmail.com)

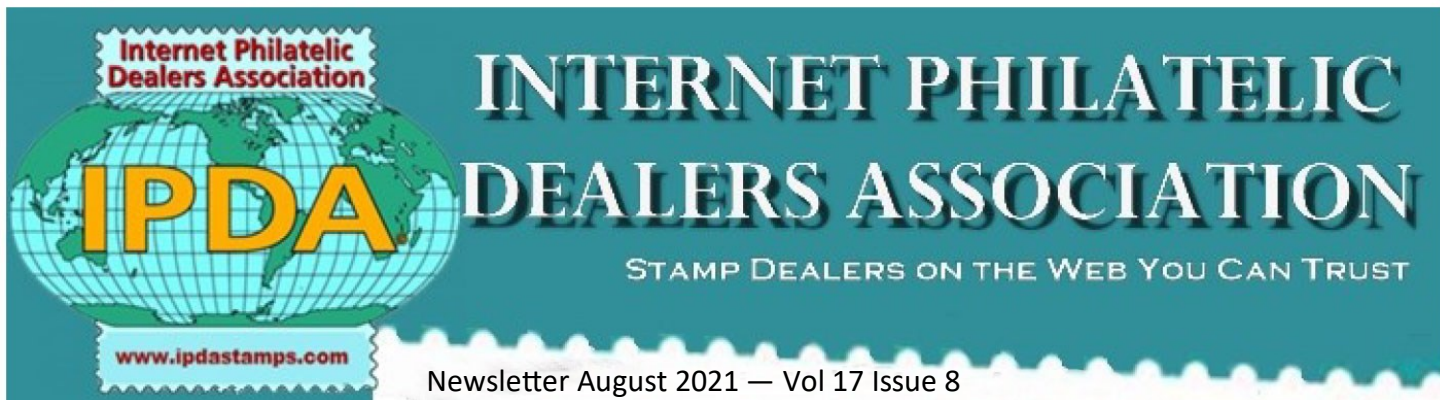


## AN INVITATION TO JOIN THE IPDA

WELCOME TO THE  
INTERNET PHILATELIC  
DEALERS ASSOCIATION,  
INC

Please visit us at  
[www.ipdastamps.com](http://www.ipdastamps.com)

Serving the philatelic  
community since 2002



## Welcome New Members

Three new members this month. It is a pleasure to welcome Jorge Galloway and Robert Eckert from the USA and George Saunders from Canada. Once again good to see new applications from dealers who have seen the IPDA name in the American Philatelist — the APS philatelic magazine. Welcome gentlemen.

## Selling Tip #623

When selling it is important to establish your credibility with a potential customer, and especially if the customer might be a new customer. Yes, let the potential customer see that you are knowledgeable, and have taken the time to scan and describe your material correctly. What is correctly? Well it could mean knowing a stamp is a Machin and not a Machins and writing a factually correct description and not a set of contradictory words. Credibility counts.

28% cat

Damaged

LISTING DETAILS SELLER HISTORY SHIPPING QUESTION

Great Britain Machins - Scott #MH324 Stamp - Used Single

\$5.00

ADD TO CART

A used single with a small upper right corner crease causing a small tear on top. very fine example of this beautiful stamp issue. This is the perfect item for the collector/dealer/exhibitor focusing on this U.S. stamp area. a Very Fine Stamp Terms and ... Read More

## *Stamps from country Letter U — Uzbekistan*

This month we are at the letter U and I decided to show some stamps from Uzbekistan. Until researching material for this piece I knew absolutely nothing about the country. I hope you enjoy this as much as I did reading about their stamps and history.

Uzbekistan, is officially the Republic of Uzbekistan. It is a “doubly landlocked” country in Central Asia, and was formerly part of the Soviet Union. We can learn so much from stamps – for example, a country that is “doubly landlocked” is one that is surrounded only by landlocked countries (that is, requiring the crossing of at least two national borders to reach a coastline). Uzbekistan has been an independent republic since December 1991.

The first stamp of Uzbekistan was issued on 7 May 1992. Before then, Uzbekistan used stamps of the Soviet Union.



Fig 1 Scott # 1

This stamp is certainly not what one might consider to be a traditional first issue. It features the poetess Princess Nadira (Fig 1) and marked the 200 anniversary of her birth in 1792. I won't digress too much, but I recommend taking time to read about her. A child prodigy and rather amazing woman who led a very public life and who achieved so much in her short life. Sadly she was hanged during the Kokand-Bukhara wars, She is now considered a martyr and national heroine

During 1992 there were 5 more issues, each with just a single stamp including one to commemorate the first anniversary of independence (Fig 2)



Fig 2 Scott # 3

In February 1995 the first commemorative set was issued. This had 7 stamps showing various fauna.

In 1993 the first definitive stamps were issued. These were stamps of Russia with a surcharge over-print. Perhaps readers will enjoy the designs. Here are three Fig 3, Fig 4 and Fig 5



Fig 3, 4 and 5 Scott 24, 18 and 28.

*Stamps from country Letter U - Uzbekistan ..... cont'd*

In fact the first two definitive issues, both in 1993 and then again in 1995 issued by the Uzbekistan Post Office were stamps of Russia overprinted because supplies of the new Uzbeki stamps ran low.



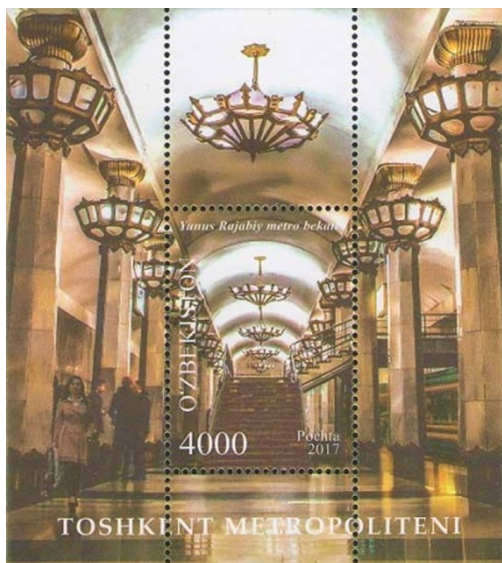
Fig 6 - An Ilyushin IL 114 – Scott #94 from the set of 7 (SC #88 – 94)

The stamp issuing policy was, I believe, conservative through the 1990s with single stamp issues and a few commemorative issues on traditional topics and events including flora and fauna, architecture, sports, trains and a rather nice aircraft issue in 1995. (Fig 6)

But things seemed to change in 2000. A new definitive issue reprinting a 1998 issue with additional values added during the period 2001 to 2004 saw a set ultimately of 23 stamps.

Over 3 years this may not be seen as too proliferate an issuing policy but in 2001 there started a series of issues celebrating the anniversary of independence. 15 issues during 2001 totaling 97 stamps and 10 Miniature sheets.

A similar trend continued in 2006 and by 2010 there was an issue of 38 stamps to commemorate the 43<sup>rd</sup> Annual Meeting of the Governors of the Asian Development Bank. Surely one might conclude an excessive stamp issuing policy. During the last 10 years some lovely stamps for the thematic collector have been issued, again, flora, fauna, birds, animals of many species, buildings, sports, transport and even a reprint of 5 of the original 1992 stamps with value surcharges overprinted.



But perhaps most important for sellers to be aware of - there have been many illegal issues, counterfeit stamps or as some refer to them fantasy labels.

If you are unsure, have a look at Hipstamp for example. You will see these illegals by the hundreds. I note this because as members of the IPDA we should be aware of such material and ensure at all times we abide by our code of conduct.

But let's finish on a positive note and enjoy this more recent issue, from 2017 which was issued to showcase the Tashkent metro. Like most of the recent stamps it seems from a quick review that Uzbekistan likes to issue miniature sheets and stamps for the thematic market. Perhaps that is more and more of the trend these days? As always I welcome feedback and commentary. Michael cddstamps@gmail.com

## *Tweezers - Or the Terror of the Tongs*

I don't know how, but they are forever going missing. I suspect I am not alone in that. Maybe the armchair is full of tweezers? I use (and lose) the Showgard 902, 6 inch long, fine point ones. Over the years, I have found they are simply the best. I guess it's a matter of what you are used to, but I can't get on with spade ends and worst still those angled ones.

Due to this attrition, every so often, I order a pile of new ones from the wholesaler. Although nominally they are £4.39, they are also a legitimate business expense. Allowing for trade discount, saving of tax, reclaiming of VAT, etc., the real cost is rather less than £2. I figure that is cheaper than the cost of the time I could spend looking for a lost pair. Basically, it pays to keep a stock on hand.



Strangely, it's almost better to lose them than sell them. While selling them might lead to a gross profit of just under £1.10, if you allow for VAT on the sale and the eventual tax on the profit, you end up with less than 60p. Add in your time and overheads to make the sale and you're probably into a loss!

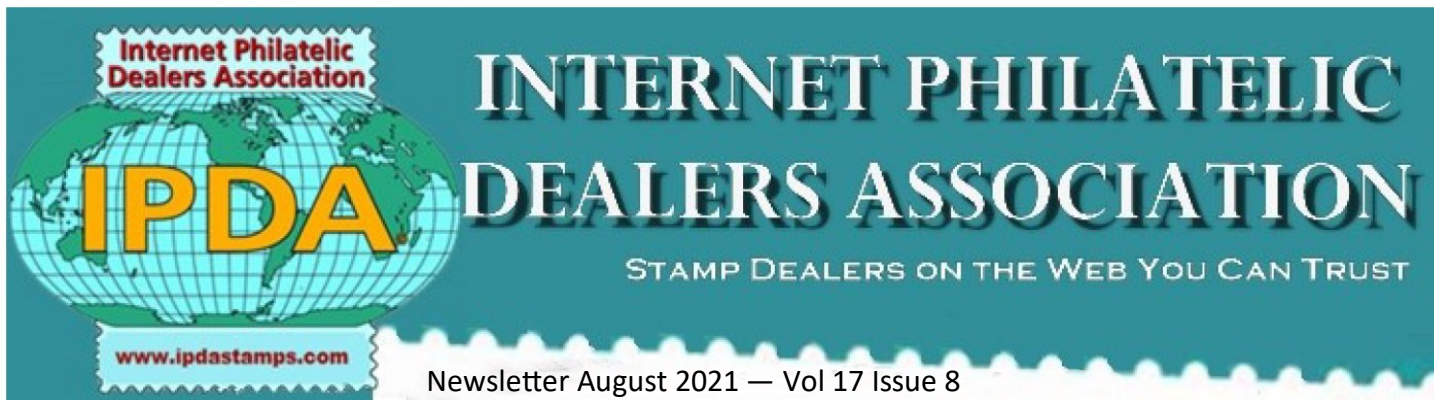
Anyway, a while back, I went off on a buying trip to Australia. Remembering that these things are dangerous weapons and decidedly not for hand luggage, a pair was duly packed in each of our suitcases. Even if Qantas managed to lose one bag, I'd still have the other.

While the loss of tweezers would be a minor fiscal irritation, I was reluctant to consign my best magnifying glass to the vagaries of airline luggage—it's the type the BPA uses for certificates and costs a small fortune. We checked in at Heathrow without problem and on to Singapore (hot and wet) - similarly from Singapore to Perth (cold and wet). To Sydney (cold and wet) was a bit more of a problem.

My briefcase got pulled out from the X-ray thingy at Perth for a security check. They wanted me to open it. They thought it strange to have a high power, illuminated magnifying glass but, having explained I was a stamp dealer, they were happy with it. It had round edges, so was therefore not dangerous, although I imagine one could set fire to the plane by focusing the sun's rays!

With the glass now removed from the briefcase, they scanned it again—still a problem! They said the scanner showed something sharp near the hinges. I couldn't see anything to explain it. I did find a couple of sharp pencils - nope, they were OK, so was the pen, which could clearly draw a nasty line on someone.

..... cont'd



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### *Tweezers - Or the Terror of the Tongs ..... cont'd*

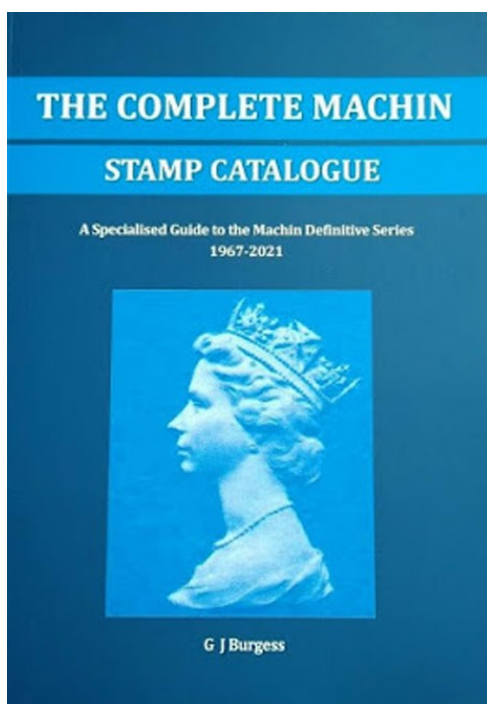
Eventually, I looked in the lid pockets—those leather slots for filing A4 papers. Lo and behold, buried at the bottom was one of my lost pairs of tweezers! I hadn't even seen them when emptying the briefcase of unwanted stuff whilst preparing for the trip. They'd probably been there for years.

They confiscated them and rescanned the briefcase to find it now passed. Security then went into a bit of a conference as to what to do with this weapon of mount destruction. They concluded that an impoverished stamp dealer, who'd only managed to scrape together just enough to go business class, probably needed them more than they did—and handed them back to me.

So much for security at Heathrow and Singapore, but well spotted Perth for saving the world from another dastardly plot!

Many thanks to member John Horsey who owns and runs County Auctions at [www.stampauctions.co.uk](http://www.stampauctions.co.uk)

### *Book Review*



The following is a very shortened and abridged version of material published on Ian Norvic's Blog at <https://blog.norphil.co.uk/> With thanks to Ian who gave permission to reference his material. Well worth a visit and read if Machins is an area you might want to learn more about.

One might question whether another Machin catalogue is necessary? However given the complexity and different presentations of detail in other catalogues this is one that will add value to the reader.

The first and most obvious thing about the Burgess catalogue is that it is A4 not A5. It's on better quality paper than the SG *Concise* with its 250+ pages coming in at two-thirds of the thickness of the *Concise's* 566.

It's also clear - all pages are in a single column, compared with the 2-column style of many of the others. This aids clarity, with a sans-serif typeface. The tabular system, with lines separating the rows means that even with the wider page, it is easy to use: When it comes to the 2009 > security stamps the detail is staggering. The listing of each of the stamps with its year code

and source code (counting absence of a year code as 2009 in the same table as all the stamps with actual year codes), means 10 pages for the NVIs, and more for the special purpose stamps, the Diamond Jubilee and Long to Reign, with booklet contents being shown, rather than just the cover as Gibbons does.

## Motorcycles.... Again

As a seller of stamps, I try to make my wares appealing to the possible customer. Sure, I like planes, trains and automobiles, but motorcycles seem to grab me. Flipping through the web I came across this mini sheet from Egypt. I don't stock or sell many Egyptian stamps, but this little sheet grabbed my attention the second I saw it. A group of four items on one stamp.



Egypt, Scott 472A, 1959

I forget what I paid for this nice mini sheet because plain and simple; I liked it. Four separate items on one sheet/stamp and right there on the right side is a motorcycle. Here is closer look at them. I'm more of a two wheeled rider myself, but three wheelers are nice. A quick check of the web, eBay, and I smiled from ear to ear.



Avon! We all remember Avon. Check out this ebay listing <https://www.ebay.com/itm/313134762421>

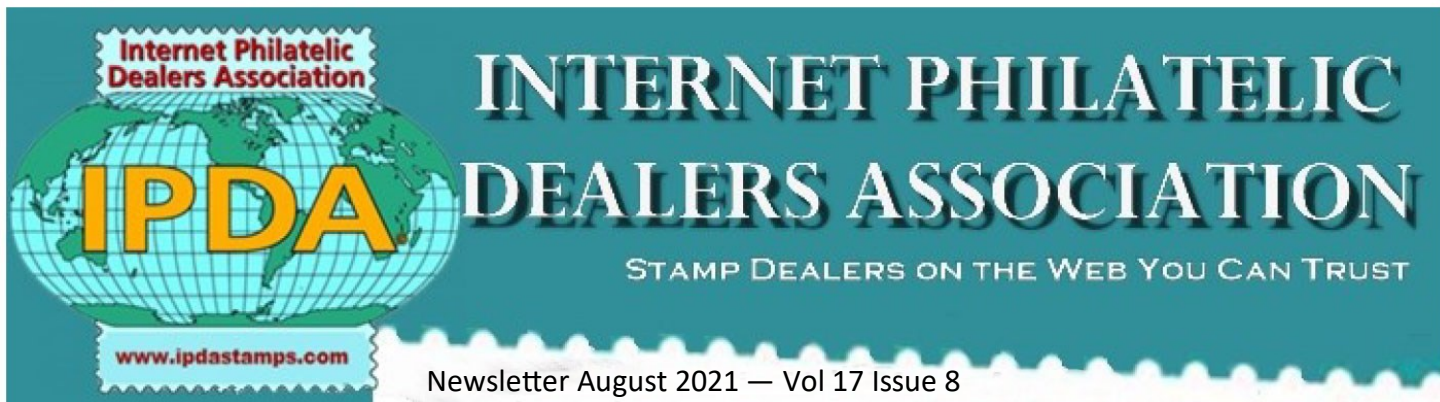
My point is-selling stamps can be difficult sometimes. Use what ever angle you can to grab those potential customers attention. A bike, a cat, a fish, what have you.

Making them smile and remember something good from their past might just turn into dollars. Good luck to each and everyone of you, and many sales!

Lee IPDA Chairman



Greece, 1978ish - check out my shirt!



### *The Modern British Philatelic Circle (MBPC)*

*With members around the world I thought it might be informative to write a series of articles about various philatelic groups. Perhaps we have members who are members of a group that is local to their country or perhaps collecting interest. If I get follow up ideas I will try to write something for future issues. Perhaps one way for us to share and learn. I am starting with the MBPC - the Modern British Philatelic Circle. A very professional group for those of us who like to try to keep up to date on GB philately or review the past from their extensive online library.*

*By way of introduction I have used information provided from the MBPC About Us page. My thanks to the MBPC office for giving permission to show their website and copy their material.*

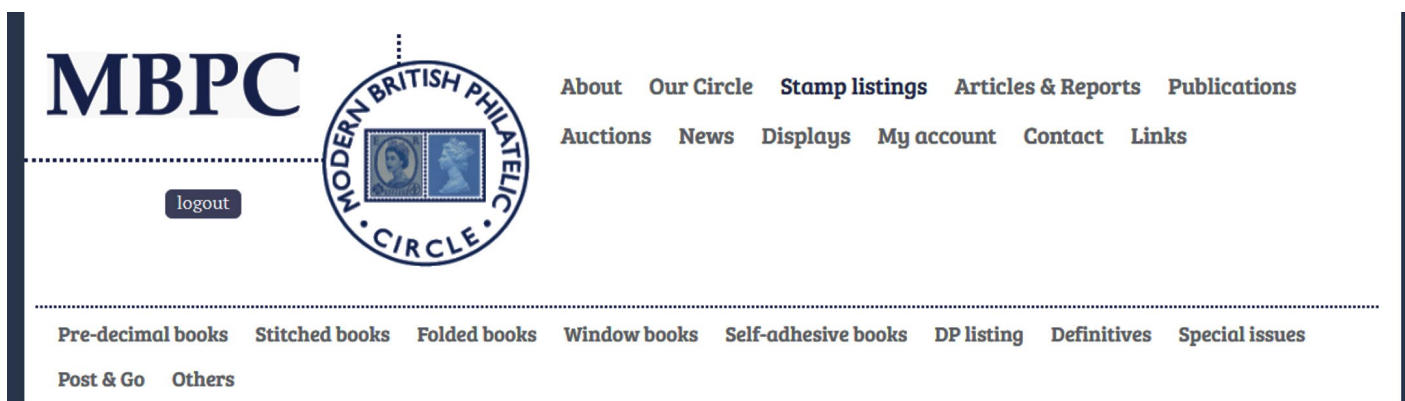
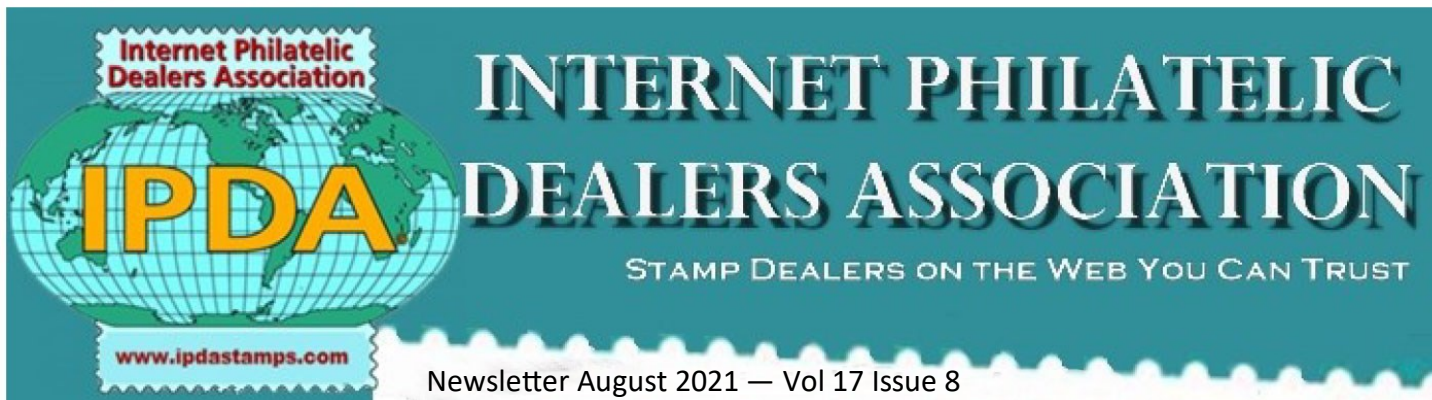


Fig 1 - the members page view showing first level menu choices

Our Circle (MBPC) has its roots in the Great Britain Decimal Stamp Book Study Circle (GB DSB SC) established by Doug Myall in 1971. It continues to excel in that field despite a merger with the British Decimal Stamps Study Circle (BDSSC) in 2006 which led to a new name and a scope extended to cover all stamps and related material issued during the reign of Queen Elizabeth II. We welcome all philatelists whatever their level of collecting. As a Circle, we encourage all our members to participate, sharing reports of new discoveries or the results of personal research or even just by offering their views and opinions on the Letters page.

For almost 50 years the Circle produced its award-winning bimonthly *The Bookmark® Journal*. We have to move with the times, however and the same quality information produced by the same team is now offered in dedicated sections on the Circle's website in colour. Access to the information is more immediate and files are updated as soon as developments occur. As we no longer send out printed newsletters or other material by post, the annual subscription remains remarkably low. It is also more ecological. An enormous advantage is that all members having paid the equivalent of three annual subscription fees will have full and free access to all our past Journals - *almost 50 years of British philatelic history in the making!*



### *The Modern British Philatelic Circle (MBPC) ..... cont'd*

All new issue reports, technical articles and other website files include illustrations and diagrams where available. Although the website is not intended to be an electronic version of the Circle's celebrated catalogues, the many *QuickFind* tables enable members to search for details about past issues or identify items they have, using the Circle's own widely used DB (*decimal book*), DP (*decimal pane*) or SB (*self-adhesive book*) catalogue numbers. The various parts of its exclusive award-winning *The Bookmark® Catalogue* covering all aspects of decimal stamp books are available from the website at extremely modest prices, either for download or on CD for the larger volumes. The files are fully searchable and contain hundreds of links to make them user-friendly.

Another renowned benefit of the Circle are the six exclusive postal auctions organised each year, offering specialised or more common material from sheet or booklet Wildings and Machins through to Royal Mail's very latest issues. Typically, over 1,000 lots are offered with realistic reserve prices. The auctions provide members with an opportunity to expand their own collections and to offer duplicates to fellow members. The website also has a 'wants and offers' page where members inform each other of items they are searching for. An illustrated displays section offers ideas of how other members present collections of specialised material.

As soon as conditions allow, we hope to resume our popular regular meetings with fellow enthusiasts, usually organised with stamp dealers present.

In short, the Circle is run by volunteer members for the benefit of other members and is administered by a Committee elected by the membership. Detailed annual accounts and Officers' reports are also published. Subscription is quick and easy via the website and each member manages their own personal details. Why not give it a try today by clicking [this link](#). And as a footnote, if you visit the "Links" page from the Home page you will immediately see two highly respected IPDA members.

### *Philatelic Exhibitions - maybe to plan for?*

Not a single response from members to this post in the July issue so I thought a repeat. Anyone making any plans? Is it too far ahead? If you are going to any shows in the coming months please write to me and we can promote here for the information of all members. Thanks to Alan Devine for sharing these details.

London 2022 (FIP), 19 - 26 February [london2022.co](http://london2022.co) perhaps worth signing up for the Newsletter on the site.

Hunfilex2022 Budapest, 31st March - 3rd April 2022, [hunfilex2022.com](http://hunfilex2022.com)

Helvetia 2022 (FIP/FEPA) Lugano, 18 - 22 May 2022 [Helvetia2022.ch/en](http://Helvetia2022.ch/en) ....web site worth a visit.....

Capex 2022 (FIP/FIAF) Toronto, 9 - 12th June 2022 [Capex22.org](http://Capex22.org)

Melbourne 2022 (FISP), 8 - 11 September 2022 [melbourne2022.com.au](http://melbourne2022.com.au)

Taipei 2022 (FIAP), 23 - 27 October 2022 no current link yet. .... See you there maybe?

Cape Town (FIP), 8 - 12 November 2022 [capetown2022.org](http://capetown2022.org)



## The Back Page



Can there be a stamp issue that causes embarrassment? I just don't know anymore. Who do these stamps appeal to?

Someone enlighten me please. Nostalgia isn't what it used to be.....

I thought the "Only Fools and Horses" issue was scrapping the barrel in terms of design concept and topic. This is worse, isn't it? Isn't this embarrassing to everything about philately?

And then it goes to the more modern.....

Have you read about the recent new issue from Austria? Can anyone explain this? I do not hold cryptocurrency, I understand what it is and I understand what blockchain is ....except this stamp issue has me baffled.

"Austria's postal service is tapping rising investor interest in cryptocurrency assets with a new stamp it says will be the first to carry an embedded chip that stores information on a blockchain".

Oesterreichische Post AG's new issue carries an image of a whale, an allusion to the elusive leviathan in Herman Melville's novel Moby Dick. It is the third crypto stamp issued by Austrian Post in the last three years and is being introduced amid heavy turbulence in digital-currency markets. "This opens up a broad new field," said Stefan Nemeth, the chief product manager at the Vienna-based company. The Near Field Communications chip embedded in the stamps will enable packages to be handled more efficiently, he said. Post said it's limiting circulation to 100,000 units of the 9.90 euros (\$12.07) stamp. It can was issued on June 21.

Readers comments are most welcomed drop me an email at [ipdasecretary1@gmail.com](mailto:ipdasecretary1@gmail.com)

