



INTERNET PHILATELIC DEALERS ASSOCIATION

Established 23 February 2002



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STAMP OF THE MONTH



This rather unimpressive pair of stamps are the first issues of Venezuela in 1859. This is not a particularly rare stamp in its normal color of yellow or various shades of yellow, but in red, the pair represent 2 of only 4 known copies. The stamp was unpriced by Scott as far back as 1955 and until 2014 when it apparently sold for \$250,000 mint and \$350,000 used. The above 2 are being offered at auction in April at a Christoph Gartner rarities auction with a starting price of euro 160,000. The stamp is not shown in the Michel catalog.

(Cont'd)

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NEWSLETTER MARCH 2018

LETTER FROM THE CHAIRMAN

To all members

It is with much pleasure that I have to announce that beginning this month a new quarterly Newsletter will be issued. Also, monthly Bulletins will be sent to all members giving them up to date news about the IPDA and its membership and that with effect from April 2018.

Towards the end of 2017 a group of members called for an EGM because they felt that the IPDA was at risk due to the way it was being managed. Their findings revealed five major issues;

- A serious lack of communication between the Board and members.
- The loss of the Newsletter.
- The taking over control by one member of the Chairman's, the General Secretary's and the Treasurers roles without formal approval.
- The loss of our website.
- Lastly, the serious fall in membership numbers.

Consequently a new Board of Directors was elected at the EGM and is now heavily engaged in restoring the IPDA to its former status. A start has been made to ensure that members are supplied with all the latest information from the Board through this new quarterly Newsletter and further through the monthly bulletins. The design and implementing of a new web site is well underway.

I invite members to help by sending their dealers stories and experiences to the new Editor at RLehmann@Stampfinder.com Finally, I send to all members my best wishes for a successful and eventful 2018.

Alan Devine

Chairman

CONGRATULATIONS TO DELCAMP ON AWARDS

Dear Sebastian,

On behalf of the Internet Philatelic Dealers Association I wish to convey to you CONGRATULATIONS upon the receipt of the two Awards – The Palmares Capital Award and the FeWeb Excellence Award Silver- from the Federation des Metiers du Web en Belgique.

May I also add my congratulations to those you have received from FeWeb.

Yours sincerely,
Alan Devine



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GROWING PHILATELY

Anyone going to a stamp show these days is aware that poor attendance by buyers and dealers is a problem. While the Internet accounts for much of this, it is demographics that is mainly to blame. The WWII generation is almost gone and the baby-boomers are headed into life on a fixed income. Since many of them have not saved enough for that retirement, a discretionary expenditure like stamps is low on their list. As for dealer attendance at shows, they are feeling the squeeze and cutting back on the number of shows they do. Add to this the cut backs by the US Postal Service in helping defray the cost of a show and you have an activity facing a death spiral. What to do?

While the Internet has eroded face to face sales for many industries, it has probably increased overall sales worldwide. This spells opportunity for the IPDA and its Internet focus. There are many corners of the world where the Internet is the only resource available for stamp purchases. World trade has spread prosperity to many developing nations thereby growing sizeable middle classes. What has not grown is a network of local dealers who can cultivate a local clientele through face to face contact and education. While the Internet can fill some of the void of a poor supply and dealers in-country, it is still almost wholly focused on selling what traditional collectors want, i.e. individual stamps to complete their collections.

More important is what is needed is a sales platform that everyone doesn't understand English, doesn't use a Scott catalog or any catalog, and doesn't have Visa or Mastercard. We are currently working on developing an IPDA website which will accommodate the needs of non-USA based dealers and buyers which will have the added attraction of allowing the dealer to interact directly with the buyer and with zero sales fees. We expect to have this system operational by mid-year and welcome your comments about any features you would like to see or which you don't like about the other multi-dealer platforms you are presently using, or no longer using and why.

Please send me your ideas and comments on this article to rlehmann@stampfinder.com. I know there are many good and bad ideas out there and we need to give them visibility and debate in order to provide our Directors with options.

EXPERIENCES OF SELLING ON THE INTERNET

by Roger B West

www.avionstamps.com

I had my first website built some 12 years ago and from it, I fed three other web sites. All four sites shared my stock of 100,000 items and one site as justwendy.com. Wendy has now retired, but she had the knack of getting her site on page 1 of Google - at that time, I was lucky to be on page 2 or 3. Despite that, my sales were marginally better and we put that down to longevity. Over the years, my Google rankings slipped back but I still got orders. Just recently, I had the site rebuilt with all the latest technology and I'm told by those in the know that it is very sophisticated. The down side to your own site is cost - web design and hosting doesn't come cheap.

(cont'd from page 1)

It's an example of a stamp without clear provenance, but where additional research could lead to a significant increase in value. Witness the 1c British Guiana, an ugly stamp from a small British colony which built a story that propelled it to the most valuable stamp in the world and carried a number of its fellows to five and six figure prices as well. Considering events today in Venezuela it would not be surprising to see more high priced stamps from there coming to market



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EXPERIENCES OF SELLING ON THE INTERNET

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eBay.co.uk

I opened my eBay account in 1999 and have had very mixed results. My record was a sale within 26 minutes of an item being listed but on the other hand I had some bad experiences and took eBay to the Small Claims Court. I lost the case on the grounds that if you use eBay, you abide by their rules. eBay of course are big and I currently have an item in my eBay shop that has been viewed by over 1,500 people. I opened my eBay shop at the beginning of 2017 and I currently have over 7,000 items listed. My monthly fees are about £500 which represents approximately 25% of my sales - sales I wouldn't otherwise have so I accept it.

hipstamp.com

Hip was a development of Bid Start and only deals in stamps and postal history. I was one of their earliest clients and for that, their tech guy uploaded 57,000 of my items for which I didn't have to pay anything. They have a scheme whereby you make a one-off payment of \$50 and that virtually covers your fees forever. Every couple of weeks we have a 20% off on all items, which lasts for three days. I was very reluctant to go along with this initially but now my Hip sales are almost as much as my eBay sales (and a little cheaper). Downside - I haven't really found one yet and their customer service is great. For those who have had problems with Paypal over sales of Sudan, Cuba, North Korea and other sanctioned countries' stamps Hip have found a neat way around this. The offensive word appears on the Paypal statement as 'item number ...' that way everyone is happy. Gibbons tried to do this with their Marketplace by the use of asterisks thus 'C*ba' but Paypal got wise to this and that is how I lost my Paypal account.

www.ebid.net

Ebid is a small copy of eBay and deals in all produces from art to whatever. I have 65,000 items listed but sales are very poor - maybe four or five sales per month. On the plus side, it's free to list.

idorbuy.co.za

As the URL suggests, this is a general site based in South Africa. I don't use them to sell but occasionally I buy from them. Prices are generally in Rands, so you'll need a currency converter.

delcampe.net

This is a European based site with very controversial policies. Items have to be listed under strict categories and these are policed by moderators. Some years ago when I listed on this site, I had a batch of Space items moved into the 'Food & Drink' category. When I queried it, I had my account closed - I guess they saw me as a trouble maker.



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SUMMARY OF THE MINUTES OF THE EXTRAORDINARY GENERAL MEETING OF 2/15/2018

The meeting was called at the request of several members due to the lack of direction for the organization and a desire to re-appoint new officers and directors, especially in the light of Bill Lehr's resignation as Chairman, Secretary, Treasurer, APS liaison and Regional Director.

The following directors were re-appointed:

Ken Sanford
Anthony Tripi
Andrew Farberov
Richard Lehmann

The following vacancies for directors were filled:

Asia/W. Pacific – Michael Dodd
United Kingdom – Roger West
Australia – Alan Devine

The following officers were approved:

Chairman – Alan Devine
General Secretary – Michael Dodd
Treasurer/Membership Secretary – Anthony Tripi
Newsletter Editor – Richard Lehmann
Auditor – Andrew Farberov

A progress report was given on the status of the new website being built. This was necessitated by the loss of control over our previous site. This also necessitated a change in our web address to ipdastamp.org. Mr. Bruce Drum, a website developer with numerous other philatelic dealer clients, was approved as webmaster.

SUMMARY OF THE FEBRUARY 28, 2018 BOARD MEETING

At this first meeting of the new Board of Directors a progress report was given on the Associations finances and the status of the new website.

It was agreed to publish a newsletter quarterly beginning with March 2018 and to issue monthly Bulletins with updates.

It was agreed to do a survey questioner of members to determine how we can best serve our members.

Appointment of Ken Sanford as APS Liaison Officer

A membership fee proposal will be made for approval at the upcoming Annual General Meeting.

A date for the AGM was discussed and was preliminarily set for April 12th.