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AUGUST 2020

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August 2020

76th Year • Volume 76 • Issue 4



Dear Reader

Welcome to the August edition of *Philatelic Exporter*. As a gradual reopening begins, this

edition has details of how different philatelic businesses and organisations in both GB and the USA are tackling the challenges ahead. This includes the refurbishment of Stanley Gibbons' premises on the Strand – undertaken in the midst of the lockdown but now finally completed.

We may not be able to enjoy the spectacle of the Tokyo 2020 Olympics, now rescheduled to next year, but Michael takes a look back to the 1920 Olympics held in Antwerp and showcases the philatelic items from this event.

As we return to some semblance of normality, please do check out the diary dates at the back of the magazine. I am sure that everyone in these difficult times will appreciate as much support as possible.

Best wishes,

Alison Boyd

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Printed by:  
Stephens and George,  
Merthyr Tydfil

© Philatelic Exporter 2020

ISSN 0031 7381  
Established 1945



Incorporating  
The Philatelic  
Trader, Wholesale  
Philatelic Post



Published by:  
Stanley Gibbons Limited,  
7 Parkside, Christchurch Road,  
Ringwood, Hampshire BH24 3SH

Opinions expressed in *Philatelic Exporter* by contributors are not necessarily shared by the editor and/or publisher.

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# News Round-up

Appeal for Covid-19 Mail • Inverted Jenny Sells for \$215,000 • Basel Dove Cover Sold

## 'COVID-19 AND THE POST' APPEAL

THE Postal Museum is searching for letters, envelopes, greetings cards and packaging sent and received during lockdown in order to record this latest chapter in the 500-year-old story of postal services in the UK.

These donations, from across the UK, will add to the museum's collection, telling the story of lockdown through items sent and received in the post since March.

Chris Taft, Head of Collections at The Postal Museum, said: 'Postal networks have long been a part of our social infrastructure, but the Covid-19 emergency has created new and different meanings to the purpose and value of the post. We want our museum collections to reflect how postal operations have changed to deal with the pandemic, how people are using the post to maintain personal relationships and the importance of the post to the economy.'

'Our museum might be based in London, but our collections represent the whole of the country, so we want to reach far and wide to capture how the post is connecting people across the UK and the world at this moment in time.'

The museum is seeking public submissions and a selection will be collected across three areas: Letters and envelopes; greetings cards; and parcels and packaging. This third category is especially relevant for *Philatelic Exporter* readers. Businesses have used the post to continue trading during the pandemic. One parcel can tell many stories, from the innovation of a company and the changing buying habits of consumers, to the personal impact receiving items had on someone in lockdown, from supplies to gifts.

The project, 'Covid-19 and the Post', will provide a vital resource to understand the changing uses and the importance of the post in this unprecedented time. It is the first phase of an ongoing project collecting objects and personal accounts to reflect the shifting relationships people have with the post and the impact on postal and delivery workers.

You can submit an item to donate to The Postal Museum on their website ([www.postalmuseum.org/wecollect](http://www.postalmuseum.org/wecollect)).



## INVERTED JENNY SELLS FOR \$215,000

THE highlight at Siegel's Rarities of the World auction on 30 June–1 July was the sale of a 1918 24c. Inverted Jenny – arguably the most-famous stamp in American philately. One of a sheet of 100, this latest example to go on sale was from position 11 and featured original gum and deep rich colours, along with some slight natural wrinkling and a small thin spot at bottom right.

The stamp, last offered for sale at the Jacques C Schiff auction of 29 January 1977, where it sold for \$36,000, realised \$215,000 in the recent sale.



## BASEL DOVE COVER AUCTIONED

FOLLOWING on from Michael Burzan's Europe column in last month's *Philatelic Exporter* marking the 175th anniversary of the Basel Dove, it is interesting to note that a Basel Dove cover came up for auction at Heinrich Koehler in their June sale.

The 2½r. stamp on the cover, from the first Basel Dove edition of 1845, was described as being black/white-blue/carmine-red in an extraordinarily beautiful fresh colour. Additionally, apart from being minimally affected in the black margin line at the top left, it had white margins on all sides. The small cover was in an above-average condition and had a clear 'BASEL 20 SEPT. 1845' c.d.s. With an opening bid of €10,000, it sold for €16,000 (lot 32).

## STAMP FAIRS UPDATE

CHRIS Ripley outlines the steps they are taking to keep visitors and dealers safe at their forthcoming fairs on page 19. Fairs schedule for the autumn are: Worthing (6 September); Hastings (12 September); Eastbourne (19 September); Chichester (3 October); and Sittingbourne (17 October). Please do check that these are going ahead before travelling to them (01795 478175 or 07711 677760).

Unfortunately, Laindon Stamp Fairs in Essex have now been cancelled until further notice. Current rules and regulations make it unviable to hold their fairs, but the situation will be reviewed at the start of next year. For more details, please contact David Church (01268 543371, 07973 308219 or [djcstamps@aol.com](mailto:djcstamps@aol.com)).





## Spink to Sponsor Virtual Stampex • Philatelic Events Cancelled • Literature – Does it Sell?

### SPINK ANNOUNCED AS HEADLINE SPONSOR OF VIRTUAL STAMPEx

THE Philatelic Traders' Society have announced Spink as the headline sponsor for Virtual Stampex, running Thursday 1 October until Saturday 3 October 2020. Chairman and CEO of Spink, Olivier D Stocker, commented, 'We are delighted to be sponsoring the world's first ever virtual stamp show. At Spink, we look to lead the way within philately and its digital development; this is an exciting initiative which we think will grow and develop the hobby.'

Capitalising on the resurgence of the hobby due to the global pandemic, visitors will be able to buy, sell, learn, explore, network, showcase and enjoy a philatelic experience, all from the comfort of their own home.

Visitors will enter via an interactive lobby to connect globally through embedded text, audio and video with Stampex stand holders, PTS members, auction houses, philatelic societies, postal administrations, museums, experts and social influencers – completely free of charge. The organisers are also planning a range of events including 10 Virtual Stampex Talks, Stamps in the Attic, live philatelic chat rooms, competitor exhibits and a Court of Honour celebrating the world's leading philatelists.

Amongst those taking part are: Mark Bloxham Stamps, Christoph Gaertner, North Staff Stamps, Spink, Stanley Gibbons, Robert Danzig and Zeboose.

The PTS Chair, Suzanne Rae, said, 'With offices in New York, Singapore, London, Hong Kong and Switzerland, we are excited to have the support of the global Spink team in making Virtual Stampex the most exciting international event in the philatelic calendar this year. We are thrilled by the positive response we have had for the virtual show so far. Within a couple of weeks of launching booth sales, we had over 50 PTS members and affiliated bodies securing their booths and we have lots of exciting activity planned as we continue to "put the X back into Stampex". We look forward to welcoming philatelists from all over the globe – from those just entering the hobby to those who have seen many years of changes within our hobby. Virtual Stampex is certainly gearing up to be a milestone evolution point in the story of philately.'

If you would like to book a booth, visit [www.thepts.net/bookabooth](http://www.thepts.net/bookabooth) or contact the team to find out more. For further information on the show, sign up to their e-newsletter at [www.stampexinternational.com/signup](http://www.stampexinternational.com/signup)



### CANCELLATION OF EVENTS

DUE to the ongoing coronavirus pandemic and the need to observe social distancing at exhibitions, a number of additional stamp events have had to be cancelled since the last edition of *Philatelic Exporter*.

In America, the Nojex-Asda Postage Stamp Expo, due to be held at the Hilton Meadowlands in New Jersey on 23–25 October, has been cancelled. It will return next year at the same location on 15–17 October.

Also in America, Chicagopex 2020 has been cancelled. Although the in-person event, taking place at the Westin Chicago Northwest, will now not be taking place, its literature competition is still going ahead. This year was due to be the 134th year of Chicagopex, but it will return next year on 19–21 November at the same venue.

The cancellation of Stampex 2020, the Irish National Exhibition, was recently announced. It was due to be held at the Griffith College Conference Centre in Dublin on 9–11 October but due to coronavirus restrictions it is now impossible to use the centre. Next year's event is scheduled to take place 15–17 October at the same venue.

Closer to home, Scotex 2020, which was due to be held at the Dewar Centre in Perth, Scotland, 16–17 October, has now also been cancelled.

### LETTER: LITERATURE – DOES IT SELL?

I wonder if anyone is more optimistic than me in one respect – given the extra difficulties the coronavirus has thrown in our way, has there ever been a worse time to try and sell philatelic literature?

Even before the pan(dem)ic started, it was becoming harder and harder to shift. Factors ranging from downsizing and library closures to customer demise brought more and more material onto the market; those collectors still active seemed already to have most of what they wanted, and the young ones had been brought up to treat on-screen material as a first resource, hard copy as a poor second.

Runs of magazines and society journals, already uncomfortably bulky to those of us not living in mansions, are becoming less and less useful as their publishers (professional or amateur) transfer them onto hugely more space-saving formats like CD-ROM. Maybe a two-tier market will arise, if it hasn't already: information still only available in hard copy (old specialist society journals, for instance) may be saleable, while material also existing on CD-ROM may as well be thrown out as landfill. And now the virus is making it much harder for owners to move even the marketable stuff about and potential sellers from posting it.

Who remembers the golden days, when books, magazines, old auction catalogues and even society newsletters all seemed to find ready buyers? Can anyone tell us what literature still sells now, and at what price?

Michael Round, London SW19

*Editor:* Since this letter was received, Cavendish have announced that a dedicated sale of philatelic literature will take place at their Derby offices on 30 July. Categories of items at the auction include auction catalogues, postal history and military mail, as well as journals and magazines. It will be interesting to see how sales perform at this event and whether it can provide a useful guide as to what literature items are the most sought after at the current time.

**OBITUARY: SVEIN ARNE HANSEN (1946–2020)**

SVEIN Arne Hansen of Norway sadly died on 20 June at the age of 74 after failing to recover from a stroke he suffered in March. Throughout his life, he combined his passions of philately and athletics by running athletic events in the summer and working as a stamp dealer for the rest of the year at his shop, S A Hansen. He sold this shop in the early 1990s but retained an office and his business in another stamp shop until 2012. Hansen was elected Vice-president of European Athletics from 2007 to 2011 and was then elected President in 2015. At the time of his death, he had been serving as President of the Norwegian Stamp Dealers Association for many years. He built various important collections of Norwegian specialties and the most celebrated one, 'Incoming Mail to Norway', was awarded many international FIP Gold Medals.



Credit: European Athletics via Getty Images

**JOINT POSTMARK HONOURS FOOTBALL HERO**

ROYAL Mail and An Post are jointly commemorating the life of English World Cup winning footballer and Republic of Ireland manager Jack Charlton with a special postmark. This is the first time they have collaborated on a postmark, reflecting the important role that Jack Charlton played in football in both nations. The postmark, 'Jack Charlton, 1935–2020', will be applied across stamped mail posted in the two countries from 20 July until 9 August.

Stuart Simpson, CEO at Royal Mail, said: 'Jack Charlton was a football hero in both England and the Republic of Ireland. Jack was an integral member of England's 1966 World Cup winning squad and played a key role in the Republic of Ireland's football history.'

David McRedmond, CEO at An Post, said: 'Jack Charlton will always have a special place in the hearts and minds of Irish people. Jack was the greatest example of a culture shared across these islands: that a proud Leeds player, a tall English football hero could become an Irish legend. That's why it is so fitting that he should be the subject of the first joint postmark between An Post and the Royal Mail.'



**Royal Mail**  
Mount Pleasant  
Mail Centre  
20-07-2020  
01234567

**OBITUARY: OTTO PEETOOM (1946–2020)**

DAD was born in Johannesburg on 22 September 1946 to Dutch parents; the state of post-war Europe meant that my granddad had to travel to find work, eventually settling in Modderfontein, South Africa. As a little boy, Dad spoke Dutch at home, before having to learn Afrikaans at school. After leaving school in 1963, he had to switch his tuition to English in order to attend Merchant Navy College in Gordon's Bay, where he started in January 1964.

Dad went to sea in 1965, initially as a cadet. He worked for 15 shipping companies, on 45 ships, called at 750 ports and covered half a million miles at sea. From 1975, Dad captained supply boats for the off-shore oil industry and a coastal tanker in the Bahamas, before finally taking charge of an old oil tanker that had to be sailed from Cadiz in Spain to the coast of Ghana, where it acted as a storage vessel. He was incredibly proud of his sea-going career and often referred to himself as 'Captain Otto Peetoom,' especially if he felt a situation required some particular gravitas!

He 'Came Ashore' in 1978 and in April 1979 opened a stamp shop. The first man through the door had two Penny Black entires for sale. He made a telephone call, learnt that they retailed for about a £100 each, offered £100 for the two and his new stamp-dealing career at 'Ormskirk Stamps' was away and running. Dad attended numerous stamp fairs up and down the country, often doing mid-week 'circuits' of fairs as far away as Scotland, before packing up to be in London the next morning.

After closing the shop and moving to East Yorkshire, Dad continued to attend stamp shows and international exhibitions, including the 1990, 2000 and 2010 London Internationals. However, he mostly worked from his home



office, doing much of his dealing via mail-order lists and the internet in later years. He loved stamps and postal history, buying and selling many rare items. His other great passion was philatelic writing and research, often picking on lesser known subjects, or dismantling long held, incorrect opinions on better known subjects. He started his own journal, *The Rhodesian Philatelist* in 1993, hoping that one day he would have enough material for a book.

In 2015, he started another journal, *Southern Africa Philately*, as well as editing the Bechuanaland and Botswana society journal, *The Runner Post*, and a brief stint as editor of the South Africa Collectors' Society journal – *The Springbok*. He brought much new information to light on a wide range of subjects and in 2016 he was awarded the 'Manfred Weinstein Medallion' for 'his huge role in the development of the current interest in Southern Africa Philately'. Recently, he finished his book, *Southern Rhodesia King George V Philately*, which will be published posthumously.

Dad was a man of firm convictions, never slow to voice an opinion, whether it was asked for or not. It was in his character and he could have a very sharp tongue. These differences were usually reconciled with a rueful smile and, often, an invitation to buy a drink for the other party.

Dad travelled extensively with my step-mother Gill, often spending time in South Africa, Australia and, for several years, Rarotonga in the Cook Islands. He had taken up scuba diving and was proud to have completed over 1000 dives.

Dad was diagnosed with cancer in early 2019, but decided to play his cards close to his chest and simply refused to discuss his illness with all but a few people. He passed away on 11 July 2020. He faced his illness and end as he had lived, uncompromising and on his own terms.

Simon Peetoom



# Royal Mail Release New Stamp Issue Illustrating Queen Album Covers

## QUEEN

ROYAL Mail released a set of stamps on 9 July as a tribute to rock legends Queen. With more than 300 million record sales across five decades, they are one of the most successful and enduring music artists of all time. Celebrating their 50th anniversary in 2021, Queen becomes only the third music group to have a dedicated British stamp issue – following on from the Beatles in 2007 and Pink Floyd in 2016.

Dominating the music industry over four decades with their cutting-edge music, few bands are able to match the breadth of creativity on display in Queen's discography. This breadth is reflected in the new release from Royal Mail. The eight individual stamps feature images of some of the band's most popular and iconic album covers: *Queen II*, 1974 (1st); *Sheer Heart Attack*, 1974 (1st); *A Night at the Opera*, 1975 (1st); *News of the World*, 1977 (1st); *The Game*, 1980 (£1.63); *Greatest Hits*, 1981 (£1.63); *The Works*, 1984 (£1.63); and *Innuendo*, 1991 (£1.63).

Queen were in their formative stages when they were hired to play their first gig – a charity event at Truro City Hall, in June 1970, while still performing under the name Smile. By the time John Deacon joined the following year, the group had changed their name and the four-piece line-up that would remain together for the next two decades had made their first live appearance at Surrey College on 2 July 1971. Two years later they signed their first recording contract for EMI, released their first album, *Queen*, and played their first major UK tour.

From the outset, the theatricality of Queen's music found a natural outlet in their stage shows. As glam rock flowered alongside Queen's rise to fame, the group would tap into the extravagance of the era – and then surpass it.

The band's list of musical achievements is rivalled by few, with countless platinum, multi-platinum and gold albums, numerous Ivor Novello and BRITS awards, induction into the Grammy Hall of Fame and a recipient of the Grammy Lifetime Achievement Award. Queen also hold the record for the biggest-selling album



of all time on the official UK charts with sales of over six million copies of their *Greatest Hits* album. As the album has sold over 25 million copies worldwide, it is one of the best-selling albums ever to be released. The 2018 award-winning feature film *Bohemian Rhapsody* reinvigorated their core fan base and generated a whole new global audience. Two of the band's surviving members, Brian May (guitarist) and Roger Taylor (drums), continue to tour with the band's songs, performing sell-out concerts all around the world.

Queen's extravagance live performances are celebrated in a miniature sheet of five additional stamps. Four of these (two commemorative-sized 1st class stamps and two commemorative-sized £1.63 stamps) show each band member in action, while the centrepiece of the sheet is a definitive-sized 1st class stamp reproducing the iconic photograph taken by Johnny Dewe Mathews at the group's first ever studio photoshoot.

In addition to the miniature sheet, an f.d.c. contains an illustrated information card with a brief synopsis of how Queen's music evolved to attain phenomenal global success. The decorative envelope includes a photo of all four band members on the bottom left-hand side. A presentation pack, containing the full set of eight special stamps and the miniature sheet, was written by the music journalist Jason Draper. The band's crest, as designed by Freddie Mercury before the release of their debut album, features on the front cover of the issue's p.s.b. An accompanying Queen retail stamp booklet includes one *A Night at the Opera* stamp and one *Queen II* stamp, as well as four 1st class definitives.

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# Do-si-do of Key APS Positions

Wayne Youngblood reports on how organisational changes at the American Philatelic Society reflect their increased presence online, before highlighting others who are embracing technology.

THE American Philatelic Society recently and unexpectedly announced a reorganisation in three key areas affecting existing leadership staff, including editorial, membership and expertising (1). The changes, according to Executive Director Scott English, result from new and expanded services instituted during the Covid-19 pandemic to help members and collectors who are sheltered in place.

‘Change has come quickly to the hobby,’ according to English. ‘We’ve responded by offering new services and new traditions. Content development has been critical to serving our fellow members and recruiting new ones. We have to realign to sustain and grow with the demand.’ From 1 July, the following changes were put in place.

## Membership

Tom Loebig, who was hired last year as Chief Content Officer and Editor of *The American Philatelist* and *Philatelic Literature Review* (a revolving-door position for several years), is now Director of Membership, replacing Ken Martin, who will become Director of Expertising.

Although the duties of the new position weren’t spelled out very clearly by the APS, the new office will manage member administration, membership marketing, web content, social media, the ambassadors programme and stamp shows, so content will still be a big part of Loebig’s position, something a little more aligned with his strengths, in my opinion, than print publications.

## Expertising

Ken Martin, a 25-year employee, a previous Executive Director and current Chief Membership Officer, has taken over as Director of Expertising. That office manages the American Philatelic Expertising Service, the APS reference collection and the Estate Advisory Service.

This is a pretty straightforward change, and an area with which Martin has some familiarity. During his career with the APS, Martin has served as a staff member of the sales division, youth coordinator, director of shows, chief operating officer and executive director, and he has a deep familiarity with the operations of the organisation.

## Editorial

Gary Loew, hired as Director of Expertising just last year, will now serve as Editor-in-Chief of both

*The American Philatelist* and the *Philatelic Literature Review*. These were previously Loebig’s responsibility as Chief Content Officer. His office will produce *The American Philatelist*, the monthly journal of the APS, *Philatelic Literature Review*, the quarterly journal of the American Philatelic Research Library and other APS publications.

Other positions affected by these changes include Heidi Lauckhart-Rhoades, Content Marketing Specialist (a recent hire), who is now Communities and Grassroots Specialist (under Loebig). Susanna Mills, currently Content Manager, will become Associate Editor (under Loew). She was most recently involved with social media and online content as Digital Media Strategist. Also, Chad Cowder, who joined the APS in April, will continue as graphic designer for the publications.

## APS reaches out online

As a bit of background, with the Covid-19 pandemic affecting all aspects of the hobby, one of the ways the APS responded was by reaching out more actively online, bringing new content to its website daily. Also, the APS is rolling out video content on its YouTube page, most notably its daily ‘Stamp Chats’ that connect collectors all over the world (2). There are now more than 170 videos posted. APS also recently provided an online version of its long-running and highly successful Summer Seminar on Philately, has increased newsletter communication to members and more (more on that below).

‘The pandemic has not slowed philately down,’ according to English. ‘Our long-time members are adapting to the digital world with us. Our collecting community has proven to be innovative, dynamic and welcoming in these challenging times. It’s our mission to share this great story with as many people as possible.’

Despite the sudden move, the realignment of these key positions actually makes considerable sense. Martin has been with the APS longer than most employees and is familiar with the expertising department. His management should go fairly smoothly.

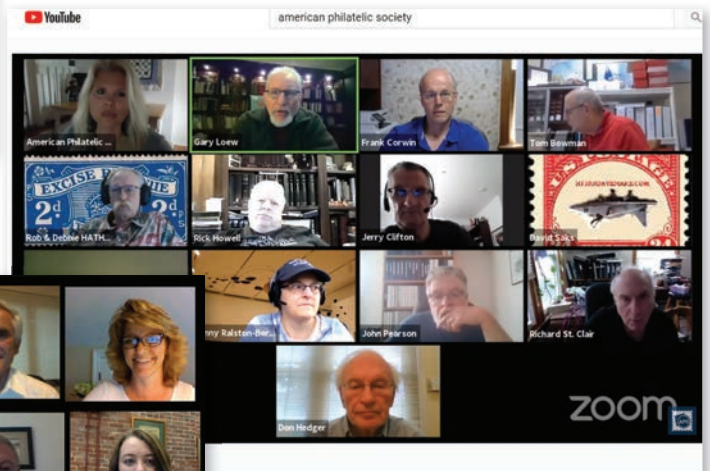
Similarly, from my observations, Loew has more experience with print editorial matters than Loebig and should bring a breath of fresh air to the department, which has had a great deal of difficulty maintaining a steady hand at the tiller for six years. Including longtime editor Barb Boal, who retired

...with the Covid-19 pandemic affecting all aspects of the hobby, one of the ways the APS responded was by reaching out more actively online





1 Three key APS managers have been reorganised to reflect new needs faced by the organisation. From left: Thomas Loebig, Ken Martin and Gary Loew



2 One of the new programmes inaugurated by the APS is the daily online 'Stamp Chats'. Virtually all of these have been archived on YouTube

3 The APS Summer Seminar on Philately had to be completely re-imagined in a very short period of time. The result was a highly successful month-long series of presentations that attracted more than 450 different users and more than 1500 registrations. Some of the presenters are shown here

in 2014, Loew will become the sixth editor of *The American Philatelist* and *Philatelic Literature Review* in as many years. The AP is still the primary tool for outreach and communication with APS members, so the stability of that position is vital.

Loebig, who has managerial experience, should be able to bring stability to the membership position, as well as play to his strengths of web content and social media.

The more-or-less hiatus of many hobby activities during the Covid-19 pandemic should also give time for each individual to adjust to their new duties. I look for this to be a positive move all around.

## APS Summer Seminar on Philately posts record numbers

'Out of an abundance of caution,' this year's on-premises version of the APS Summer Seminar on Philately, held annually without fail since 1980, was cancelled, due to the ongoing Covid-19 pandemic crisis. Typically, Summer Seminar would enroll between 65–85 students for a combination of week-long and shorter courses, ranging from Stamp Technology and Exhibiting, to specialist courses on Washington-Franklins and engaging with postal history.

Utilising GoToWebinar technology, the education department of the APS hit it out of the park this year. During the month of June, there were 58 more-or-less hour-long sessions (45 different classes) taught by a number of different recognised experts in the field (3). All sessions were recorded and will be available in the future. A flat tuition fee of \$10 per course was charged (the same price as planned for accessing the recorded classes on demand online). These recordings will be available for purchase in July on the C3a Ecommerce site of the APS. Some sessions, such as learning to use the American Philatelic Research Library, are free. A listing may be found at: [stamps.org/learn/c3a-online-learning](https://stamps.org/learn/c3a-online-learning)

By the end of the month, there had been more than 1400 registrations for classes, with more than 450 unique users. Each

free Friday session packed between 50 and 80 attendees, and paid session registrations (one-hour sessions) ranged from a few to 53 (largest enrollment)! The top three-hour course (in three one-hour sessions) had a registration of 40.

While the APS plans to resume the standard format of Summer Seminar next year, the wild success of the online learning environment has led to planning monthly sessions, which will kick off sometime this autumn. It is not yet known what the cost or class content will be, but collectors and dealers are clearly enjoying this type of virtual gathering.

## 'Blue Spoon' Group continues

The rapid growth and popularity of Zoom technology has allowed many different philatelic groups to continue to 'meet' online during the ongoing pandemic. One of these, a more-or-less local group of collectors and exhibitors I belong to (actually, the radius is close to 100 miles) is just a microcosm of stamp clubs and other organisations across the country that are finding alternatives to traditional meetings.

Prior to the pandemic, our group, usually numbering between six and 10 people, met about once a month at the Blue Spoon Café (thus the name) for lunch, sharing philatelic exploits and show-and-tell sessions.

Although we are still unable to physically gather (and the Blue Spoon has closed permanently), we are still able to get together online, enjoy each other's company and discuss future exhibits, trends in the hobby and more (4).

These gatherings, whether it's the Blue Spoon Group, Crescent City Stamp Club (New Orleans, LA), Webster Grove Stamp Club (St Louis, MO), Asheville Stamp Club in North Carolina or dozens of others across the country, fill a very vital need within the hobby.

Despite the fact many of our actual collecting activities



4 The author's semi-local 'Blue Spoon' group gathers virtually via Zoom

are solitary, as a group we are a pretty social bunch, and the ability to gather, discuss our interests and concerns actually helps to deepen our interest in the hobby (not to mention our knowledge).

While we will likely return a semblance of 'normal' at some point in the future, I look for these types of welcoming activities to continue.

#### Collectors Club also meeting virtually

The Collectors Club (New York) normally meets twice per month (first and third Wednesdays) in its Manhattan clubhouse but has obviously been unable to do so since March. The result of this quick-acting group is the Virtual Philatelic Program Series, which has been attracting record numbers of attendance (one recent meeting attracted nearly 300 collectors). The series utilises Zoom technology to overcome the physical limitations of the Covid-19 pandemic. These are live and interactive programmes. Each presentation is accessed through desktop computer or via apps on IOS and Android devices. As it stands, all collectors (members or not) are welcome to attend this series of programmes, although only members are able to access the archived talks.

Although the Collectors Club typically takes a summer break, the club has been producing its programmes throughout the summer.

If in-person meetings are not yet possible by 9 September (the beginning of the fall schedule), programmes will likely continue as part of the current series. Each talk is free, but requires pre-registration to receive a Zoom link. More information may be found at [collectorsclub.org](http://collectorsclub.org)



Wayne L. Youngblood has been a professional philatelic journalist for almost 35 years. He ran a mail-order business and is now a frequent bourse dealer. A gold-medal exhibitor, he is the recipient of the APS Luff Award, a member of both the Writers Unit and Wisconsin Federation of Stamp Clubs' Halls of Fame, and a distinguished topical philatelist.

# Buying British Stamps

Current Market Values



## BUYING & SELLING DISCOUNTED GB POSTAGE DAILY

### BUYING GB DECIMAL MINT STAMPS 1971 to 2019

(We always require GB postage but some values are more popular than others so please contact us by email or telephone where the sale value is £1000 or over).

| FACE VALUE (FV)                                    | Buy % of FV   | Criteria  |
|--|---|---|
| Stamps 1p to 43p                                   | 48%   | Sorted by value   |
| Stamps 44p to £1.99                                | 60%   | Sorted by value   |
| Stamps £2 to £10                                   | 65%   | Sorted by value   |
| GB MNH Decimal Stamp Collections                   | 47%   | UNSORTED - Pre 2000   |
| GB MNH Decimal Stamp Collections                   | 55%   | UNSORTED - Post 2000  |
| Unsorted MNH Stamps 1971-2019                      | 48%   | Made up in Bags of £100, £200 and £500 face value   |
| First (1st) Class NVI Stamps (lick and stick gum)  | 58%   | All 1st class stamps with lick and stick gum, definitive, commemorative regional and Christmas. |
| First (1st) Class NVI Stamps (self-adhesive)       | 62%   | All 1st class stamps with self-adhesive gum, definitive, commemorative regional and Christmas.  |
| First (1st) Class NVI Stamps (lick and stick)      | 50%   | Ditto 76p with NON-ELLIPTICAL perf pre 1993   |
| Second (2nd) Class NVI Stamps (lick and stick gum) | 64%   | All 2nd class stamps with lick and stick gum, definitive, commemorative regional and Christmas. |
| Second (2nd) Class NVI (Self-adhesive gum)         | 68%   | All 2nd class stamps with self-adhesive gum, definitive, commemorative regional and Christmas.  |
| Second (2nd) Class NVI Stamps (lick and stick)     | 50%   | Ditto (65p) with NON-ELLIPTICAL perf pre 1993   |
| First Class LARGE NVI (self-adhesive)              | 65%   | ALL TYPES (£1.15)   |
| First Class LARGE NVI (lick and stick)             | 62%   | ALL TYPES (£1.15)   |
| Second Class LARGE NVI (self-adhesive)             | 70%   | ALL TYPES (88p)   |
| Second Class LARGE NVI (lick and stick)            | 65%   | ALL TYPES (88p)   |
| 1st Class Signed For Stamps (standard & large)     | 62% Standard 67% Large  | All types (£2.06 and £2.45) poor sellers All types (£2.06 and £2.45) poor sellers               |
| Special Delivery Stamps                            | 62% up to 100g 72% up to 500g (£6.70 > 100g and £7.50 > 500g poor sellers (£6.70 > 100g and £7.50 > 500g poor sellers |   |
| Europe up to 20g, 40g & 60g NVI Stamps             | 80p ea  | Up to 20g, 40g & 60g grams (£1.42)  |
| Worldwide up to 20g, 40g & 60g NVI Stamps          | 95p ea  | Up to 20g, 40g & 60g grams (£1.63)  |
| Europe 'E' Rate up to 20g Stamps                   | 80p ea  | 'E' Rate Stamps (£1.42)   |
| Europe & Worldwide NVI Stamps up to 100g           | £0.95 ea W £1.40 ea   | Up to 100g (e £1.68 & w/w £2.42) Up to 100g (e £1.68 & w/w £2.42)                               |
| Presentation Packs                                 | 47%   | from 1971 to 1998   |
| Presentation Packs                                 | 55%   | from 1999 to 2015   |
| Presentation Packs                                 | 60%   | from 2016 to 2019   |
| Presentation Packs                                 | 68%   | 2020  |
| Prestige Booklets                                  | 48%   | up to 1998  |
| Prestige Booklets                                  | 55%   | 1999 to 2014  |
| Prestige Booklets                                  | 60%   | 2015 to 2020  |
| Booklets with Stamps up to 29p                     | 47%   | folding & retail etc  |
| Booklets with Stamps from 30p to 68p               | 55%   | folding & retail etc  |
| Smiler Sheets                                      | 60%   | Lick & Stick Gum  |
| Smiler Sheets                                      | 62%   | Self-adhesive Gum   |

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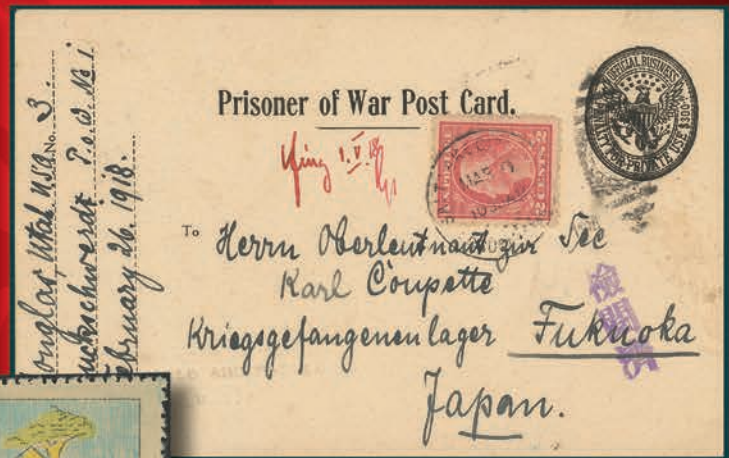






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# The Olympic Games of 1920 – Antwerp, Belgium

With the 2020 Olympic Games in Tokyo postponed until 2021, Michael Burzan takes us back 100 years to the Games of the VII Olympiad, which were held in Antwerp, Belgium.

## Sporting premieres in Antwerp

WHO would have guessed in 2019 that the long-prepared 2020 Summer Olympics, due to take place 24 July–9 August, would have to be postponed by at least one year? So far, it has been exclusively wartime that forced changes in the sporting calendar of the IOC – 1916, 1940 and 1944.

## First cancelled Olympics – Berlin 1916

Cancellation happened for the first time at the Games of the VI Olympiad, which were awarded to Berlin on 4 July 1912 for 1916 but then fell victim to World War I. Among the few items of postal evidence for this period, as private postal stationery of the German Reich, are sought after 'Official Stadium Postcards' (Mi PP 27 C179) with the imprint of the green 5pf. Germania (1–2). These were issued for events in the stadium planned and newly built for 1916 at the site of a former racecourse. The views of the Deutsches Stadion, with stands and athletes, in Berlin's Grunewald were often supplemented by a multi-coloured vignette for the 'Stadium Consecration by His Majesty Wilhelm II 8 June 1913'. Even after the end of the war, such pieces were still sent out, as is shown by an example that was sent to Switzerland with a 'BERLIN-GRUNEWALD/DEUTSCHES STADION' c.d.s. of 15.8.19 and reported 'on the army competitions combined with demonstrations of aerial combat in the stadium' (3). Before the 1936 Summer Olympics in Berlin, this complex was replaced by a new Olympic stadium.

An unused official stadium postcard (Mi PP 27 C179/01) with the vignette fetched €190 at the DBA special sale of German postal stationery cards. A similar item was valued at €250 at Schlegel Berlin and elsewhere for up to €400. A used postcard (Mi

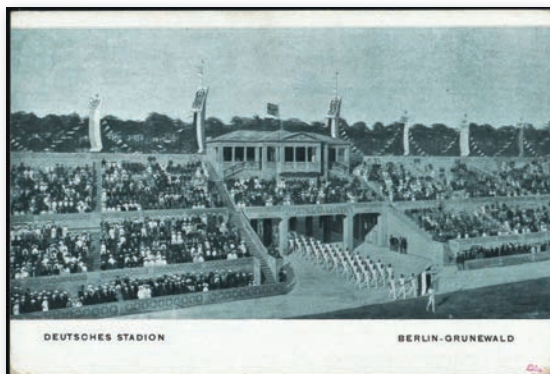
PP 27 C179/02) with vignette, sent from 'BERLIN 15.6.13' to Bad Eilsen was valued at €250–€310. Gärtner asked €500 for a Greece cover to Berlin with the imprint 'COMITE DES JEUX OLYMPIQUES ATHENES' and a 25l. stamp, along with a cachet showing an Olympic athlete. The letter may probably result from preparations for the cancelled Berlin Games 1916. The Veuskens shop offered a coloured souvenir postcard from the 12th German Turnfest, in Leipzig, with a special cancellation from July 1913 and a rare vignette for the Berlin 1916 Olympic Games at €40. A series of vignettes was perhaps issued as samples for a series of special stamps. These are rare in complete sets and have elevated prices.

## Rebirth in Antwerp 1920

The world experienced the rebirth of the Olympic idea of modern times with the Games of the VII Olympiad in Antwerp, Belgium. The city was awarded the honour to hold the Games, although it was heavily marked by war. There, for the first time, the Olympic flag with the five rings was flown. Also for the first time, the Olympic oath was spoken by an athlete, the Belgian Victor Boin, in the presence of King Albert I, who officially opened the Games on 20 April 1920 (4–5).

It was not until a month later, on 20 May 1920, that a set of three special stamps were available from the Belgian postal service (Mi 159/61). They were created in single-colour intaglio printing by the American Bank Note Company in sheets of 100 stamps each (6). The bilingual inscriptions 'POUR LES MUTILÉS +5c VOOR DE VERMINKTEN' (for the mutilated) at the bottom of the designs indicate the surcharge of five centimes per stamp. The classic representations of the trio offer the Diskobolos

The world experienced the rebirth of the Olympic idea of modern times with the Games of the VII Olympiad in Antwerp, Belgium



1 Athletes entering the Deutsches Stadion on an 'Official Stadium Postcard'



2 Postcard showing a view of spectators and athletes in Berlin's Deutsches Stadion

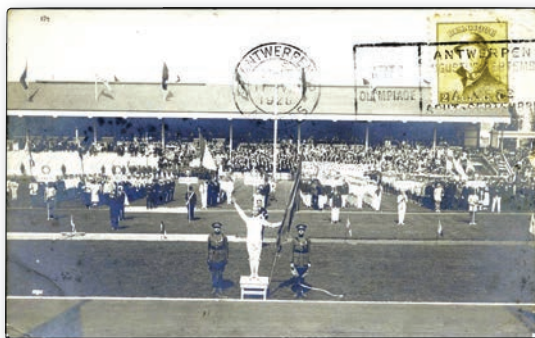




3 The vignette on the back of this postcard shows the 'Stadium Consecration by His Majesty Wilhelm II 8 June 1913'



5 Postcard in art deco style depicting an athlete taking the first Olympic oath of modern times. The set of three 1920 Olympic stamps, tied by an 'ANTWERPEN-ANVERS/VILE OLYMPIADE' stadium c.d.s., were on the reverse (sold for €200)



4 The Belgian athlete Victor Boin took the Olympic oath for the athletes – the first time this had happened at an Olympics



6 The stamps released by Belgium to commemorate the 1920 Olympics



7 The Olympic stamps with a 'SPECIMEN' overprint and hole punching

8 A 15c.+5c. die proof in dark sepia, with the inscription 'C1843/AMERICAN BANK NOTE COMPANY' below the stamp and a hole punch on one of the value tablets



as a statue in the style of the classic Greek artist Myron in green for the 5c.+5c. value; a Roman Quadriga in red for the 10c.+5c.; and a runner in sepia-brown for the 15c.+5c. This set is still easily accessible in standard versions even after 100 years. In the Belgian COB catalogue, no. 179/81 unhinged are about triple the price of unused. As the perforations were not executed very well, good centring justifies an additional 70%.

The manufacturer's printing notes are attractive, extending over several fields at the edges of the sheet. Sample pieces with the overprint 'SPECIMEN', accompanied by hole punching, may be found at lower three-figure prices (7). A 1920 Olympic's set of three mint never hinged blocks of four with SPECIMEN overprint and holes punched with slightly toned gum fetched €480 in a special thematic sale at David Feldman in Geneva.

Among the greater rarities are imperf. copies and single prints, as well as luxury sheetlets in block form. Single imperf. 1920 Olympic 10c. and 15c. mint values as marginals with partial printer's inscription have closed at €125 each. A full set of three mint imperf. with a hinge remnant but some gum toning on the 3c., which were otherwise fine and scarce, went for €380 (COB €1575). The highest price of €2400 at Feldman was achieved by a 15c.+5c. die proof in dark sepia on a small sheet of glazed paper pasted onto cardboard that had a hole punch on one of the value tablets and the inscription 'C1843/AMERICAN BANK NOTE COMPANY' below the stamp (8). However, there were no bids for a 1920 Olympic set of three as 1929 reprints of the criss-crossed dies in black on white paper (Minister sheets) that had a '2' at the top-left corner of each and an embossed logo of the Belgian Post & Telegraphs ministry with a price tag of €5000 (Stes RP348/50).

## Olympic mail

Other particularly appreciated delicacies of the Olympics are items of correspondence of former participants, their teams, national organising teams and committees (9–10). For example, an inconspicuous but coveted envelope, featuring a form from the 'Comité Belge de la VII<sup>me</sup> Olympiade' with a



9 The Swiss Olympic team at the 1920 Olympics was supported by stamp-like vignettes and a postcard series

10 Early maximum card with a 15c. stamp from a collection of Olympic material





11 An envelope from the 'Comité Belge de la VIIe Olympiade' was a coveted item and sold for €1000 at David Feldman in 2019

25c. postage stamp and a Brussels machine stamp from 16 January 1920 and sent to Dr Jiri Guth in Prague, sold for €1000 from the special collection at David Feldman in 2019 (11).

An entire collection, presented on 35 exhibition sheets, just featured Antwerp 1920, with a focus on football, which had been an Olympic sport since 1908 (12). Among the collection were five official vignettes, a printed invitation card of the 'Union Royale Belge des Sociétés de Football Association', panorama postcards of the stadium, slogan Olympic machine cancels from the dates of the football matches through to the final on 14 cards and letters, and a photo postcard of the Great Britain tug-of-war team in action – it sold for €2400.

Another collection concentrated on the variants of the Olympic slogan machine cancellation in 58 variations from different cities, including four rarer ones from Ghent, some with parts upside down or missing, postcards and maximum cards (€300).

In general, there are still cards and letters from the 1920 Olympics around at double-figure prices. To find the right customer for these items, it may help to consult the event calendar of the Games to find out which disciplines were held on which dates and when the medal ceremonies were held.

Five 10c. stationery cards (including one reply-paid card) with Olympic machine cancels (two from Antwerp 6 (with and without stripe below 1920), Antwerp 1, Liege and Charleroy with Olympic dates, including the yachting final of 10 July, cycling of 12 August and athletics of 17 August), went for €120.

A 22 August picture postcard with a 1920 Olympic Games 10c. tied by Olympic machine cancel, sent on the day of the marathon, with the manuscript message 'on the occasion of my trip to the VII Olympiade', sold for €90.

An envelope sent registered on 19 August to France with the Olympic set, tied by the Antwerp c.d.s. on the day of the 1500m final cost €60. Two covers and three postcards with Olympic machine cancels of all the dates of the swimming, diving and waterpolo events of 24–27 August and 29 August went for €40 (13). For €30, there was a chance to possess six postcards, all with Olympic machine cancels for the dates of the shooting on 22 July, 24 July, 27 July, 30–31 July and 2 August 1920.

### With overprints without surcharge

As the expected sales volumes of the Belgian Olympic charity stamps had been much higher, large numbers of stamps remained unsold after the end of the sales period. However, as the franking validity expired on 15 January 1921, the Belgian Post Office had the remaining stock overprinted, making them provisional postage



12 A printed invitation card of the 'Union Royale Belge des Sociétés de Football Association' was in a football-themed philatelic collection

20c. stamps (Mi 162/64, COB 184/86). A variety of incorrect overprints and misprints have been discovered over the decades (14). Varieties of the 1921 Olympic Games surcharge of 20c. on 5c. and 20c. on 15c. in mint top-left corner marginal blocks of four with pre-perforation printing folds, leaving the top left of the upper left stamp partially imperf., and each signed Hendriks, sold for €340 (15). At €1000, a block of four with only a partial impression of the surcharge diagonally at the top right of the top-right stamp and right margin, so that the overprint seems omitted on three stamps, remained unsold (16). MICHEL reports that also upside down overprints have become known (Mi 162 and 164), whereby caution against forgeries is recommended.

Special collectors also pay attention to missing, offset or additional points on less spectacular varieties. The postal validity of the overprint values was extended until the end of April 1931, so that a large part was used up on mail and can be easily found cancelled. As with the values without overprint, good centring is not common, so plus points are certainly justified and are priced 70% more in COB.

### Sporty souvenirs

Compared to the last pre-war games of the V Olympiad in Stockholm, the number of participating athletes in Antwerp had increased to about 2600. Germany, Austria, Bulgaria, Hungary and Turkey were not invited because they were regarded as the guilty parties of World War I. Russia, still in political turmoil and on its way to the Soviet Union, also did not participate.

As a new independent state, Finland was able to send athletes under its own flag for the first time. A picture postcard with a black and white photo of the Finnish team's entry and the inscription 'Suomen Joukkue Antwerpenin Olympialaisissa Kisoissa 1920' was often covered with the Belgian Olympic stamps and cancelled with dates of the competition days (17). The track and field athlete Paavo Johannes Nurmi (1897–1973), who won three gold medals, over the 10,000-metre course, in cross-country solo and in the team classification, became a legend; in addition, he won silver over the 5000 metres (18). He was honoured twice by Finland's postal administration with special stamps: on 11 December 1973 depicting a bronze statue (Mi 742) (19); and on 18 March 1997 before his birth centenary with a photo from the 1924 Summer Olympics in Paris, where he won gold five times (Mi 1382).

In 1920, other young countries such as Estonia, Yugoslavia and Czechoslovakia joined the ranks of the participating countries. For the first time Monaco, Brazil and New Zealand also sent athletes to the competitions. The Brazilian issue for the Olympic Summer Games in Barcelona 1992 included images of the medal winners of the first Brazilian Olympic team in Antwerp: Afrânio Costa with silver in freehand shooting and bronze in the team competition; and





13 This item was sent on 27 August – a day when swimming, diving and waterpolo events were all held

14 20c. on 10c. from the 1920 surcharges that was folded before printing



15 Mint top-left corner marginal blocks of four of the 20c. on 5c. with pre-perforation printing folds



16 Block of four with only a partial impression of the surcharge diagonally at the top right

17 Postcard of the Finnish team with the inscription 'Suomen Joukkue Antwerpenin Olympialaisissa Kisoissa 1920'



18 Finnish cover showing Olympic legend Paavo Nurmi and his printed signature for the Helsinki Olympic Games of 1952 where he carried the Olympic torch into the stadium



19 Stamp released by Finland to honour Paavo Johannes Nurmi



20 Duke Kahanamoku was a three-time Olympic champion



21 Magda Maria Henrietta Julin won gold in the ice-skating event

Guilherme Paraense with gold in revolver shooting (Mi 2452/53).

The fact that 'The Big Kahuna' Duke Kahanamoku (1890–1968), a pioneer of surfing, became a three-time Olympic swimming champion in 1912 and 1920 may have been another reason for his picture on the 37c. special issue of the USA (Sc 3660, Mi 3634) dating from his birthday of 24 August 2002 (20).

Winter sports disciplines were also represented at the Olympic Games in Antwerp, which lasted for five months until the closing ceremony on 12 September 1920. The first Olympic champion in ice hockey was the team from Canada.

The Italian water polo team competed against Sweden with only one player because the rest of the Italian team found that the water was too cold for them. The water polo team of the United Kingdom won a gold medal for the third time in a row at the Olympic Games; the fourth since 1900.

Not even three per cent of the participants in Antwerp 1920 were women. The figure skater Magda Maria Henrietta Julin (1894–1990), née Mauroy, originally from France, surprised everyone. Four-months pregnant, she won the gold medal. Shortly before the freestyle, she had to change her piece of music because the waltz 'On the Beautiful Blue Danube' by Johann Strauss was unwanted for political reasons. In the first issue of the series 'Swedish Gold Medalists at the Olympic Games' of 27 August 1991, Sweden's post put Magda Julin and her Antwerp victory in figure skating on a 2k.50 booklet stamp (Mi 1674) as a philatelic tribute (21).



Originally from Stuttgart, Michael Burzan formerly traded in stamps and philatelic literature. During his career, he has been the press officer for the German Philatelic Dealers' Association and a member of the art council for new German issues but is now an established philatelic author, as well as a columnist and editor.



# Spotlight on the New 399

On 29 June, Stanley Gibbons reopened the doors of its London shop at 399 Strand following a major refurbishment. Richard West takes a walk around and talks to SG CEO Graham Shircore about the new look.

WITH constant talk of problems hitting the high street, it is good to know there is confidence in the future at Stanley Gibbons. And confidence in the company itself in that, while others are wondering how and if they will survive, SG has been using the lockdown to revitalise totally its world-famous shop at 399 Strand (1).

For many years, the Strand area has been synonymous with the stamp trade, even though sadly today there are few reminders of this famous past. Fortunately, Stanley Gibbons has opted to remain on the Strand and the shop now makes an impressive statement as its bright-blue fascia proudly proclaims its name alongside that of the coin specialist Baldwin's. Inside, it is spacious, airy and brightly lit, and now immediately presents the range of services provided by SG.

Around the shop, display frames highlight notable items on offer. On the left is the stamp sales area, with the friendly, helpful staff having at arm's length a large selection of the Gibbons' stock. (At the time of my visit, plastic screens necessarily separated staff and customer.) To the right, and in a central display, is the wide range

of accessories, such as albums, catalogues, stockbooks and watermark detectors. You can also take pick up the latest edition of *Gibbons Stamp Monthly*.

The ground floor also houses client rooms where collectors wishing for a more private viewing and discussion with experts before purchase can do so.

However, the new 399 is more than a ground-floor shop, and visitors are welcome to roam. The first floor houses Baldwin's. It also has an area overlooking the Strand, housing display cases highlighting the rich history of Gibbons and the hobby through a wealth of fascinating artefacts (2). In addition, bookcases house reference works, while one wall has been left flexible in its use, from special displays to video projections.

In the basement, Stanley Gibbons Auctions can be found (3). This area can also be used for displays, exhibits, receptions and talks. The space provides an excellent opportunity for societies and other organisations to host special events.

This 'new look' is a bold move and investment by Stanley Gibbons, not afraid to reach out to the public in a positive way.

With so much now being online, there is a danger of missing out on new audiences in a way that only a shop window can, by highlighting the joy and beauty of stamps and coins through displays that are changing, vibrant, new and topical.

To find out more behind the thinking behind this major step, I put a few questions to Graham Shircore who is SG's Chief Executive Officer.

## How important was it for SG to remain on the Strand?

Having been on the Strand for well over 100 years, it is rightly seen as our home, so our preference was always to remain here. However, it would have been remiss of us not to look at other potential locations in and around central London. In practice, we found two serious alternatives to staying at 399, one of which was also on the Strand, but in the end we decided to stay where we were and I am pleased that we did.

## Is the shop aimed at collector, investor, upper-end sales, trade or all? Is this a move away from the old company reputation?

The new building – it is more than just a shop – is designed to be something for everyone. Our aim was to create somewhere that very clearly sets itself apart from other stamp shops. Somewhere that is unashamedly a high-quality shopping experience but also one where absolutely everybody feels welcome whether they have £5 or £50,000 to spend. This is a very difficult balance to create, but I sincerely hope we have managed it. Of course, the building itself is only half of it. It only works if everybody at SG is focused on making people feel welcome when they visit us.

1 The newly refurbished façade of 399 Strand







2 The Stanley Gibbons Archive overlooks the Strand (above)



3 The versatile auction room is in the basement (right)

### **Does the refurbishment show a level of commitment and optimism by the company to itself and also to the hobby in general?**

Absolutely. We've mentioned many times our belief in the potential that SG has within the hobby and our willingness to put the time, effort and money required into realising that potential. This is the most tangible example of us doing exactly that. But we also believe that SG has a role to play in bringing the hobby to a wider audience and we hope that the new building helps us to do that.

### **SG is now the largest philatelic shop in Europe. What does the extra space mean for the customer?**

Strictly speaking in terms of square footage, the overall customer-facing area is not too dissimilar to before, but the layout is much more effective and the space better used. The main difference is that customers can freely walk through all three floors and there is a much more proactive use of both the basement area – outside of auctions – and the first floor. So although the floor space is similar, from a practical perspective, visitors can probably experience more than twice as much actively used space as before. This has allowed us to include a far greater range of displays, exhibits and indeed different ambiances in different areas with the aim of making it a really memorable experience.

We've combined that with better lighting, more information about items and exhibits on display and a more welcoming feel, such as casual seating areas for customers. We want people to feel comfortable spending a significant amount of time here.

### **The shop now boasts exhibition areas. Is 399 now more than just a place where one buys?**

Absolutely. As I said, we want people to really enjoy coming here and to feel like they can spend time here learning about the history of SG and the hobby, while having the opportunity to see some wonderful stamps and various artefacts and treasures.

The challenge for us and one that everyone at SG knows is important, is to ensure we keep changing our displays and exhibits over time. We want to give people plenty of reasons to keep coming back to visit us.

It's also a location that is now much better suited to events of different kinds. At the current time, this is somewhat redundant – as were our plans for a grand opening – but as and when circumstances allow we will try to make much more use of this, including giving talks about various areas of philately and opening up the building to societies and others.

### **What kind of events are planned?**

As I mentioned, we had hoped to have a grand opening but coronavirus put paid to that as it has to so many things. Until there is a little more certainty about how things may develop and indeed about how comfortable people are in attending certain types of events, we will keep our plans under review.

In normal times, it was our vision that the building would host a variety of events on an extremely regular basis, not only those put on by SG and Baldwin's but also others within the industry and indeed from elsewhere – the first floor overlooking the Strand is, in particular, a wonderful location.

### **The Stanley Gibbons Archive is now a key feature and brings a museum-like quality to shop. Does this reflect the history of SG or will it celebrate philately in general?**

As with other areas of the building, we will change what we exhibit over time but it is our desire to do both. A good example of this is the current display that highlights some major moments in the life of SG, but also has a range of items showing how philately has tried to engage younger audiences in the past.

While we have a lot of material in our archive, we are always keen to work with others who may wish to help put a display together or have single items of interest whether they are individuals or an organisation. Prior to coronavirus, we had been in touch with The Postal Museum among others and we are hopeful that at some point in the not too distant future some of these conversations can be restarted.

### **Are there any other changes planned in the future?**

Plenty. One of the main ones is a desire to keep getting better and to keep evolving. That primarily involves two things: improving what we offer our customers and adding to what we offer our customers. Not all are as visible as the redevelopment of a 13,000 sq ft building in central London, but there is more to come.

### **What does the shop offer traders as customers and what can they replicate in their own business?**

For the trade – and we are pleased to have seen quite a few of our peers visiting us already – the experience should be similar to that of the general public. An appreciation that philately, particularly when it comes to the shopping experience, can shake off some of its less attractive stereotypes while keeping all of the best bits.

In our view, being able to highlight this is key in getting that all important balance between appealing to new collectors while giving existing collectors not only something they are comfortable and happy with but actually prefer.

### **How does it compare to other shops/auction houses?**

The main difference, other than the range of stamps, products and expertise we offer on site, is the experience. A hobby, a passion, should be far more than just a transactional experience, and we want to offer an environment that reflects that.

### **What is the impact of new technology on auctions and online platforms?**

Combining modern technology with the best bits of the traditional elements of a hobby is an interesting challenge. In the new building, for example, we have used modern technology sparingly but we have used it where we feel it improves the customers' experience. The most obvious is the flat screen TV on the ground floor, which can be adapted for events, themes, etc., but it extends to things like the viewing lamps in our client rooms. These sit side by side with books from the 17th century, Victorian furnishings and exhibits from throughout the history of philately.

We have, like many, also learnt from the changing working practices of the last few months and there are ways in which we will be making the most of the opportunities modern technology brings.

# Business as Usual?

After three months of lockdown, Paul Dauwalder shares his experiences of reopening his stamp shop in Salisbury.

We soon discovered lockdown provided a perfect stimulation for stay-at-home stamp collectors

SINCE I last wrote in May, we have witnessed our shop reopening on Monday 15 June with drastically reduced shop opening hours to five days (previously six days) a week. We now open from 10am to until 3pm daily.

Three of our shop staff now work shorter hours to deal with a much-reduced shop customer demand. Most of whom are of mature years; by the same token, some of our staff (including myself) can claim a free bus pass!

Our last 'normal' working day before the onset of the national lockdown was on 26 March! This was a very sad day; a time when all my staff gathered together and took the opportunity to accept the government furlough – a curious name for leave that apparently stems from the USA. My staff enjoyed the lifeline generously provided by HMRC to take the 80% of their regular salary whilst sitting out the break at home.

We soon discovered lockdown provided a perfect stimulation for stay-at-home stamp collectors. During the three months of lockdown, my son Christian and I soon found that although there was no stamp shop or stamp fair trade, there certainly were plenty of online opportunities. We realised our decision to furlough all the staff was premature and found it impossible for the two of us to cope with the online demand.

We took the decision to release staff from furlough in April in order to deal with our extensive album and accessory business of Lighthouse and Hawid lines.

Our staff were selectively invited to rejoin, working within a safe working environment. Disappointingly, few staff took advantage of this offer at first. However,

armed with further coronavirus-protected working space, we gradually encouraged a larger number of staff to return to the online business.

Coronavirus caused us to completely review our staff seating arrangements at work places in our three shops. The revised safety measures involved considerable managerial skills by my manager Steph Beattie. The revisions were very stressful for all concerned and resulted in some redundancies and revised hours in order to provide a safe office. Our office now have improvised DIY Perspex screens to frighten away coronavirus (1–2)!

At the time of writing, we have passed the small-shop hurdle and restricted the area to three customers at any time.

The stamp shop reopened on 15 June. It is part of three businesses we operate – Dauwalders' Stamp Store, Speedyprint (printers) and Number 44 (an upholstery and furnishings store). We had few expectations of shop trade, which were not unfounded. Before the big day, we had a series of meetings, numerous posters, stickers, hand cleaners, much training and 'dress rehearsals'.

Day one was difficult because a staff member invited a customer out of the shop area into a staff area, much to the alarm of three members of staff. The lesson was learnt – more training required! We have now been open four weeks and on most days the staff outnumber the customers!

The furlough problem is not unusual. We have ageing workers who suffer from ongoing health problems – respiratory issues, diabetes, hypertension, etc. We are rather like a fleet of elderly motor cars needing regular service and repairs!

Many of the shop customers have expressed their reluctance to go shopping and have apologised for not visiting. This is an enormous problem for any trade that depends upon customers who browse over long periods.

It will need tremendous marketing to return clients to venues such as Stampex or smaller provincial stamp bourses.

Many of our previously visiting collectors are mature and not computer literate. We have noticed an increase in old fashioned orders by post with a return to written orders.

Recent lockdown auction sales results indicate that auction prices are buoyant due to the lack of relaxed viewing, which indicates an increase in blind bidding at public sales. How can a prospective buyer make a sensible bid on a 10-box lot with limited viewing?

## Fast or feast

A number of prestigious auction sales were announced to coincide with London 2020 in May. All of these sales were postponed and are now being revisited, with catalogues reappearing from all of the



1 The counter and shop floor showing the measures put in place to enable social distancing for both customers and staff



2 Behind the scenes at Paul's shop in Salisbury



major auction houses, such as Grosvenor, Stanley Gibbons and Spink. There are substantial amounts of stamps waiting to satisfy the post-coronavirus market at auction.

### 'Bored out of my mind'

This is a phrase constantly being repeated by our customers during lockdown.

At the time of writing, the SG *Great Britain Concise* catalogue is being published. Our order book for the Concise is very healthy and reflects the exceptionally buoyant sales of reference books this spring, not only for philately but for all collecting themes. This has generated a large number of either new or revisiting clients coming back to our enduring hobby.

A recent UK survey of 1920 adults from the Office of National Statistics found almost half the adult population are now devoting more time on hobbies and less time on commuting.

Now is the time to propagate stronger relationships with online and mail-order customers via live websites. Especially as the prospects of one-to-one sales using shops and fairs is poor in the short term because of the inevitable repeat visits of virus hotspots.

On the subject of GB Concise, a brief appraisal indicates a much less radical editing policy by Messrs Cordell and Jefferies, with minimal or nil revisions on virtually all sections. The editors have managed to introduce a whole year's issue from Royal Mail within only seven extra pages. I noticed slightly less SG in-house advertising, in particular the lack of the ubiquitous early SG transport. No sign of the usual Morris van or the Lambretta scooter delivery combination dating back to 1960. Bygone days when crash helmets were deemed unnecessary even on a cold foggy London day. Does anyone know the identity of the tall scooter driver in the image; probably long retired?

### Memories of the late Arthur Ryan

IN the late 1970s, Bristol was a hotbed of young stamp dealers working for Urch Harris and Harry Gaffen (3). Amongst these were Bob Wiltshire, Stephen Sayer, Gordon Organ and, of course, a young Arthur Ryan.

Within the Urch contingency was the Scotsman Donald Forbes Smith who operated mainly in Great Britain Line Engraved issues from a shop in Christmas Steps, Bristol. Donald was a crazy car driver who experienced a horrendous car smash and long hospitalisation, which threatened the continuation of his business. Arthur generously drove down to Donald's office to acknowledge enquiries and orders on Donald's behalf over a period of several weeks; an act of great kindness!

In last month's edition of *PE*, Arthur's daughter, Vanessa, mentioned the full-size snooker table used by visiting dealers like the Cleveland brothers. Arthur was also a keen squash player. And we both used the leisure centre at Richmond. He had a small scar on his mouth and I asked him once how he acquired the injury. He replied, 'Not a war injury! It's something I got while teasing our pet dog with a vacuum cleaner when I was a 10-year-old lad.'

A great guy and a very honest man (4).



3 A group photograph of the Urch staff (Arthur is fourth from right in the second row)



4 Celebrating Arthur's long career in the philatelic trade

### Stamp and Postcard Fairs Begin to Reopen

As well as philatelic shops, fairs are taking their first tentative steps towards reopening. Here, Chris Rapley provides a short guide to the measures they have put in place to enable them to run their fairs.

LIKE so many of you, Chris Rapley Stamp and Postcard Fairs has been champing at the bit during the enforced Covid-19 lockdown. We've missed our customers and fellow dealers, as well as those in-depth discussions about margins, perfs and shades. We've even missed the long drives and heavy lifting! Now, at last, there is some light at the end of the tunnel.

The decision to reopen has to be taken on a fair-by-fair basis, depending on the agreement of the hall concerned. At the time of writing, two of our August fairs are going ahead – Sittingbourne (22 August) and Guildford (29 August) – and the signs are good for September onwards. Unfortunately, our planned fair at Felbridge on 31 August is still very much in doubt.

Inevitably, when we do open our doors things will feel a little different. Here's a quick rundown of the new procedures we'll have in place, for the protection of dealers and visitors. We'll be asking visitors to wear a covering over their mouth and nose throughout the time they're in the building. There will be hand sanitiser for use on a table near the door. We'll also be asking you to sign in and out, and to provide a means of contact (telephone or email). We will retain this information for one month and will pass it on only if required to do so by the contact tracing service. (This will also mean that, if you develop symptoms yourself, you will only need to supply our phone number in order for everyone who was at the fair to be contacted.)

We don't anticipate any problems with enabling social distancing but we'll be reliant on everyone to do their bit to keep at least 1m apart (2m where possible) and to avoid crowding in the toilets.

A final word of caution. Things are changing by the day and there is no guarantee that the easing of restrictions will continue as planned. We are, therefore, advising all customers to telephone to check that the fair is on (01795 478175 before the day or 07711 677760 on the day), especially if coming a long distance.

See you soon!



Paul Dauwalder is the proprietor of Dauwalders, which was established in 1958. This unique collectors' store, dealing in worldwide stamps, is based in Salisbury and specialises in the stamps of Great Britain. Paul opened his first stamp shop in 1966 in Eastleigh, at a time when nearly every UK town had a local stamp shop. He moved to Salisbury in 1969.

# Around the Rooms

As the coronavirus pandemic is still causing major problems around the world, it is great to see so many successful philatelic auctions taking place.

## Schuyler Rumsey

SCHUYLER Rumsey's general sale on 8–12 June saw a number of highlights (prices shown exclude buyers' premium).

From New Zealand, a highlight was a stunning horizontal strip of five of the 1863 Queen Victoria 'Chalon Head' 1d. orange vermilion (lot 257). This imperf. and unwatermarked strip was on pelure paper and had just clear to very large margins all round. It was neatly cancelled with five strikes of the 'Dunedin' five-bar oval and was virtually free of imperfections, which is unusual given the delicate nature of the paper used in this issue. Extremely fine, this was the largest known multiple of any pelure printing and realised \$11,000.



The auction included a unique bisect usage of the American 1851 1c. imperf. issue, which was used to pay the 1852 charge of one half the 1c. rate for printed matter circulated in the state where published (lot 1257). On an 1853 printed 'General Land and Pension Agency' circular from Alfred J Works of New Haven, CT, and addressed to Mrs Julia A Goff of Hartford, CT, the cover featured an 1852 1c. blue (type IV) with a diagonal bisect. The upper right portion of the stamp was tied by a 'New Haven, Conn., Jul 29' c.d.s. Very fine, it realised \$29,000, which was just below its lower estimate of \$30,000.

From America's 1857 issue, lot 1545 was an extraordinarily rare mint 1858 5c. brick red (type I) in fine to very fine condition. In a

rich colour with original gum and the design centred to the left, it sold for \$37,500.

A 4c. deep red brown and black with an inverted centre from the 1901 Pan-American issue was in rich colours with original gum (lot 1764). This great 20th century rarity, printed as the result of a misunderstanding between the Third Assistant Postmaster, Edwin C Madden, and the Bureau of Engraving and Printing, realised \$13,000.

A highlight from the first issue of American revenue stamps was a very fine sheet of eight of the 1864 \$200 value (lot 2054). Each imperf. stamp was cancelled by a light 'Cal. P.R.R. Co., Vallejo, Apr. 25, 1867' c.d.s. In rich deep colours, this was one of three complete sheets of the 1864 \$200 USIR imperf. issue and the only example bearing handstamp cancels. It realised \$23,000.

From the American possessions section, lot 2771 was an upper pane of 12 of the Kume Island (part of the Ryukyus islands) 1945 7s. black on cream provisional; one of this issue's largest known multiples. They had been cancelled by a neat Okinawa Kume Shima '20 10 1' first day of issue c.d.s. for 1 October 1945. This was originally the personal property of Lt Cdr Elwood J Wilson, USNR, Commanding Officer of Military Government Detachment B-101-X, who was Deputy Military Governor of Kume Shima and authorised the printing and issuing of this provisional postage stamp on 1 October 1945. He asked the postmaster to cancel a sheet of the stamps for him as a souvenir. It realised \$12,000.

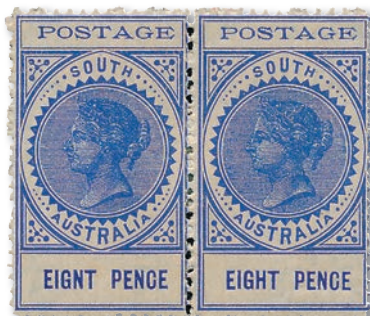


## Warwick and Warwick

AT Warwick and Warwick's auction of 3 June, there were a number of key items (prices shown exclude buyers' premium).

Amongst the Queen Victoria issues of Great Britain was a mint 1884 £1 brown lilac (lot 481). Despite some minor imperfections it more than doubled its estimate of £1000 to sell for £2800.

The Australian States section included a number of standout lots. From South Australia, lot 144 was a fine horizontal pair of the 1902–4 8d.



ultramarine. The left-hand stamp was of the very scarce 'EIGHT' variety. It realised its estimate of £1000.

A top marginal pair of the 1905–11 £2 dull blue from Victoria (perf. 11) had an estimate of £1000 but sold for £1800 (lot 156).





## Christoph Gärtner

THE summer philatelic auction of Christoph Gärtner was held 15–19 June. The auction included more than 10,000 single lots and several thousand collections. Prices shown exclude buyers' premium.

From the section covering German post offices abroad and colonies, lot 16500 was a 1914 2s. on 2m. blue from the Marshall Islands. It featured two overprints but with one inverted. It was tied by an oval 'NEW BRITAIN' in violet. Only five examples are recorded to date, of which two are unused and three used. It sold for its starting price of €18,000.

From the German Empire section was an 1874 letter to Columbia (lot 15726). The cover had two vertical pairs of the 18k. bistre Large Shield stamp, together with a 3k. carmine and a 9k. on 9k. brown, paying the 84k. rate on a double-weight letter from 'FRANKFURT A.M. WESTENDE 30.12.74' to Barranquilla. There was also a clear strike of the red transit mark 'LONDON 1 JA 75' and a red boxed 'P.P.', along with the endorsement 'via Southampton', a British manuscript marking '2' (for double weight), '1/10' (1s.10d. Southampton to arrival port of Sabanilla) and a Columbian marking of '15' for domestic rate. From the 'Hermann Feund' correspondence, this is the only known cover bearing two pairs of the 18k. top value Large Shield stamp, and the franking of 84k. is the highest known on a simple letter. This really important Large Shield letter went under the hammer for its starting price of €13,000.



A highlight from Greece was an 1875–80 5l. deep green tied by an 'ATHEN/4' handstamp (lot 13761). Being printed in the colour of the 60l. (Athen's printing), this stamp was an error of colour. Additionally, it had the 'white line' plate flaw. Of the four known examples of this stamp, this is the only one with the plate flaw. It sold for its starting price of €12,500.

From the German occupation of Estonia during World War II, lot 16732 was a used 1941 15k. dark grey-green definitive 'workers' stamp. Coming from the upper margin, it had a manuscript 'Eesti/Post' in red ink and a 'NÖÖ A/EESTI, 28 VII 41' c.d.s. As only a very few



examples of this stamp are known and it was in very fine condition, it sold for €7200, just above its starting price of €7000.

A used 1847 *Lady Mcleod* 5c. blue from Trinidad and Tobago had been cancelled by red crossed pen strokes (lot 12749). In a fresh colour and with complete-to-wide margins (with a small part of the neighbouring stamp at the top), this was a new discovery to join the 23 used examples recorded (along with 13 unused). This fine example went under the hammer for €4200, well up on its starting price of €3000.

Among the postal stationery items from the old German states was an 1878 3f.5pf. green postal stationery card from Heligoland (lot 15368). Addressed to London with an arrival mark on the front, it had been cancelled by the rare 'RITZEBÜTTEL 20/1/75' c.d.s. On Heligoland stamps, this c.d.s. is very rare and possibly unique on postal stationery. From a starting price of €1500, it eventually sold for €2700.



A highlight from Thailand was a horizontal pair of the 1885–87 '1 Tical' on 1solot indigo, with both stamps having the red overprint (lot 11093). This very rare pair sold for €4000, more than double their starting price of €1500.

Lot 14770 was an 1879 20ore vermilion from Sweden with the error 'TRETIO' instead of 'TJUGO'. Cancelled by a 'MALMÖ 19/3 1880' c.d.s, it sold for €1600, just above its starting price of €1500.

A highlight from the Straits Settlements was a 1912 \$500 purple and orange from the reign of King George that had been overprinted 'SPECIMEN' in black (lot 10863). With a Multiple Crown CA watermark, this scarce stamp sold for €1600, just above its starting price of €1400.



## Argyll Etkin

ARGYLL Etkin's auction with the online auction house of William George on 28 May included a number of interesting highlights.

A Cape of Good Hope 1881 cover had a very heavy rate of 2s.6d., as postage was charged at 6d. per 1/2oz. The cover, sent by RMS *Warwick Castle*, was franked by ten '3' on 3d. surcharges – a type 10 surcharge vertical pair and eight type 11 surcharges (including an interpanneau strip of four). This was a remarkable franking from a time when a shortage of 6d. and 1s. stamps was only remedied when new stamps printed by De La Rue arrived in the Cape in 1884 and 1885. The cover sold for £1600.

A delightful Cape of Good Hope 1864 cover from Cape Town to England, written by the famous explorer and artist Thomas Baines, sold for £700.

A pair of Great Britain 1897 Prince of Wales Hospital Fund 1s. and 2s.6d. labels handstamped 'CAPE COLONY OCEAN PENNY POST OFFICE' were used on the RMS *Norman* at Southampton. Accepted for post with no postage dues applied, they made £550.

From Zanzibar, a 1963 original photograph of HRH Sultan Prince Seyyid Jamshid bin Abdullah of Zanzibar marked in Chinese White for use in a stamp design sold for £500.

## Corinphila Netherlands

THE latest Corinphila auction in the Netherlands was held 11–13 June. Due to coronavirus, the auction was not open to the public and bids had to be made remotely. Despite these changes to the normal way of operating, the auction saw a number of highlights (prices shown exclude buyers' premium).

From Belgium, lot 61 was a King Leopold I 10c. brown on thin paper with the LL watermark. Its extreme rarity in this quality was reflected in its selling price of €5500, almost double its estimate of €3000.



From Newfoundland, there was a Trans-Atlantic Air Post 1919 \$1 on 15c. red on an envelope from the first flight crossing the north Atlantic, which was undertaken by pilots Alcock and Brown in a Vickers Vimy aircraft and landed in Ireland (lot 173). The stamp was cancelled by a St Johns machine c.d.s. of 11 June 1919 at 10.30am and there was an arrival postmark from London of 17 June 1919 on the reverse. Captain Alcock took the mail bag to London where the contents were datestamped. The front of the envelope was annotated in manuscript: 'Certify that this letter was brought

to England by the Vickers Vimy Rolls Aeroplane ... St. Johns 14.6.19 V. Gordon.' This fine and rare cover had a starting bid of €750 but went under the hammer for €2400.

An 1864 10c. red from the extremely rare plate II from the reign of King William III was a Dutch highlight (lot 3434). These plate II stamps can be identified by a small red dot in the first 'e' of 'POSTZEGEL'. This very fresh stamp, only the ninth known, had a starting price of €2000 but went under the hammer for €3200.



Also from the Netherlands was an 1891 1g. grey violet from the Princess Wilhelmina issue, released shortly after she ascended to the throne in 1890 at the age of ten but while under the regency of her mother (lot 3480). It went under the hammer for €1500, which was three times its estimate of €500. Another highlight from her reign was a 7½c. violet with three-hole syncopated perfs that had been cut off from the roll (lot 3645). From an estimate of £800, it sold for £1500.



A 2½g. black blue from the Dutch Indies of Java with an upside-down overprint sold for €1300, from a starting bid of €750 (lot 3761).

From the Republic of Indonesia, there was a 1949 15s. blue from the Surakarta military issue (lot 3804). Located in position 1 in a sheet of 10, this fine-to-very-fine stamp had a starting bid of €750 but eventually sold for €2800.



## H R Harmer

THE Harmer sale of 16–17 June featured United States stamps and covers, United States postal history and flight covers, as well as part II of the Bill Byerley collection of Nicaragua. Prices shown exclude buyers' premium.

From America's 1847 issue, lot 1020 was an 1847 5c. red orange with a red cancel. This left margin stamp had large margins at the top and right, and clear to just in margins at the bottom. This fine example of the rarest of all the 1847 5c. shades, which was produced exclusively during the last printing, sold for \$2000, from a starting price of \$1200.

From the same issue, lot 1023 was a very fine cover featuring two vertical pairs of the 5c. red brown, with one being the dot in 'S' variety. All the stamps were tied by red grid cancels to a folded letter addressed to Baltimore and there was a red 'Albany N.Y. Oct 23' c.d.s. alongside. From a starting price of \$1200, it went for \$4000.



A 1869 30c. ultramarine and carmine from the 1869 Pictorial issue was another highlight (lot 1111). In rich colours, which were accented by the bright white paper, this elusive sound example sold for its estimate of \$2750.

A complete set (1c.–\$2) of the 1898 Trans-Mississippi Exposition issue with the small die on wove paper and mounted on original greyish Roosevelt album card was one of only 85 sets produced (lot 1168). In rich colours and extremely fine, it went under the hammer for \$6000, from a starting price of \$4000.

A plate block of eight of America's 1918 \$2 orange red and black (perf. 11), with the top arrow and plate numbers 8177 and 8179, went under the hammer for \$5000, double its starting price (lot 1246). A very fine plate block of eight of the \$5 deep green and black (perf. 11) value, also with the top arrow but with the plate numbers 8178 and 8179, opened at \$750 but eventually sold for \$4000 (lot 1249).



Among the Carrier stamps, lot 1392 was a very fine cover from Honour's City Express in Charleston, SC (lot 1392). It featured an 1851–58 2c. black on bluish, tied with a 1851 3c. dull red. This envelope bore a blue 'Charleston S.C. Paid Oct 19' c.d.s. It was one of only 14 covers franked with this Honour's Express issue and one of only six recorded in a combination franking with the 1851 3c. The Charleston cancel ties the 'Penny Post' issue on only three of these. From a starting price of \$1000, it went under the hammer for \$3250.

A 1964 \$2 booklet, with the type 3 slogan, contained five panes of five stamps (lot 1383). From a starting price of \$1000, this very fine unexploded and untagged booklet sold for \$5500.

A provisional block of four of the 1861 5c. red Confederate Postmasters Provisionals from Petersburg, VA, had large parts of adjacent stamps at the top (lot 1684). Most probably unique, this block went under the hammer for \$3750, from a starting price of \$2000.

From Hawaii, a cover offering a scarce combination and destination was a particular highlight (lot 1717). It featured an 1861 2c. vermilion, two 5c. blues (one missing a small section) plus a US 1868 12c. 'E' grill that were all tied on a cover to British Columbia by cork cancels, a red Honolulu 'Paid All' c.d.s. and a magenta San Francisco 'Paid All' 9 January transit c.d.s. This fine cover of the scarce short-lived rate of 1870, this being a double-weight cover, started at \$750 but eventually sold for \$4750.

A full set of the 1926 2c.–10p. 'Airmail Madrid–Manila 1926' overprints, including the 16c. 'Sampson' violet and red overprint, was a highlight from the Philippines (lot 1782). From a starting price of \$4000, this fine to very fine set, of which only 100 complete sets are possible, went under the hammer for \$6000.

From the Wells Fargo & Co Express was an unusual 'Columbian Issue' with a blue printed company domestic frank (Type H) on a 2c. entire to Canada, with an additional 2c. value (lot 2161). It bore a purple Wells Fargo, Sacramento, oval handstamp and a magenta 'Chicago Apr 4, 1894 Money Dept' duplex handstamp. Very fine, it had a starting price of \$100 but went under the hammer for \$3250.

The auction had a strong Australia section, which produced a number of highlights. One of these was a 1914 1d. George V imperforate proof in black (lot 3026). This fine and scarce proof was on gummed watermarked paper with a full left margin showing the 'PO' watermark. From a starting price of \$200, it eventually sold for \$2100. Also on offer from Australia was a very fine 1930 £2 dull red and black Kangaroo and Map stamp (lot 3044). This nicely centred and fresh example, which was unblemished, went under the hammer for \$3500, from a starting price of \$2000.

A highlight in the British Commonwealth section was a cover from New Brunswick. This had an 1851 1s. dull violet horizontal pair and a single, along with a diagonal bisect or trisect of a 3d. dull red, all tied by '4' grill cancels (lot 3079). The cover had been dispatched from Bathurst (from a 14 November 1859 backstamp) and sent via London and Panama to Callao, Peru. This very rare franking is the only known cover from New Brunswick to South America, and it is also the only recorded use of a 1s. pair on cover. From a starting price of \$7500, it sold for an impressive \$25,000.

From Nova Scotia, lot 3083 was a cover featuring an 1851 6d.

yellow green quadrisect, with a 2c. The quadrisect, with a 12mm bottom selvage and a portion of the adjacent stamp, was tied by a mute grill cancel and was on an envelope locally addressed in Bridgetown (October 1860 dispatch backstamp), which had a side notation of 'recd 29 Oct. 1860'. This very fine item is one of only two quadrisects recorded in Nova Scotia philately and one of the great rarities in BNA postal history. The quadrisect paid the then current 2c. drop letter rate. The pence issues were never demonetised and several examples have been recorded used to pay the new rates in cents. Its hammer price of \$21,000 was considerably more than its starting price of \$8000.

From the China issues from 1878–1949, lot 3193 was a fine 1897 \$1 on 3c. red revenue stamp. This fine example of the 'Large \$' sold for \$2400, just above its starting price of \$2000.

Among the issues from France was an 1849 1f. light carmine (lot 3238). This fine and attractive high value, with clear to ample margins, went under the hammer for \$1100, almost three times its starting price of \$400.

In the Bill Byerley collection of Nicaragua, lot 4274 was a 1911 10c. on 25p. deep green, with the stop omitted. Double surcharged, this fine example went under the hammer for \$950, which was considerably more than its starting price of \$100. Another item that greatly exceeded its starting price was a 1914 '0.12' on 20c. light blue of the raised stop variety. Fresh and fine, it went under the hammer for \$800, from a starting price of \$60 (lot 4088).



#### Invitation to auction houses

If you would like your auction results to be considered for inclusion in this monthly feature, please send a brief illustrated report of your sale's highlights to the editor ([aboyd@philateliceporter.com](mailto:aboyd@philateliceporter.com)).



# GREAT

## LATEST GB DEFINITIVE SET PRICES

| Definitives    |         |                                  |          |         |         |        |        |        |
|----------------|---------|----------------------------------|----------|---------|---------|--------|--------|--------|
| SG. No's/range | Year    | Description                      | Values   | U/M     | L/M/M   | AV/M/M | FU/VFU | GU     |
| 164-169        | 1880    | INDIGO                           | set 5v.  | 850.00  | 325.00  | 200.00 | 30.00  | 20.00  |
| 178-183        | 1883    | 2/6- 10/-                        | set 3v.  | 2000.00 | 1000.00 | 650.00 | 150.00 | 80.00  |
| 187-196        | 1883    | Q.V. Lilac & Green               | set 10v. | POR     | 1100.00 | 850.00 | 230.00 | 150.00 |
| 197-214        | 1887    | Q. Victoria Jubilee              | set 14v. | 480.00  | 160.00  | 135.00 | 62.00  | 45.00  |
| 215-314        | 1902-13 | Edward 7th simplified            | set 15v. | 350.00  | 135.00  | 110.00 | 45.00  | 26.00  |
| 215-257        | 1902    | DLT Ordinary paper               | set 15v. | 550.00  | 135.00  | 110.00 | 40.00  | 25.00  |
| 223-259        | 1906    | DLR Chalky paper                 | set 9v.  | 450.00  | 120.00  | 95.00  | 45.00  | 25.00  |
| 267-278        | 1911    | Harrison perf. 14                | set 5v.  | 225.00  | 110.00  | 95.00  | 90.00  | POR    |
| 279-286        | 1911    | Harrison perf. 15x14             | set 5v.  | 120.00  | 45.00   | 35.00  | 20.00  | 11.00  |
| 287-314        | 1911    | Somerset House                   | set 8v.  | 270.00  | 110.00  | 85.00  | 40.00  | 25.00  |
| 321-350        | 1911-13 | GEO. 5th Downey Head             | set 10v. | 85.00   | 30.00   | 25.00  | 20.00  | 12.00  |
| 351-396        | 1912-22 | Royal Cypher wmk.                | set 15v. | 220.00  | 70.00   | 58.00  | 22.00  | 12.00  |
| 397-8          | 1913    | Multiple-cypher wmk.             | set 2v.  | 340.00  | 180.00  | -      | 175.00 | 135.00 |
| 413a-417       | 1918    | Bradbury seahorses               | set 3v.  | 650.00  | 235.00  | POR    | 65.00  | 36.00  |
| 418-429        | 1924    | Block cypher wmk.                | set 12v. | 125.00  | 38.00   | 30.00  | 9.00   | 6.00   |
| 418a-421b      | 1924    | Block cypher sideways wmk.       | set 4v.  | 130.00  | 38.00   | 30.00  | 35.00  | 18.00  |
| 439-449        | 1934    | Photogravure                     | set 11v. | 42.00   | 18.00   | 15.00  | 6.00   | 3.50   |
| 439a-442b      | 1934    | Photogravure sideways wmk.       | set 4v.  | 140.00  | 38.00   | 32.00  | 35.00  | 12.00  |
| 439wi-441wi    | 1934    | Photogravure inverted wmk.       | set 3v.  | 15.00   | 6.00    | 5.00   | 2.00   | 1.00   |
| 450-452        | 1934    | Re-engraved seahorses            | set 3v.  | 560.00  | 230.00  | 180.00 | 35.00  | 20.00  |
| 457-460        | 1936    | Edward 8th                       | set 4v.  | 0.40    | 0.30    | -      | 0.40   | 0.20   |
| 457wi-459wi    | 1936    | Edward 8th inverted wmk.         | set 3v.  | 8.00    | 3.00    | -      | 3.00   | 1.50   |
| 462-475        | 1937    | George 6th Dark colours          | set 15v. | 18.00   | 8.00    | -      | 1.90   | 0.80   |
| 462a-466a      | 1937    | ditto.....sideways wmk.          | set 5v.  | 70.00   | 22.00   | -      | 22.00  | 12.00  |
| 462wi-466wi    | 1937    | ditto.....inverted wmk.          | set 5v.  | 70.00   | 25.00   | 20.00  | 6.00   | 3.00   |
| 476-478b       | 1939-48 | Square' High Values              | set 6v.  | 180.00  | 95.00   | 80.00  | 20.00  | 12.00  |
| 485-490        | 1941    | Light colours                    | set 6v.  | 1.00    | 0.40    | -      | 0.45   | 0.25   |
| 486a-489a      | 1941    | ditto.....sideways wmk.          | set 3v.  | 13.00   | 7.00    | -      | 6.50   | 3.50   |
| 485wi-489wi    | 1941    | ditto.....inverted wmk.          | set 3v.  | 3.00    | 1.50    | -      | 0.40   | 0.10   |
| 503-508        | 1950    | New Colours                      | set 6v.  | 1.50    | -       | -      | 0.60   | 0.30   |
| 504a-507a      | 1950    | ditto.....sideways wmk.          | set 4v.  | 1.25    | -       | -      | 1.75   | 0.80   |
| 503wi-507wi    | 1950    | ditto.....inverted wmk.          | set 5v.  | 7.00    | 4.00    | -      | 5.00   | 2.50   |
| 509-12         | 1951    | Festival High values             | set 4v.  | 42.00   | 19.00   | 17.00  | 7.50   | 4.00   |
| 515-531        | 1952    | QE2 Tudor Watermark              | set 17v. | 42.00   | 17.00   | 14.00  | 11.00  | 6.00   |
| 517a-519a      | 1952    | ditto.....sideways wmk.          | set 3v.  | 2.00    | -       | -      | 2.50   | 1.75   |
| 515wi-519bwi   | 1952    | ditto.....inverted wmk.          | set 5v.  | 17.00   | -       | -      | 10.00  | 6.00   |
| 536-539        | 1955    | Waterlow High values             | set 4v.  | 115.00  | 45.00   | 36.00  | 18.00  | 6.00   |
| 540-556        | 1955    | Edward Crown wmk.                | set 18v. | 65.00   | 20.00   | 16.00  | 12.00  | 5.00   |
| 542a-545b      | 1955    | ditto.....sideways wmk.          | set 5v.  | 9.50    | 6.00    | -      | 6.00   | 2.75   |
| 540wi-545wi    | 1955    | ditto.....inverted wmk.          | set 7v.  | 9.00    | -       | -      | 6.00   | 3.00   |
| 561-566        | 1957    | Graphite lines                   | set 6v.  | 4.00    | 3.00    | -      | 3.50   | 2.00   |
| 536a-539a      | 1958    | 1st De La Rue Castles            | set 4v.  | 350.00  | 175.00  | -      | 30.00  | 12.00  |
| 570-586        | 1958    | Multi-Crown wmk.                 | set 17v. | 5.00    | -       | -      | 1.00   | -      |
| 570a-576ab     | 1958    | ditto.....sideways wmk.          | set 8v.  | 3.75    | -       | -      | 3.50   | 1.30   |
| 570wi-576awi   | 1958    | ditto.....inverted wmk.          | set 9v.  | 65.00   | -       | -      | 30.00  | 16.00  |
| 587-594        | 1958    | Graphite lines                   | set 8v.  | 55.00   | 40.00   | -      | 40.00  | 25.00  |
| 587wi-592wi    | 1958    | ditto.....inverted wmk.          | set 5v.  | 45.00   | -       | -      | 30.00  | 18.00  |
| 595-598        | 1959    | 2nd De La Rue Castles            | set 4v.  | 70.00   | 35.00   | 30.00  | 5.00   | 2.00   |
| 599-609        | 1959    | Phosphor-Graphites               | set 8v.  | 35.00   | 27.00   | -      | 30.00  | 24.00  |
| 610-618a       | 1960    | Phosphor crowns                  | set 17v. | 4.50    | -       | -      | 2.50   | -      |
| 610a-616ab     | 1960    | ditto.....sideways wmk.          | set 9v.  | 10.00   | -       | -      | 10.00  | 6.00   |
| 610wi-616awi   | 1960    | ditto.....inverted wmk.          | set 10v. | 140.00  | -       | -      | 120.00 | POR    |
| 595a-598a      | 1963    | Bradbury wmk. castles            | set 4v.  | 7.50    | -       | -      | 5.00   | 1.50   |
| 759-762        | 1967    | Bradbury no wmk. Castles         | set 4v.  | 7.00    | -       | -      | 5.00   | 1.75   |
| 723-744        | 1967    | Machin Head                      | set 16v. | 1.00    | -       | -      | 0.90   | -      |
| 787-790        | 1969    | Machin Head High Values          | set 4v.  | 5.00    | -       | -      | 3.00   | 2.00   |
| 829-831b       | 1970/1  | Machin Head 10p to £1            | set 4v.  | 2.50    | -       | -      | 0.40   | 0.20   |
| 1026-1028      | 1977    | Machin Head £1-£5                | set 3v.  | 8.50    | -       | -      | 1.40   | 0.75   |
| 1026b-1026f    | 1983/7  | Machin Head £1.30-£1.60          | set 5v.  | 13.00   | -       | -      | 10.80  | 6.00   |
| 1410-1413      | 1988    | Castles High Values              | set 4v.  | 11.50   | -       | -      | 1.50   | 0.75   |
| 1611-1614      | 1992    | Gold-head Castles High vals.     | set 5v.  | 20.00   | -       | -      | 2.75   | 1.50   |
| 1658           | 1993    | £10 Britannia                    | 1 value  | 14.00   | -       | -      | 4.50   | 2.50   |
| (1611-14)      | 1994    | Gold-head Castles Re-engraved    | set 4v.  | 14.00   | -       | -      | 3.20   | -      |
| 1993-1996      | 1997    | Enschede Castles High vals.      | set 4v.  | 25.00   | -       | -      | 7.00   | -      |
| Y1800-3        | 1999    | ditto...Small format High vals   | set 4v.  | 15.00   | -       | -      | 3.00   | -      |
| Y1800-3        | 2000    | DLR Small format High values     | set 4v.  | 15.00   | -       | -      | 3.00   | -      |
| Y1726-1729     | 2003    | DLR Small format High values     | set 4v.  | 15.00   | -       | -      | 12.00  | -      |
| S2917-2920     | 2009    | DLR Self-ad, with security slits | set 4v.  | 13.50   | -       | -      | 13.50  | -      |



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|----------------|---------|-----------------|---------|--------|-------|--------|--------|-------|
| D1-D8          | 1914    | Royal Cypher    | Set 8v  | 275.00 | 75-00 | 55-00  | 10-00  | 6-00  |
| D10-D18        | 1924-31 | Block Cypher    | Set 9v  | 380.00 | 90-00 | 70-00  | 25-00  | 16-00 |
| D19-D26        | 1936-7  | Edward VIII     | Set 8v  | 260.00 | 90-00 | 70-00  | 45-00  | 35-00 |
| D27- D34       | 1937-8  | George VI       | Set 8v  | 130.00 | 45-00 | 30-00  | 6-00   | 4-00  |
| D35- D39       | 1951-2  | Colour change   | Set 5v  | 40.00  | 15-00 | 10-00  | 7-50   | 5-00  |
| D40- D45       | 1954-5  | Tudor wmk       | Set 6v  | 130.00 | 65-00 | —      | 55-00  | 40-00 |
| D46-D55        | 1955    | Edward wmk      | Set 10v | 175.00 | 65-00 | 55-00  | 20-00  | 15-00 |
| D56-D68        | 1959-63 | Multiple crowns | Set 13v | 22.00  | 12-00 | —      | 5-50   | 4-00  |
| D69 - D76      | 1968-69 | No wmk          | Set 8v  | 6.00   | —     | —      | 5-00   | —     |
| D77 - D89      | 1970    | Decimal         | Set 13v | 12.00  | —     | —      | 2-75   | —     |
| D90 - 101      | 1982    | Decimal         | Set 12v | 8.00   | —     | —      | 3-50   | —     |
| D102 - D110    | 1994    | Elliptical      | Set 9v  | 18.00  | —     | —      | 18-00  | —     |

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| 97        | 80.00  | 129       | 80.00  | 168       | 80.00  | 216       | 200.00 |
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# What is a 'Superb Used' Stamp?

Following on from last month's column on the 1d. Kangaroo and Map stamp, Glen Stephens gives his advice on stamp quality, before turning his attention to October's Virtual Stampex.

There are truly endless factors that separate each grade

I often get asked how does one accurately value older stamps that are in far better than the usual condition found for that issue. It is a very complex answer, and there is no real tried and proven formula to be honest, as very many different factors are at play. This will, hopefully, explain it in a little more detail, as little is written on this subject.

My big speciality is superb used Kangaroo stamps. For over 40 years, I have kept the best stocks in Australia of these issues, and my five gradings I set up in magazine full-page advertisements in 1980 are still the ones I use and are regarded by many as very accurate. No other dealer here offers such a choice, and most do not have the stock to even dream of doing so, even if they took the time to sort them apart.

In over 40 years of trading these, I have used these five grades for every Australian stamp issue:

- 1 Spacefiller
- 2 Average used
- 3 Good used
- 4 Fine used
- 5 Superb used

All are priced accordingly. And unlike the American 'Numerical Grading', these terms are quite easy to follow!

There are truly endless factors that separate each grade. Centring, perforations, freshness, type of cancel, heaviness (or otherwise) of that cancel, colour intensity of the stamp and so on. In short, 'eye appeal' is what it all comes down to, in order to accurately sort 10 or 20 different stamps of the same SG number.

The Americans are fixated entirely on perfect centring. Ugly and heavy cancels, weird corners, short perfs, etc. do not bother them – they will often give massive number grades to stamps that might barely make my second highest category. A superb light steel c.d.s. on a slightly off-centre stamp can be a gem grade piece to real collectors!



1 A very nearly superb used 5s. grey and yellow Kangaroo – half the price of an Australia Post stamp year book!

## Try finding one of these superb used!

It all comes down to long experience. Some stamps like the 5s. CofA are readily possible to source with attractive corner cancels. The 5s. issued before this, the 1915–28 CofA Third watermark, is near impossible to locate in my definition of superb used. They had fluffy/woolly perfs generally, mostly horrid cancels and, despite the quite insane quote in ACSC, virtually no PO c.t.o. copies exist, other than perf 'OS'.

A very nearly superb used grade 5s. grey and yellow Kangaroo (centred a tad low for SU) is in stock for \$AUS60, and I have a dozen similar copies for \$AUS50–\$60 each (1). That is half the price of the current Australia Post stamp year book! And not so nice copies are \$AUS25 each, so even bi-colour Kangaroos do not need to be expensive used. Mint hinged they are \$AUS300.

Customers have been seduced by the common eBay trick where second- or third-grade stamps are listed with scans showing both sides. The usual cunning clause – 'see scans for condition – no returns accepted for anything visible on scans' lets them get away with murder. Any experienced eye can see obvious thins, tears, repairs, foxing and faults, but this stuff always sells.

Often, what I sell as 'good used' is regarded as 'fine used' or even 'superb used' by others who handle less copies than myself or who grade Roos less precisely than I do. Many dealers have just three prices for Kangaroos on their lists – 'unhinged', 'hinged' and 'fine used'. Anything on hand in stock with a cancel on it, often magically qualifies for the latter grade, if that is all they have!

One thing you learn for sure if you deal in this area for decades is that for every truly superb postally used higher face value Kangaroo, there are generally several hundred ordinary copies floating around. Try finding a truly superb used 2s. brown Third watermark for example. I can sell you a 'nice' looking example all day long for \$AUS30 apiece.

I have probably 50 of those 'nice' grade on hand. And a few 100 of 'less than nice' graded copies. Yet only about four really great-looking examples. This stamp does *not* exist in neat c.t.o., from the PO Specimen packs, from Second or Third watermarks. So, that generally very handy source of supply is not available to us on this one. To get a really top end one, postally used, is tough.



## The 2s. Third watermark Kangaroo – 27 million sold

Why so scarce in top grade used? Who knows. The ACSC tells us there were near 27 million of this 2s. brown stamp in Third watermark sold over eight years. You'd think stacks of them would still be around and in dealer stocks in top grade. They are not, let me assure you. Ask 20 dealers to scan you their finest example, and you'll be horrified!

And bear in mind there are nine totally different major shades in the 2s. 'brown' recognised by the ACSC for this watermark alone. The ACSC lists used prices from \$AUS35 to \$AUS2000 each for these nine shades. So, for the true collector, with an eye to top quality, you could spend several years just sourcing this stamp alone in top grade for all the nine shades.

The Third watermark 2s. brown was issued in 1916, in the middle of World War I. The Germans were sinking shipping out of Britain, and the traditional source of printer ink and equipment was from Germany and Austria! So the printer grabbed any ink that vaguely resembled 'brown'. Or, in the case of the 1d. 'red' KGV, literally 100 different 'red' shades are recognised in ACSC for the same World War I supply issue reasons.

This kind of holy grail quest of chasing all the shades in top grade used has kept many of my clients, myself and many other dealers very busy for decades. It is the 'fun of the chase' factor, and the very real challenge involved. Often not a lot of dollars are involved, but boy, top-grade copies of some 'common' Kangaroos are of a needle in a haystack scarcity.

These 2s. brown values were mostly used on parcels, often during World War I, and most got well and truly 'clobbered' by the postal staff and the huge parcel branch cancels mostly used at that time in all GPOs – and/or mangled or scuffed or creased or torn in transit. And ACSC tells us many were used on telegrams and hence never entered the stamp market.

Now ask me for a superb used 1913 2s. brown First watermark Roo – and no problems. Only 960,000 were issued of that watermark (versus 27 million of the Third), but I can always find you a superb one (2). Such choice looking c.t.o. copies are out there and very buyable. At many times the price of 2s. Third watermark, of course, but you can get them.

### 'Fluffy' or 'woolly' perfs

Even the choice very fine used collections of Roos I offer on my Rarity Page are tough to fill for a stamp like the 2s. brown Third watermark, as we have many factors to take into consideration. This series often had 'fluffy' or 'woolly' perfs, which most collectors do not like. No World War I-era access to new perforating heads from Germany or Austria was the reason mostly (3).

Heavy and/or smeary parcel cancels are, of

course, the next biggest issue, along with soiling and scuffing from parcel use, the toning that gathers over a century, poor centring, and fluffy or woolly ugly perfs. On a pair of 2s. browns (SG 41 group), the left-hand one was a 'trade-in' to me from a client who bought it off eBay as 'fine used – light neat cancel' (3). I kid you not.

By my conservative grading, it rates as barely level two in my five-grade scale, i.e. average used. He paid \$AUS32 for it on eBay. About treble a real stamp-dealer price for that grade. Many collectors, of course, are perfectly happy with such an average stamp – it has no thins or creases, and my price for that grade is about \$AUS10. Or one third the eBay 'bargain' level.

The 2s. brown SG 41 group stamp on the right-hand side is from stock and is in the top end of examples for this stamp in quality. Forget about \$AUS45 for 'fine used' in this value, as being in the uncommon deep-brown shade, we are talking around \$AUS75 here.

So, from the left-hand stamp at \$AUS10, to the right-hand stamp at \$AUS75, we have a wide spectrum of condition and price. Very much like buying a used car. The one owner, always garaged and low-mileage car, versus the ex-taxi with a million miles on the clock of the same model, is several times the price! You always get what you pay for in life.

### Buying used versus mint?

And remember that no 'fake' modern cancel will likely ever appear on this stamp to 'improve' rusty mint copies. In hinged mint, this Third watermark 2s. brown stamp would be \$AUS400-plus-plus with this centring and perfs. Even with no gum, it would sell for around half that or many times the very fine used price. So buying fine used is a no-brainer in this climate, as mint often tone and rust.

And that price differential has always been there. My point is that no-one would likely ever have applied a fake cancel to an unused 2s. brown of any

...for the true collector, with an eye to top quality, you could spend several years just sourcing this stamp alone in top grade for all the nine shades



2 A First watermark 1913 2s. brown Roo with side margin at right



3 Two 2s. brown Roo stamps. Do these look the same to you? The left-hand stamp has 'fluffy' or 'woolly' perfs



4 A single used 2s. brown Second watermark with no margin but top left corner cancel – a joy to behold

watermark. Even over a half century back, in my 1965 ACSC catalogue this 'common' Third watermark stamp was priced more than twice as much mint as used, so selling it even as 'no gum' got you more than used.

My advice is to buy up the 1915 2s. brown Second watermark stamp in nice used condition. Check your dealer's stock – I bet their few copies (indeed, if they have one at all) look very ordinary compared to the one illustrated, and you'll only then appreciate just how hard truly nice examples are to locate.

So my 'sleeper' from the three different watermark 2s. brown Kangaroos is the middle one issued, the 'Second' watermark (SG 29) catalogued at a lowly £150 used and \$AUS350 in ACSC. (There are zero shades in this watermark.) Anything really nice you will need to pay \$AUS300–\$AUS350 or so and put that aside with a smile. A superb used 'ARALUEN (NSW)' copy I sold for \$AUS350 is as good as you will see offered anywhere (4).

This stamp was cancelled at a tiny NSW Southern Highlands town of just 200 population now, with a gold-rush history. Cost – what the last two Australia Post stamp year books sell for retail. Madness. What will they be worth in 10 years? An example in my fine used strict grading would also delight most collectors and still be the best-looking stamp on their page. They are priced around \$AUS200.

This week, I removed five lovely, clean and very fine used examples from 'The Townsville Hoard' I had flown back with and which were housed in eight huge removal cartons. The amazing four-generation collection had a few dozen used that had been soaked off parcels a century back. They'll be a cool 'bottom drawer' pick-up for someone at \$AUS995!

This 'Second' watermark was a single emergency printing in the middle of World War I. Germans sinking shipping meant the Roo watermarked paper never arrived from the UK, and in a panic in early World War I, these were issued on the totally wrongly spaced watermark paper meant for the KGV heads issue. So the watermarks almost always are to either side of the stamps, as KGV heads are much wider than Roos of course.

### Stamp tip of the month

The 1915 Second watermark 2s. (SG 29) is a hard stamp to find in top condition used – mint are actually relatively plentiful. This stamp rather incredibly sells (now) for around five times more mint than it does used. That is absolutely absurd and does not reflect relative scarcity whatever. My old 1971



5 2s. brown and two 2d. greys on parcel piece – almost none are recorded on postal piece

ACSC says that mint was worth only three times used. Today, it is ACSC \$350 used but \$1500 hinged. (And a truly silly \$8500 for 'MUH' – 5½ times.)

Three times is about the correct ratio, not today's five multiple. So, from here, if used prices double and mint hinged stays the same, the ratios are about correct – again! If you want my tip of this month, go and buy all the nice used copies you can find. Light cancels on this 2s. that have no other faults, are truly hard to find – trust me. These seem to have creased readily due to the soft paper, etc.

There was just a single printing of 960,000 stamps, during a war. Being an 'un-sexy' looking pale brown, few were retained, versus the pretty bi-colour four high values above it. Until 10 years back, this 2s. value (SG 29) had never been recorded on cover or parcel fragment – ACSC lists it thus at \$6000. I sold a fine used example recently on small parcel snipping, also with two 2d. Greys, on the day I listed it (5). Even these are rare.

The reason Penfolds Grange Hermitage red wine sells for \$500 a bottle when each vintage is released, and rough reds are always \$5 a bottle, is the same as very fine used stamps. Some savvy folks recognise real quality – and will gladly pay for it! Some folks enjoy filling up Seven Seas albums, etc., for a kid or grandchild, and really only need 'roughies' for that purpose and happily pay accordingly. Others seek only the very finest. Both grades sell equally well oddly.

### Stampex UK goes 'virtual'!

COVID-19 has, of course, had a devastating effect on global stamp shows. Near everything, repeat everything, seems to have been cancelled all around the world.

For many stamp dealers, doing shows and nationals, etc. are their main source of income and sales. As a lucky break, I have never bothered and am now sitting at home doing two or three times my usual sales volume as recent years. Gazillions of collectors are stuck at home, and buying supplies and stamps online is where they gravitate to right now. I've sold more Hagners and stockbooks in the past four months than I sold in the past four years! But the dealers who rely on face-to-face interaction at larger shows have really suffered, and I feel for them. It is nothing they have done wrong, it is just



this nasty virus impacting the lives of simply everyone reading this, globally.

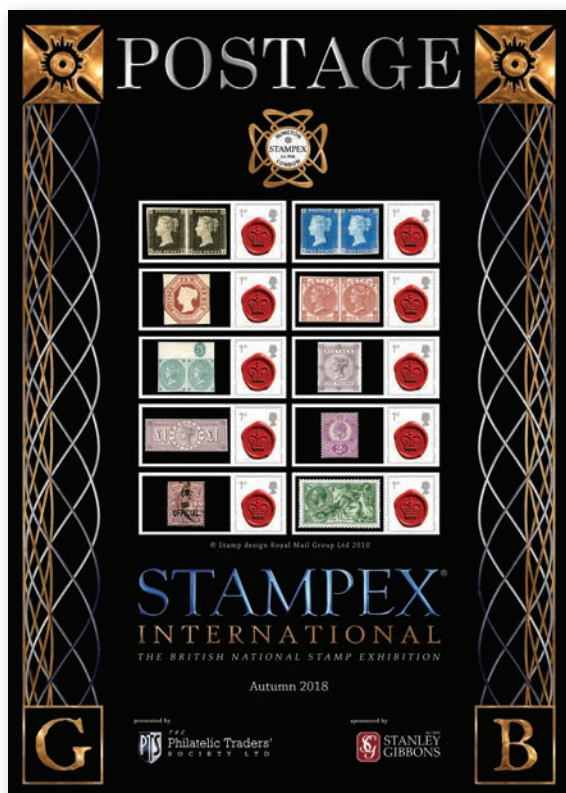
The Philatelic Traders Society London (PTS) have come up with an interesting initiative to try and create awareness and interaction between dealers and collectors who originally would have met face to face. They are planning it for 1–3 October and calling it Virtual Stampex.

Anything new and innovative in these strange times is to be applauded by all. Spink are major sponsors of it, and lots of leading dealers globally are actively taking part. Well done all. I hope Virtual Stampex is a huge success – take a look at it here [tinyurl.com/Stampex20](http://tinyurl.com/Stampex20)

### Europe's largest stamp event

Stampex is Europe's largest stamp event and has been running for over 60 years. Stampex International ordinarily takes place twice a year at the Business Design Centre in Islington, London, with some of the biggest names in philately as regular attendees. Dealers and collectors globally have it on their 'must do and see' list on their calendars.

For each past Stampex, very attractive stamp sheets are produced, and these have a strong following. A most attractive one, with reproductions of ten different GB classic issues in superb condition from Autumn 2018, is a fine stamp-on-stamp production (6).



6 Attractive Stampex sheet from Autumn Stampex in 2018



Sydney-based philatelic journalist Glen Stephens has been a full-time stamp dealer and writer for over 40 years. Life Member of ASDA (New York), PTS (London) and IFSDA. He owns [stamboards.com](http://stamboards.com), the world's largest stamp bulletin board with nearly seven million messages, and has had 100 million visits to his sales site ([tinyurl.com/GlenRare](http://tinyurl.com/GlenRare)).

# SERIOUS BUYER

## NEW GB BUYING PRICES!

I want to buy almost **ANYTHING** philatelic...

- Complete stocks and accumulations
- General or specialized collections
- Better worldwide sets/single items
- POSTAGE from most countries – some examples of high prices I can pay:
- Minimum transaction £200
- Valid issues only subject to requirements

### PAYING FOR POSTAGE

#### MANY BUYING PRICES INCREASED!

|                           |                     |
|---------------------------|---------------------|
| AUSTRALIA                 | £20.00 per A\$100   |
| AUSTRIA                   | £32.00 per €100     |
| BELGIUM                   | £25.00 per €100     |
| CANADA (values over 32c)  | £22.00 per C\$100   |
| DENMARK                   | £2.50 per 100 DKR   |
| FINLAND                   | To advise           |
| FRANCE                    | £35.00 per €100     |
| GERMANY                   | £46.00 per €100     |
| GUERNSEY                  | To advise           |
| HONG KONG                 | £4.50 per HK\$100   |
| IRELAND                   | To advise           |
| ISLE OF MAN               | To advise           |
| JAPAN                     | 35p per ¥100        |
| JERSEY                    | To advise           |
| LIECHTENSTEIN (FROM 1996) | £18.00 per 100 SFR  |
| MALTA                     | £35.00 per €100     |
| NETHERLANDS               | £40.00 per €100     |
| NEW ZEALAND               | £15.00 per NZ\$100  |
| NORWAY                    | To advise           |
| SWEDEN                    | To advise           |
| SWITZERLAND (FROM 1964)   | £38.00 per 100 SFR  |
| USA                       | £34.00 per 100 \$US |

*Subject to requirements prices quoted are for U/M stamps.*

*Please contact us before sending mounted stamps.*

*All lots must be sorted by value with list. Minimum spending £200 per country.*

### GB POSTAGE URGENTLY REQUIRED

*GB must be sorted by value with list.*

1p–30p 40%, 31p–99p 60%, £1–£1.99 62%, £2+ 65%, 2nd class 62%, 2nd class SA 65%, 1st class 58%, E's 50%, Smilers 50%, 1st & 2nd Large 70%.

Please ignore ½p denominations. No mounted material.

No dues or officials. Must be valid for postage.

Please do not include surcharges. Other strong currencies also required.

### GB POSTAGE FOR SALE

£50 Bags at 75% Clearance lots from 70%

Single Values in 100s from 80%

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**BUYING SERVICE...**

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# PUBLIC AUCTIONS IN THE NORTH OF ENGLAND

Wednesday 26th August

All world A - Z Stamps & Postal History (993 lots)

Britannia Hotel, Newcastle Airport



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Thursday 27th August

Australian States - Victoria (57 lots), Canada (185 lots),  
Falkland Islands (110 lots), Ireland (61 lots), New Zealand (93 lots)  
& Great Britain (308 lots)

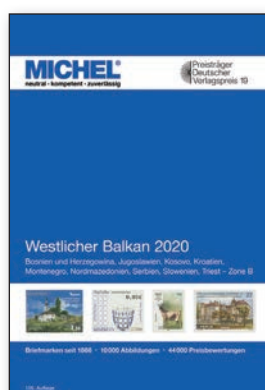


View online @ [www.corbitts.com](http://www.corbitts.com)



# New Books

*Philatelic Exporter's* book reviewer, David Rennie, takes a look at the latest books and catalogues from leading publishers. His long philatelic experience as an author and auctioneer, as well as being an active collector, make him ideally suited to cast his eye over the latest releases.



There are ... 44,000 valuations in this fine hardcover

## **MICHEL EUROPE KATALOG, VOLUME 6, WESTERN BALKANS 2020 (105TH EDITION)**

**Publisher:** Schwaneberger Verlag GMBH  
**Address:** Industriestraße 1 82110 Germering, Germany  
**www.michel.de**  
**ISBN:** 978-3-95402-336-3  
**Price:** €49.80/£49.80

THIS is the first half of the now divided Part 3 (formerly Southern Europe) and includes the former republic of Yugoslavia, and all its now independent countries, plus Trieste Zone B.

The latest issues covered are Bosnia (Croatian Post) and Montenegro to December 2019, Bosnia (Serbian Post) to January 2020, Kosovo, Croatia and North Macedonia to February 2020, and Serbia and Slovenia to March 2020.

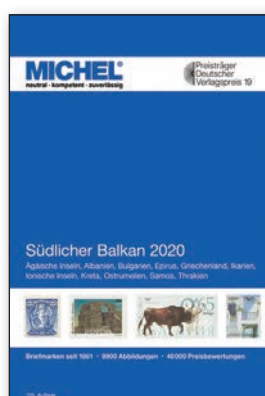
Comparing year-set prices showed little change, apart from a few mint 2010–13 issues

where new-issue dealers have adjusted their original prices.

The 1916 Montenegro Officials are now listed in a separate section. More information has been provided for the Yugoslavian Obligatory Tax stamps, such as numbers issued and periods of use. Two recent issued errors are now listed, especially the Bosnia and Herzegovina Travnik Ruins issue without the Minaret (Mi 780), which was quickly withdrawn and reissued with the design corrected (Mi 780 II), valued at €50 and €2.30 respectively.

As usual, it is the specialised high-end items that show regular changes in value, but there are rather more regular issues that have been adjusted than in recent editions.

There are some 10,000 colour illustrations and 44,000 valuations in this fine hardcover, with 877 actual catalogue pages, plus the sections for expertisation marks and certificate issuers, and a full Europe index to all volumes. Malta will now be included in Volume 9.



...it is the specialised high-end items that show the main price adjustments

## **MICHEL EUROPE KATALOG, VOLUME 7, SOUTHERN BALKANS 2020 (105TH EDITION)**

**Publisher:** Schwaneberger Verlag GMBH  
**Address:** Industriestraße 1 82110 Germering, Germany  
**www.michel.de**  
**ISBN:** 978-3-95402-337-0  
**Price:** €49.80/£49.80

THIS volume includes the balance of the original Part 3 Southern Europe countries, as well as the Greek and Bulgarian issues from the previous Part 4 South Eastern Europe volume. The latest issues of Albania and Bulgaria are both listed to February 2020, with Greece to November 2019, along with its associated islands.

The publisher advises of numerous price increases in Albania for the period from the 1920s though to the 1970s, although there is nothing very spectacular. There are some price movements in Bulgaria, though the key items of

1987 Vostok type 1 (Mi 174I A and B) are now included in the year-set total, although their prices remain at €600 and €1300 respectively for both mint and used. The post-war period up to 1970s shows some increases.

In Greece, a number of popular 1930s sets move upwards, and the publisher also mentions careful revisions, mainly upwards, in both Epirus and Crete. The customised issues now have a separate section with all eight issues from August 2018 to October 2019 included. These are priced for mint and used, for f.d.c.s and booklets where appropriate, and with suitable footnotes highlighting the sometimes very limited issue quantities.

As in earlier new editions, it is the specialised high-end items that show the main price adjustments.

As with the Western Balkans volume, this is a fine lie-flat hardcover, with 773 catalogue pages plus the ancillary sections. There are about 9900 illustrations, almost all in colour, and around 40,000 prices.





Each volume has an extensive introduction, a Stamp Identifier, yellow pages section and full Country Index to the other volumes

### SCOTT 2021 STANDARD POSTAGE STAMP CATALOGUE VOLUME 2: COUNTRIES C–F OF THE WORLD (177TH EDITION)

**Publisher:** Scott Publishing Co  
**Address:** 911 Vandemark Road, Sidney, Ohio 45365-0828, USA  
**www.amosadvantage.com**  
**ISBN Volume 2A (countries A–Curacao):** 978-0-89487 583-0  
**ISBN Volume 2B (countries Cyprus–F):** 978-0-89487 584-7  
**Price:** \$74.99 for digital version; \$104.99 for bound two-volume set; and £115.95 (for two-part bound set)

WHILST Volumes 2A and 2B have separate ISBNs, only the price for a set is quoted as they come shrink-wrapped as a unit. Volume 2A has 870 catalogue pages and Volume 2B over 950 pages. Each volume has an extensive introduction, a Stamp Identifier, yellow pages section and full Country Index to the other volumes.

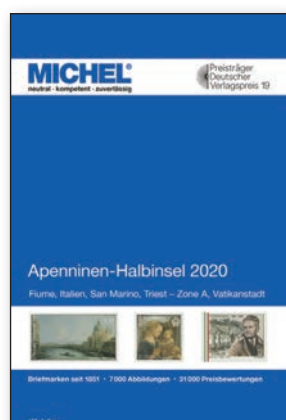
Actual 'country' catalogue pages in the individual volumes start at page 1, but the page numbers in the digital version are numbered in one sequence up to page 1947. This is not a problem as clicking the list-button at the bottom of the screen brings up a full list of the contents of both volumes at the left of the screen, with introductory sections plus the countries in alphabetical order. Clicking on the chosen section or country brings the screen to

the first page or double-page spread for that entry. The magnification is easily adjusted to suit the user.

The Editor's Letter covers both volumes as does the page of new numbers, deletions and number changes, but these are very short this year.

Countries mentioned include Canada, which is fairly static with some modern varieties being marked down, but the early provinces show some increases, including British Columbia and Vancouver Island Scott no. 1 jumping from \$25,000 to \$27,500 unused, Cape Juba mainly decreases, Cape Verde up and down, Chad mostly down. In Cape of Good Hope, the 1861 1d. carmine 'Wood-block' goes up to a spectacular \$6500 from \$4000 last year. In China, the 1897 surcharge set of three values on the Small Dragon issue (Sc 25/27) fly up to \$740 from \$472 unused. With some 4000 changes reflecting the active market for Taiwan, the 1950–70 period issues show some good increases, but later issues are a mixture of ups and downs. The 1974 issues with white and granite papers, and large and small watermarks, are now listed and priced separately.

More footnotes have been added, particularly for souvenir sheets, but also for the Dominican Republic 1891 surcharges on the UPU issue of which the entire print was supplied to a speculative French dealer. In Ethiopia, about 2000 value changes were made, some earlier were up but otherwise mostly decreases. In Fiji, three more surcharge varieties have been added to this long-running series.



It is in the compact, clear layout of these volumes

### MICHEL EUROPE KATALOG, VOLUME 5, APENNINEN-HALBINSEL (APENNINE PENINSULAR) 2020 (105TH EDITION)

**Publisher:** Schwaneberger Verlag GMBH  
**Address:** Industriestraße 1, 82110 Germering, Germany  
**www.michel.de**  
**ISBN:** 978-3-95402-335-6  
**Price:** €49.80/£49.80

THE 2020 MICHEL Apennine Peninsula volume continues the new Europe series with the popular collection areas of Italy (and states), San Marino and Vatican City, augmented by the issues of Zone A of the territory of Trieste, as well as Fiume. It is in the compact, clear layout of these volumes, with prices reviewed and adapted throughout the whole edition.

The editorial focus is on Italy, where improved presentation of the numbering system of long-term stamp series has been supplemented by more information about military postage stamps. Many new quantities of issue for the stamps of San Marino and the Vatican have filled many gaps in this information. Italy is a popular European collection area and collectors who are interested in the history of postal systems will also be richly rewarded.

New cross references make it easier for readers to find issues with identical or similar images, and overprinted stamps have been consistently referenced to their original issues.

There are more than 7000 colour photos and approximately 31,000 price appraisals within the 628 pages, which include a substantial Index to all European countries, as well as tables of experts and stamp dealers.

# A Classy Victorian Postcard Series

Brian Lund highlights a series of 37 cards featuring British cities and coastal resorts that E T W Dennis issued after the Post Office relaxed the rules on using adhesive stamps on postcards in 1894.

If any style of picture postcards epitomised their worldwide appeal and transmission, it was those of ocean liners

E T W Dennis of Scarborough was the first firm to publish picture postcards after the relaxation of Post Office rules allowing the use of adhesive stamps on them in 1894. Those first two cards were black and white sketches of the North and South Bays, and they followed up with a splendid series of 37 cards featuring mainly British cities, along with coastal resorts (1–4). A total of 18 places were allocated two postcards each, with Glasgow for some reason getting an extra one.

Published in intermediate size (121×75mm) and printed in Saxony, the cards were of: Sunderland (1–2); Newcastle (3–4); North and South Shields (5–6); Hartlepool (7–8); Glasgow (9–11); Edinburgh (12–13); Aberdeen (14–15); Dundee (16–17); Hull (18–19); Brighton (20–21); Leeds (22–23); Scarborough (24–25); Hastings (26–27); Liverpool (28–29); Blackpool (30–31); Birmingham (32–33); Dublin (34–35); and Bradford (36–37).

All have two or three vignettes of the featured place. The logistics of distributing these must have been interesting, though nothing like on the scale of the massive court card series from the Pictorial Stationery Co. The cards are difficult to find and a few are really scarce. Probably only around 25% are found postally used, mostly to overseas destinations. I currently have 16 of them.

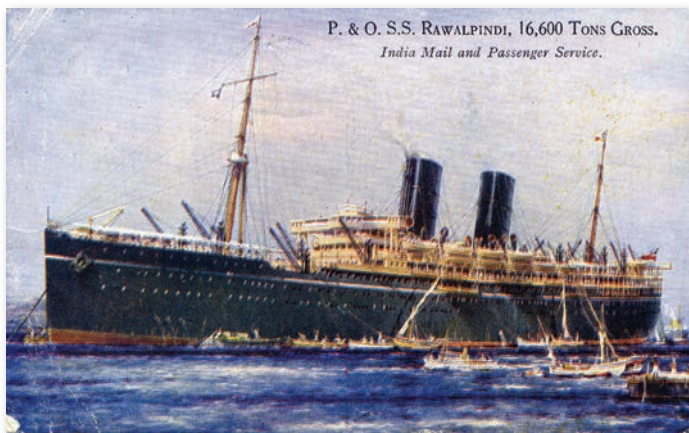
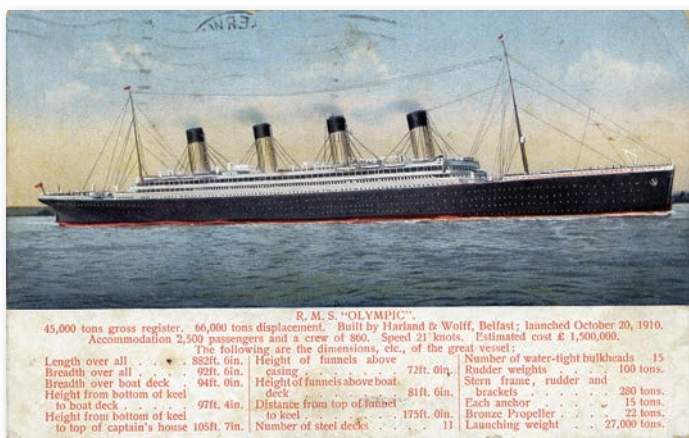
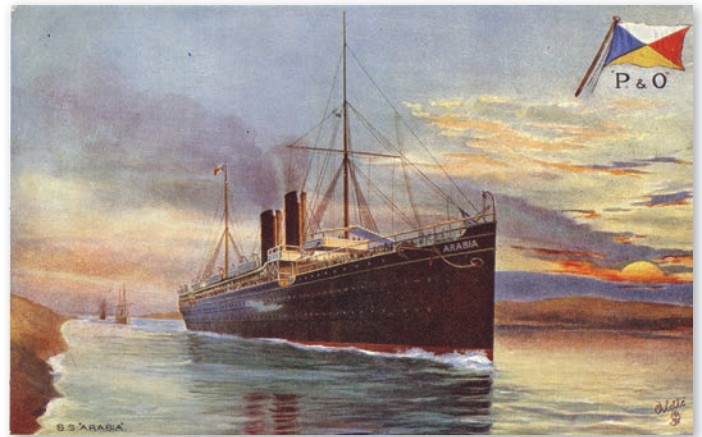
1 One of the two cards from Liverpool (No. 29) from the 1896–97 series published by E T W Dennis of Scarborough

2 No. 34 in the series from E T W Dennis showed two different scenes of Dublin

3 This postcard of Scarborough (No. 2) has been postally used and was sent to Blaenavon in Wales in March 1900. The cards obviously stayed on sale for several years. The writer used the message space to write names and addresses to Miss Davies, with names from Lisbon, Philadelphia and Auckland. I'm guessing that these people were all fans of picture postcards, involved in some kind of exchange group







4 Three different images appeared on one of the E T W Dennis cards from Newcastle (No. 3) (top left)

5 RMS Olympic, Titanic's sister ship, was built at Harland & Wolff's Belfast shipyard and launched in October 1910. This postcard, published by Thomas of Southampton and posted at Camberwell in September 1936, also has technical information (middle left)

6 One in a series published officially by the Peninsular & Oriental Steam Navigation Co., this card of SS Rawalpindi was posted at Southampton in May 1933 (bottom left)

7 Raphael Tuck, Britain's premier postcard publisher of the Golden Age, produced 30 sets in their Oilette series of 'Celebrated Liners'. This artist-drawn design of SS Arabia is from series 9112 (top right)

8 TSS Vandyck, one of the Lamport & Holt Line's vessels (middle right)

9 Painted by Walter Thomas, one of a long line of distinguished painters of liners, this card issued by the Blue Funnel Line was posted in what in the 1960s was the United Arab Republic and mailed to London (bottom right)

## The world-wide connection

IF any style of picture postcards epitomised their worldwide appeal and transmission, it was those of ocean liners (5–9). Catering for rich travellers, hopeful emigrants and globetrotting business people, they arrived on the scene in a big way, just as the picture postcard

was establishing its world media domination (otherwise known as the 'Golden Age'). Postcards of liners were published in huge quantities during the 20th century, and in turn, the liners repaid the compliment when passengers collectively posted millions around the world during their travels. In fact, picture postcards and travel

were equated in the original title of the biggest British Edwardian magazine devoted to the hobby. Lots and lots of albums belonging to avid collectors were filled with postcards from around the world (some, admittedly, acquired by an exchange system rather than written on the deck of some great ocean liner). Fascinating messages and exotic stamps added to the picture on the postcard of some romantic far-away place for those receiving these items from friends or relatives. This side of collecting admittedly underlines the fact that the meticulous compilation of postcard collections in Edwardian Britain was primarily a middle-class fixation.

Postcards of liners can be found as photographic or artist-drawn cards, the latter attractively collectable, and shipping companies produced magnificent posters advertising their services that were reproduced on postcards. This was not just in the early 20th century: a craze for re-issuing these designs as postcards re-emerged in the 1980s.

The tragic story of RMS *Titanic* has made postcards of the liner insanely collectable and perhaps overshadowed the rest of the genre in collecting terms, but *Titanic* cards were merely the tip of the iceberg – every liner launched has its own postcard tributes.

### The versatile Fred Spurgin

IT'S doubtful whether any comic postcard artist can claim to have work published by as many different companies as Fred Spurgin. His output ran from 1902 to the early 1920s, and the 2000-plus designs he produced incorporated a wide variety of styles and themes.

Fred wasn't born Fred, his real name was Izydor Spungin, and his Jewish parents came to England from Latvia in 1900 (when Izydor was 18). His father established a successful furniture business in Birmingham, but Izy was not interested in this family business, preferring drawing to making chairs, and in the former, he had a natural expertise. Feeling that his Jewish background might make his designs less acceptable, he adopted the name 'Fred' and tweaked his surname. Frankly, he was wrong in this – many of the top postcard publishing firms of Edwardian England were established by Jews.

At any rate, his reputation rapidly accelerated and Fred found his work in great demand. From 1911, though, most of his postcards were published by the Inter-Art Co., and from 1915, by the Art & Humour Publishing Co., which was set up by a relative as a vehicle for Spurgin's work (10–11). As was normal postcard practice, cards were issued in sets of six, with titles such as 'Our Munitions', 'Bathing Charmers', 'Topical Ticksles' and 'Xmas'.

During this period, Spurgin also had cards published by Thridgould & Co., for whom he had worked pre-1911, and by E J Hey, with designs featuring Dutch children (12). His designs generally were a lively reflection of public taste and fashion, with many of his ladies dressed in the latest outlandish styles of the day (13). His child characters, developed particularly while he worked for Inter-Art, were used to express contemporary adult attitudes (Spurgin was not alone in this – many, many postcard artists used children to reflect adult behaviour), especially during World War I (14).

The themes his characters embrace are magnificently varied, too, with glamour, politics, patriotism and female emancipation all being covered in addition to the standard comic postcard themes of beaches, romance, the military and so on (15).

Fred Spurgin married into money in 1919, when Lily Rothman, a daughter of the cigarette manufacturing magnate, became his wife. He was naturalised in 1925 and lived till the age of 86.

### When shall we three meet again? (at postcard fairs)

A constant topic on social media among postcard collectors and dealers is the absence of opportunities to go to fairs, auctions or shops. Since March, lockdown has closed all real-life sales opportunities, though buying and selling have continued via the internet and post. Auctions have operated online, too, though that makes viewing problematic. I've issued a twice-monthly sales list that I know people have enjoyed receiving as a distraction from the new normal and an opportunity to acquire new cards. For many collectors who are effectively housebound anyway, the lockdown means little change, but for those who want to look at cards in the flesh (or whatever the appropriate word is for a postcard!), the past four months have been pretty frustrating.

Life in the collecting world is starting to put its head above the parapet again, though. In early July, Robert Jeeves' long-established collectors' shop reopened on Queens Road, Brighton, handily placed near the railway station. Robert obviously had to put in place exhaustive sanitary and distancing measures, and he reckons his customers have hugely appreciated the chance to browse cards again. The first stamp/postcard fair I know to have restarted was scheduled to take place on 9 July, while AMP Fairs intended to begin their midweek Birmingham monthly event at the end of July. Chris Rapley, who runs fairs at several venues in the south-east, aims to restart his events from 22 August. These various start-ups are all small events with a limited clientele, and it's obvious that starting up shows with likely attendances in the tens rather than the hundreds is a much easier ask than a fair usually hosting 25 or more dealers. Logistically, issues such as only allowing a certain number of collectors into a hall at a time in order to police physical distancing, setting up a one-way system and having adequate supplies of hand sanitiser widely available are going to make the organisation of bigger fairs very difficult. There are also the questions of when venues for some fairs will even open their doors (many are held at still-closed leisure centres) and of how many collectors would want to turn up at a time when a lethal virus is still circulating who knows where in the community.

The Postcard Traders Association has cancelled its flagship Woking Leisure Centre event in September and is now looking at its next event at Shepton Mallet's West of England Showground in March, having taken this fair over from Barrie Rollinson. Clearly, everyone in the postcard world is hoping that this (the biggest postcard fair in the world) can go ahead, but it is entirely dependent on the progress of the virus and whether it re-emerges in the winter. Before then, big events at Birmingham's National Motorcycle Museum and York Racecourse are pencilled in for December this year.

At the beginning of the crisis, I believed that it would take an effective vaccine or treatment for Covid-19 to make a return to normal fair staging possible and predicted June 2021 as the likely earliest date. I hope I'm being too pessimistic, but I don't see any reason to change my mind yet.

The lack of a single advertising and publicity site for information about fairs is yet another headache for promoters. With the closure of *Picture Postcard Monthly*, information about what's going on in the hobby has become fragmented around social media sites, and the return of a magazine catering for the hobby, currently scheduled for October, cannot come soon enough.



Brian Lund has over 40 years' experience in the postcard hobby. He edited and published (along with his wife Mary) *Picture Postcard Monthly* from 1980–2015. The duo, as *Reflections of a Bygone Age*, have also published many postcard-based books and organised postcard fairs in Nottingham since 1982. Brian currently does a daily blog on the *Reflections of a Bygone Age* Facebook page.





10 A Fred Spurgin postcard published by the Art & Humour Publishing Co. in the 'Great Sight' series. The card was posted at Lewes in May 1925 (top left)

11 The caption on this design, published by Art & Humour, echoes a sentiment universally expressed during the Great War. The card was posted at Lewisham (top middle)

12 A comic postcard design by Spurgin, published by E J Hey, featured two Dutch children (top right)

13 Published by the Avenue Publishing Co. in their 'Paternoster' series, this is a typical Spurgin fashion design. It was posted at Manchester in September 1909 (bottom left)

14 A young lad used to illustrate an adult situation on a card from Inter-Art that had a Field Post Office cancel from October 1915 (bottom middle)

15 A Christmas comic postcard from the Avenue Publishing Co., with ironically the threat of physical violence (bottom right)

# New Issues

New and recent stamp issues based on information received from postal authorities and/or their agents. In the light of the current situation, some release dates are liable to change.

## ALAND

**5 June**, Medical and Industrial Tubing, €1.70; Mammals (Nordic), €1.

## ANDORRA (FRENCH)

**13 June**, Espai Columba, €1.16.  
**20 June**, Rainbow Trout, €1.16.

## ANDORRA (SPANISH)

**30 June**, Andorra Land Art, €1.45.

## ARMENIA

**16 June**, Flora and Fauna of the Ancient World, 230d., 280d.  
**26 June**, 75th Anniversary of Victory in Great Patriotic War, 280d.

## AUSTRALIA

**9 June**, Art of the Desert, 3×\$1.10, \$2.20.  
**16 June**, Mid-century Fashion Focus, 4× \$1.10.

## Norfolk Island

**2 June**, Norfolk Blue, \$1.10, \$2.20.

## AUSTRIA

**25 June**, Herbert Brandl, 85c.; Crypto Stamp, 2×€7.

## BELARUS

**1 June**, Seasonal Variations, A, H, 2×N, 2×M.  
**19 June**, Minsk Scientific and Practical Centre of Surgery – Transplantology and Hematology, A.  
**28 June**, Towns of Belarus – Shklow, M.

## BELGIUM

**15 June**, Places of the City of Liège, miniature sheet, €9.80; Ancient Postal Routes (Europa), miniature sheet, €9.30; Faster, Higher, Stronger, miniature sheet €8.85; The

Plain Ball Brings Together, sheet, €7.75.

## BOSNIA AND HERZEGOVINA

**1 June**, Medjugorje 2020 – Mother's Village, 1m.50.

## BULGARIA

**20 May**, Sofia Lions, 11.10, 11.70, 21.30.; World Year of Ludwig van Beethoven, 31.  
**24 June**, Bulgarian Urban Heraldry, 2×21.30.  
**26 June**, 75 Years Since Establishment of United Nations and 65 Years Since Bulgaria's Membership in UN, 21.30.  
**27 June**, 170th Birth Anniversary of Ivan Vazov, 11.10.  
**29 June**, Ancient Postal Routes (Europa), 11.10, 21.30.

## CHINA (TAIWAN)

**20 June**, Astronomy, 2×\$6, 2×\$8, \$28.

## COLOMBIA

**6 June**, National Natural Parks of Columbia, second series, 9×500p.  
**28 June**, Mono Núñez Colombian Andean Music Festival, 200p.

## CROATIA

**4 June**, Croatian Tourism – Rovinj, 3k.10, 8k.60.  
**19 June**, 500th Anniversary Death of Džore Držić, 3k.10.

## CYPRUS

**5 May**, Ancient Postal Routes (Europa), 34c., 64c.  
**14 May**, International Year of Nurse and Midwife and 200 Years Since Birth of Florence Nightingale, 34c.

## CZECH REPUBLIC

**17 June**, Songbirds in Our Neighbourhood – Crows

and Thrushes, 2×B; Josef Liesler, 2×B, E, Z.

**24 June**, A Thank You Stamp for Rescue Workers, 19k.

## ESTONIA

**11 June**, Butterfly of the Year, Tea Leaf Mosaic Butterfly, 90c.

## FRANCE

**8 June**, Birth – Baby is Here, 8×lettre verte; Wedding – Long Live The Married, 8×lettre verte.  
**15 June**, Frédéric Dard, 97c.; Flowers of Grasse, miniature sheet, 4×97c.; Boris Vian, miniature sheet, 6×€1.16; 800 Years Faculty of Medicine, Montpellier, €1.16; May Rose, 97c.  
**22 June**, Holidays, 12×lettre verte.  
**29 June**, Olympe de Gouges, €2.32 (delayed from 27 April); Rodemack, Moselle, 97c.; The Engraving, sheet, 6×€4; 50 Years of the GR20, €1.16.

## FRENCH POLYNESIA

**24 May**, Prefer the Natural, 100f.  
**26 June**, Banana Scent, 100f.; Images of the Islands, 80f.

## GERMANY

**4 June**, 500 Years Annaberger KÄT Folk Festival, 95c.; 200th Birthday Katharina Kasper, €1.55; 75 Years of United Nations, €1.70.

## GIBRALTAR

**1 June**, Definitives, 12p, 14p, 18p, 30p, 60p, 90p, £1, £1.15, £2, £4.

## GREAT BRITAIN

**18 August**, Sherlock, 2×1st, 2×£1.42, 2×£1.68.

## GREECE

**16 June**, Thank You Everyone, €1; We Stayed Home and Won, €1.

## GUERNSEY

**21 July**, Rupert Bear, 50p, 68p, 70p, 85p, 98p, £1.02.

## HUNGARY

**3 June**, For Youth 2020: The First Hungarian Space Flight 40 Years, 540fo.+150fo.

## INDIA

**25 June**, Musical Instruments of Wandering Minstrels, 6×500r.

## ISRAEL

**9 June**, Israel Authors and Poets, 3×2s.50; Summer Flowers, 7s.40, 8s.30, 11s.80.

## ITALY

**1 June**, Giuseppe Ungaretti – 50th Anniversary of Death, €1.10.  
**5 June**, Festivals – Sanpaoloni of San Cataldo, €1.10.  
**15 June**, Alberto Sordi (1920–2003), €1.10.  
**19 June**, Divella SpA – 130th Anniversary of Foundation, €1.10.  
**29 June**, Ancient Postal Routes (Europa), €1.10.  
**30 June**, Zeno Colò (1920–93), €1.10.

## JERSEY

**15 August**, Celebrating the 70th Birthday of HRH The Princess Royal, 54p, 70p, 84p, 88p, £1.05, £1.18.

## KAZAKHSTAN

**1 June**, Fish of Kazakhstan – *Acipenser nudipectus*, 60t.  
**8 June**, Fish of Kazakhstan – *Stenodus leucichthys nelma*, 130t.

**15 June**, Fish of Kazakhstan – *Salmo trutta aralensis*, 200t.

**22 June**, 100th Anniversary of Kazakhstan Truth, 100t.

**24 June**, The Policy of the State – Combating Corruption,

**27 June**, 75th Anniversary of the United Nations, 280t.

## KYRGYZSTAN (KEP)

**21 February**, The 'Seven-Thousanders' of Kyrgyzstan, 50s., 100s., 150s.

**23 March**, Gifts of Nature – Pomegranate, miniature sheet, 20s., 26s., 36s., 46s., 76s., 98s.

**28 March**, Screenwriter-Director M Ubukeev, 98s.

**4 April**, UN International Year of Plant Health, 98s.

**11 April**, UN 75th Anniversary, 98s.

## LATVIA

**19 June**, Latvian Birds, €1.27, €2.14.

## LIECHTENSTEIN

**2 June**, Summer Olympics, 1f.70, 2f.80; Art from the State Collection (Sepac), 1f.50; 150th Birthday of Egon Rheinberger, 1f.30, 2f.20, 2f.80; Panorama – Waters, 4×1f.

## MACAO

**12 June**, Centenary of Macao Red Cross, 4p.50.  
**24 June**, Fight Against the Epidemic Together, 2p.50.

## MALAYSIA

**18 June**, Iconic Marine Life (definitives), 1r.30, 1r.40, 1r.50, 1r.70, 1r.90.

## MONACO

**29 April**, 150th Anniversary of Birth of Prince Louis II, 95c.



**6 May**, Ancient Postal Routes (Europa), €1.40.

**3 June**, Solidarity Covid-19, €1.16.

**11 June**, 250th Anniversary of Birth of Ludwig van Beethoven, €2.80; Oceanographic Museum of Monaco – The Coral Reef, miniature sheet, €4.46.

**25 June**, Artwork in the National Collection (Sepac), €1.90; Former Strongholds of the Grimaldis of Monaco, €2

## MONGOLIA

**4 June**, Architecture of Mongolia, 300t., 400t., 500t., 800t.

**19 June**, 75th Anniversary of Victory In World War II, 800t.

## MONTENEGRO

**6 June**, Tourism – Our Lady of Skrpjela, 30c.

## NAMIBIA

**18 June**, Batises of Namibia, non-standard mail, postcard rate.

## NETHERLANDS

**15 June**, Experience Nature – Coastal Birds, 10x1; Typically Dutch – Bitterballen, sheet, 6x1.

## NEW ZEALAND

**3 June**, *Nga Hau e Wha* – The Four Winds, \$1.40, \$2.70, \$3.30, \$4.00.

## NORWAY

**12 June**, Munch Museum, 26k.; Dogs, 4x17k.

## POLAND

**1 June**, International Children's Day, 3z.30.

**5 June**, 100th Anniversary of Polish Knights of Malta Association, 3z.30.

**14 June**, 80th Anniversary of First Transport of Poles to Auschwitz, 3z.30.

**15 June**, 100th Anniversary of *Rzeczpospolita Daily*, 3z.30; Small and Large Animals, 4x3z.30.

**27 June**, History of Polish Sport Organisations, 3z.30.

**29 June**, Poland See More, 2x3z.30; Polish Spas, 3z.30.

**30 June**, 175th Birth Anniversary of Abaja Kunanbajula, 3z.30; Lieutenant Colonel Jan Kowalewski – Outstanding Cryptologist, 1z.80.

## ROMANIA

**10 June**, Squirrels, 3l.30, 5l., 8l.50, 12l.

**15 June**, Mihai Eminescu, Poet of Romanian Nation's Faith, 2x8l.50.

**18 June**, Institute of Speleology 'Emil Racovita' – A Century Of Research, 3l.30, 5l., 8l.50, 12l.

**24 June**, Folk Wedding Clothing (I), 1l.90, 2l.20, 3l.30, 20l.50.

## RUSSIA

**1 June**, Decorative and Applied Arts of Russia – Embroidery, 4x30r.

**3 June**, Paleontological Heritage of Russia, 4x90r.

**16 June**, 150th Anniversary of RASKAT Company, 50r.

**17 June**, 250th Anniversary of Russian Fleet Victory in Battle of Chesma, 100r.; Heroes of Russian Federation series – Aleksey Botyan, 40r.

**19 June**, 75th Anniversary of Oncologic Service in Russia, 23r.

**22 June**, A Labour Feat of Home Front Workers in Path to Victory series, 60r.

**24 June**, 100th Anniversary of Establishment of Chuvash Republic, 100r.

**26 June**, Safe and High-quality Auto-roads in National Projects of Russia series, 54r.

## SAN MARINO

**26 March**, Environmental Sustainability, souvenir sheet, €2.50.

## SLOVAKIA

**5 June**, Philatelic Olympics, 65c.

**17 June**, Botanical Garden in Košice – Magnolia Grandiflora, €2.80.

## SPAIN

**5 June**, 12 Months, 12 Stamps. Huelva, A.

**6 June**, International Year of Nurses and Midwives – Elvira López Mourín, €1.55

**8 June**, Centenary Ministry of Employment, €1.

**9 June**, The Architects of Europe – Robert Schuman, €1.45.

**11 June**, Leisure – Card Games, €3.80.

**12 June**, Graphic Humour, miniature sheet €5.45.

**15 June**, International LGBTQ Pride Day, €1; Traditions and Customs – Virgen del Collado

Stewardship, Santisteban del Puerto, Jaen, 65c.

**22 June**, Discoverers of Oceania – Miguel López de Legazpi, €3.80.

**25 June**, Contemporary Art – Lucio Muñoz, €5.45.

**26 June**, Women in Sport – Olympics, miniature sheet €4.

**29 June**, Women in Science – Maria Andresa Casamayor De La Coma, souvenir sheet €1.45.

**30 June**, Spanish Airmail Centenary, €2; 150th Anniversary of the Santander Royal Yacht Club, 4x€3.80.

## SRI LANKA

**6 June**, Vesak, 10lkr., 15lkr., 45lkr.; State Vesak Festival, 15lkr.

## THAILAND

**24 June**, 80th Anniversary of General Post Office Building, 3b.

## TRISTAN DA CUNHA

**7 May**, Female Ancestors, 45p, 50p, £1, £2.

## TUNISIA

**2 June**, Rock Paintings: Djebel Ousselet (Oueslatia) and Djebel Bliji (Tamaghza), 75d., 2d.

**24 June**, Dams, 75m., 1d., 1d.50, 2d

## UKRAINE

**3 June**, Emblems of Cities, Towns and Villages of Ukraine, 50k., 3h.

**19 June**, Ivan Franko National Drama Theatre – 100 Years, 9h.

**25 June**, Postman Fedir Feketa, Z.

## USA

**13 June**, Enjoy the Great Outdoors, 5x55c.



Australia: Art of the Desert



China (Taiwan): Astronomy



Liechtenstein: 150th Birthday of Egon Rheinberger



Monaco: 250th Anniversary of Birth of Ludwig van Beethoven



Norway: Dogs



Tristan da Cunha: Female Ancestors



# Tony Lester

## AUCTIONS LTD

### Upcoming Auction – Sunday 6th September

Our September Auction will not be a public Auction, but we will have viewing at our offices prior to the sale date, and live internet bidding will be available via Easy Live. The sale will include French Colonies, BC incl. a KGVI collection Est. £7,000, Australian States, Canada and Provinces, Ceylon, NZ etc., and GB strength in QV and KGV.



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The Sidings, Birdingbury Rd,  
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**26th August 2020**

We are always searching for new material for our auctions  
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Dealer's stocks, collections, better single items, etc. always wanted.

Our May 27th auction had 1055 lots, mostly unreserved  
& many very bulky. Every one of these lots had either  
a video or picture online.

We will do the same again for the August sale  
so that every lot will be fully viewable online.

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**brian@brian-reeve-auctions.com**

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# Auction Diary

Auction dates have been compiled from information supplied by event organisers. *Philatelic Exporter* cannot be held responsible for any errors, changes or omissions. During the ongoing coronavirus pandemic, please check every event carefully to confirm its current status. For inclusion in future listings, please email [aboyd@philatelicexporter.com](mailto:aboyd@philatelicexporter.com)

## AUGUST

### 5 WARWICK & WARWICK

Court House, Jury Street,  
Warwick CV34 4EW

### 6/7 H R HARMER

45 Rockefeller Plaza, 630  
Fifth Avenue, Suite 2607,  
New York, NY 10111

### 8 BIL

Community Centre, Fen  
Road, Wasingborough,  
Lincs LN4 1AB

### 12 AJH STAMPS

Dunkenhalgh Hotel and  
Spa, Clayton-le-Moors,  
Lancs BB5 5JP

### 13/15 GERT MÜLLER

Carl-Zeiss-Strasse 2,  
76275 Ettlingen, Germany

### 15/16 JOHN BULL

7/F Kwong Fat Hong  
Building, 1 Rumsey Street,  
Sheung Wan, Hong Kong

### 17 PHILANGLES

Carson House, Legh  
Street, Warrington WA1  
1UJ (online)

### 17/18 LODDON

Royal British Legion Club,  
Eversley Road, Arborfield,  
Reading RG2 9PR

### 18 DAVID FELDMAN

59 Route de Chancy, 1213  
Petit-lancy, Switzerland

### 20 AB PHILEA

Svartensgatan 6,  
Stockholm, Sweden

### 25 SPINK

67–69 Southampton Row,  
Bloomsbury, London  
WC1B 4ET (online)

### 26 BRIAN REEVE

2 College Fields, Prince  
Georges Road, London  
SW19 2PT

### 26 VANCE

PO Box 267, Smithville,  
Ontario, Canada L0R 2A0

### 26/27 CORBITTS

Britannia Hotel, Newcastle  
Airport, Newcastle Upon  
Tyne NE13 8DJ

### 29 SOUTH WEST

Rydon Building, Toby  
Carvery, Rydon Lane,  
Exeter EX2 7HL

### 29/30 ABACUS

29 Hardner Road, Mount  
Waverley, VIC 3149,  
Australia

## SEPTEMBER

### 2 WARWICK & WARWICK

Court House, Jury Street,  
Warwick CV34 4EW

### 3 SPINK

67–69 Southampton Row,  
Bloomsbury, London  
WC1B 4ET

### 4/5 SCHWARZENBACH

Merkurstrasse 64, 8032  
Zürich 7, Switzerland

### 5 WORTHING

Charmandean Centre,  
Forest Road, Worthing,  
West Sussex BN14 9HS

### 5/6 BURDA

Dejvická 306/9, Praha 6,  
160 00, Czech Republic

### 6 TONY LESTER

Holiday Inn Coventry  
M6 J2, Hinckley Road,  
Coventry CV2 2HP

### 7/12 CORINPHILA

SWITZERLAND  
Wiesenstraße 8, 8032  
Zürich, Switzerland

### 8/10 FELZMANN

Immermannstraße 51,  
40210 Düsseldorf,  
Germany (online)

### 9 AJH STAMPS

Dunkenhalgh Hotel and  
Spa, Clayton-le-Moors,  
Lancs BB5 5JP

### 9 CAVENDISH

Cavendish House, 153–57  
London Road, Derby DE1  
2SY

### 12 CHESHIRE STAMP AUCTIONS

Cottons Hotel and  
Spa, Manchester Road,  
Knutsford, Cheshire  
WA16 0SU

### 12 MOWBRAY

110 Wakefield Street,  
Wellington 6142, New  
Zealand

### 14 PHILANGLES

Carson House, Legh  
Street, Warrington WA1  
1UJ (online)

### 17/18 RÖLLI

Buzibachring 4a, CH-6023,  
Rothenburg, Lucerne,  
Switzerland

### 22 GROSVENOR

399–401 Strand, London  
WC2R 0LT

### 22/23 SPARKS

1770 Woodward Drive,  
Ottawa, Ontario, K2C  
0P8, Canada

### 24 HARMERS OF LONDON

Westbury Mayfair Hotel,  
37 Conduit Street, Mayfair,  
London W1S 2YF

### 24 MAYFAIR

37 Albert Embankment,  
Lambeth, London  
SE1 7TL

### 24/26 CORINPHILA

NETHERLANDS  
Mortelmolen 3, 1185  
XV Amstelveen, The  
Netherlands

### 25/26 POSTILJONEN

Hans Michelsensgatan 9,  
SE-211 20 Malmö, Sweden

### 27 AVH

Girl Guide Hut, Grimsdyke  
Road Hatch End, Pinner,  
Middlesex HA5 4SE

## OCTOBER

### 1/2 SPINK

15 Abchurch Lane,  
London EC4N 7BW

### 2 STADE

Markgrafenstraße 5,  
79639 Grenzach-Wyhlen,  
Germany

### 3 SOMERSET

Hill Farm, Hemyock,  
Cullompton EX15 3UZ

### 3 VACCARI

46 Via Michelangelo  
Buonarroti, 41058 Vignola,  
Modena, Italy

### 6 UNIVERSAL

4 The Old Coalyard, West  
End, Northleach GL54  
3HE (postal)

### 7 TENNANTS

Auction Centre, Harmby  
Road, Leyburn, North  
Yorkshire DL8  
5SG

### 7 WARWICK & WARWICK

Court House, Jury Street,  
Warwick CV34 4EW

### 8 AB PHILEA

Svartensgatan 6, 116 20  
Stockholm, Sweden

## FORTHCOMING

### ABACUS

Melbourne-based Abacus Auctions is conducting a weekend auction on 29–30 August.

The auction will begin with collections and accumulations. Then, the 'Tillie Mitchell Commonwealth of Australia' collection will go under the hammer. This single-vendor consignment begins with an extensive section of engraved 6d. Kookaburra material, including what may be the only surviving complete sheet in private hands. While the

highlight of the collection is the hundreds of covers with Kangaroo frankings, without doubt, the most outstanding item is the 2s. maroon imperforate plate proof pair on unwatermarked paper used on a commercial airmail cover – no other examples have been recorded.

The auction concludes with a general sale of mostly single items and sets. There are exceptional Kangaroos, with rare blocks and decimal missing colours, enticing offerings of early China and a very strong showing of Great Britain.

To enable clients around the world to participate, Abacus Auctions recently introduced live online bidding.



# Major Events

During the current coronavirus crisis, before travelling, readers are strongly advised to confirm with organisers that events are still being held. Please email [aboyd@philatelicexporter.com](mailto:aboyd@philatelicexporter.com) with details of future events.

## AUGUST

### 17/22 VIRTUAL STAMP SHOW

100 Match Factory Place,  
Bellefonte, PA 16823, USA

[stamps.org](http://stamps.org)

The Great American Stamp Show is now a free virtual stamp show.

## SEPTEMBER

### 18/20 PERTH STAMP & COIN SHOW

Community Centre, South Perth,  
WA 6151, Australia

[perthstampandcoinshow.com.au](http://perthstampandcoinshow.com.au)

## OCTOBER

### 1/3 VIRTUAL STAMPEX 2020

The Philatelic Traders' Society, PO  
Box 919, East Grinstead RH19  
9PH

[stampexinternational.co.uk](http://stampexinternational.co.uk)  
Now a virtual event.

### 2/4 ÖVEBRIA 2020

Jahrturnhalle, Jahrturnstrasse 15,  
3100 St Pölten, Austria

[bsvstpoelten.at](http://bsvstpoelten.at)

### 9/11 STAMPA 2020

Griffith College, South Circular  
Road, Dublin 8

**CANCELLED**

[stampa.ie](http://stampa.ie)

### 16/17 SCOTEX 2020

Dewars Centre, Glasgow

**CANCELLED**

[pta.org.uk](http://pta.org.uk)

Chad Neighbor (01674 832823)

### 23/25 LATINPHIL 2020

Piana delle Orme Museum, Strada  
Migliara 43 1/2, Latina, 04100 Italy

### 23/25 NOJEX-ASDA POSTAGE STAMP EXPO

Hilton Meadowlands, 2  
Meadowlands Plaza, East  
Rutherford, NJ 07073, USA

**CANCELLED**

[asda@americanstampdealer.com](mailto:asda@americanstampdealer.com)

## NOVEMBER

### 5/10 INDONESIA 2020

Jakarta, Indonesia

[indonesia2020.com](http://indonesia2020.com)

### 13/14 STAFFORD STAMP SHOW

County Showground, Weston  
Road, Stafford ST18 0BD

[jrs-stamp-shows.co.uk](http://jrs-stamp-shows.co.uk)  
JRS Fairs (01785 25950)

## DECEMBER

### 4/6 NORDIA 2020

Malmömässan, Mässgatan 6, 215  
32 Malmö, Sweden

[nordia2020.se](http://nordia2020.se)

## 2021 JANUARY

### 20/23 YORK STAMP AND COIN FAIR

York Racecourse, Knavesmire  
Road, York, YO23 1EX

[stampshows.net](http://stampshows.net)

## 2021 FEBRUARY

### 5/6 LIVERPOOL STAMP FAIR

Liner Hotel, Lord Nelson Street,  
Liverpool L3 5QB

[terryhunts@yahoo.com](mailto:terryhunts@yahoo.com)

## 2021 MARCH

### 12/14 NORDIA 2021

Musiikkikeskus, Kuopionlahdenkatu  
23, Kuopio, 70100 Finland

[postimerkkikerho.fi](http://postimerkkikerho.fi)

## 2021 MAY

### 6/9 IBRA 2021

Stamp Fair Messe Essen,  
Norbertstrasse, 45131 Essen,  
North Rhine-Westphalia,  
Germany

[ibra2021.de](http://ibra2021.de)

### 7/8 SPRING SOUTH OF ENGLAND POSTCARD FAIR

Leisure Centre, Kingfield Road,  
Woking, Surrey GU22 9BA

[postcard.co.uk/woking.php](http://postcard.co.uk/woking.php)  
PTA (01929 463428)

## 2021 JUNE

### 4/8 TAIPEI 2021

Taipei World Trade Center, Taipei  
City, Taiwan

[taipei2020.post.gov.tw](http://taipei2020.post.gov.tw)

## 2021 AUGUST

### 25/30 PHILANIPPON 2021

Yokohama Exhibition Hall, 1-1-1  
Minato Mirai, Yokohama, Nishi-ku  
220-0012, Japan

[japan2021.jp](http://japan2021.jp)

## 2021 SEPTEMBER

### 17/18 AUTUMN SOUTH OF ENGLAND POSTCARD FAIR

Leisure Centre, Kingfield Road,  
Woking, Surrey GU22 9BA

[postcard.co.uk/woking.php](http://postcard.co.uk/woking.php)  
PTA (01929 463428)

### 24/26 ÖVEBRIA 2021

Jahrturnhalle, Jahnstraße 15, St,  
Pölten, 3100, Austria

[voeph.at](http://voeph.at)

### 29/4 BALKANFILA 2021

Bucharest, Romania

[balkanfila.org](http://balkanfila.org)  
Postponed from September 2020.

## 2021 OCTOBER

### 15/16 SALISBURY STAMP AND POSTCARD SHOW

Five Rivers Leisure Centre, Hulse  
Road, Salisbury SP1 3NR

[machins.org](http://machins.org)

### 15/17 STAMPA 2021

Griffith College, South Circular  
Road, Dublin 8

[stampa.ie](http://stampa.ie)

### 15/17 NOJEX-ASDA POSTAGE STAMP EXPO

Hilton Meadowlands, 2  
Meadowlands Plaza, East  
Rutherford, NJ 07073, USA

[asda@americanstampdealer.com](mailto:asda@americanstampdealer.com)

## 2021 NOVEMBER

### 9/13 CAPE TOWN 2021

Cape Town International  
Convention Centre, Convention  
Square, 1 Lower Long Street, Cape  
Town, South Africa

[capetown2021.org](http://capetown2021.org)

### 19/22 NOTOS 2021

Peristeri Exhibition Centre,  
Athens, Greece

[hps.gr/notos2021](http://hps.gr/notos2021)

## 2022 FEBRUARY

### 19/26 LONDON 2022

Business Design Centre, 52 Upper  
Street, Islington, London N1 0QH

[london2020.co](http://london2020.co)

## 2022 MARCH

### 31/3 HUNFILEX 2022

Budapest, Fővám tér 11–12,  
Budapest, 1093 Hungary

[hunfilex2022.com](http://hunfilex2022.com)

## 2022 JUNE

### 9/12 CAPEX

Metro Toronto Convention  
Centre, 255 Front Street West,  
Toronto, Ontario M5V 2W6,  
Canada

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### VENUE

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### 2020

#### AUCTION DATES

|           |           |           |
|-----------|-----------|-----------|
| Wednesday | <b>12</b> | August    |
| Wednesday | <b>9</b>  | September |
| Wednesday | <b>14</b> | October   |
| Wednesday | <b>11</b> | November  |
| Wednesday | <b>9</b>  | December  |

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Paying up to 100% for mnh pre-1900, 30% for mnh pre-1940. First issues specialized, covers, collections, etc – please offer.

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**The Netherlands**  
Tel: +31 30 2443170. Fax: +31 30 2892620.  
Internet: [www.filatelic.net](http://www.filatelic.net)

### G.B. WANTED 1840 to date.

Ask for Current Buying List also Errors & Varieties.  
Rushstamps, P. O. Box One, Lyndhurst, Hampshire SO43 7PP.

Tel: (023) 8028 2044, FAX: (023) 8028 2981,  
Email: [enquiries@rushstamps.co.uk](mailto:enquiries@rushstamps.co.uk)

## KILOWARE

**Supplier to the Trade** of on and off paper mixtures (kiloware) for over 40 years!! Price list free on request. Guaranteed full refund if not satisfied.

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### Wanted

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### Meridian Stamp Co Ltd

9 Quarry Court, Pitstone Green Business Park,  
Pitstone, Bucks LU7 9GW, U.K.  
Tel. 01296 668758. E-Mail [meridianstamps@aol.com](mailto:meridianstamps@aol.com)

## FOR SALE

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**PRINZ PUBLICATIONS UK LTD**  
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CORNWALL, TR27 5JR [info@prinz.co.uk](mailto:info@prinz.co.uk)  
**WWW.PRINZTRADESALES.CO.UK**

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We buy stamps, collections, better signles, errors, postal history, cancellations.

We buy Japanese postage above 50yen paying 75% face.

### British & Overseas Philatelic Agency

P.O.Box 80 Shibuya  
Tokyo 150-8691 Japan  
[www.bopa.jp](http://www.bopa.jp)

Email: [tkiobopa@tky2.3web.ne.jp](mailto:tkiobopa@tky2.3web.ne.jp)

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Telephone 01474 853265  
Email [robroyalbums@btinternet.com](mailto:robroyalbums@btinternet.com)

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1+818-997-6496 • [iibick@sbcglobal.net](mailto:iibick@sbcglobal.net)

## CLASSIFIED AD SALES

To advertise here next month

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THE HOME OF STAMP COLLECTING

Stanley Gibbons Limited  
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Ringwood, Hampshire, BH24 3SH  
+44 (0)1425 472 363  
[www.stanleygibbons.com](http://www.stanleygibbons.com)

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Please note, we can not be held responsible for the quality or performance of goods and/or services advertised in this publication. The Advertising Standards Authority (ASA) exist to regulate the contents of advertisements and they can be reached on 020 7492 2222.

## EVERYTHING FOR THE STAMP COLLECTOR

- BINDERS
- CATALOGUES
- ACCESSORIES
- STOCKBOOKS
- MOUNTS & HINGES
- GIBBONS STAMP MONTHLY



For trade enquiries, contact Kerry Finney on **01425 472 363**

STANLEY GIBBONS  
399 Strand | London | WC2R 0LX  
www.stanleygibbons.com

# Philatelic Exporter

THE WORLD STAMP TRADE JOURNAL

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(PE will place your advertisement under the requested heading or the closest equivalent)

Please tick which issues you wish to advertise in:

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\*Please note, prices do not include VAT. Please add +20% onto your payment.



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I wish to pay by

o cheque/postal order (must be payable to: Stanley Gibbons)

o credit card

**Instruction to your credit card company to accept charges against your debit/credit/switch card**

Name of Account Holder .....

Debit/Credit/Maestro card number

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Card starting date / / Card expiry date / /

Card issue no (Maestro) CVC Number

Signature..... Date .....

**Philatelic Exporter is strictly trade only and your company details will be checked by our sales team.**

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Christchurch Road, Ringwood, Hampshire, BH24 3SH, England  
E-mail: [subscriptions@philatelicexporter.com](mailto:subscriptions@philatelicexporter.com)

## Regular Feature: Back Stampix

Graham Phillips reports on what was pictured in *Philatelic Exporter* in...

### AUGUST 2001

While describing a frame at the Belgica 2001 exhibition, James Grimwood-Taylor pointed out one of the items and to his horror discovered there was no security glass over the exhibit, meaning that items could easily have been removed from the frame. The 16 covers had already been exposed for seven days!



### AUGUST 2004

Without prior warning, France's La Poste issued at the end of 2003 the miniature sheet shown here that was not included in subscriptions. One could order a copy at the price of €3, folder included. The numbers printed were astonishingly low, reputedly no more than 50,000. As soon as the news spread, the price shot sky high. 'Monaco Passions', based in Monaco, advertised a buying price of €80.



### AUGUST 2010

A range of mugs, notebooks, greeting cards and gift wrap, based on British '1st' and Machin definitives, was launched by Gift Republic. Licensed by the British Postal Museum and Archive, 'The Stamp Collection' range of 34 gifts included eight porcelain (£8.99) and six bone china mug (£9.99) designs bearing wording such as 'First Class Dad', '...Mum', '...Brother', etc.



### AUGUST 2013

Several times each day, New Zealand Post and other couriers delivered (as well as collected) mail and parcels to Mowbray Collectables, New Zealand's largest stamp dealer, based in Otaki, about an hour north of Wellington. Delivery vehicles ranged from



the local postie on a bicycle to couriers' vans. But recently, this Castle Parcels truck and trailer unit arrived. David Smitham of Mowbray told us, tongue in cheek we think, that their staff were very busy that day coping with that particular delivery!





# BB STAMPS LTD

Est. 1988

Great Britain 1840 to Date

## Postage For Sale

### POST FREE!

on orders of £200.00 face value and over

GB postage mixed bags @ 75% of face value.

Sorted by values ( Not NVI's ) available @ 78% of face value.

Higher values 75p - £5.00 sorted by value @ 88% of face value.

1st class @ 79 % of face value (I000 stamps). Please enquire with amount needed.

2nd class @ 87% of face value.

We can also supply values made up to your requirements, ie, if you use special delivery we can supply the first rate tier which is £6.60 made up of up to six stamps @ 88%. Made up of 10 stamps @ 78%. Takes the hassle out of sorting out masses of odd values. Any other rate / amount can also be supplied.

We can also supply any normal postage rates for your mailshots etc, ie, large letter up to 100 grams which is now 83p. Supplied in two stamps only @ 78% of face value. Any other rate / amount can also be supplied. Just let us know your requirements.

## Buying Postage \* New Higher Rates \*

We now pay the following rates ( large quantities required ). We ONLY accept lots that are sorted into values in bags of either 100 or 200 stamps, sheets and part sheets are fine to be left intact, this makes checking much easier:

Values 1p up to and including 30p @ 40% of face value.

Values 31p up to and including 49p @ 50% of face value.

Values 50p up to and including 97p @ 55% of face value.

Values £1.00 up to and including £3.60 @ 60% of face value

2nd Class @ 60% | 1st Class @ 55%

£5.00 values @ 70% of face value. £10.00 values @ 60%

**We no longer require " E " values** ( Please contact us with details prior to sending )

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## A MESSAGE TO EXPERIENCED DEALERS

# Tired of Selling at Poor Prices? – *Work 'Smarter': Sell through UPA*

## Do You have More Stock than You can Sell, and Too Few Clients? An Opportunity Exists for Experienced Dealers...

As we're all getting older, we need to find NEW ways to stop duplicating work, make our knowledge, our experience and stock work harder and 'smarter' for us.

If you send stamps to auction, you'll know the problem – they don't sell them! And when they do, at other times they 'give' them away by poor description and paucity of clients and then they congratulate themselves by publishing the results. So, you end up paying an auction to sell your stamps to other dealers, or to sell them to collectors at dealer prices, a modus operandi hardly likely to be a profitable proposition for you...

Let's face it, the best person to describe your stamps is the person that cares most about them – and that person is you! So here's the proposition – you describe them, UPA will carefully monitor your descriptions against condition of stamps (and level of returns), and present your stamps to *more genuine qualified collectors*, that are prepared to pay an appropriate price, *than you can reach outside of any other philatelic postal auction* (and that includes promiscuous 'bargain-seekers' on-line).

Naturally we can only offer this service to reputable, knowledgeable, experienced dealers who know how to describe stamps properly. Obviously you will have a



**Your stamps presented to 10,000+ collectors in 50+ countries in UPA's 20,000+ lot quarterly auctions with NO buyer's premiums and NO hidden extras, 95% lots shipped 'Loyalty Post-Free'**

minimum estimate value per lot, and we may 'tier' our commission fee according to the value of the lots sold... **BUT**, if you wish to take advantage of 2,002 different bidders in UPA's last auction (Nr.73) from 47 different countries (95% collectors), catalogues which are printed and mailed to 6,400 different collectors all over the world at a cost of £50,000+ each auction, and viewed by thousands more collectors on-line, £150,000+ per annum marketing 'spend', 5,000+ high-res quality colour corrected images in each catalogue and more on-line... you will need to be computer-literate, because after we agree commission on a no sale no charge basis, we'll give you unique stock numbers which track your lots through each auction, and a stock input program so that you can get started describing and making the most of your surplus stock...

It goes without saying, there's a little more to discuss, you'll want to know what percentage of lots sells 1st time (33% to 50%) and 2nd time offered (30% to 35%) etc... and agree commission rates which won't be that low for the premium service/ access to real collectors that UPA provides, but will be lower for the simple reason that you're describing your lots, which we're carefully vetting... because I'm not prepared to let our 1% returns level be exceeded, which ultimately benefits us all.

**Thank you for reading. If you have higher value material and would like to try selling profitably through UPA's quarterly auctions, please contact Andrew to discuss.**

To our mutual success, sincerely,

Andrew McGavin, Managing Director

**Universal Philatelic Auctions**

[andrew@upastampauctions.co.uk](mailto:andrew@upastampauctions.co.uk)

Office: 01451 861111

4, The Old Coalyard, West End, Northleach, Gloucestershire GL54 3HE

[www.upastampauctions.co.uk](http://www.upastampauctions.co.uk) – Go to auctions

**NB. Absolutely NO lots to be sent to UPA without prior agreement**