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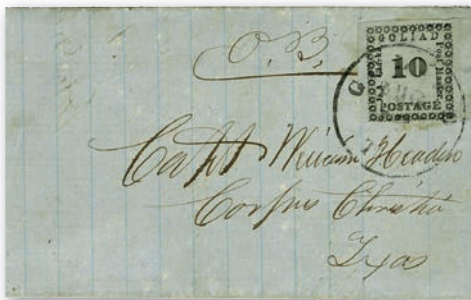
Philatelic Exporter

FEBRUARY 2021 THE WORLD STAMP TRADE JOURNAL



Postcard World

St Valentine's Day romance on postcards



Around the Rooms

Fourth Erivan sale held by
H R Harmer



Europe

Issues from when
Rijeka was Fiume



USA

Rare revalued 2c. postal
card rediscovered



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Dear Reader

Welcome to the February issue of *Philatelic Exporter*. As you can see from the main image on the cover, this edition has tried to provide an uplifting mood for everyone's February by including some wonderfully romantic Edwardian postcards. Meanwhile, the International Reports this month range from the old issues of Rijeka to the pressures faced by postal operators – a year like no other for the USPS and a spate of postal forgeries for Australia Post.

We conclude our look at the winners of the 2020 PTS Awards by hearing from Bill Barrell and Spink. These new awards from the PTS provided a much-needed boost to the industry at the end of last year.

In 'My Favourite', Constanze Dennis of Grosvenor picks a most unusual item, which is all the more intriguing given the range of material she is surrounded by at work.

Best wishes,

Alison Boyd
Editor *Philatelic Exporter*

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Printed by:
Stephens and George,
Merthyr Tydfil

© Philatelic Exporter 2021

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

Fourth Erivan Sale at H R Harmer • Grosvenor Board • Greta Thunberg Stamp

FOURTH ERIVAN SALE HELD AT H R HARMER

ON 10 December, H R Harmer in the USA held their fourth sale of the Erivan Collection of United and Confederate States Postal History. As would be expected from a collection that included some of the most celebrated items in American philately, the sale featured a number of fascinating and high-value lots.



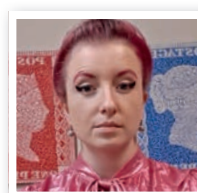
The standout lot was what is considered the most desirable and most valuable Confederate item in existence. This cover had a horizontal pair of the Livingston, Alabama, 5c. blue that had been tied by crisp strike of a 'Livingston Ala. Nov 12 [1861]' c.d.s. and was sent to Captain Chapman in Manassas Junction (lot 73). Extremely fine, the significance of this cover is down to a number of factors – the stamps being unusually printed by lithography, the scarcity of Livingston stamps either on- or off-cover, with only 11 genuine examples believed to exist, and its impeccable provenance, being previously owned by both Ferrary and Caspary. Its hammer price of \$125,000 made it the sale's most expensive item.

GRETA THUNBERG FEATURED ON SWEDISH STAMP

NEWSPAPERS and websites around the world have been busy reporting that Swedish environmental activist Greta Thunberg features on a new Swedish stamp issue of 14 January. The 12k. stamp, featuring an image of Greta in her trademark yellow oilskins, appears in a new booklet of five different designs focusing on the environment and the environmental work that is going on to save Sweden's unique nature. Among the stamps in the booklet is Sweden's stamp on this year's Europa theme of Endangered Wildlife, featuring a Green-spotted Toad.



BOARD CHANGES AT GROSVENOR



GROSVENOR have announced that Constanze Dennis and Tom Margalski have joined the board of Grosvenor Auctions. Constanze is now the Managing Director and Tom remains in charge of the organisation of the London office.

Constanze Dennis began her life in Chesterfield, before leaving to read physics at Oxford University. She joined Grosvenor as a philatelic describer in 2014 and today lives in Luton, where she pursues a broad range of outside interests from origami to contemporary art. She chooses her 'My Favourite' on page 18.



Tom Margalski joined Grosvenor in 2012 after graduating from the University of Kent with a degree in History. Tom's many responsibilities cover a whole range of client services, including private and public viewing, as well as the smooth running of the computer systems.

SCOTTISH CONGRESS CANCELLED

THE Association of Scottish Philatelic Societies have taken the decision to cancel the Scottish Congress scheduled to take place at the Dewars Centre in Perth on 16–17 April. All those involved were looking forward to the contributions from the host societies, Dumfries and Kirkcudbright, and to hosting the Northern National Competition. With the ongoing pandemic still having such an impact on everyone's lives, the view was that the safety of all dealers, exhibitors and members of the public was paramount and, therefore, it was in the best interests of everyone that the event be cancelled.

As the host societies have spent a lot of time preparing exhibits for the exhibition, the Association has decided that all societies will be asked to provide a range of non-competitive displays that will be hosted on the Association website (scottishphilately.co.uk) and will be available to be viewed by the public. They very much hope that everyone will enjoy this snapshot of philately in Scotland. This display will be available from mid-April when Congress was scheduled to take place and will run throughout the summer months.

The Association's next Congress will, therefore, be on 22–23 April 2022 when Perth Philatelic Society will be the host.

NEW SECRETARY FOR STAMP ACTIVE

PETER Barham has been announced as the new secretary of Stamp Active (stampactive.co.uk). Peter has been on the committee for some time as donations and auctions manager but has additionally taken on the secretarial role. Peter takes over from Raymond Watkins who has given years of service. He can be contacted via email (barham42@outlook.com).

New Royal Mail CEO • Lichtenstein Award Announced • Stafford Stamp Show

NEW CHIEF EXECUTIVE OFFICER FOR ROYAL MAIL

ON 11 January, Royal Mail announced a number of senior executive changes. Simon Thompson, Non-Executive Director of Royal Mail plc, was appointed Chief Executive of the UK business. The last permanent Chief Executive, Rico Back, left the company last May.

Keith Williams, interim Executive Chair of the Group since May 2020 said: 'Royal Mail in the UK is in a period of significant transition and needs to move quickly, put the customer at the heart of everything we do and adapt our business to better serve changing customer needs. Simon has been a Non-Executive Director of the Group since November 2017 and already has significant knowledge of the Group and its operations. He also has a wealth of experience both in digital transformation and customer experience and is ideally placed to lead the opportunity to grow and expand our UK parcels business and to meet our customers' needs across both letters and parcels.'

As a result of this appointment, Stuart Simpson, acting interim Chief Executive of the UK business since May 2020, will leave Royal Mail at the end of January, following a short handover period. Mick Jeavons, interim Chief Financial Officer since May 2020, will continue in that position on a permanent basis and will join the Royal Mail plc board as an Executive Director with immediate effect. Keith Williams will revert back to being Non-Executive Chair from the same date. Martin Seidenberg, Chief Executive Officer of parcel service provider GLS, will join the Royal Mail plc board on 1 April.

RPSL EXPERT COMMITTEE

WHILE the Royal Philatelic Society London building at Abchurch Lane is currently closed to members and visitors in accordance with UK government restrictions, submissions to the Expert Committee are still being accepted and will be expertised as soon as it is possible for the Experts to meet again. Inevitably, there will be severe delays with regards the return of these items and any outstanding items that were submitted in 2020.

Submissions sent by post will be received and stored securely, but until normal activity resumes, they have asked people to avoid sending items to them by courier. Please email experts@rpsl.limited for any further queries.

ALFRED F LICHTENSTEIN MEMORIAL AWARD ANNOUNCED

MARK Banchik and Patrick Maselis have been named as the joint recipients of the 2021 Lichtenstein Award for Distinguished Service to Philately by the Collectors Club in New York.



Dr Banchik, a retired physician administrator from San Diego, collected stamps from a young age and, as his collecting became serious, gradually immersed himself in organised philately. His past and present philatelic leadership responsibilities have included roles with the Collectors Club, the American Philatelic Society, the American Philatelic Congress, the American Air Mail Society and Mexico-Elmhurst Philatelic Society International (MEPSI). He is also a fellow of the Royal Philatelic Society London and a member of the Club de Monte-Carlo.

In the early 1980s, after a period of living and studying in Mexico, Banchik began focusing his collection on that country. He is now a

multiple US Grand Award recipient, international exhibitor, philatelic judge and international jury trainer.

Mr Maselis, an agricultural industrialist who lives in Roeselare, Belgium is the world's leading collector and scholar of Belgium, its colonies and the Free State of Congo. He is a Large Gold international exhibitor, researcher, and author of many published books and articles, as well as a gifted speaker.

Among the philatelic honours Maselis has collected are signing the Roll of Distinguished Philatelists and receiving the European Academy of Philately's 'European Philatelic Merit' award.

Maselis is an international leader in organised philately. Currently the president of the Club de Monte-Carlo, he has held senior roles with the Club de Monte-Carlo, Royal Philatelic Society London, Royal Belgium Academy of Philately, Smithsonian's National Postal Museum, European Academy of Philately, Académie de Philatélie (France) and the *Real Academia Hispánica de Filatelia e Historia Postal* (Spain). He is also an honorary member of the Russian Philatelic Academy and the Club of Elite Russian Philately.

As a philanthropist, Maselis has sponsored international trips for promising young philatelists, including the Young Philatelic Leaders of the American Philatelic Society, and organised international gatherings.

Traditionally, the Lichtenstein Award is formally given at a spring dinner in New York, but due to the continuing global pandemic, plans for a dinner this year have not yet been finalised.

**STAFFORD STAMP SHOW SCHEDULED TO GO AHEAD**

AT the time of writing, the Stafford Stamp Show is scheduled to go ahead on 19–20 March. To allow the organisers to follow government guidelines for Covid-19, instead of being in the Ingestre Suite at the Staffordshire County Showground, the show will be held in the larger Prestwood and Argyle Centres on the same site.

The wearing of masks will be compulsory and hand sanitiser will be available. The collection of information for track and trace will also be a requirement but will be kept strictly confidential. These are unusual times and the organisers have asked all visitors to observe the requirements for everyone's safety.

As the situation with Covid-19 is ever changing, before you travel please visit the organiser's website (jrs-stamp-shows.co.uk) or call 01785 259 350 to confirm that the show is still going ahead.

Europa Stamp Jury Winners • Initiatives on Open Philately • First for Isle of Man

POLAND WINS 2020 EUROPA STAMP JURY COMPETITION

DUE to the Covid-19 pandemic, the judging of the 2020 Europa stamp jury competition, on the theme of 'Postal Routes', was held at a later date than usual and in a new 'hybrid' format. The jury, composed of eight philatelic experts from various backgrounds including artists, collectors and bloggers, gathered both physically and remotely.

After two rounds of voting, Poland was selected as this year's winner. For the first time in the history of the Europa competition, there was a three-way tie for second place between the Faroe Islands, Switzerland and Ukraine. The entry from Germany completed the podium.

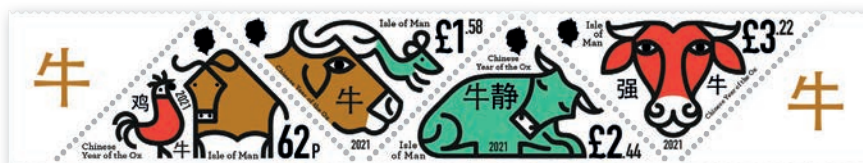
PostEurop Secretary General, Botond Szebeny, said: 'When faced with the coronavirus (Covid-19) pandemic, postal operators have been quick to adapt and seek alternative affordable solutions to deliver postal items. In a way, the current theme is most appropriate for these challenging times. As for this year's jury competition, we also had to adapt and find a solution that would allow a fair analysis on the beautiful entries without jeopardising anyone's health or judgement. Hopefully, next year we will be able to gather everyone in our Brussels HQ premises and enjoy some of Europe's greatest philatelic works at its best. Having said this, I would like to congratulate this year's winners, with special regard to Poczta Polska. I would also like to congratulate all of the designers for their accomplished effort in creating such complex and beautiful designs, as they are making it more and more difficult for the jury to elect the winning stamps.'

This year's Europa competition will have an 'Endangered National Wildlife' theme.



FIRST FOR BRITISH POSTAL ADMINISTRATOR

ON 7 January, Isle of Man Post Office celebrated the Lunar New Year with the release of its first ever set of triangular stamps. Triangular stamps are not common and these new Year of the Ox stamps are, in fact, the first triangular stamps from any of British postal administrator (Royal Mail, the Channel Islands and Isle of Man). Designed by Manx artist Jay Cover, the four colourful stamps (62p, £1.58, £2.44 and £3.33), mark the Year of the Ox, which begins on 12 February 2021.



BOOTH SALES OPEN FOR VIRTUAL STAMPEX, 25–27 MARCH

THE Philatelic Traders' Society have announced that booth sales for the next Virtual Stampex, to be held 25–28 March, are open. Booths are open to all PTS members, businesses, philatelic societies and postal administrations. Non-PTS members can apply to be members and register for the show.

Sponsored by Spink, the PTS are delighted to already have some exceptional brands taking part, including Stanley Gibbons, Mark Bloxham, BB Stamps, Bill Barrell, Samwells, Purves Philatelics, Zeboose and Catawiki. They are also delighted to confirm partnerships with the Royal Philatelic Society London and the APS.

Alongside the booth hall, the Court of Honour and the Spink Auditorium, exciting new additions to the show this spring include a Gold Hall for PTS Gold members, a Collectors' Lounge and an Exhibition Hub. Registration for the show will be open from early February (stampex.vfairs.com) For more information regarding booking a booth, head to the PTS website (thepts.net/virtualstampex).

NEW DATES FOR MONACOPHIL 2021

DUE to technical reasons, MonacoPhil 2021 will now take place 9–11 December, rather than 3–5 December as reported in last month's *PE*. To keep up to date with plans for the event, please see their website (monacophil.eu).

NEW INITIATIVES ON OPEN PHILATELY

SINCE the Open Philately class was accepted in *Fédération Internationale de Philatélie* (FIP) exhibitions several years ago, its popularity has been increasing steadily. In response to this increasing popularity, an Open Philately Commission has now been approved by the FIP. This decision reflects changes in collecting and exhibiting, indicating areas of possible increased demand to those in the trade.

LETTER: A RESPONSE FROM KARL LOUIS

THIS has been an exceedingly challenging and busy year for all of us, and at Corinphila in Zürich, we have recently produced no less than eight auction catalogues, which are now at the printers. As you can imagine, I have hardly had a moment to myself to sit down and enjoy catching up on all my reading, but I have now had an opportunity to read *Philatelic Exporter*, and my short, published reply in the November issue to a brief query about my card index sent to me by the editor from a reader.

When I responded, I had not seen the full letter from Gavin Littaur, and I was unaware of his identity. Now that I have had the opportunity to read his very kind letter, published in full, I would like to add materially to my earlier note, by thanking him for his useful observations on my favourite cover, and for his generous remarks on my Card Index, to which he has long been a helpful contributor.

I have known Gavin for many years, and I have had the pleasure to see and enjoy his superb exhibits of early British stamps and Postal History, most recently in Sindelfingen. He is a dedicated collector, and an expert on his subjects, who was always willing to share his knowledge with me, and I believe it is fair to say that he has formed one of the finest collections of British postal history in private hands.

Karl Louis, Wiesbaden, Germany

Royal Mail's First Issue of the Year

Surprise Four-Stamp Miniature Sheet

NATIONAL PARKS

ROYAL Mail's first issue of the year, released on 14 January, was National Parks, a set of ten 1st class stamps marking the 70th anniversary of the UK's first National Parks. These are areas of land officially recognised and protected by the government because of their natural beauty, plants, animals and fascinating cultural heritage.

In 1951, the Peak District was the first area to be designated as a UK National Park. By the end of the decade, the Lake District, Snowdonia, Dartmoor, Pembrokeshire Coast, North York Moors, Yorkshire Dales, Exmoor, Northumberland and Brecon Beacons had all been given National Park status.

Today, there are 15 National Parks in the UK – ten in England, three in Wales and two in Scotland. These parks contain some of the nation's most beautiful and inspiring landscapes, thousands of ancient monuments and almost a third of the UK's internationally important wildlife sites. They also feature thousands of miles of public rights of way, giving people incredible opportunities to explore these amazing spaces.

The stamp set features images of ten of the UK's 15 National Parks. Established in 1951, the Peak District National Park is 555 square miles in size and covers parts of the counties of Derbyshire, Yorkshire, Staffordshire and Cheshire.

Also established in 1951, the Lake District in Cumbria took over 2 million years of glaciation to create and is home to England's highest mountain, Scafell Pike, which stands at more than 3200 feet.

However, even this is shadowed by Snowdon (3560 feet), located in the Snowdonia National Park in north-west Wales. Covering

823 square miles, Snowdonia was the first of the three National Parks in Wales, achieving that status in 1951. This was followed by Pembrokeshire Coast in 1952 (also featured in the set) and Brecon Beacons in 1957.

Another park established in 1951 was Dartmoor, located in Devon. As well as its beautiful open moorland and trails, Dartmoor is also famous for its tors rock formations, Neolithic tombs and Bronze Age stone circles.

North York Moors in North Yorkshire became a National Park on 28 November 1952. It covers an area of 554 square miles, including over 44,000 hectares of heather moorland, which is around one third of the National Park.

The Broads National Park, established in 1989, is a network of rivers and lakes that span Norfolk and Suffolk and makes up Britain's largest protected wetland.

The New Forest National Park, located in Hampshire and part of Wiltshire, is one of the UK's smallest and newest National Parks. It was established in 2005 and spans an area of 218 square miles.

Established in 2002, the 720-square mile Loch Lomond and the Trossachs National Park boasts some of the finest scenery in Scotland.

The South Downs across the south-eastern coastal counties of England is not only the newest of the UK's National Parks, being established in 2010, it is also the most visited, attracting approximately 39 million visitors per year.

The issue includes a 1st class retail booklet, a presentation pack and an f.d.c.



UNITED KINGDOM: A CELEBRATION

ON 26 January, Royal Mail released a surprise, four-stamp miniature sheet, celebrating the UK's greatest strengths and accomplishments. Although not an official 'Brexit' issue, the timing of its release does seem significant, coming less than four weeks after the end of the transition period between Britain and the European Union.

The issue, which comprises two 1st class and two £1.70 values, explores some of the areas where Britain is leading the way on the world stage. Each stamp features a pictorial montage of British achievements in one of four categories: Great Sport (1st), Great Creativity (1st), Great Community (£1.70), and Great Industry and Innovation (£1.70). The shapes of the images shown on each stamp have been designed to form one quarter of the Union Flag. When

viewed together in the miniature sheet the four stamps combine to show a stylised representation of the complete flag.





The 2020 PTS Awards

This month, we catch up with Bill Barrell, joint Ambassador of the Year, and Spink, PTS Contributor of the Year.

FOLLOWING on from last month's feature when we focussed on Graham Beck (Legacy Champion of the Year), Markand Dave (joint Ambassador of the Year), and Michael Cortese and Charles Epting (Creative Concept of the Year), we now turn our attention to Bill Barrell, who was joint winner with Markand Dave of Ambassador of the Year, and Spink, who won the PTS Contributor of the Year award.

The award for Ambassador of the Year was to celebrate those who are actively promoting the trade and the hobby in a new, creative way. Bill Barrell was nominated for the support he gave the council on several projects in 2020, including Virtual Stampex. Bill took a very active role at Virtual Stampex, helping to introduce people to both the concept and the event itself. He also helped support marketing the concept globally, by taking out adverts and financially supporting PTS adverts to ensure Stampex was widely received. Bill also supported the PTS with various other societies, for instance as the PTS representative for the Association of British Philatelic Societies. Additionally, he wrote pieces for the PTS handbook, as well as creating engaging video content to share his knowledge of philately within the community.

The award for PTS Contributor of the Year was to celebrate those who are actively contributing to the success of the Society outside of the immediate team and Council. Spink was nominated for their forward-thinking in sponsoring Virtual Stampex last October. Due to the coronavirus pandemic, this event was held entirely online, with nearly 6500 registered attendees able to visit 84 different booths and enjoy 11 virtual talks.

THE WINNERS AND RUNNERS-UP

PTS Contributor of the Year

Winner: *Spink*

Runners-up: Stampboards and Stephen Taylor

Legacy Champion of the Year

Winner: *Graham Beck, Exploring Stamps*

Runners-up: Trevor Pateman, cddstamps and Rushstamps

Ambassador of the Year

Winners (joint): *Markand Dave and Bill Barrell*

Runner-up: StampIT

Creative Concept of the Year

Winner: *Michael Cortese and Charles Epting, Conversations with Philatelists*

Runners-up: Royal Philatelic Society London and Museum of Philately



Ambassador of the Year:

Bill Barrell

Tell us about your business?

In 1984, after four years working in the GB department of Stanley Gibbons, I could see a big gap in the 1d, red market so I went for it. Not only did I find an excellent market for the GB 1d. red but also propaganda forgeries, college stamps, modern errors, GB postal history and so forth. All of these niche areas meshed together to form a surprisingly successful global business in most things GB!

Immediately joining the PTS, my first Stampex was in 1985 and my first international shows were both very successful – London 1990 and the New Zealand International later that year, following a disastrous show in Singapore! I have seldom looked back and enjoy the challenge of developing overseas markets and meeting new collectors. I guess 35 years of global travel, talking stamps and meeting many different people with a common interest has not only enabled me to develop my business, but also to fly the Union flag in far flung parts of the world and develop a global network of friendships.

I can still recall finding my father's single Penny Black when I was about ten and thinking how beautiful it was. As a young boy, it was a miniature work of art and stamp collecting seemed a natural progression – 'lad and dad go stamping' so to speak and haunting the many stamp shops in my hometown of Bristol, happy days! For me, it then became a business but the inner collector was never too far away, and it is always a pleasure to display 'GB postal history and line engraved issues' to philatelic societies and a real honour to win an international Gold medal at Stockholm in 2019.

What do you love about stamp collecting?

Having the 'collector gene' myself, I get much pleasure from encouraging and helping other collectors, whether this is to specialise, suggest other areas of collecting, advising which books to acquire and learn from or, and this is a new mission, to encourage them to exhibit. I think too many collectors acquire items somewhat randomly, so, exhibit, tell a story and get more from your hobby.

What should we expect from you next?

The future of the hobby looks tremendous, I receive orders from new collectors all the time and I have many exciting ideas both as a businessman and as an exhibitor.

Anything else you want to say?

I see potential business opportunities in many places, and I am very excited about the second 'Virtual Stampex' show in March.

PTS Contributor of the Year:

Spink

Tell us about your business?

Spink and Son Ltd was founded in London in 1666 and has since developed into the world's premier collectables auction house. It specialises in the auctioning and private sales of stamps, coins, banknotes, medals, bonds and shares, autographs, books, wine and spirits, and lifestyle collectables. As an independent firm, Spink continues to uphold a long tradition of expertise and client service whilst also being forward-thinking and dynamic. No one else in the field of collectables offers such a broad range of services to the collector or to those seeking advice on disposing of single items or a collection. We have offices in London, Hong Kong, Singapore, Switzerland and NY, employing hundreds of people.

Tell us about the concept you were nominated for?

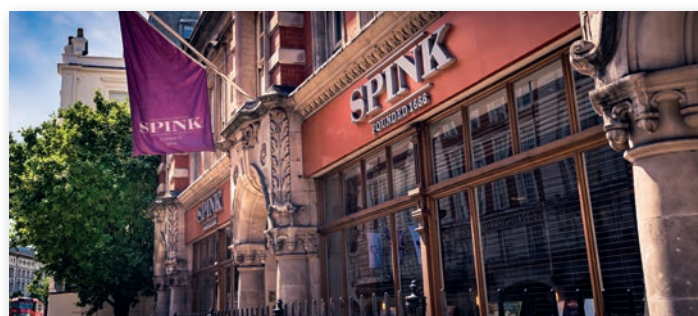
The PTS contributor of the Year award was to celebrate those businesses who actively contributed to the Society. We saw the potential in Virtual Stampex and decided to support it in its initial year. We were delighted to be the headline sponsor of the show and with the potential of the show itself.

How does it feel to win this award?

We are really pleased to have been nominated and to have won this award. It is important to us that the hobby continues to develop and advance. We are always looking at ways to lead the advancement of the hobby to ensure it stays as current as possible.

What do you love about stamp collecting?

The community. Stamp collectors are passionate about what they do but they are also willing to share their knowledge. They are very welcoming and anyone starting out or expanding their collections are greeted with ease.



COMMENTS FROM THE JUDGES

I was looking for those traders who share their expertise and find active ways of getting their knowledge out into the world. Bill Barrell is a prime example of this.

Olivier Stocker of Spink made a valuable contribution to enabling Virtual Stampex to happen, and this contribution should not pass unremarked.

Chris King

Bill Barrell was a tireless champion of Virtual Stampex, being a catalyst to its success. He went above and beyond the call of duty and, I suspect, will champion great new causes in the future.

Spink brought instant credibility to Virtual Stampex, and that leap of faith paid big dividends for the show and the hobby. They are advocates for collectors at all levels, and it's no surprise they played such a prominent role in supporting Virtual Stampex.

Scott English

Culture, Politics and Propaganda on Rijeka Stamps

With Rijeka, along with Galway, continuing as European Capital of Culture for the moment, Michael Burzan takes a look back to when issues from Rijeka provided culture, politics and propaganda.

For philatelic professionals, Rijeka has become a household name under the Italian name 'Fiume'

AN attractive joint issue of 23 January 2020 focused on the European Capitals of Culture for 2020 – Galway in Ireland and Rijeka in Croatia. The problematic situation of cultural activities due to coronavirus is reflected in the prolongation of this title, with the European Commission proposing that Rijeka and Galway should remain European Capitals of Culture beyond 2020, at least until 30 April 2021. Both cities have been unable to implement their initiatives as Capitals of Culture due to the coronavirus pandemic.

The postal operators of the two countries in 2020 honoured each other's winning cities with two stamps with identical images, characterised by a colourful jigsaw puzzle of history and culture (1). Apart from the different designations, the sets also allow comparison between two printers, Royal Joh. Enschedé for Ireland in sheets of 16 and AKD Zagreb for Croatia's postal service in sheetlets of nine. For Galway, there was also a souvenir sheet by Irish designer and illustrator Steve Simpson.

When Rijeka was Fiume

For philatelic professionals, Rijeka has become a household name under the Italian name 'Fiume'. For more than five years after World War I, the much fought over port city on the northern Adriatic Sea became an independent collecting area. More than 200 postage stamps were created between December 1918 and March 1924, including numerous overprinted stamps. During that period, many philatelic specialties and a respectable number of rarities were produced.

In October 1918, two governments were formed in Fiume – a Croatian one and an Italian National Council. The Paris Peace Conferences, which lasted from January 1919 to January 1920, decided the future of Fiume and its environs, which were at the centre of a dispute between Italy and the Kingdom of Serbs, Croats and Slovenes, later Yugoslavia.

During the first period of inter-Allied occupation from 17 November 1918 to January 1919, the Hungarian crown of the former territory was still the currency. During this period, Hungarian issues were overprinted or handstamped with 'FIUME' in various types. Not only the postage stamps of the



1 Croatian stamps from the joint issue with Ireland for Galway and Rijeka as European Capitals of Culture

Reaper and Parliamentary Buildings types, but also express stamps, Postage Dues, postal savings, special issues, newspaper and surcharged stamps were used, sometimes in small quantities.

There are some enormous price differences between the two main categories of overprints and others, depending on the different types, so a close inspection of collections or stocks may be well rewarded. The numerous fakes also demand a qualified certification by experts for top values.

A selection of 32 different, handstamped and typographed overprints on Hungarian stamps, used on five philatelic registered covers from Fiume to Susak or Vienna, each with an arrival postmark on the back, along with 11 different Postage Dues (5f.–20f. used and unused) counted as the cheapest types (SC1b/26, J1c/J12c), closed at US\$450 at Cherrystone in November 2020.

One of the top values today is the Reaper 10f. definitive with white values and machine overprint (Mi 6l). In 1960, MICHEL stated that the stamp only existed with a handstamped 'FIUME'; today, the machine overprint still misses a price indication.

A twice hand-overprinted Hungarian 10f. 'Reaper with white decimals', bearing a double 'FIUME' overprint in type IV, the second weaker and clearly shifted 0.5–0.7mm (easier to see at the 'U' and the 'M' of 'FIUME') and a fine used 'FIUME O 1 O' closed for €210 at Christoph Gärtner in October 2020 (2). So far, a double overprint is not listed for this stamp (Mi 6ll DD, Sassone 22 IV).

A very lightly hinged mint example of the 'letter E and part of M overprinted DOUBLE' variety fetched €320 (Sassone estimated the value between €3000

and €10,000). The same design with carmine decimals and original gum fetched €400 at Ferrario Aste (catalogued at €5000). In 2018, Zanaria had a starting price of €2000 for a MUH block of four with gum (Sassone 8a, €48,000) (3).

The first handstamped 'FIUME' overprint on the 20f. brown Reaper (Mi I and No. 1 in Italian catalogues) is regarded as a proof but which also appeared in used condition (4). Only three to four sheets are said to have existed in this version. In 1960, MICHEL valued it at 150 marks, but it is now €2000 unused and €1000 used. In December 2020, Filatelia Mazzini Milano offered a mint overprinted 1918 20f. brown in a splendid condition for €4000 (catalogued at €24,000).

In the mood for Italy

Let us look back to the interesting historic developments in the disputed city. A major part of the population had, according to a referendum in a proclamation of 30 October 1918, supported the annexation to Italy. The postal administration of Fiume expressed this wish in May 1919 with a large special issue. It may actually be regarded as an early example of political propaganda on stamps.

The 12 values in the new currency, ranging from five centesimi to ten crowns, were printed in lithography by Bertieri and Vanzetti in Milan (5). The surcharge of five lire per stamp was intended to support a study fund – 'PRO FONDAZIONE STUDIO'. The painter, poster artist and illustrator Leopoldo Metlicovitz (1868–1944) had created three designs with motifs from Italian history for this purpose: the lower values (Mi 50/53) with Romulus and Remus, who are suckled by the mythical 'Roman Wolf', after a famous sculpture from the Capitoline Museums in Rome, the higher ones with a Venetian galley, as one had visited the port of Fiume in earlier centuries (Mi 54/57), and the very top values with the Piazza di San Marco in Venice (Mi 58/61). The claim 'FIUME PROCLAMA L'ASSESSIONE ALL' ITALIA' (Fiume proclamation for the annexation to Italy) is in small type, but '30.X.1918' in the art nouveau frame is more visible.

The reverse sides of the stamp have been provided with a grey security imprint to protect against counterfeiting, with the words 'POSTA di FIUME' printed three times per stamp (6). For complete sets of 12, MICHEL indicates €100 for unused and €50 used, only about three to four times the prices of 1960. Average auction offers for a lightly hinged set were €120 (Mi 62/73), but they started at €250 at Ferrario Aste and were up to €600 or more at others (catalogued at €3000).

Occupation by D'Annunzio and Arditì

Actually, the Italian state was not particularly interested in complying with Fiume's desire in 1919. The plan was rather to establish a Free City under the supervision of the League of Nations, as in the case of Gdansk. Italy's Foreign Minister, Tommaso Tittoni, had already reached an agreement on this with Prime Ministers Georges Clemenceau for France and Lloyd George for Great Britain in August 1919; the only thing missing was the approval of the American President, Woodrow Wilson.

It was in this situation that Gabriele D'Annunzio (1863–1938), a futuristic poet, fervent nationalist and war hero, marched into the city on 12 September 1919 with some 2500 supporters and legionaries, known as Arditì, and was enthusiastically welcomed by many Italians living there.

When the Italian government made no effort to implement the intended annexation of Fiume, D'Annunzio proclaimed the Republic of Fiume and personally assumed command of the town and its armed forces. Several features of his reign, with violent fanatical supporters and political propaganda, are regarded as models of a fascist organisation. Others interpret them as an attempt to turn an artistic utopia into reality, to the point of accepting homosexuality and drug consumption. At the January 2016 conference on 'Philately as Cultural



2 A twice hand-overprinted Hungarian 10f. 'Reaper with white decimals' was offered by Christoph Gärtner in October 2020



4 The first handstamped overprint for Fiume on the Hungarian 20f. brown Reaper



3 A block of four of the 'FIUME' overprint



5 Three designs from the 12 values released by Fiume in May 1919. Each value included a five lire surcharge



6 Printing on the reverse of the stamps was to protect against counterfeiting

7 A new issue on 20 September 1919 was the first after Gabriele D'Annunzio took power in Fiume



Science: Appropriating the World in Miniature', Dr Oliver Götze (now director of the Nuremberg DB Railway Museum) reported on the poet's Fiume episode for the Berlin Museum of Communication. In his remarks, he analysed what can be learned about the anticipation of essential elements of fascism in Italy and National Socialism from these postage stamps.



8 Overprints were created from earlier editions in 1919 and 1920

The first issue after D'Annunzio came to power dates back to the previous period, as it was another special stamp designed by Leopoldo Metlicovitz (7). Issued on 20 September 1919, with a face value of 25c., it was sold with a surcharge of two lire in favour of the foundation of Dr Antonio Grossich (1849–1926), whose portrait it depicts (Mi 70). The doctor, author and surgeon, born in Fiume, was a pioneer in the field of sterile surgery and became president of the Italian National Council in Fiume in 1918. It was also he who handed over the keys of the town to King Victor Emmanuel III during the later Italian annexation in March 1924.

In 1919 and 1920, under D'Annunzio, various overprints were made from earlier editions, some of them with the addition of 'FRANCO' and new value levels (Mi 71/73, 91/95) (8). On 24 December 1919, five nominals with the overprint 'FRANCO 55' were issued for registered mail (Mi 86/90).

Remaining stocks of the low-sales surcharge series for the proclamation of the annexation received imprints in Italian currency of the same nominal value with the words 'Valore globale' (Mi 74/85) in three slightly different types (9).

The triangular newspaper stamp for a 'Cent. di Lira' in letterpress of 11 September 1920 (Mi 96), depicting a steamship, can still be regarded as a follow-up to the series of May 1919.

Portrait and military issues

The most striking Fiume series of Gabriele D'Annunzio's occupation period appeared as a postage stamp issue on the first anniversary of his invasion – 12 September 1920 (10). Fourteen values bear the portrait of the 'Conqueror of Fiume', who had lost an eye in World War I (Mi 98/111). In a large-format letterpress printing of different shades with a cream-coloured underprint, these were produced by Bertiere and Vanzetti. The striking portrait of the head to the left was created by Guido Marussig, who was born on 14 December 1885 in Trieste and became famous as a painter, graphic artist and stage designer. Next to it appears the Latin saying 'HIC MANEBIMUS OPTIME', which was passed on by the Roman historian Titus Livius and can be translated as 'Here we will be fine', underlining the claim of Italian presence.

A variety of maximum cards with these stamps on portraits and photographs of D'Annunzio give us an idea of the cult of personality that surrounded him as 'Duce' (11).

Proposals from the regent served as the basis for a set of four military postage stamps of the Legionnaires D'Annunzio on 12 September 1920 to mark the first anniversary of their occupation of Fiume. On the green 5c. value, the Gordian knot is cut by the dagger of a volunteer; the carmine red 10c. is reminiscent of an element of Fiume's coat of arms, a head with a crown of thorns on the yellow-brown 20c. symbolises the city's time of suffering and five drawn daggers of volunteers want to protect Fiume on the dark blue 25c. (12).

Only 2000 sets are said to have been circulated. The four values were only valid on the day of issue and were usually cancelled-to-order. One part came in the form of a leaflet with an explanation of the issue and an obliterated stamp set, as well as the printed confirmation of authenticity with the signature of the military post officer Marcello Gandini (13).

In Italian catalogues, this edition is not listed under a separate category but can be found as a special series in the serial numbering of Fiume stamps (no. 130/33). Here you can also learn about one of the greatest rarities – the sample pieces of the 20c. with the inscription 'FIUME D'ITALIA' instead of 'POSTE DI FIUME' (14). It is said that this is the first edition, which has only been released on the philatelic market in a few copies without overprinting. It was feared that the misleading inscription might be objected to by the Universal Postal Union and that distribution might be prohibited. It was, therefore, changed shortly before the edition was published. Reminders of the first version were overprinted with the words 'Valore L. 1.50' and used for fiscal purposes on passports. In 2020, Filatelia Sanmarinese was able to offer a block of four of the 20c. with double rows of perforations horizontally and vertically as a rarity with a Carraro certificate and a catalogue value of €22,000.

Remaining stocks of the normal values came into circulation from November 1920, with new overprints, after the occupation of the Carnaro islands of Arbe (Rab) and Veglia (Krak) (Mi 1/35).

Last resistance and posthumous fame

On 8 September 1920, Gabriele D'Annunzio had proclaimed his 'Italian Regency at the Quarnero' in Fiume. For the Allies, a solution of the Fiume status question now seemed to be urgently needed. On 12 November 1920, Italy and the Kingdom of Serbs, Croats and Slovenes agreed in the Treaty of Rapallo that Fiume, including its hinterland, should become the Independent Free State of Fiume.



9 Missing perforations on 'Valore globale' overprints (Viennafil)



10 Two values from the 'Conqueror of Fiume' issue of 12 September 1920



11 Maximum cards produced for the issue demonstrate the cult of personality around D'Annunzio



12 The first anniversary of the occupation of Fiume was marked with a set of four military stamps

D'Annunzio, however, was only convinced by force that his reign had expired. This was followed by weeks of resistance by his troops, who even declared war on Italy on 21 December 1920. Only after the deployment of the Italian battleship *Andrea Doria* and 'Bloody Christmas' between 24–30 December 1920, with the loss of dozens of lives, was their resistance broken. On 31 December 1920, D'Annunzio signed the surrender that led to the creation of the 'Free State of Fiume'. In January 1921, the legionaries began to leave the city in railway carriages prepared by the army. D'Annunzio himself left for Venice on 18 January 1921. He settled in a villa on Lake Garda and worked on his legend, with repeated attempts to gain political influence. In 1924, at the suggestion of the Fascist government, he received the title of Noble Prince of Montenevoso from King Victor Emmanuel III.

The first issue of the Free State of Fiume was issued 100 years ago on 2 February 1921 (15); the set had 'Governo Provvisorio' overprints on the portrait of D'Annunzio issue (Mi 114/28).

More overprints on other stamps followed in April 1921 and March 1922, to remember the constitutional assembly, and in February–March 1924, to celebrate the annexation to Italy (16).

To mark the tenth anniversary of the annexation of Fiume in 1924, the Italian postal service issued a comprehensive special set



13 The first anniversary of the occupation of Fiume stamps were also available as a special set



15 The first issue of the Free State of Fiume, an overprint, was issued on 2 February 1921



14 Rare 'FIUME d'ITALIA' version in a block of four

16 The overprint 'REGNO D'ITALIA' of 1 March 1924



17 Two values from the 1934 Italian set marking the tenth anniversary of the annexation of Fiume



of 16 values, including surcharge, express and airmail stamps, on 12 March 1934 (Mi 463/78) (17). Professor Corrado Mezzana, an important artist, designed the motifs and frames after scenes from the history of the city. A portrait of Gabriele D'Annunzio in uniform over the drawn daggers of his legionaries features on the 50c. purple value (Mi 465).

A poet's philatelic ambitions

D'Annunzio, the much-honoured writer, seems to have occasionally dealt with philatelic aspects of his Fiume adventures himself. In 2018, Il Ponte auction 418 included an envelope from the Tirreno Collection dated 16 January 1920. It had three seals attached to a letterhead, with a printed illustration of 'Hic Manebimus Optime', handwritten text and the signature of Gabriele D'Annunzio (lot 321) (18). In it, D'Annunzio describes the uniqueness of the stamp design used for postal purposes, with his own portrait in a small photo pasted on as the central part of a 15c. grey stamp and completed with a 20c. orange overprinted 'Valore Globale'. Estimated at €1000 to €1500, the hammer fell at €8000.

A letterhead dated 22 September 1935 was illustrated with 'Memento Audere Semper' and written in the poet's characteristic handwriting and pasted with the series of Fiume stamps with his former likeness. Individually 'obliterated' by hand with the letters of his name, it achieved €3000 from the Tirreno Collection (19).



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.

18 Il Ponte auctioned a postal history item detailing D'Annunzio's thoughts on stamp designs



19 Another postal history item from D'Annunzio featured stamps obliterated with the letters of his name



Postal Delays Emphasise Importance of Non-Privatisation

After a very difficult year for postal deliveries in 2020, Wayne Youngblood assesses the challenges faced by the USPS.

“...this past year
was like none
other postally”

BE on the lookout for interesting bits of late-2020 postal history. At least in the United States, this past year was like none other postally. Throughout the year, there were various glitches – many due to the Covid-19 pandemic, such as when the United States Postal Service ceased transporting mail to several different countries for a few weeks. Many collectors and dealers are still actively searching for returned and marked mail. Most of the 2020 stamp shows, of course, were cancelled as well. Some show committees still created show covers, with the notation of the cancellation in the form of an overprint. These, too, are desirable philatelic souvenirs of 2020 (1).

The presidential election and all the drama leading up to it – with the USPS at the forefront – provided interesting campaign mail and ballot-related mailpieces (*PE*, October 2020).

But when December rolled around, I thought we were pretty well over the hump for the year, mail-wise.

I knew something was wrong, however, when in late December I received five different issues of a weekly publication in four days! These were all unmarked, of course, so the delays will have to remain anecdotal.

Then, on 31 December, the cover shown nearby arrived (2). It is a Priority Mail item that travelled

just a shade more than 200 miles and was supposed to receive ‘expedited’ service. The mailing date? It was 16 December. Even the tracking notification at the bottom stated ‘Expected Delivery Day 12/19/20’, which is longer than normal but still quite acceptable. But 31 December? This means the letter took 15 days to travel roughly 200 miles or an average of 14 miles per day – I could have walked faster!

Yet this is not unusual, according to the many stories I’ve heard from dealers and collectors.

This rather significant delay, as well as the delayed delivery of publications, are not signs of intentional slow-downs, nor are they the fault of a Trump-appointed postmaster general. They are symptoms of a perfect storm that developed through a number of circumstances throughout the year.

Set against a backdrop of increased mail volume and scrutiny of the mail system due to unprecedented mail-in voting and efforts to secure those votes during a year of an international pandemic (which for obvious reasons also continually affected staffing levels of the United States Postal Service), was a shift in commercial shipping that affected the USPS much more severely than other carriers.

Unprecedented growth in online shopping (because of the pandemic, as well as normal holiday shopping) caused volume for all carriers to explode. In early December, because of this explosive growth and Covid-related staffing issues, both United Parcel Service (UPS) and FedEx simply stopped accepting new delivery orders from a number of merchandisers.



1 Two show covers created for Wiscopex 2020, which were issued with an overprint stating the event had been cancelled





2 This Priority Mail envelope took more than two weeks to travel a bit more than 200 miles. The trip should have taken two days

They were simply too busy to be bothered. This is not a luxury in which the USPS could indulge. UPS and FedEx are private corporations, so they can set their limits where and how they wish, but the USPS cannot refuse mail. Period. As our official quasi-governmental agent of communications, the USPS is forbidden from doing such things, so the agency must soldier on, against all odds. Of course, both FedEx and UPS (as well as Amazon) frequently rely on the USPS to deliver their packages that 'last mile', which is the most expensive and labour-intensive part of any parcel's journey.

According to public payroll data, almost one in every five hours of USPS time in December (or roughly 20%) was overtime. Employees in larger cities were being rerouted to different locations – as was mail – which sometimes shuffled around aimlessly between distribution centres looking for a destination. Tracked mail (parcels and 'expedited' mail) must keep moving. In other cases, multiple semis loaded with mail were detained at postal facilities until they could be dealt with.

As an early form of the so-called 'canary in the coal mine', the USPS told Congress that only 78% of first-class mail was delivered on time during the week of 28 November, well below its internal goal of 96%. It went downhill from there. By mid-December, with another large wave of Covid-19 infections rolling across the country, the USPS was faced with 'historic mail volume' under the most challenging conditions.

In one media statement near Christmas, a USPS spokesperson said: 'Shippers across the board were challenged with airlifts and trucking capacity for moving historic volumes, causing temporary pockets of delays. As is our duty, we accepted all volumes and our employees rose to the occasion to deliver for America.' A report from my local postmistress as I was preparing this piece was that conditions are now slowly improving, but there are still 'challenges'. We are likely to see long-overdue mail being delivered for weeks.

In the meantime, if you receive unusual mail from the United States, please document the date received on the reverse of the cover and watch for potential interesting auxiliary markings that may explain its delay.



3 A 1973 8c. Christmas stamp design was reimaged and staged by a woman and her dog



4 One of the stamps from a 1974 Universal Postal Union set provided the inspiration for a new take on Gerald ter Borch's original 1655 *Lady Writing Letter* painting

National Postal Museum challenge

DURING the ongoing Covid-19 pandemic, a number of art museums challenged patrons to rethink and recreate classical works of art, using modern props and situations. The results of this rather fun competition, in some cases, have been stunning. These tableau-style recreations have utilised people, pets, props and a lot of imagination.

But there is only one philatelic organisation, to my knowledge, that challenged collectors to rethink stamp design – that is the Smithsonian Institution's National Postal Museum.

Beginning in May, the museum challenged collectors to recreate classical (or other) stamp designs, utilising personal art and photography. Shown nearby are a couple of more outstanding examples created by museum staff (3–4).

If you are so inclined, you may wish to create your own version, submitting via the following platforms:

- Facebook: @SmithsonianNationalPostalMuseum
- Instagram: @nationalpostalmuseum
- Twitter: @postalmuseum

I'd love to see what you come up with!

By mid-December, with another large wave of Covid-19 infections rolling across the country, the USPS was faced with 'historic mail volume' under the most challenging conditions

Postal card rarity rediscovered

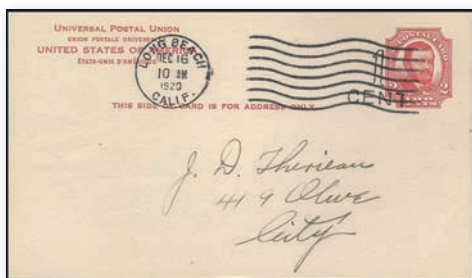
A US postal card so rare that only four known examples have surfaced in more than a century has been uncovered in a collection inherited by non-collectors (5). The card, called the 'Mitchell' card (for the collector who discovered it) has not been seen in decades. Mitchell (1877–1960), who was one of the country's foremost experts on postal stationery (stamped envelopes and postal cards), was also one of the founders of the publication *Postal Stationery*; the official journal of the United Postal Stationery Society (UPSS). Although the existence of the card has been known since its discovery (likely in the 1940s), it has never been sold publicly. No decent image of it was known prior to a *Linn's Stamp News* story of 4 January 2021.

The card, postmarked 16 December 1920, bears the earliest-known postmark for this issue. It is a 2c. red postal card bearing the image of Ulysses S Grant. The basic card was originally released in 1911 for international use. However, in 1920, after the wartime domestic postal card rate was reduced from 2c. to 1c., some of these cards became mixed with 2c. red Jefferson cards (6), when they were surcharged with the lower value. This particular card was revalued at the Los Angeles post office. In all, more than 60 million 2c. postal cards were revalued to 1c. with the use of cancellation machines in more than 40 different cities.

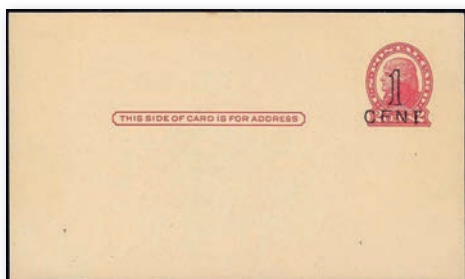
Four of these cards have been reported over the years; three were located not long after their use; the fourth in 1992. The whereabouts of three are known, with the other one, which hasn't been seen in more than 80 years, presumed lost. Two have notices from the Long Beach Library. The Mitchell card has a notice regarding an Elks Club Christmas party. The missing one is also supposed to have an Elks Club notice.

The surcharged card is Scott UX36 (UPSS S52). Its value? Scott lists the card at \$95,000 and the UPSS at \$72,500. But as these cards are so rarely are offered for sale, the true value is difficult to ascertain. Recent hammer prices at Robert A Siegel include \$50,000 (2006), \$95,000 (2013) and \$47,500 (2013). Anecdotal reports of private transactions are also all over the board.

It will be interesting to see what this rarity brings when it eventually reaches the market.



5 The so-called 'Mitchell' postal card, which was recently rediscovered in an inherited collection. It is one of only three examples still known to exist



6 An example of a surcharged 2c. Jefferson postal card – the intended recipient of the 1c. surcharge



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.

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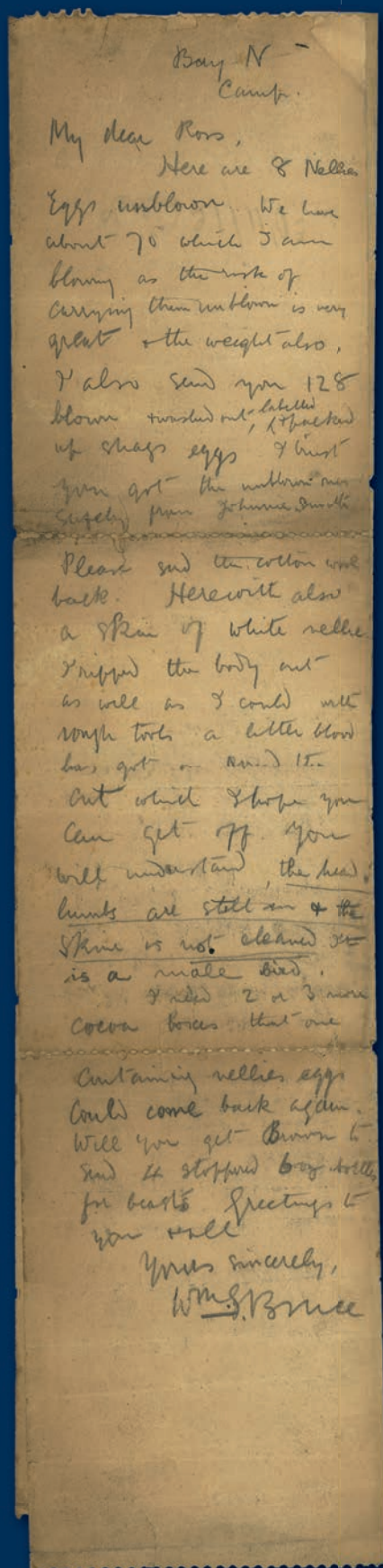
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1 Constanze's choice is a letter written on an unusual choice of material



2 The Scottish National Antarctic Expedition travelled on the Scotia – a converted whaler



3 A postcard illustrates some of the expedition's leisure activities!

My Favourite

This month, the favourite philatelic item of Constanze Dennis, newly promoted MD of Grosvenor, is especially interesting given the wide range of material she is surrounded by at work.

PICKING out a favourite item when you have the pleasure of working in an auction house and being permanently surrounded by amazing material is really a rather impossible task. Almost cruel!

I delved into the Grosvenor archives fully expecting to pull out a crash cover as per my personal interests, but instead, my mind wandered back to a lot that came up very early on in my time here; a letter written on some toilet paper sent between two members of the Scottish National Antarctic Expedition (1). This appealed on a number of levels, the scientific element (my chosen career path before stamps distracted me), the slightly grisly message content and, of course, the novelty factor. It's always nice to see an item you can waffle on about to non-philatelists without their eyes glazing over!

The expedition set off on the converted whaler *Scotia* from Troon in November 1902, reaching Port Stanley in the Falkland Islands in January of the following year (2). Firstly sailing south to the Weddell Sea, impending winter led to the ship having to turn around and spend the harshest months in the South Orkney Islands, where a meteorological base was set up. Successful, the *Scotia* set off again to Buenos Aires for provisions and repairs, leaving behind a small group to man the now nicknamed Omond House.

Part two of their mission meant another voyage back into the Weddell Sea, this time crossing into the Antarctic Circle. In March 1904, the *Scotia* was stuck in pack ice for the best part of the month, leading to the famous picture of bagpiper Gilbert Kerr serenading a penguin (apparently not to the penguin's taste though as he had to be tied to Kerr by a rope) (3). A long route home via the remote Gough Island, Cape Town, Saint Helena, Ascension and the Azores left them finally arriving back in Scotland in July.

This letter, written by expedition leader William Speirs Bruce to taxidermist Alastair Ross shortly before setting off to Buenos Aires, was sent with some samples of eggs and the skin of a 'nelliie', better known as the giant petrel. Famously ugly, the letter notes that their 'fondness for blubber often induces them to eat so much they are unable to fly'. This came back to haunt the addressee as the expedition zoologist later wrote a postcard to his sister telling her all about Ross's weight gain from a diet of seagull eggs – it certainly feels relevant for us all sitting at home eating during lockdown!

It wasn't perhaps the happiest of endings for Bruce and the expedition, almost completely overshadowed by the much more famous Scott and Shackleton expeditions and overlooked for full scientific recognition largely due to his very public Scottish nationalism. None of this was helped by his somewhat shy and sometimes unpleasant demeanour, being described by a friend as 'as prickly as the Scottish thistle himself' and by a fellow explorer as having a 'tendency towards scientific deceit'. He founded the Scottish Oceanographical Laboratory in 1906, which was officially opened by Prince Albert of Monaco, a fellow explorer (and of course philatelist!), but even this was doomed as a little over a decade later it was closed and the contents dispersed elsewhere.

This 'strip of three' sheets sold for £1600 plus commission, which puts it firmly at the top of the expensive toilet paper postal history list. I did once see a roll of toilet paper destined for Tito in his nuclear bunker in Bosnia, but as it was without a stampy connection, I have to give the accolade of my favourite to an item with both the fun and the philatelic factor!

This 'strip of three' sheets sold for £1600 plus commission, which puts it firmly at the top of the expensive toilet paper postal history list

If you have a favourite philatelic item you would like to share with *Philatelic Exporter* readers, please email the editor (aboyd@philatelicexporter.com).

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	55%	Sorted by value
Stamps 44p to 97p	60%	Sorted by value
Stamps £1 to £1.90	65%	Sorted by value
Stamps £2 to £10	70%	Sorted by value
GB MNH Decimal Stamp Collections	53%	UNSORTED - Pre 2000
GB MNH Decimal Stamp Collections	62%	UNSORTED - Post 2000
Unsorted MNH Stamps 1971-2020	60%	Made up in Bags of £50, £100 and £500 face value
First (1st) Class NVI Stamps (lick and stick gum)	62%	All 1st class stamps with lick and stick gum, definitive, commemorative regional and Christmas.
First (1st) Class NVI Stamps (self-adhesive)	65%	All 1st class stamps with self-adhesive gum, definitive, commemorative regional and Christmas.
First (1st) Class NVI Stamps (lick and stick)	50%	Ditto 85p with NON-ELLIPTICAL perf pre 1993
Second (2nd) Class NVI Stamps (lick and stick gum)	70%	All 2nd class stamps with lick and stick gum, definitive, commemorative regional and Christmas.
Second (2nd) Class NVI (Self-adhesive gum)	70%	All 2nd class stamps with self-adhesive gum, definitive, commemorative regional and Christmas.
Second (2nd) Class NVI Stamps (lick and stick)	55%	Ditto (66p) with NON-ELLIPTICAL perf pre 1993
First Class LARGE NVI (self-adhesive)	70%	ALL TYPES (£1.29)
First Class LARGE NVI (lick and stick)	65%	ALL TYPES (£1.29)
Second Class LARGE NVI (self-adhesive)	70%	ALL TYPES (96p)
Second Class LARGE NVI (lick and stick)	70%	ALL TYPES (96p)
1st Class Signed For Stamps (standard & large)	65% Standard 70% Large	All types (£2.25 and £2.69) poor sellers
Special Delivery Stamps	65% up to 100g 72% up to 500g	'E' Rate Stamps (£1.70) (£6.85 > 100g and £7.65 > 500g poor sellers)
Europe up to 20g, 40g & 60g NVI Stamps & W/W up to 10g (postcard)	95p ea	Up to 20g, 40g & 60g grams and W/W up to 10g (£1.70)
Worldwide up to 20g, 40g & 60g NVI Stamps	95p ea	Up to 20g, 40g & 60g grams (£1.70)
Europe 'E' Rate up to 20g Stamps	95p ea	'E' Rate Stamps (£1.70)
Europe & Worldwide NVI Stamps up to 100g	E 95p ea W £1.40 ea	1984 to 2000 Up to 100g (e £1.70 & w/w £2.55)
Presentation Packs	55%	from 1971 to 1999
Presentation Packs	60%	from 2000 to 2015
Presentation Packs	65%	from 2016 to 2019
Presentation Packs	68%	2020
Royal Mail Year Books	60%	1984 to 2000
Royal Mail Year Books	65%	2001 to 2020
Prestige Booklets	55%	up to 1998
Prestige Booklets	60%	1999 to 2014
Prestige Booklets	65%	2015 to 2020
Booklets with Stamps up to 29p	52%	folding & retail etc
Booklets with Stamps from 30p to 68p	60%	folding & retail etc
Smiler Sheets	65%	Lick & Stick Gum
Smiler Sheets	67%	Self-adhesive Gum

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19 January 2021

Spate of Australia Post Forgeries

This month, Glen Stephens reports on large-scale postal crimes in Australia and offers some ideas on how to stop these from happening in the future. He also highlights a very attractive new set of f.d.c.s issued by Australia Post.

...the end users are committing a crime as well

THE Australian Federal Police (AFP) have been active in arresting persons accused of forging Australia Post postage stamps and Express and Parcel Post satchels (pre-paid mailing bags) coast to coast. This is a crime on the rise globally, and lots of short-sighted folks buy this material cheaply off eBay or other platforms and risk prosecution themselves because the end users are committing a crime as well.

A Perth, Western Australia, man, named in a *West Australian* newspaper report as 55-year-old Dianella 'Bouncy Castle' business owner James Balcombe, was arrested in 2020 and charged with forging mint current postage stamps.

The Australian Federal Police have alleged Mr Balcombe manufactured the counterfeit stamps and used them to provide free postage and handling when sending goods to customers of his online sticker business. AFP officers, with the assistance of Australia Post, seized fake stamps and a high-end printer, allegedly used for counterfeiting, when they executed a search warrant at the man's home.

Investigators also seized identity documents and credit cards in other people's names, two unlicensed firearms and two prohibited flick knives. The man has been charged with one count of forging a postage stamp, contrary to section 85G(1) of the Commonwealth Crimes Act 1914. He faces a potential ten years' imprisonment if convicted of the offence. Enquiries are ongoing into the weapons and other items seized by police.

The AFP began investigating last year, after Australia Post staff intercepted hundreds of mail items bearing forged stamps. Police say the forgeries were of a high quality, with perforated edges on the stamps. However, vigilant Australia Post staff noticed inconsistencies in the stamps going through the mail network and seized hundreds of suspect items.

'Creating an unfair playing field'

'We will allege this man was forging stamps to create a financial advantage for himself,' AFP Detective Superintendent David Berston said. 'He was able to entice customers to his business and away from his competitors because the free postage made his products cheaper, creating an unfair playing field' he continued.

'We also allege this conduct put his customers at risk of not receiving the goods they purchased in good faith, with Australia Post needing to intercept and hold hundreds of mail items that had counterfeit stamps. This crime also siphons money away from Australian taxpayers because Australia Post is owned by the Commonwealth Government,' Berston concluded.

Approximately 680 mail items bearing these alleged fake stamps, valued at approximately \$AUS2300 face value, were detected by the Australia Post mail centre, but it is unknown how many items with forged stamps had been sent out in the past by Mr Balcombe. The crooks do not realise the genuine Australia Post stamps have 'tagging' that is detected in the high-tech mail sorting equipment these days!

2.3 tons of counterfeit PO satchels

Meanwhile, across the country in Rossmore, Sydney, a married couple appeared in court in December, charged over an alleged \$AUS2 million postal scam. Just a year after their extravagant wedding in May 2019, when they zoomed away in a pricey Maserati sports car, Damien Steven Butler, aged 30, and his wife, Dannielle, allegedly took part in a huge scam involving Australia Post parcel satchels (1).

The married couple have been accused of being part of a syndicate that allegedly imported about 2.3 tons of counterfeit pre-paid Australia Post parcel satchels. Damien Steven Butler, and three others were charged in July 2020, after allegedly ordering tons of the fake Express Post and Parcel

1 A married couple are allegedly involved in a \$AUS2 million-plus scam (images: Australian Federal Police)





2 Pay just 1c. each for these Gold and Red PO Express and Parcel Post satchels from China

Overview

Quick Details

Color:	Pink, Mixed Color, Plum, Yellow, Chocolate, Red, Blue, Orange, ...	Material:	POLY, HDPE/LDPE/Co-extruded Plastic Film.
Place of Origin:	Guangdong, China	Brand Name:	Maibao Package
Model Number:	colored post satchel	Item:	Australia Parcel Postage Satchel Express Post Satchels Poly
Thickness:	2.3mm/2.5mm/3mm/50-200microns/Customized	Size:	10x13/12x15 inches/Customized
Feature:	Tear-proof/Strong Adhesive/Opaque/Perfect Printing/Security	Design/Printing:	Custom Design Gravure Printing(10 Colors MAX)
Factory type:	BSCI/Alibaba Audit 25-Year Factory	Industrial Use:	Shipping, Express, Apparel, E-commerce, etc.
Durability:	12 Kg or more	Certificates:	SGS/UKAS/ROHS/ISO9001:2008, etc.

Supply Ability

Supply Ability: 500000000 Piece/Pieces per Month

Packaging & Delivery

Packaging Details

- 1) 50 or 100 PCS/PP Poly Bag, 10/20 Packs(1000pcs)/Cartons;
- 2) Customized Outer Packaging for wholesale based on your requirement;
- 3) Best Quality Poly Bag and 5-layer Exporting Cartons, Well Wrapped on Pallet.

Port

Guangzhou/Shenzhen/Hongkong

Lead Time ⓘ

Quantity(Pieces)	1 - 20000	>20000
Est. Time(days)	15	To be negotiated

3 China supplier advertisement – 500 million pieces a month!



4 Surely 25 letter/numbers can be made unique?

Post packages made in China and selling them on eBay between September 2018 and June 2019 (2).

The criminal operation cost Australia Post a stated \$AUS2 million in lost revenue, the Australian Federal Police allege. It is doubtless many times that. Mr Butler was charged with dealing with the proceeds of crime in excess of \$AUS100,000 and causing loss to a Commonwealth entity. Now his wife Dannielle, aged 28, has become the fifth person charged over the alleged criminal enterprise, for the same offences.

One of the couple's co-accused in these alleged crimes, Brody Levi Cooper, had been a groomsman at their wedding.

The offence of dealing with the proceeds of crime valued at more than \$AUS100,000 carries a maximum prison sentence of 20 years in jail if proven, while causing loss to a Commonwealth entity has a maximum of ten years. Police allege Butler's fraud alone cost Australia Post approximately \$AUS478,000.

In July 2020, the AFP had charged four people from the alleged criminal syndicate and their first court hearing was in December 2020. The case against the five now accused will return to Parramatta Local Court in January 2021, and, hopefully, we will have a prison sentence(s) to report here next month.

We are the clear losers here

These sellers do one sale through eBay, get the contact details of the buyers and then pump them endless repeat orders totally under the radar with no fees. So if \$AUS2 million of eBay sales have been traced, you can bet ten times more was actually sold. The losers are, of course, legitimate mail users like you and me, who all pay higher fees to subsidise the millions of parcels that Australia Post deliver using forged or stolen satchels.

Australia Post and the Feds have known about this for years, and they grind along at a snail's pace as the timelines show. The sellers have been flooding eBay for years and nothing much has happened – eBay make money from it all, fakes or genuine. This stuff has been netting sellers far less per piece after eBay fees than the Post Offices pay

The losers are, of course, legitimate mail users like you and me, who all pay higher fees to subsidise the millions of parcels that Australia Post deliver using forged or stolen satchels

'wholesale' for it – and Australia Post have taken several years to wake up to that simple fiscal reality (3).

It can't be difficult to figure out the fraud and act upon how sellers are peddling many thousands of units a month, for years and getting less than Australia Post sells them for wholesale to licensed POs! Anyway, lots of charges have just been laid across this country, and, hopefully, some serious prison sentences will ensue, as a warning to others to use only legitimate PO products.

Devise a unique number system

Orange Registered labels here cost about \$AUS4 each, and the Parcel and Express Post satchels are into double figures, so it is not rocket science to set and only accept codes that are unique and not easily crackable. The sender gets caught on the spot, and then the Feds get from him who sold him the fakes, and this is then nipped in the bud.

It is important to serve notice on eBay that they have a role to play as well. It is clearly impossible for these to be sold below licensed PO cost price in vast numbers if legitimate. A Registered letter I received shows the correct style of label (4). It must be simple to make 25 alpha/numeric combinations, combined with a unique central QR code, which are 100% secure.

Australia Post needs to get to work stemming \$AUS20–\$50 million or so of red ink losses from clear fakes, for which no-one seems to be able to work out a secure number system for tracked products.

So does anyone think the current criminal charges and the possibly 20-year prison terms will deter future scams on eBay? Sadly, not on your life. I saw a site selling apparent mint Australia stamps for postage at a low percentage of face value in huge quantities (5). And stupidly offering stamps in peel and stick rolls that were never issued that way by Australia Post.

As I reported in a column a year or so back, this material can be ordered from the Alibaba online site in China for as low as one cent apiece in bulk buys of 20,000 pieces. The satchels were still on offer the day I typed this, on the giant Alibaba site, and described as: 'Custom 500G–3Kg Packaging Colored Red Yellow – Australia Parcel Postage Satchel – Express Post Satchels – Shipping Mailing Poly Mailers.'

Remember that the lookalike images they



5 An array of forged Australian stamps in mint blocks – use these and you could go to prison

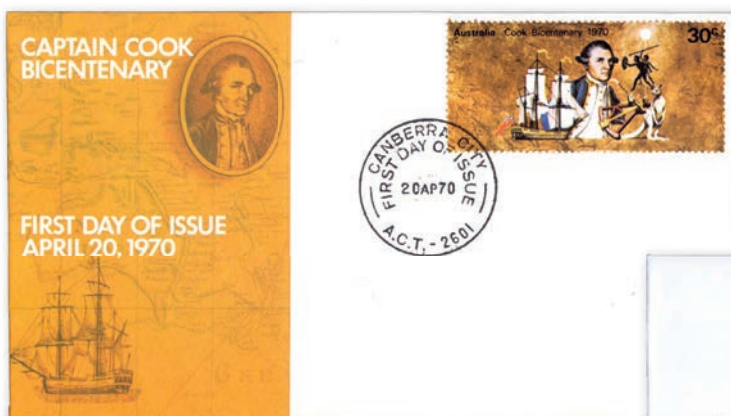
show on the website are to try and deter the Feds. What was imported in the 2.3 ton shipment can be seen on the Australian Federal Police seizure images and video, and they have the exact appearance as artwork on the current PO designs. All with full tracking and scanning QR code boxes, etc., and serial numbers and tear off tabs. A gain of \$20 for 1c. – nice work.

The Feds need to close these sources down. Surely Australia Post can devise a unique number sequence that means hackers cannot replicate them? It cannot be rocket science.

Those who buy this stuff on eBay, etc., and turn up at a PO and are told all their stamps/envelopes are invalid and forged, and PO Security will be in contact, is the way to stop this dead! Or when the lack of proper 'tagging' is detected at mail centres on the totally forged stamps, you will get sprung for sure.



6 Strips of stamps off parcel – using intelligent franking is easy!



7 This PO unaddressed 1970 30c. Captain Cook f.d.c. is still a \$300 cover today



8 Train cover number 100/150 – one of a numbered edition of 150

The other eBay scam, of course, is selling thousands of *no gum* genuine stamps soaked off kiloware, etc., that were not originally cancelled or were cancelled and those cancels have been bleached off – a simple home kitchen project. Getting \$700 tax free per 1000 pieces is a week's wages and makes this a widespread cottage industry. In the UK, prison sentences have been recently handed down for that crime.

Most stamp dealers globally do good business selling parcels of mint full gum *genuine* stamps for well under face value for postage, and they sell well. I mostly do packets of \$AUS1000 face for \$AUS750, and I make a few bucks, and the buyers also legally save \$AUS250! I get streams of material from estates, mint block collections, PO packs and albums and booklets, so it works out well.

Make money using savvy frankings!

Many are running eBay mail-order type businesses from home in these Covid days and posting out things that cost many dollars a sending. If a packet costs \$AUS20 to mail, charge the client \$AUS25 'postage and packing' and if those \$AUS20 of stamps on the parcel come from a dealer at \$AUS15 cost, you make an extra \$AUS10 profit on each parcel – more profit than you make on the goods inside in very many cases!

Often those eBay buyers leave glowing feedback, such as 'really pretty stamps used on package'. Oddly, most non-collectors really enjoy getting a range of real stamps in this era of worthless white labels and plastic pre-paid mailing bags! Post Offices these days here seldom stock any stamps other than the current boring \$AUS1.10 base value, so having a selection of older real stamps on hand, in full sets, is pretty savvy and it saves you 25%.

Every reader of this column, globally, hopefully uses *only* attractive stamps on all their mailings, and anyone that uses a plastic pre-paid bag to me or a worthless PO white label, when I am paying the postage, hears about it long and hard and forcefully – I hope all buyers take such a firm stand on that. No excuse at all for not using stamps among us.

The *se-tenant* strips shown nearby were used on a client parcel (6). Older issues of course, but the retail value even when used is a ton more than the \$AUS15 face value, and my PO generally uses neat c.d.s. cancels like these if asked nicely. So a no-brainer really for the buyer and the seller, who has clients who appreciate it. Many buyers regularly add images of their frankings to Stampboards (tinyurl.com/GlenFU).

Often the postage for heavy domestic parcels of stockbooks, Hagners or albums is \$AUS50 a parcel these days, and overseas they are often more like \$AUS100, and I know many clients choose to order off me if the price of the goods is around the same. Getting \$AUS50 or \$AUS100 of neatly cancelled, philatelically valuable franking is really a deal breaker on heavier sendings. Buyers often sell the \$AUS50 frankings on eBay, etc., for more than they paid!

Every country has real stamp dealers who offer legal franking like that under face from collections, etc., and it is well worth looking into buying a little of it for your stamp den if you send a bit of mail. Post Offices do not have it any more, and taking in your mail cleverly pre-franked, they will cancel it for you. A nice full set of commemoratives is just as easy to use on mail as a worthless \$AUS5 or \$AUS10 definitive.

A set of 28 covers for 50 years of f.d.c.

AUSTRALIA Post comes up with some nice visual surprises at times, and their art department I must say really is top class, producing some stunning material. They have been consistently good in my view for decades, and I am sure the faces in there

change often, but the creative ideas and great designs continue. There is a very recent issue that almost no-one seems to have heard about.

'Australia Fifty Years of FDC' was a special gold-foil postmark numbered limited edition of 150 sets, of 28 different covers with 28 different stamp issues. The official Australia PO decimal f.d.c.s were first introduced in 1970. The early ones were largely ignored by collectors and sold in tiny numbers. I sold a 1970 30c. Captain Cook f.d.c. only this month for \$AUS300 – they are still scarce and popular, with a high catalogue value (7).

This new collection comprises 28 special covers, which feature a selection of stamps from 2020, and all 28 covers feature a special and rather attractive metallic gold-foiled postmark. Face values of the stamps run up to \$3.30 each. Covers come with a classy matching artwork band encasing them to the cover cachet design, which is also in a classy gold look.

The unique Train/Railway 1970–2020 *se-tenant* miniature sheet is clearly a key piece on its own, being a popular train topical, and limited to a really minuscule 150 numbered pieces (8). The 5c. Standard Gauge Train is the exact 1970 issue, from the year the PO started making cacheted decimal-era f.d.c.s.

It is hard to believe it is 50 years since the Post Office started making official decimal-era stamp f.d.c.s.

A PO f.d.c. limited to 150!

The cancel on the train sheet is certainly the first day issue, as the only way it occurred was in this set. These sets of 28 sold out very fast at Australia Post at the high asking price, and most collectors globally had no idea these existed, including some leading f.d.c. collectors here – two of whom bought sets off me this week.

Serious stamp collectors need these too – as buying this cover is the only way to source this unique and unheralded miniature sheet.

I bought a few sets of the 28 covers as it was a no-brainer that they'd be highly sought after, once collectors heard about them. They are still only a few dollars apiece, and the set would be a brilliant eBay group to split up into 28 numbered lots. I think they will do very well singly as they are loaded with topicals.

A very pretty set I am sure you'll agree, but the gold foil metallic cancels on them do not flatbed scan well – I attempted to take one with my camera to try and capture the metallic shimmer of it all, but it did not work out sadly! Anyway, something a bit different and interesting, and at 28 different ones in the numbered set, it will nearly fill a f.d.c. album on its own.

It is hard to believe it is 50 years since the Post Office started making official decimal-era stamp f.d.c.s. I remember as a kid in high school going to buy the 1970 Captain Cook one, and I also had the savvy to cut up a miniature sheet, and affix the six imperf. singles to one. That one is long gone. I should have kept it and I have never, ever, seen another!



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 stampboards.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).



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	-

BRITAIN



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POSTAGE DUES / TO PAY

SG. No's/range	Year	Description	Values	U/M	L/M/M	AV/M/M	FU/VFU	GU
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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73	100.00	105	80.00	141	150.00	183	80.00
74	80.00	106	80.00	142	240.00	184	80.00
76	80.00	108	80.00	143	220.00	185	80.00
78	80.00	109	90.00	144	220.00	186	80.00
79	80.00	110	90.00	145	80.00	189	80.00
80	80.00	111	80.00	146	80.00	190	80.00
81	80.00	112	80.00	147	80.00	191	80.00
82	120.00	113	125.00	149	80.00	192	80.00
83	140.00	114	125.00	150	80.00	193	80.00
84	80.00	115	100.00	151	100.00	197	90.00
85	80.00	116	100.00	152	90.00	198	80.00
87	80.00	117	80.00	153	150.00	199	80.00
88	150.00	118	80.00	154	80.00	202	90.00
89	80.00	119	80.00	155	80.00	203	120.00
90	80.00	120	80.00	156	80.00	206	140.00
91	80.00	122	80.00	157	80.00	207	140.00
92	80.00	123	80.00	158	80.00	208	150.00
93	80.00	124	80.00	159	80.00	209	150.00
95	80.00	125	80.00	160	80.00	214	200.00
96	80.00	127	80.00	161	150.00	215	200.00
97	80.00	129	80.00	168	80.00	216	200.00
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If Postcards Be the Food of Love, Write On...

In this month of romance, Brian Lund takes a look at some of the best examples of St Valentine's Day postcards produced. He then goes in a completely different direction with the ultimate news card.

...romance on postcards in comic and sentimental form was all the rage in Edwardian Britain

TRYING hard to find an upbeat story to cheer you up, I've gone back to the tried-and-tested February formula of romance, brightening a cold February with the heat of postcard passion. For the collector, there is no shortage of material to alight on, and it's mostly in the budget price bracket (1–8). Pride of place goes to the various designs aimed at St Valentine's Day, which typically featured Cupid and hearts.

Every four years, February also marked leap year; a tougher prospect for publishers because of limited sales. Some of them, including the ever-innovative Martin Anderson (Cynicus) merely overprinted existing romantic cards with the two words, a cheaper option! Aside from these two anniversaries, romance on postcards in comic and sentimental form was all the rage in Edwardian Britain, feeding an insatiable public demand for images of love, the early-20th century equivalent of television bodice-rippers.

Romantic postcards can be found enhanced with messages written in code to avoid the prying eyes of the postman or postwoman, and a code developed as to the exact nature of a message, which was indicated by the angle at which the stamp was placed. It all makes for a collection that can be built up using an amazing range of cards designed by a multiplicity of artists.



1 A beautiful embossed Valentine's Day postcard, which was published in New York. It was posted from there on 6 February 1909. I rate this as one of the most attractive cards I've seen on the subject (top right)

2 London publishers Birn Bros made a speciality out of sets of romantic cards on specific themes, so there are five other 'weather symptoms' postcards in the series (right)

3 Another Birn Bros card. This set had a clock showing different times of day (far right)





4 In the best tradition of Valentine greetings, an anonymous admirer sent this postcard to Miss Dorothy Lovett, who lived at Upper Norwood, sometime in the 1920s. Card published by Ernest Nister



5 This embossed card, published in Germany, says it all



6 Yet another BB publication! Embossed romance posted at Coventry in September 1911 (far left)

7 Love in a garden, with Cupid keeping guard. Another card from Valentine, posted at Malton in September 1906 (left)



8 A Welsh romance on a postcard from a Scottish publisher; the appropriately named Valentine of Dundee

Covid crushes fairs again

WITH the announcement of a third national lockdown from early January, the prospect of seeing any postcard fairs in the near future seems slim, and many fair organisers have now just written off the first three months of 2021.

Some events were held in the last five months of 2020 and it seemed for a while that fairs were manageable given careful precautions. Now, it is not clear when any will be able to resume.

I predicted right of the start of the crisis last March that we'd be lucky to see a major postcard fair before June 2021 (though a couple of Canterbury fairs took place). I'd even earmarked Reading as my likely re-appearance on the circuit! Leaving aside the fact that no date has actually been set for that extravaganza at

the town's Riverside Leisure Centre, I'm cautiously optimistic that we will be in a better place by then.

The trouble is that everything depends on two factors, the speed and efficacy of the vaccination programme, and the policy of venues in allowing events. Hopefully, the anticipated success of the former will make collectors feel more confident about attending fairs again, but the second condition is more imponderable.

With one of the year's blue riband events, the PTA's Woking fair, set for mid-May, it would be good to think that Woking Leisure Centre might be open for business then. But who can predict that with any certainty? When we compiled the list of postcard fairs for 2021 *Picture Postcard Annual*, it was in the sure knowledge that many might never happen, and the latest restrictions have only underlined that.

The ultimate news postcard

THE photographic multi-view montages produced by the Barnsley firm of Gothard have a hugely significant place in the history of British postcard publishing. No other company went to such apparently extraordinary lengths to publish souvenirs of events and disasters that had often taken place hundreds of miles from the Gothard base (9–12).

Between 1905 and 1916, the firm produced 98 such postcard designs (at least, that's the number so far recorded – you never know when others might be found), covering events in such diverse places as Bournemouth, Tonbridge, Durham, Somerset and South Yorkshire.

Warner Gothard was born in Ely in 1835 and studied photography, before beginning a business with his brother in Grimsby, specialising in *cartes de visite* and studio portraits. He later set up a studio at 6 Eldon Street, Barnsley, but retired in 1901.

It was his sons, including Warner junior, who masterminded the postcard classics. Beginning with a lacklustre postcard of the 1905 Cudworth railway accident, it took a further two and a half years before the next one appeared; the first of many colliery disasters. The cards then came thick and fast, and the production quality and presentation improved markedly.

In 1908, a total of 45 cards appeared – almost half the entire output, with 13 in 1909 and then a more sporadic issuing framework until the last card in 1916, showing the collapse of Penistone railway viaduct. By then, the firm had depicted tram accidents, shipping collisions, pit disasters, Royal visits and events, and religious occasions, sometimes devoting as many as six different card designs to a specific incident.

The aim of the montages put together for each card was to combine a number of photographic images to tell the story of the event and including, where possible, photographs of people. In the case of mining disasters, this involved showing pictures of fatalities.

From the point of view of saleability, postcards had to be available as soon as possible after an event, so getting hold of relevant images would be no easy task. Often photographers local to a particular event were used to source illustrations.

The postcards themselves range from relatively common to incredibly scarce, with a price range of £15 to several hundred. Among the commonest examples are the Sharnbrook railway accident and Bournemouth tram disaster, while scarcest is the recently discovered example of a tram crash at Barnsley in December 1914. The highest price paid for a Gothard card is believed to be the £590 shelled out for a card of the silver wedding celebrations of the Duke and Duchess of Portland.

Comic postcards that were Taylor-made

MANY people (especially national newspaper journalists and media) associate picture postcards with saucy seaside comics, when we all know that these are just one particular genre amongst thousands. Even so, I have to admit that comic cards form an important part of the output in Britain, in particular in the 20th century, culminating in some pretty explicit stuff in the 1970s and 1980s.

Top publishers in the field were James Bamforth & Co. of Holmfirth, who spanned the entire century (literally – their story as an independent firm ended in the year 2000) and who were

responsible for a colossal number of comic designs.

These were largely the work of a very few staff artists employed over the years, Bamforth being very loyal to these long-serving employees. One of them was Arnold Taylor, who worked for the firm from 1926, when at the age of 16 he was an apprentice to the then master Douglas Tempest, until 1987, an impressive longevity (13–14). His first postcard design featured a large woman and a hen-pecked husband; a theme that would be reworked endlessly over the next 50 years.

Arnold even earned his own series, Taylor Tots, which began in 1928, and he worked through to the increasingly liberal period of the 1960s onwards. His designs have made a unique contribution to the social history of Britain in a six-decade career, reflecting changing social attitudes and fashions, but his work encompassed other areas such as book covers and advertisements. Taylor died in December 2000 – a postcard titan.

Latest annual well received

WE have been really pleased with the reaction to the 2021 *Picture Postcard Annual*, with many people kindly saying they felt it was the best ever! The bumper bundle of over 65 shorter articles (rather than longer, more specialised ones) went down well, and collectors especially appreciated the book during lockdown.

I'd just like to quote one reader from Bridlington: 'It is a brilliant piece of work; your idea of having a theme for each page – producing an informative text and illustrating with lovely example postcards is excellent. Coupled with superb print quality, it rates what I believe was our best buy for a very long time.'



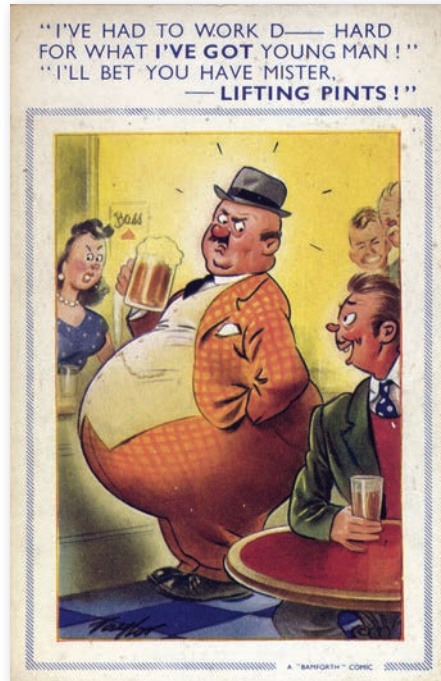
9 Montage postcard published by Warner Gothard of Barnsley. It shows the Maypole Colliery disaster at Wigan and references the Mayor of Wigan's fundraising for victims' families



10 Many railway disasters featured in Gothard's output, this one of an accident at Tonbridge in March 1909. The two fatalities are both pictured and reference is made to the subscription fund for fireman Howard's widow



13 One of Arnold Taylor's 'Taylor Tots' series, postcard no. K202 (far left)



14 Taylor comic from the 1950s. Men did not come out well from the average Bamforth postcard publication (left)

children on a bridge at Wadebridge (£155), 1950s photograph of a road roundabout in Kent (£153), Cobham church parade (£150), two cards of a jeweller's shopfront at Diss (£124 and £118), Cornwall County Council steamroller (£113) and a Whitehaven coal mine (£100) – all postcards I confess I've never seen images of before. Irish street scenes, particularly from the Republic of Ireland, continue to fetch spectacular prices. Among artist and subjects of interest, six Mela Koehler designs of women with dogs made £662, a Florence Upton doll at the North Pole £247, a Redditch firm's sewing needles stand at the British Empire Exhibition by Charles Flower £190 and Chinese magician advert card £180. Finally, I love the alligator border cards, and one featuring a Florida Key West scene sold recently for £147.



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.

Naked attraction

PERUSING eBay can be fascinating, revealing really rare postcards that you're seeing for the first time. Mind you, there's an awful lot of mundane stuff on the internet auction site as well. Some collectors spend an inordinate amount of time trawling through the myriad lots to find potential bargains – I know of one who regularly turns up superb early postcards by looking in categories you wouldn't normally expect them to appear in. But enough of the musing, back to the action. A real photographic postcard of a suffragette gathering at Kendal took the accolade for highest recent price on eBay with a £505 tag, closely followed by a Toulouse Lautrec art nouveau advert

card for the Moulin Rouge in Paris, which netted £495. Sticking with France, there has been a surfeit of French nudes available recently (note that postcard nudes are almost always French, hardly ever British!) and lots of them sold for over £100 each; the highest for £306 and £247. Third Reich material always seems to be in big demand (hopefully just for reasons of historical research), and some interesting artist-drawn posters of rallies sold for up to £250 each, while an SS recruiting poster made £232. Among British topographical postcards sold recently, standouts were a Great Western Railway bus at Perranwell, Cornwall (£267), St Agnes tin mine fire (£200), a Peterborough flood with stranded bus and lorry (£163), an Aberystwyth bus crash (£161), an apparently mundane RP of



11 Royal visits were among the genre of events commemorated by Gothard postcards. This one was produced for Edward VII and Queen Alexandra's visit to Bristol to open a new dock at Avonmouth in July 1908



12 One of the rarest Gothard postcards, commemorating the railway accident at Burntisland in April 1914

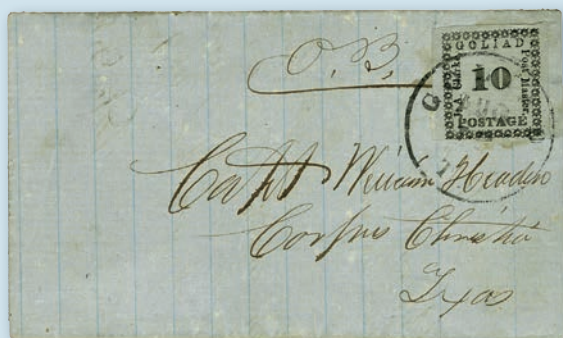
Around the Rooms

High quality and rare philatelic material has continued to be offered by auction houses as they hold sales in difficult and changing circumstances.

H R Harmer

AS reported in 'News Round-up', H R Harmer held their fourth sale of the Erivan Collection of United and Confederate States Postal History on 10 December. Along with the 'Livingstone Cover' already mentioned, the sale included a number of other fine and important items.

From the Confederate Postmasters Provisionals, a 10c. black on grey (type II) from Goliad in Texas was tied on a folded letter by a 'Goliad August 19th 1864' handstamp and was one of just four covers with the 10c. type II franking recorded (lot 66). Also bearing 'O.B.' (official business) in manuscript, this very fine ex-Caspary cover went under the hammer for \$45,000.



From the Wells Fargo & Co section, there was a Pony Express cover featuring a 3c. red on buff Star Die envelope addressed to Colonel Mason Tappan in Washington (lot 49). The cover bore the sender's notation of 'Pony Express/Paid 2.00/From Fort Bridger U.T. Paid 7c/June 20 1861', along with an additional 1859 10c. green (type V) affixed over the 'Paid 7c', and it was tied by a green 'St Joseph Mo Jun 27' (1861) c.d.s. and had a grid cancelling the indicia. The addressee of the cover, Mason Weare Tappan (1817–86), was a New Hampshire state representative, a US congressman from 1855–61, a colonel during the Civil War and the New Hampshire Attorney General. During the Civil War, he served as colonel of the 1st New Hampshire. This very fine cover, with unique franking and usage, achieved \$42,500.

An embossed lady's Valentine cover with a Rheatown, Tennessee, 5c. red (position 'C') was one of only six recorded

bearing the Rheatown 5c. and is the only example with the stamp tied (lot 89). With large margins all around, the stamp had been cancelled by two pen strokes and tied by a red 'Rheatown Ten Feb 8' c.d.s. This extremely fine ex-Caspary cover went under the hammer for \$37,500.

A cover bearing a Memphis, Tennessee, 5c. red *tete-beche* 'side-to-side' pair was one of just three *tete-beche* pairs on cover recorded for this issue (lot 79). It had been tied by a neat 'Memphis Ten. Aug. 31 1861' c.d.s. Fine and rare, the cover sold for \$25,000.

From Gonzales, Texas, there was an 1865 10c. gold on black tied on an envelope by two pen strokes and with a 'Gonzales Tex' double c.d.s. and a manuscript '5' (lot 67). Just two covers with this franking are believed to exist, although as Gonzales used advertising labels from the firm of Coleman & Law (whose co-owner served as the town's postmaster) as provisional stamps twice during the Civil War (first as 5c. stamps in 1861 and later as 10c. stamps in 1864–65), numerous counterfeit covers have been produced over the years, with genuine uses on cover remaining exceedingly scarce. This fine cover had a hammer price of \$23,000.

A 5c. black on white from Marion, Virginia, was tied on a mourning cover by a bold 'PAID' handstamp with a corresponding 'Marion Va Jan 24' (1862) c.d.s. at left (lot 76). Only four covers with the Marion 5c. franking are recorded and this one achieved \$22,000.



Cherrystone

CHERRYSTONE held a US and Worldwide Stamps and Postal History sale, their last one of the year, on 15–16 December.

One of the key items from the USA was a 1901 Pan-American Exposition 1c. green and black with an inverted centre, which sold for \$7500 (lot 4060).



From Israel, there was an imperforate sheet of 100 of the 1948 5m. green Postage Due on yellowish paper without the overprint (lot 5074). From plate no. 0575, this possibly unique sheet went for \$10,000.

Six different surcharges on the 1908 10pa–4pi general issue from the Italian offices in the Turkish Empire realised \$10,000 (lot 5115). Meanwhile, a very fine set of four Italian colonies Air Post semi-postals from the 1934 Roma–Mogadiscio 'SERVIZIO DI STATO' ('Coronchina') issue for all colonies was one of only 750 sets issued, of which 100 were used on flight covers and another 100 were overprinted 'SAGGIO' (specimen). This unused set realised \$6000 (lot 5125).

From Russia, there was a rare 1917 10r. scarlet, yellow and grey green, with the green background inverted. With the left-sheet margin showing both colour indicators, it reached \$7500 (lot 5208). Four different perforated colour trial proofs from the 1927 10th

Anniversary of the October Revolution 28k. 'Workers of Different Races' set were another highlight from Russia (lot 5210). Each had part of the 'PROEKT' overprint at the bottom. Carefully removed from a presentation card, they realised \$6250.



Among the items from Switzerland was an 1850 'POSTE LOCALE' 2 1/2rp. black and red that was without the black frame around the cross (type 8) – one of the rarest stamps from classic Switzerland (lot 5284). Cancelled by grids, this was a very fine example and sold for \$5750.

A very rare 1853 Arms of Madrid 3c. bronze value from Spain, which was only valid for local postage within the city of Madrid and from an issue considered one of the most impressive classic stamps of Spain, reached \$4750 (lot 5258).

There was a fine example of the greatest rarity from Somalia – a 20l. green (perf. 14) from the 1935 Pictorial issue (lot 5244). Centred to the top, this fine value is one of the most elusive stamps from the Italian colonies and sold for \$4000.

From the British Commonwealth, a very fine example of a rare high value from Kenya, Uganda and Tanganyika, the 1922–27 George V £20 red and green, sold for \$22,000 (lot 4914). A £25 black and red, another rare high value from the same issue, reached \$19,000 (lot 4915).

In an incredibly fresh condition, a top-sheet margin example of the 1908 King Edward VII £10 purple and ultramarine from Nyassaland was a desirable positional example (lot 4970). Well centered, it sold for \$7500.

A British Guiana 1852 1c. black on magenta with large margins all around on small piece was in a remarkable condition for this difficult stamp (lot 4851). Previously in the Burrus and Caspary collections, it had been cancelled by a 'Demerara June 1853' postmark and reached \$7000.

Among the Straits Settlements issues, a splendid example of the scarce 1912 George V \$100 red and black high value went for \$6250 (lot 4939).

The popular £1 carmine and reddish mauve error of colour from the Rhodesia 1910 Double Heads issue was represented by an example in a fresh colour, which sold for \$5500 (lot 4978).

A scarce George VI error was another highlight from the British Commonwealth. This left-margin block of eight of the Bahamas 1942 Landfall of Columbus 8d. carmine and ultramarine with the sixth stamp of the 'COIUMBUS' variety realised \$4500 (lot 4819).

Meanwhile, from St Helena, a set of mint 1961 Tristan Relief surcharges was one of only 434 sets sold, many of which were used (lot 4985). This rare unused set realised \$4500.



Daniel Kelleher

THE sale of the second part of the William S Langs stock of US stamps, postal history and Zeppelin flights, held by Daniel Kelleher on 8–11 December in Danbury, CT, included a number of intriguing lots. The prices shown include buyers' premium.

A very fine block of 32 of the 1951 31c. Globe and Wing airmail issue from the Canal Zone was imperf. vertically (lot 3686). From the top-right corner margin, with plate number 162161, this block's realisation of \$8400 was within its \$7500–\$10,000 estimate.

Painstakingly assembled, a complete set on card (15c.–90c.) of the 'Atlanta' colour trial plate proofs of the US 1869 Pictorial issue (1875 reissue) was only missing the rare 90c. green frame with black centre and realised \$8100, from a \$5000–\$7500 estimate (lot 2553).

Full panes of 50 of the complete set of the Hawaii 1896 Officials (2c.–25c.) realised \$7800, just over their estimate of \$5000–\$7500 (lot 3697).

From the Confederate States, a full pane of 100 of the unissued 1862 1c. deep orange realised \$6900, right in the middle of their \$5000–\$7500 estimate (lot 3684).

The values from the American 1938 airmail issue included a full pane of 50 of the 6c. ultramarine and carmine Eagle with the colour error, which is believed to be the only pane in existence (lot 3295). Featuring plate numbers 21912 and F 21949, this very fine item, with an estimate of \$4000–\$6000, realised \$5700.

Meanwhile, another US rarity was a full pane of 100 of the 1851 1c. carrier Eagle. Its selling price of \$4800 was more than its \$3000–\$4000 estimate (lot 3537).

A block of six of the American 1930 \$2.60 Graf Zeppelin airmail, with plate number 20091 in the top margin, realised \$4800, which was near the top of its \$4000–\$5000 estimate (lot 3279).

Among the US Officials, a scarce full pane of 100 of the Interior Department 1873 2c. vermilion in very fine condition realised \$3600, from an estimate of \$3000–\$4000 (lot 3422).

From the Offices in China, there was a block of six of the 1919 \$1 on 50c. light violet (lot 3395). The top margin had the exceedingly difficult plate number 7049, while there was an

interesting overprint plate flaw above the 'A' on each of the bottom stamps. Estimated at \$2000–\$3000, this fine block realised \$3600.



David Feldman

DAVID Feldman held their Autumn Auction Series on 30 November–4 December. The sale included special sections on Persia, France and Colonies, Switzerland, Europe, Overseas, Indian Princely States, All World Collections, and GB and British Empire, as well as their very special Rarities of the World sale, which raised funds for *Médecins Sans Frontières* and was featured in the 'News Round-up' in last month's *PE*. The prices shown exclude buyers' premium.



The famous and unique 30 September cover from the Greek Post Office in Alexandria to Syros featuring three single 20l. and an 80l. of the Large Hermes Heads 1861 Paris print was a highlight of the whole auction series (lot 40069). All of the stamps had been neatly tied by a lozenge '97' and 'an ALEXANDRIA/30.SEP.61' c.d.s., which was one day before the first day of issue. One of the most important items of all Greek philately and a world rarity, its realisation of €95,000 was within its €80,000–€120,000 estimate. Another highlight from Greece was an unused vertical block of six of the 1861–62 1l. deep chocolate of the first Athens print of the Large Hermes Heads (lot 40080). In a deep rich shade, this was one of the two largest blocks known of the 1l. provisional and realised €8500, which was just above its €6000–€8000 estimate.

From the Cantonal stamps of Switzerland, there were two 1843 5c.+5c. from Geneva on a complete folded letter addressed to Coligny (lot 30016). Handstamped with a clean rosette and bearing a 'GENEVE 18 MARS 44' c.d.s., the cover sold for its estimate of CHF60,000. Also among the Swiss Cantonal stamps, a first edition of the 2½rp. Basel Dove on cover had been cleanly cancelled with a 'BASEL 30 JUIL. 1846' handstamp (lot 30035). In a good condition, it more than doubled its estimate of CHF7000 to sell for CHF18,000.



A great rarity from French philately was an imperforated block of four of the 1869 5f. lilac Empire Lauré issue (lot 20077). The €26,000 selling price for this block, which included the left edge of the sheet, exceeded its €20,000 estimate.

From the 1860 Coat of Arms issue from Finland (Finnish

currency) was a very rare mint error of colour of the 1866–70 5p., with black on buff paper instead of red brown on grey (lot 40035). Its selling price of €11,000 was almost double its top estimate of €5000–€6000.

An unusual item from GB was a De La Rue archive page showing the results of experiments to show what happened to stamps from the 1887 Jubilee set of ten and the 1881 1d. lilac if 'detergents' were applied in an attempt to remove a 'Post Office obliteration' or a manuscript cancel (lot 80209). As a result, all 11 stamps at the top showed a very faded appearance and the ten stamps (excluding the ½d.) below showed the chemical applied in a diagonal stripe. This unique item had an estimate of £6000–£8000 but sold for £10,000.

Bearing an extremely rare type B double-surcharge error was an 1864–80 4d. carmine from St Helena – one showing the words 18mm wide and the other 19mm wide (lot 80959). Lightly used with a cork cancel and crayon line, its selling price of £9500 exceeded its £6000–£8000 estimate.



Included in the Uruguay section was a folded cover of 26 March 1863 featuring an 1860 120c. blue (subtype 6A) showing the sun without part of its lower rays (lot 42271). Sent to Chiavenna, Italy, and tied by a Paysandú double oval in blue paying the internal postage to Montevideo, the cover was then carried on the *Magdalena* to Southampton. The stamp was additionally tied by a 'GB/1F60c' Anglo-French accountancy mark, while the cover also had a French entry c.d.s. and '10' charge mark. Additionally, on the reverse, it was struck with London, Paris and Italian transit handstamps. One of only six transatlantic covers with the 'Sun' issue, this was unique with the franking additionally tied by the accountancy marking and being of the prominent subtype. From an estimate of €2000–€3000, it eventually sold for €9500.

From Venezuela, there was a fine example of the rare 1900 1b. slate without the 'Bolívar Negro' overprint (lot 42304). It had an estimate of €4000–€6000 but reached €8500.

A great French airmail rarity in the sale was an example of the 1928 *Ile de France* 10f. surcharge on a 90c. red from the Berthelot issue that had the surcharge inverted (lot 20343). Estimated at €6000, it sold for €7500.

In the issues from the German colonies, lot 80691 was a very rare unused New Guinea 1914–15 5s. on 5m. carmine and black (setting 3, position 4). Well centred, this fine stamp sold for £7000, just over its £5000–£6000 estimate. Also from New Guinea, but once it had been seized from the control of Germany, lot 80694 was a type C overprinted 1915–16 2½d. indigo Roo of Australia. This very fine example of this great rarity, with only a handful of mint singles of type C ever recorded, had an estimate of £12000–£15,000 but reached £18,000.



Siegel

A Worldwide Stamps and Postal History sale held by Siegel on 14 December featured a range of items from around the world. The prices shown include buyers' premium.

From Rhodesia, there was a very fine and incredibly rare original-gum pair of the 1910 £1 bluish slate and carmine double-head issue (perf. 15) – one of the key stamps of the colony. (lot 122). In deep rich colours on bright paper, this vertical pair sold for \$15,500, right at the top of its \$10,000–\$15,000 estimate.

A desirable example of the 1856 4c. black on magenta provisional issue from British Guiana, an iconic British Commonwealth rarity, was a particular highlight (lot 36). Signed 'EDW' (for E D Wight) and neatly cancelled by a Demerara February 1856 c.d.s., it had an estimate of \$5000–\$7500 but sold for \$9500.

From Newfoundland, there was a scarce four-margined example of the 1860 1s. orange on handmade paper without



mesh (lot 41). With a neat grid cancel, its selling price of \$8500, was more than double its estimate of \$2000–\$3000.

A rare postally used example of the 1924 50r. lilac and green high value from Mauritius had a neat 'General Post Office' postal cancellation (lot 102). From an estimate of \$750–\$1000, it eventually went for \$4500.

Another highlight was an example of the Straits Settlements 1911 \$25 blue and violet on blue (lot 133). In a very fine condition and with excellent centring, it sold for \$5500, considerably more than its estimate of \$1500–\$2000.

From Guatemala, there was a rare multiple of a mint top-right, corner-sheet margin block of four of the 1871 20c. blue error of colour (lot 305). In a bold shade on bright paper and with traces of the adjoining stamps at left and bottom, this extremely fine showpiece of Guatemalan philately realised \$5500, from an estimate of \$3000–\$4000.



Spink

ON 10 December, Spink held the sale of parts VII and VIII of the Hermione Collection, which was billed as the most importance collection of semi-modern France ever offered at auction. Built up over a period of 70 years, the collection was marked by both its rarity and quality. The prices shown exclude buyers' premium.

At the vendor's request, Part VIII of the Hermione Collection consisted of just one lot (lot 1600) comprising the definitive collection of the 1945–54 Marianne de Gandon issue. The reason behind this request was to enable another passionate collector to be the collection's custodian and build it further. In ten albums and stock books in two large boxes, this collection was formed over a 40-year period and sold for €38,000.

In a comprehensive airmail section, a rare marginal block of four of the 1930 1f.50 carmine, perforated 'EIPA 30', had normal perfin on the stamps but reversed ones in the margin, and it sold for €7000 (lot 1526). Meanwhile, a complete mint sheet of 25 of the 1f.50 blue from the same issue, with both the 'EIPA 30' perforation and exhibition cancellations in the margin, sold for €2100 (lot 1535). Among the rest of the airmail items was a block of four of the 1928 Ile de France 10f. on 90c. red on cover, with two being the spaced surcharge (lot 1512). The stamps were tied to a registered French Line envelope by an octagonal 'NEW YORK AU HAVRE' cancellation of 23 August 1928, along with a special six-line cachet. This exceptionally rare cover, with only 270 examples with the spaced surcharge existing, sold for €5800. From the 1936 Aeroplane over Paris airmail issue, a 50f. ultramarine on rose had been handstamped 'SPECIMEN' in red (lot 1558). From the foot of the sheet, this unmounted mint item, sold for €2700.

A complete booklet of ten values (5c. to 10f.) in blocks of ten of the 1944 Arc de Triomphe issue had all been handstamped specimen in violet and had 'SPECIMENS/OF/SUPPLEMENTAL/FRENCH POSTAGE STAMPS' on the cover (lot 1501). Just 36 booklets were handmade and produced for archiving purposes only; some were sent for approval to Algiers, where the French Committee of National Liberation was located. The stamps from

the booklets sent to Algeria were used to produce philatelic souvenirs, with the few complete surviving booklets in America. Very fine and one of only two booklets recorded in private hands, it sold for €5000.

Elsewhere, a rare mint 1944 Liberation of Paris miniature sheet sold for €3500 (lot 1479).

Items from the 1929–33 Tourist issue provided some additional auction highlights. A complete mint sheet of 25 of the 20f. deep red-brown Pont du Gard (perf. 13) had types IIB-IIA-IIA, IIA-IIA in the first horizontal row, with the rest of the sheet type IIB, resulting in one rare horizontal pair and three vertical pairs showing mixed types (lot 1410). This unusual sheet went for €4800. Meanwhile, a rare mint block of four of the same value in bright red-brown (perf. 11) sold for €2700 (lot 1425). A rare mint sheet of 25 of the 10f. ultramarine Port de La Rochelle value (type II) sold for €2900 (lot 1390).



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@philatelicexporter.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.



MICHEL EUROPE KATALOG, VOLUME 13, GREAT BRITAIN AND IRELAND 2020/21 (105TH EDITION)

Publisher: Schwaneberger Verlag GMBH
Address: Industriestraße 1 82110 Germering, Germany
www.michel.de
ISBN: 978-3-95402-343-1
Price: €49.80/£49.80

THIS volume continues the split of the previous West Europe volume and includes the two main islands, including the regional issues, as well as British stamps overprinted for use in overseas post offices, such as Morocco and Turkey (the Levant), along with the Military Post in Egypt and the Middle East. Also in Great Britain, the 1933 GWR and WCAS Air Mail issues are included and priced, as are the Queen Victoria Telegraph issues.

No distinction is made between the plate numbers of the Queen Victoria designs, but watermark and imperforate varieties are included. Modern missing colours are included and priced. All booklet panes are illustrated in layout-by-value diagrammatic format, but

the key panes in the British prestige booklets have a separate colour-illustrated section and these are priced individually for UM.

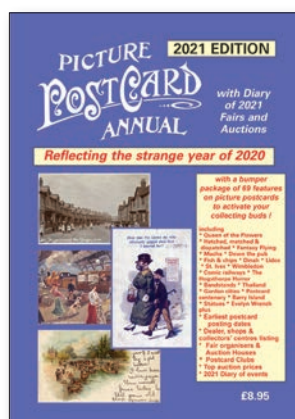
However, the prices for modern British commemoratives are seriously out of line with those in the recent SG GB Concise, usually more than double in the equivalent currency. However, apart from NVI definitives and sets containing NVI values, there are few changes from the previous edition, where I also made this comment (*PE*, November 2018). As postage rates increase, so the mint and usable NVI definitives and commemoratives can be used without penalty at the increased rates, hence these increase mint but not used.

In Ireland, the various early overprints on King George V GB stamps are well covered, as are the modern definitive issues, including the numerous Bird series.

The latest issues included are July 2020 for Great Britain but only March 2020 for Ireland. Machine labels are included for both countries, as are Postages Dues and booklet panes. Modern postal forgeries are footnoted below the relevant stamp.

This is a fine lie-flat hardcover volume with about 7000 colour illustrations and 28,500 valuations in the 538 pages, which includes a country index to all the Europe volumes.

...a fine lie-flat hardcover volume with about 7000 colour illustrations and 28,500 valuations



PICTURE POSTCARD ANNUAL 2021 (40TH EDITION)

Publisher: Reflections of a Bygone Age
Address: 15 Debdale Lane, Keyworth, Nottingham NG12 5HT
www.postcardcollecting.co.uk
ISBN: 978-1-905408-61-3
Price: £8.95

THIS popular annual once again provides a fine mix of articles and essential information, for both collector and dealer alike (see January 2020 for last *PE* review). All the reference section features have been updated and revised as necessary.

This year, the editor has opted to provide many more but shorter articles on a wide variety of subjects – some 65 in total – and these may stimulate new interest for collectors who have been starved of attending their usual fairs.

Dipping in, I came across: The Last Attraction; Doug Tempest's War; The Major Oak; Kaiser Puzzle; VE Day; Sentimental Journeys; Carl Larsson; Postcards at the Chippy; The Brothers Abraham; Barry Island Holidays; Flying Fantasies; Empire Day; Daisy, Daisy!; The Artistic O'Briens; Winston Churchill; Wonderful Wimbledon; Windies Cricket; The Eden Project; and, of course,

Collecting Covid. There are many more, but regrettably none are listed individually in the contents list.

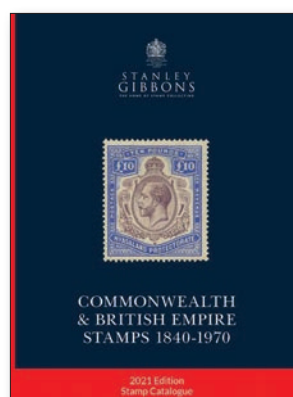
The introductory remarks mainly centre on Covid-19 and its effects, the truncation of fairs and the loss of *Picture Postcard Monthly* after almost 500 issues. The lists of fairs, auctions, dealers and postcard clubs have been updated, as has the geographical guide to collecting, with the caveat 'check before you travel'.

The earliest dates list has only five new town entries and 12 revised earliest dates. Views of Scarborough and Bristol in September 1894 are still the earliest British towns, with Eastbourne and Parkstone also featuring on cards being used later in that year. However, overseas cards show earlier usages in the 1880s.

The list of auction realisations is revealing but probably reflects the fact that this sector has been less affected by Covid-19, with more collectors turning to the internet. A high proportion of entries are from eBay, where artist cards tend to dominate the top prices, with a signed Picasso selling for £145,000 and a signed Munch for £4149.

This 2021 edition is well produced, again in the familiar 116-page A4 paperback format, with excellent colour on good-quality glossy art paper and well worth the unchanged cover price. A fine reference publication with over 370 cards illustrated.

A fine reference publication with over 370 cards illustrated



This world-famous catalogue still sets the standard other publishers strive to achieve

STANLEY GIBBONS COMMONWEALTH & BRITISH EMPIRE STAMPS 1840-1970 (123RD EDITION)

Publisher: Stanley Gibbons
Address: 7 Parkside, Christchurch Road, Ringwood, Hants BH24 3SH
www.stanleygibbons.com
ISBN: 978-1-911304-78-4
Price: £89.95

KNOWN the world over as 'Part 1', the stylish navy-blue front cover this year features the Nyasaland Protectorate King George V £10 high value. As usual, I first turn to the Editor's 'Preface' from Hugh Jefferies to see what editorial changes and improvements have been implemented. Then, I look at 'New Numbers' to see what additions and new discoveries have been included. This year, there are 240 new listings from over 50 issuing authorities, plus 16 of the Indian States, including a substantial number in the Jammu and Kashmir Telegraph section, which has been rewritten and expanded.

Three more of the so-called 'Spaven: Damaged Frame and Crown' flaw found on numerous King Edward VII Imperium key-plate definitives have been added for both British Honduras and British Virgin Islands. A similar type of variety, the 'Serrated Edge to left frame', found on 1941-42 printings of the Leeward Islands (ten new numbers) and Mauritius (20 new numbers) low-value key types has been added, with some serious prices.

In New Zealand, the 'long' Postal Fiscals are now separately listed for the two watermarks; in Natal,

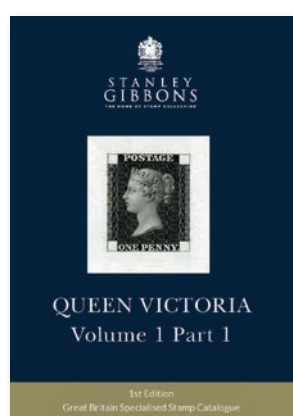
the 'NGR' perfined railway Official inter-provincial stamps are fully listed and priced mint and used for each province; and British stamps used at the post office in Fez, Morocco, are now included. Other countries receiving attention include British Guiana, Burma, Malta and Rhodesia.

Countries of note for increases in prices worthy of a mention in Hugh's letter include New South Wales earlier mint and varieties, Papua 'extensively revised', India unused lithographed issues, New Zealand Postage Dues and Officials, and Natal and Transvaal 'some substantial increases'. All Indian stamps used in Iran have increases.

There also seem to be widespread increases throughout, and mint King George VI sets 'seem to be on the move again'. Ascension, British Guiana and Gibraltar are 'notable', but also the omnibus sets from the UPU onwards into Queen Elizabeth's reign, where Hugh also mentions the 1961 overprints for Basutoland, Bechuanaland and Swaziland. Used prices for the Australian Antarctic Territory, Cocos (Keeling) Islands and Ross Dependency are now for locally used copies with contemporary postmarks.

As a result of these changes and additions, there are quite a lot of numbers altered from the 2020 edition. The page extent does not change much, and for the third year in a row, the cover price remains unaltered.

Extensive notes, built up over decades, provide the general collector with much useful information to enhance his or her knowledge, and for this reason, this volume holds its value in the second-hand market. This world-famous catalogue still sets the standard other publishers strive to achieve.



This is an essential title for the serious GB collector

STANLEY GIBBONS GREAT BRITAIN SPECIALISED STAMP CATALOGUE, QUEEN VICTORIA VOLUME 1, PART 1 (1ST EDITION)

Publisher: Stanley Gibbons
Address: 7 Parkside, Christchurch Road, Ringwood, Hants BH24 3SH
www.stanleygibbons.com
ISBN: 978-1-911304-54-8
Price: £54.95

SO much new information, as well as new sections for postal notices, parliamentary envelopes and embossed postal stationery envelopes are included that the old 16th edition has been split in two parts. Line-engraved and embossed issues feature in this edition and the later surface-printed issues will be covered in Part 2.

There are around 340 pages, in full colour, though most illustrations are black, blue or red-brown, except for the essays and proofs section and dealer advertisements. The light-blue or dark-blue lining in the prices panels is now light blue and light buff, making these easier to use.

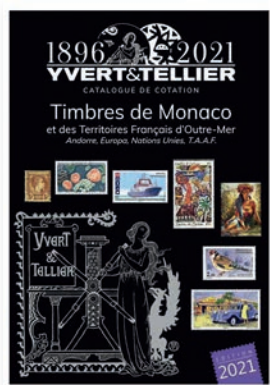
Douglas Muir RDP has contributed a much-expanded historical information introduction, followed by new priced listings of postal reform items and Treasury Competition entries. The

Mulready section now includes illustrated proof types and some newly discovered advertisements.

The line-engraved section itself has been thoroughly revised and expanded, with the Penny Black section being completely revised, with new tables explaining the chronology of printings and repairs, black and red imprimaturs removed from the sheets and, to my eyes, improved illustrations of letter and other varieties, etc., with the use of black arrows where necessary. The 2d. blue and embossed sections have received similar revision and expansion. Better illustrations have been provided for the security overprints and underprints.

It will take the purist some time to assimilate all the improvements, but perhaps the improved explanations chronicling the change of red-brown to rose-red inks and blued to white paper may be the most useful and are reflected in the listings.

The market for the stamps of Queen Victoria's reign remains buoyant, and a number of important collections have been sold in recent auctions, with some startling prices for varieties and specialist pieces. However, prices for basic stamps, where copies are readily available, do not seem to have moved as much as might be expected even in eight years. For example, the ½d. Bantams mint remain unchanged but are up to £30 from £22 for basic used copies. This is an essential title for the serious GB collector.



Another bargain from this well-respected publisher

YVERT & TELLIER, TIMBRES DE MONACO ET DES TERRITOIRES FRANÇAIS D'OUTRE-MER 2021 (VOLUME 1B) (125TH YEAR)

Publisher: Yvert & Tellier
Address: 2 Rue de L'Étoile, 80094 Amiens cedex 3, France
www.yvert.com
ISBN: 978-2868-1429-79
Price: €26.90/£29.95

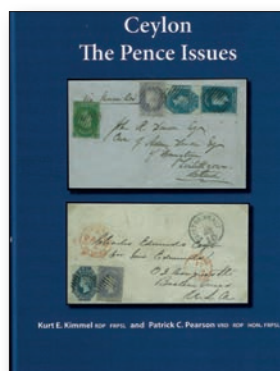
AS before, the French territories here are Mayotte, Oceania and Tahiti, and the active issuing territories are New Caledonia, Polynesia, St Pierre and Miquelon, TAAF, and Wallis & Futuna – all from first issues to 2020. It includes postage and air stamps, counter labels, miniature sheets, Postage Dues, Officials and parcel post stamps where issued. Postal stationery items are also included when issued, including cards, envelopes and aerogrammes.

The other countries in this volume are Andorra to 2020 (French Fish and Spanish Universal

Suffrage), all United Nations offices to 2020 (Endangered Species) and the Europa issues 1956 to 2020; listed by year and countries, but only priced for unmounted mint. It includes annual totals of stamps and prices.

Monaco, presented in the usual Y&T format, has an extensive design index and includes all issues up to the 2020 Oceanographic Museum miniature sheet. Airmail stamps, booklets, millésimes, pre-cancels, Postage Dues, the one telephone stamp from 1886 and postal stationery are included. Prices are given for mint up to 1950 (with premiums or a third column for unmounted indicated), with only unmounted from 1950 onwards, as well as fine used.

New issues substantially increase the total extent for this edition to 1470 pages, providing a hefty paperback with full-colour illustrations throughout. It has been printed on good-quality, non-glare white stock, but there is only a minimal increase in the cover price. Another bargain from this well-respected publisher.



I have no doubt that this will be the definitive book on these important classic issues for many years to come

CEYLON: THE PENCE ISSUES

Authors: Kurt Kimmel RDP, FRPSL and Patrick Pearson VRD, RDP, Hon FRPSL
Publisher: Royal Philatelic Society London
Address: 15 Abchurch Lane, London EC4N 7BW
www.rpsl.org.uk
ISBN: 978-1-913015-05-3
Price: £72+p&p (members £65)

ALTHOUGH it shared the 1892 volume *The Postage Stamps of British India and Ceylon* published by the then Philatelic Society, London, Ceylon has been one of the great classic countries of the world without a major book on its early stamps and postal stationery. There have been numerous articles in *The London Philatelist* and elsewhere by such eminent philatelists as Sir Edward Denny Bacon in 1902 and Percy de Worms in 1915 and later in 1925–26. Important collections have been sold by the major auction houses worldwide.

This book was conceived in the 1980s, when extensive research was undertaken by Patrick Pearson; however, it was not until more recently that the project reached completion with the input of Kurt Kimmel. Based on the meticulous records kept by the authors, this book covers in detail the die proofs, the plate proofs, the issued stamps and the usages of the stamps. Throughout the book, reference is made to the distinguishing features of various shades and varieties and to the relative rarity of each.

The chapters are arranged by value and follow the same pattern. Thus, the evolution of each value from the first Perkins, Bacon imperforate issues, the clean cut, intermediate and rough perforations, the handover of the plates to De La Rue and its printings on the two different watermarked papers until the change of currency on 1 January 1872 are all comprehensively covered.

Ceylon was one of the first countries of the British Empire to issue its own postal stationery and this has its own chapter. Other chapters are devoted to the unissued stamps overprinted 'Service'; the fiscal issues printed by both Perkins, Bacon and De La Rue; fakes and forgeries; and the reprinted proofs and printers' samples.

Although not primarily a postal history book, the reasons for the issue of the stamps and the analysis of the rating of covers is given, and there are chapters on the post office and postal markings, the postage rates and the postal routes during this period.

The Fiscal & Telegraph Stamps, which were exhaustively covered as long ago as 1911 by C S Crofton and B Gordon Jones, and by John Barefoot in *British Commonwealth Revenues*, are here brought up to date with a major additional contribution from Chris Harman, who has also written the chapters on 'Fakes and Forgeries' and 'Reprinted Proofs'.

There are extensive appendices, which provide the source information for much that is in the book and include postal documents and other Ceylon Government records, the printing and delivery records of Perkins, Bacon and the De La Rue correspondence books and day books. There are also extensive listings of major covers of these issues gleaned from the great collections, a bibliography and extensive references to articles and auction catalogues over the last century.

It is a beautifully presented and profusely illustrated, large-format, 600-page, case-bound volume showing some of the finest proofs and issued stamps and covers, as well as the comprehensive chapter 'Fakes and Forgeries'. I have no doubt that this will be the definitive book on these important classic issues for many years to come. Bringing together the combined knowledge and collections of the authors, not to mention their many informants, and the editorial skills of Chris Harman, this book will appeal to both the philatelist and the bibliophile.

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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.

ARMENIA

11 Nov, 150th Anniversary of Yeghishe Tadevosian, 230d., 330d.
13 Nov, Lunar New Year, 330d.
23 Nov, Diana Apcar, 120d.
25 Nov, 150th Anniversary of Atabek Khnkoyan, 120d.
27 Nov, 100th Anniversary of Lazar Sarian, 120d.
30 Nov, Historical and Cultural Monuments, 240d.+120d., 330d.+120d., 350d.+120d.

BOSNIA AND HERZEGOVINA (CROATIAN POSTS)

1 Nov, Flora, 2x2m.70; Fauna, 4x2m.90.
1 Dec, Christmas and New Year, 2x90f.
16 Dec, 250th Anniversary of Birth of Ludwig van Beethoven, 2x4m.

BOSNIA AND HERZEGOVINA (REPUBLIKA SRPSKA)

16 Nov, 75 Years of UN, 1m.95.
19 Nov, Gastronomy, 90f, 1m.80.

BULGARIA

9 Oct, 200 Years of World Circus Activity and 20 Years of Balkanski Academic Circus, miniature sheet 11.70, 21.30.
15 Oct, Mahatma Gandhi, miniature sheet 31.

CHINA (TAIWAN)

1 Dec, New Year, \$6, \$13, miniature sheet \$15
8 Dec, Conservation of Birds, 2x\$8, \$10, \$28.

COLOMBIA

7 Dec, Christmas, sheet 5000p.
14 Dec, Ocaña 450 Years, sheet 4x450p.

12 Dec, National Radio of Colombia 80 Years, sheet 12x500p.
29 Dec, National Natural Parks of Colombia (Seventh Series), sheet 10x2000p.

CROATIA

11 Nov, 250th Anniversary of Ludwig van Beethoven, 13k.
26 Nov, Christmas, 3k.30.
30 Nov, Modern Architecture, 3x3k.30.
15 Dec, Crypto Stamp 2, 50k.

FINLAND

4 Nov, Village Elf, booklet 10x€1.20; Christmas Cottage, sheet 10x€1.75; Welcome to the Village, sheet 10x€1.85; Toboggan Ride, sheet 10x€1.75.

FRENCH SOUTHERN & ANTARCTIC TERRITORIES

6 Nov, Southern Lands and Seas, Booklet €26.
15 Dec, French Southern & Antarctic Territories 65 Years, miniature sheet €7.50.

GERMANY

3 Dec, Childhood Heroes, 60c., 80c.; Fabled Germany – The Pied Piper of Hamelin, 80c.; Willy Brandt Kneeling in Warsaw 50 Years Ago, €1.10, miniature sheet €1.10.

GREAT BRITAIN

14 Jan, Landscapes, 10x1st.
26 Jan, United Kingdom – A Celebration, miniature sheet 2x1st, 2x£1.70.

GREECE

3 Nov, 2500th Anniversary of Battle of Thermopylae, 50c., 90c., €1, €2.50.

23 Nov, Christmas, 90c., €1.

HONG KONG

27 Nov, Bruce Lee's Legacy in World of Martial Arts, \$2, \$2.60, \$3.40, \$3.70, \$4.90, \$5.
4 Dec, Christmas, \$2, \$3.70, \$4.90, \$5.
29 Dec, Together, We Fight the Virus, two miniature sheets \$10.

HUNGARY

4 Nov, Cartoon and Fairy Tale Characters II – Frakk, miniature sheet 3x200fo.
20 Nov, Puskás Arena Budapest, miniature sheet 800fo.
18 Dec, 30 Years of Freedom, miniature sheet 10x90fo.

INDIA

4 Dec, I K Gujral, 5r.
17 Dec, Mujib Year, 5r.
24 Dec, Salute to Covid-19 Warriors, 4x10r.
27 Dec, Manikchand Vajpayee, 5r.

ISLE OF MAN

8 Dec, Elegy to the War Horse, sheet £9.

ISRAEL

15 Dec, Ludwig van Beethoven – 250th Birthday, 11s.80; Meetings of Peace, 2s.50, 2x4s.10, 15s.; Steinhardt Museum of Natural History, 3x4s.10.

ITALY

1 Nov, Palermo Football Club, €1.10.
4 Nov, Fedora Barbieri, €1.10.
9 Nov, Pietro Mennea, €1.10.
10 Nov, Volterra Cathedral, €1.10; Basilica of Aquileia, €1.10.
12 Nov, International Year of Plant Health, €1.15.

17 Nov, Football Championship Winners, €1.10.

19 Nov, Regions with Ordinary Statute, €2.60; Civic Sense, 4x€1.10.
20 Nov, University Concert Institution, €1.10.
21 Nov, Winged Victory Statue, €1.10.
23 Nov, Leonardo Fibonacci, €1.10.
24 Nov, National Museum of 21st Century Arts, €1.10.
25 Nov, Amedeo Peter Giannini, €1.15.
1 Dec, Christmas, €1.10, €1.15; Italian Presidency of G20, €3.50; World AIDS Day, €1.10.
3 Dec, Florian Café, €1.10.
4 Dec, Tommasino Bacciotti Onlus Foundation, €1.10; Onofrio Zappalà Friends Association, €1.10.
9 Dec, Carlo Azeglio Ciampi, €1.10.
12 Dec, Tonino Guerra, €1.10.
15 Dec, Olivetti Lettera, €1.10, Adriano Olivetti, €1.10.

JAPAN

11 Nov, Japanese Wonderful Food (Part 2), two sheets 10x63y., 10x84y.
16 Nov, Animals (Part 3), two sheets 10x63y., 10x84y.
20 Nov, Winter Greetings, two sheets 10x63y., 10x84y.
27 Nov, World of Picture Books (Part 4), sheet 10x84y.
4 Dec, Musical Instruments (Part 3), two sheets 10x63y., 10x84y.
15 Dec, Hospitality Flowers (Part 15), two sheets 10x63y., 10x84y.

KAZAKHSTAN

6 Nov, Cinema – 50th Anniversary of Kyz Zhibek, sheet 4x300t.

13 Nov, Cinema – 50th Anniversary of *The End of the Chieftain*, 4x300t.
21 Dec, 1150th Anniversary of Birth of Abu Nasr al-Farabi, 200t.
22 Dec, 200th Anniversary of Dauletkeirei Shygayuly, 1500t.
23 Dec, Man and Biosphere of UNESCO, 310t.
24 Dec, Minerals, sheet 1800t.
30 Dec, 750th Anniversary of Golden Horde, 750t., sheets 2x4500t.; 75th Anniversary of Victory in Great Patriotic War 1941–45, 310t.; Mangystau Region, sheet 390t.; Transport Workers' Day, sheet 500t.; 65th Anniversary of Baikonur Cosmodrome, 500t.; Happy Postcrossing, 140t.; Fish of Kazakhstan, sheet 2600t.; Ancient Postal Routes (Europa), sheet 800t.; 575th Anniversary of Birth of Kasym Khan, sheet 500t.

KYRGYZ EXPRESS POST

9 Dec, Traditional Jewellery (joint stamp issue with Ukraine), 100s., 150s.
14 Dec, Anniversaries of Great Personalities, 75s., 100s., 150s, souvenir sheet 250s.
15 Dec, United Nations ActNow Climate Action Campaign, 150s.
16 Dec, Online Chess Olympiad, 100s.
17 Dec, Bird of the Year (II), 150s.
21 Dec, Bishkek Main Mosque of Imam al Sarakhsi (joint issue with Turkey), miniature sheet 250s.
22 Dec, Domestic Dogs, 50s., 100s., 150s.
30 Dec, Stop Covid-19!, 150s.+50s.
31 Dec, Year of the Ox, 100s.

KYRGYZSTAN

27 Nov, Medicinal Plants, 33s., 39s., 143s.

LUXEMBOURG

8 Dec, Christmas, 80c.+10c., €1.05+15c.; Luxembourg Moselle Region (charity stamps), 80c.+10c., €1.05+15c., €1.40+15c., €1.60+30c.; Wild Bees, 5×€1.05; Grand Duke Henri's 20th Anniversary of Accession to Throne, 80c.; Local Museums, 5×80c.

MACAO

30 Nov, Science and Technology – Digital Electronics, 3×2p.50, 3×4p.
16 Dec, 250th Anniversary of Birth of Beethoven, 2p.50, 4p.

MALAYSIA

14 Nov, Deepavali, 10×60s.
23 Dec, Christmas, sheet 10×60s.
29 Dec, World's Tallest Tropical Tree, 9r.

MALTA

17 Dec, 250th Anniversary Birth of Ludwig Van Beethoven, miniature sheet €2.30.

MONTENEGRO

15 Dec, 150 Years of Telegraph in Montenegro, 95c.
17 Dec, 150 Years Since Birth of Aca Prijic, 30c.

PHILIPPINES

23 Nov, Pasko 2020, 12p.

POLAND

6 Nov, 75th Anniversary of Upper Silesian Tragedy, 3z.30.
11 Nov, Marshals of Second Polish Parliament, sheet 6×3z.30.
16 Nov, Christmas, 8z.
19 Nov, 100th Anniversary of Diplomatic Relations Between Poland and Brazil, 4z., sheet 9×4z.
25 Nov, Dinosaurs, 3×3z.30.
30 Nov, Polish Birds, sheet 4×3z.30; Polish Cities – Bydgoszcz, 95gr.

4 Dec, Pocztowy Dar Foundation, 4z.10.
15 Dec, 250th Anniversary of Ludwig van Beethoven's Birth, 3z.30.
21 Dec, Masonry Heaters, 4×3z.30.

PORTUGAL

6 Nov, It's Time for Hope, miniature sheet €5.

ROMANIA

12 Nov, Christmas, 2×1l.90, 29l.
19 Nov, Crocodiles, 2l.20, 2l.70, 5l., 19l.
25 Nov, Nudes in Romanian Painting, 2l.20, 3l.30, 5l., 19l.
3 Dec, Bears, 2l., 3l.30, 5l., 19l.
10 Dec, Winter Flowers, 2l., 2l.20, 5l., 19l.

RUSSIA

3 Nov, 100th Anniversary of Republic of Udmurtia, miniature sheet 100r.; 100th Anniversary of Diplomatic Relations Between Russia and Turkey, 48r.; 100th Anniversary of Republic of Mari El, 100r.
16 Nov, 75th Anniversary of UNESCO, 48r.
24 Nov, 100th Birth Anniversary of Vladimir P Ivanov (1920–96), Radar Designer, 40r.
25 Nov, 50th Anniversary of State-run Sportloto Lotteries, 50r.
3 Dec, New Year, 23r.
11 Dec, Happy New Year!, 23r.
15 Dec, Fauna (joint issue with Republic of Korea), 2×24r.

SAINT-PIERRE-ET-MIQUELON

7 Nov, Saint Yves – Working Ship of the Sea, €1.45; Shaggy Ink Cap, €1.50; The Caulker, €1.45.
21 Nov, Christmas Star, €1.28; The Capstan, miniature sheet €4.

SERBIA

3 Nov, 125 Years of Natural History Museum in Belgrade, 27d., 40d., 54d., 70d.
13 Nov, 100th Anniversary of Intellectual Property Office, 4×27d.

16 Nov, 950 Years Since Foundation of Monastery of St Prohor of Pčinja, 27d.
19 Nov, Patron Saint's Day – Feast of Annunciation, 27d.
25 Nov, Art, 4×27d.
1 Dec, 250th Anniversary of Birth of Ludwig van Beethoven, 74d.

SINGAPORE

1 Dec, Maps of Early Singapore, 1st Local, 70c., 90c., \$1.40.

SLOVAKIA

4 Dec, Stamp Day – Vladimír Machaj (1929–2016), 80c.

SLOVENIA

3 Dec, Slovenia's Tour de France Heroes, miniature sheet €2.19.

SPAIN

3 Nov, 12 Months, 12 Stamps – Murcia, 65c.
4 Nov, Civic Values – No to Gender Violence, 65c.
5 Nov, Christmas, 65c., €1.45.
9 Nov, Classical Music, miniature sheet €4.
10 Nov, Urban Architecture – Zarzuela Racecourse, miniature sheet €3.80; Ancient Trades – Watchman, miniature sheet €3.

SRI LANKA

3 Dec, Christmas, 15lkr, 25lkr.

THAILAND

5 Dec, HM Queen Sirikit The Queen Mother's 88th Birthday, 9b.
5 Dec, National Day 2020, 5b.
21 Dec, Coronation Day Anniversary, 5×5b., 100b.; 120th Birthday Anniversary of HRH Princess Mother of Ninth Reign, 3b.

TOKELAU

4 Nov, Kilihimahi – Christmas, miniature sheet 45c., \$1.40, \$2, \$3.

TRISTAN DA CUNHA

8 Dec, The Sword of Peace, £1.50, £2.50.

14 Dec, Modern Mailships (definitives), 1p, 2p, 5p, 10p, 25p, 35p, 45p, 60p, £1, £1.50, £2, £3, £5.

TUNISIA

14 Dec, 60th Anniversary of CNSS, 75m.
17 Dec, Fight Against Covid-19 Virus, 3d.

UKRAINE

4 Dec, Beauty and Greatness of Ukraine, 12×9h.; Beauty and Greatness of Ukraine – Ivano-Frankivsk Region, sheet 4×9h.
9 Dec, Dukach–Tumar (joint issue with Kyrgyzstan), sheet 8×13h.50.
10 Dec, Maria Prymachenko, Blue Bull, sheet 9×9h.
18 Dec, Cossacks, sheet 8×9h.
24 Dec, Ukrainian Folk Costumes, sheet 6×11h.
30 Dec, Stained-glass Windows of Old Lviv, sheet 80k.

URAGUAY

3 Dec, 200 Years of José María Iparraguirre, sheet \$102.
7 Dec, 100 Years of Ángel S Adami Airport, miniature sheet \$54.
8 Dec, Flowers and Pollinators, sheet \$54.
9 Dec, 20 Years of the M'Bopicuá Biopark, miniature sheet \$108.
10 Dec, 100 Years of Bella Vista Athletic Club, sheet \$216.
16 Dec, Christmas, sheet \$135.
18 Dec, 125 Years of First Film Screening, sheet \$162.

VATICAN

10 Nov, 50th Anniversary of Diplomatic Relations between the Holy See and the European Union and Council of Europe, miniature sheet 2×€1.15; 250th Anniversary of Birth of Ludwig van Beethoven, miniature sheet 4×€1.15; Journeys of Pope Francis in the World 2019, sheet €3; Basilica of Aquileia, €1.10; Holy Christmas 2020, €1.10, €1.15, miniature sheet €1.10, €1.15.



Germany: Willy Brandt Kneeling in Warsaw 50 Years Ago



Italy: Olivetti Lettera



Russia: 75th Anniversary of UNESCO



Serbia: 950 Years Since Foundation of Monastery of St Prohor of Pčinja

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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

FEBRUARY

2/3 CHERRYSTONE

Suite 316, 119 West 57th Street, New York, NY 10019, USA

3 LOCKDALES

52 Barrack Square, Martlesham Heath, Ipswich IP5 3RF

3 VANCE

PO Box 267, Smithville, Ontario, Canada L0R 2A0 (online)

3 WARWICK & WARWICK

Court House, Jury Street, Warwick CV34 4EW

6 STADE

Markgrafenstraße 5, 79639 Grenzach-Wyhlen, Germany

7 LESKI

727–29 High Street, Armadale, Victoria, 3143, Australia

9/10 SIEGEL

9th Floor, 6 West 48th Street, New York, NY 10036, USA

10 AJH

Dunkenhalgh Hotel & Spa, Clayton-le-Moors BB5 5JP

13 BIL

Community Centre, Fen Road, Washingborough LN4 1AB

15 ROBERT MURRAY

5–6 Inverleith Gardens, Ferry Road, Edinburgh EH3 5PU

17 T&T

5 Monson Rd, Tunbridge Wells TN1 1LS

18/20 GERT MÜLLER

Carl-Zeiss-Straße 2, 76275 Ettlingen, Germany

22 VIENNAFIL

Auerspergstraße 2/4, 1010 Vienna, Austria (postal auction)

22/26 CHRISTOPH GÄRTNER

Steinbeisstraße 6 + 8, 74321 Bietigheim-Bissingen, Germany

23 SPINK

15 Abchurch Lane, London EC4N 7BW

25/26 RÖLLI

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

27 AVH

PO Box 569, Welwyn Garden City, Herts, AL7 9NP (postal)

MARCH

3 WARWICK & WARWICK

Court House, Jury Street, Warwick CV34 4EW

4 TOOVEY'S

Spring Gardens, Washington, West Sussex RH20 3BS

9/11 LODDON

Ducks Nest Farm, Eversley Road, Arborfield Cross, Reading RG2 9PJ

10 AJH

Dunkenhalgh Hotel & Spa, Clayton-le-Moors BB5 5JP

10 DAVID FELDMAN

59 Route de Chancy, 1213 Petit-lancy, Switzerland

13 CHESHIRE STAMP AUCTIONS

Egerton Court, Haig Road, Parkgate, Knutsford WA16 8DX (online)

13 MOWBRAY

247–53 Main Highway, Otaki, New Zealand

13 SOMERSET

Hill Farm, Hemyock, Cullompton EX15 3UZ

17 GROSVENOR

399–401 Strand, London WC2R 0LT

18/20 FELZMANN

Immermannstraße 51 40210 Düsseldorf, Germany

20 ZANARIA

Sede Legale, Via Santa Margherita 6, 20121 Milano, Italy

24 DAVID FELDMAN

59 Route de Chancy, 1213 Petit-lancy, Switzerland

25/27 NPV

Leeuwenveldseweg 14, NL-1382 LX Weesp, Netherlands

26/27 POSTILJONEN

Hans Michelsensgatan 9, SE-211 20 Malmö, Sweden

27 PLUMRIDGE

PO Box 7831, Northants NN17 9HL

30/31 STANLEY GIBBONS

399 Strand, London WC2R 0LX

APRIL

7 VANCE

PO Box 267, Smithville, Ontario, Canada L0R 2A0 (online)

7 WARWICK & WARWICK

Court House, Jury Street, Warwick CV34 4EW

8/10 CORINPHILA NETHERLANDS

Mortelmolen 3, 1185 XV Amstelveen, Netherlands

10 BIL

Washingborough Community Centre, Fen Road, Washingborough LN4 1AB

10 SOUTH WEST

The Watermark, Erme Court, Leonards Road, Ivybridge PL21 0SZ (postal)

13 UNIVERSAL

4 The Old Coal yard, West End, Northleach GL54 3HE

14 AJH

Dunkenhalgh Hotel & Spa, Clayton-le-Moors BB5 5J

19/24 HEINRICH KÖHLER

Hasengartenstraße 25, 65189 Wiesbaden, Germany

26/27 LODDON

Unit 3, Ducks Nest Farm, Eversley Road, Arborfield Cross, Reading RG2 9PJ

28 BRIAN REEVE

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

28 GROSVENOR

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MAY

5 WARWICK & WARWICK

Court House, Jury Street, Warwick CV34 4EW

12 AJH

Dunkenhalgh Hotel & Spa, Clayton-le-Moors BB5 5JP

FORTHCOMING

ROBERT A SIEGEL

On 9–10 February, Robert A Siegel in New York will offer the James P Myerson Collection of Superb United States Stamps. This collection, comprising 19th-century issues in used condition and 20th-century and back-of-book issues in original-gum condition, has been described as combining postal history with gem-quality stamps.

A particular feature of the collection are the classics with red cancels, and the fact examples with the standard black cancels usually have light strikes or face-free placement, leaving the vignette unobscured.

The Washington-Franklin definitive series is represented by examples covering most of the major rarities, such as the 4c. and 8c. on bluish paper, the 2c. American Expeditionary Forces booklet pane, rare coils and rotary press waste issues. A rare 1909 8c. olive green on bluish paper in a wonderful condition and with wide margins is a key item (lot 274).

Additionally, the sale also includes some rare and impressive examples of modern missing colour and perforation errors.



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 with details of future events.

2021 MARCH

18/20 HERTOPOST 2021

Brabantallen, Diezekade 2,
's-Hertogenbosch, 5222 AK,
Netherlands

hertogpost-event.nl

25/27 VIRTUAL STAMPEX

PTS, PO Box 919, East Grinstead
RH19 9PH

thephilatelictaderssociety.co.uk

2021 APRIL

16/17 SCOTTISH CONGRESS

Dewars Centre, Glasgow
CANCELLED

scottishphilately.co.uk/congress

2021 MAY

14/15 SPRING SOUTH OF ENGLAND POSTCARD FAIR

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

postcard.co.uk/woking.php

2021 JUNE

10/13 ALPE ADRIA TARVISIO 2021

Palazzetto dello Sport, via Degli
Atleti Azzurri, Tarvisio (UD),
33018 Italy

alpeadria.eu

2021 JULY

16/17 YORK STAMP AND COIN FAIR

York Racecourse, York YO23 1EX

stampshows.net

2021 AUGUST

12/15 GREAT AMERICAN STAMP SHOW

Donald E Stephens Convention
Center, 5555 N River Road,
Rosemont, IL 60018, USA

13/15 NORDIA 2021

Musiikkikeskus, Kuopionlahdenkatu
23, 70100 Kuopio, Finland

postimerkkikerho.fi

25/30 PHILANIPPON 2021

Pacifico Yokohama Exhibition Hall,
Yokohama, Japan

japan2021.jp

2021 SEPTEMBER

17/18 AUTUMN SOUTH OF ENGLAND POSTCARD FAIR

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

postcard.co.uk

24/26 MULTILATERALE 2021

St Pölten, Austria

24/26 ÖVEBRIA 2021

Jahrturnhalle, Jahrturmstrasse 15,
3100 St Pölten, Austria

voeph.at

29/2 AUTUMN STAMPEX

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

thephilatelictaderssociety.co.uk

29/4 BALKANFILA 2021

Bucharest, Romania

balkanfila.org

2021 OCTOBER

15/16 SALISBURY STAMP AND POSTCARD SHOW

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

machins.org

15/17 NOJEX-ASDA POSTAGE STAMP EXPO

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

americanstampdealer.com

15/17 STAMPA 2021

Griffith College, South Circular
Road, Dublin 8

stampa.ie

2021 NOVEMBER

9/13 CAPE TOWN 2021

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

capetown2021.org

19/22 NOTOS 2021

Peristeri Exhibition Centre,
Athens, Greece

hps.gr/notos2021

2021 DECEMBER

9/11 MONACOPHIL

Musée des Timbres et des
Monnaies, Terrasses de Fontvieille,
Monaco

mtm-monaco.mc

2022 FEBRUARY

19/26 LONDON 2022

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

Please note new website address
london2022.co

2022 MARCH

31/3 HUNFILEX 2022

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

hunfilex2022.com

2022 MAY

6/10 TAIPEI 2022

Taipei World Trade Center, Xinyi
Roadm Xinyi District, Taipei City,
Taiwan

taipei2020.post.gov.tw

18/22 HELVETICA 2022

Padiglione Conza, Lugano,
Switzerland

helvetia2022.ch

2022 JUNE

9/12 CAPEX 2022

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

2022 AUGUST

4/9 INDONESIA 2022

Jakarta, Indonesia

indonesia2020.com

25/28 GREAT AMERICAN STAMP SHOW

Sacramento, CA, USA

stamps.org

2022 SEPTEMBER

8/11 MELBOURNE 2022

Caulfield Racecourse, Caulfield
East, Victoria 3145, Australia

melbourne2022.com.au

2022 OCTOBER

14/16 NOJEX-ASDA POSTAGE STAMP EXPO

Hilton Meadowlands, 2
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americanstampdealer.com

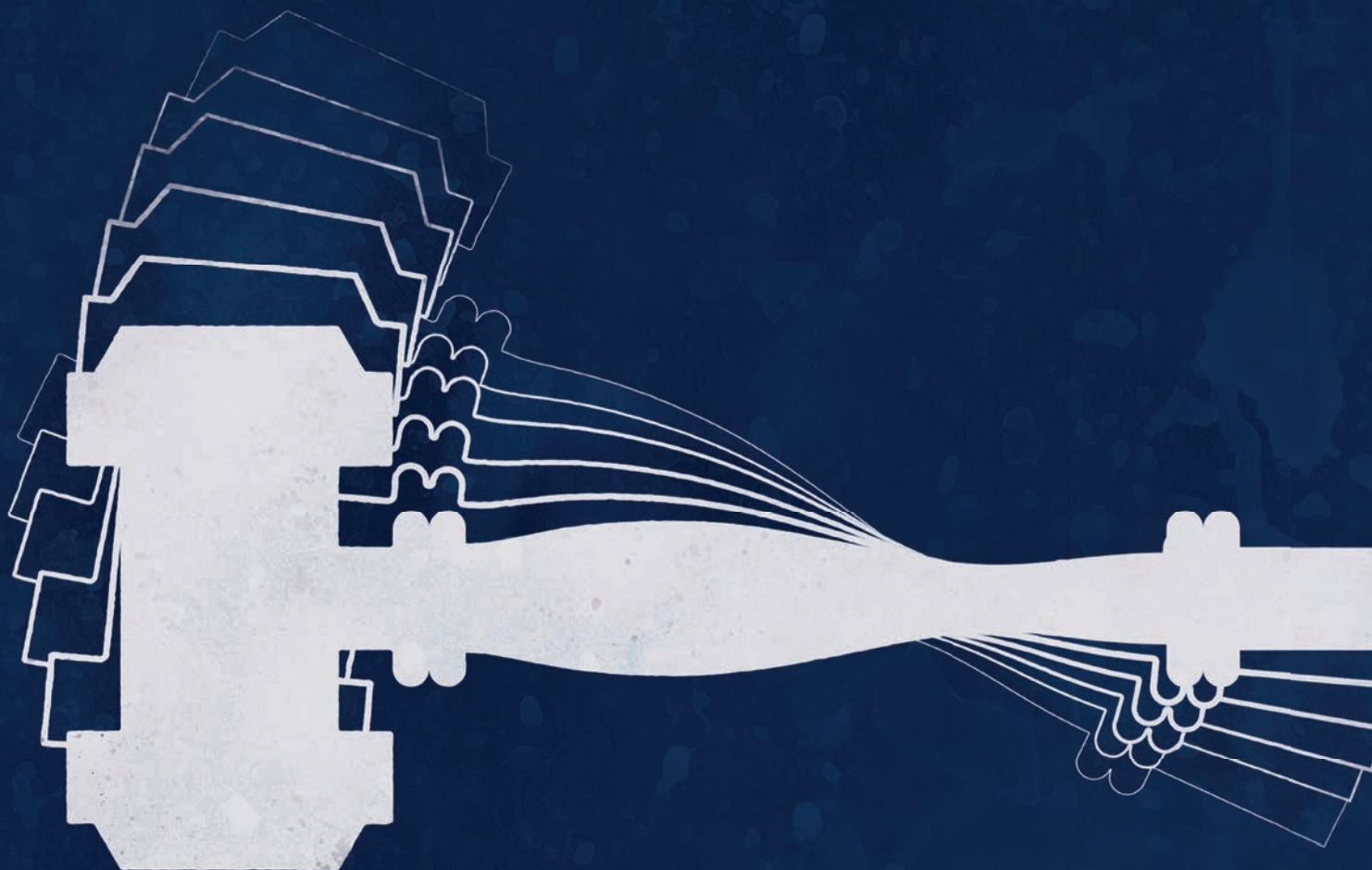
14/16 STAMPA 2022

Griffith College Conference
Centre, South Circular Road,
Dublin 8, Ireland

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Philatelic Exporter

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Regular Feature: Back Stampix

Graham Phillips recalls what was pictured in *Philatelic Exporter* in...

FEBRUARY 2012



To mark the shifting of the International Date Line on 28 December 2011, Samoa issued this 'Leap into the Future' triptych comprising two stamps and an explanatory label on 1 December 2011. Samoa was 21 hours behind eastern Australia and 23 hours behind New Zealand, but moving the date line to the east of Samoa brought its time more in line with its major trading partners in the Pacific, making it three hours ahead of Sydney and one hour ahead of Wellington in New Zealand.



A proposed joint 'Friendship' issue by Gibraltar and Israel in June 2011 was cancelled at the last minute because Gibraltar had objected to the depiction by Israel on the right of the stamp of the King David Citadel in East Jerusalem as it was in disputed territory. Although Israel was invited to submit an image of another landmark, nothing was forthcoming so the issue was abandoned by both countries.



Glen Stephens reported that the Dutch Postal Service had been 'defrauded of millions of euros' through forged stamps being sold for postage. In this picture, only the 50c. stamp (lower right) is genuine. Oddly, most of the fake stamps on the cover are denominated in guilder, the old pre-euro currency of the Netherlands, which was still allowed to be used for current postage.



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1st class @ 79 % of face value (1000 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.

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

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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

Office: 01451 861111

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

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