

Established 1945

Philatelic Exporter

JANUARY 2022 THE WORLD STAMP TRADE JOURNAL



AUCTION HIGHLIGHTS FROM
AROUND THE WORLD



The PTS Awards

Full results plus interviews
with two of the winners



The Specialist View

How to successfully
list stamps online



Europe

A guide to the Durham
issues of Switzerland



Postcard World

Postcard artist Louis Wain
stars on the big screen

SPARKS

AUCTIONS

We are proud to announce our exciting 2022 schedule of auctions, featuring 5 name sales plus our very popular regular general sales, with more to come, so check our website for constant updates!

January 2022: *The Parker Family collection of early Canada and BNA essays, proofs and stamps.*

February 2022: *The Red Baron collection of exceptional quality mint never hinged Canadian Semi-Official Airmail stamps plus postal history.*

February 2022: *The Bytown collection of exceptional quality mint never hinged Canada and Newfoundland.*

Spring 2022: *Our general sale of stamps, postal history, lots and collections and ephemera, featuring The Burnside House collection of early Falkland Islands and other valuable Canadian, British Commonwealth and worldwide consignments*

Fall 2022: *The Daniel Cantor collection of Queen Victoria Leaf and Numeral stamps and postal history plus a general sale of stamps, postal history, lots and collections, ephemera and supplies.*



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Dear Reader

Welcome to the January edition of *Philatelic Exporter*. The New Year is normally a time to

look forward and make plans, but the ever-changing situation in which we find ourselves is an added complication to all our lives. That is why it is wonderful to be able to pause and celebrate the world of philately. The recent PTS Awards have, for the second year, highlighted the amazing and innovative work that is going on across the industry. As an added bonus, the addition of the new People's Choice Awards meant the voting was open to everyone not just the three official judges. There are features on two of the winners this month, with the remainder appearing in next month's magazine. Congratulations to all the winners and runners-up.

Congratulations must also go to Hayley, PE's designer, on the birth of a healthy daughter, Eva, on 4 December.

Best wishes for a successful, safe and happy New Year,

Alison Boyd
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News Round-up

Sale at Abacus Auctions • Wallace Document Fails to Sell • First Stampex Auction

RECENT SALE AT ABACUS AUCTIONS

AT the beginning of December, Abacus Auctions in Melbourne held a four-day sale across all areas of the company's operations – stamps and postal history, coins and banknote, general collectables and sporting memorabilia. Hammer prices of A\$2,715,000 (84% of pre-sale estimates) plus buyers' premium resulted in total purchases exceeding A\$3 million, with 1947 of the 2469 lots sold and a 79% clearance rate.

The first day was devoted to the exceptional 'Artemis' Collection of Kangaroo and Map Rarities, for which Abacus produced a hardbound catalogue with a full page of descriptions and illustrations for every one of the 150 lots. Lots priced up to \$5000 attracted strong bidding, with most selling for more than their estimates.

Top price was A\$119,800 for the 2s. error pair, described as the most important item in the 'Artemis' Collection (lot 98). Coming from the upper-left corner of the right-hand pane, the pair was imperforate on three sides and had part of the adjoining marginal 'jubilee' line at the left. Imprint blocks of the £2 Third watermark



Harrison and Small Multiple watermark Ash each sold for A\$89,850 (lot 128 and lot 138). Prices quoted all include buyers' premium.

A full auction report will be included in next month's 'Around the Rooms'.

WALLACE DOCUMENT FAILS TO SELL

THE much-publicised Wallace Document, which was up for auction at Sotheby's on 7 December, failed to find a bidder at the sale. Described as the earliest known example of the 1840 Penny Black, the document comprised an unused 1840 Penny Black (AI) from plate 1a together with the progressive proof of the 1840 Mulready (without value) from the original brass plate in black on India paper. These had been mounted on scrap-album card with pencil annotations in the hand of Robert Wallace MP.

Following the death of Robert Wallace in 1855, this document had gone to the Caldwell family, where it remained until offered for sale by Cavendish Philatelic Auctions in 1991. The present owner bought the document in a private sale on 8 October 2013. Since then, it has been exhibited at the World Stamp Show in New York (28 May to 4 June 2016) and then in the Court of Honour in 'From Royal Mail to Public Post' at the National Postal Museum in Washington DC (28 October 2016–16 January 2017).



SCOTTISH CONGRESS 2022

AFTER both the 2020 and 2021 events were cancelled due to the impact of Covid-19, 2022 will see the return of Scottish Congress. The event is scheduled to take place 22–23 April at the Dewars Centre, Perth, with Perth Philatelic Society as hosts. For full details of the event, please see the Congress page on the website of the Association of Scottish Philatelic Societies (scottishphilately.co.uk/congress).

FIRST EVER STAMPDEX AUCTION ANNOUNCED FOR STAMPDEX IN AUTUMN 2022

THE Philatelic Traders' Society have announced the first ever live auction at Stampdex will take place at Stampdex in autumn 2022, with auction houses around the world invited to tender to be the Stampdex Live Auction Partner.

Tenders to be the auction partner, which opened on 7 December 2021, have to be in by midday (London) on 31 January 2022, with the winner being revealed during London 2022. All applicants must be PTS members but do not need to be a Stampdex stand holder (non-PTS members can submit a bid but it will only be officially accepted once an application for membership has been referenced). The winning tender will be informed on 9 February 2022.

A £12,000 partner commitment fee (to be paid in February 2022) will confirm the brand as the official Stampdex Live Auction Partner. The brand will also have to confirm 5% of the overall auction hammer price as a guaranteed minimum commission. The winner of the tender will be the auction house who commits to the largest

minimum commission. Monies owed to the PTS for the partnership will be, therefore, a total of the £12,000 fee plus 5% hammer price (or guaranteed minimum commission if higher than 5%). The winner will only conduct the 2022 live auction because, in 2023, bidding will open again.

The Stampdex auction will take place in a dedicated auction zone on the mezzanine at the Business Design Centre on Thursday 29 September 2022 and will run from 5pm–8pm (London time). It is estimated a total of 300–400 lots can be sold within this time.

Simon Carson, Chair of the PTS, commented: 'We regularly get approached by businesses asking if they can host an auction at Stampdex and for years we have held back. However, we know from other international exhibitions that auctions add buzz and excitement. We are excited about adding this initiative into Stampdex Autumn 2022 and look forward to welcoming everyone to celebrate the first ever event.'

For full terms and conditions, see the PTS website (thepts.net/stampdexliveauctionpartner.html).

Children's Stamp Set • Rossiter Lecture Announced • London 2022 Covid-19 Update

CHILDREN'S STAMP SET ANNOUNCED BY SWISS POST

SWISS Post has announced that it will now publish a children's stamp set four times a year to coincide with the issuing of their new stamps. The new product is available as a magazine and features specially created characters named Phila and Franco.

Each issue of the 20-page A5 set will include a selection of the newly issued stamps – the first issue will contain five cancelled and three mint stamps – and an f.d.c. and postcards to be coloured in or designed by the children themselves. The magazine will also feature facts and information on the topic of stamps and writing, a range of puzzles and craft ideas, and a comic starring the characters Phila and Franco.

The set is suitable for children aged seven to ten years old and aims to help them discover the world of stamps. It is available both as individual issues and on subscription (swisspost.ch/stampsubscriptions). Samuel Glättli, who is one half of the illustration team for the Globi book series and has illustrated numerous other children's books, will be providing the illustrations for Phila and Franco.

THE ROSSITER LECTURE

SIMON Richards FRPSL will give the Rossiter Lecture, entitled 'The Influence of Military History on Postal History: Anglo-French Rivalry in the Caribbean', at the RPSL, 15 Abchurch Lane, London, on 28 April. For more details, visit the website (rossitertrust.com).

SPECIAL DELIVERY GUARANTEED AND SIGNED FOR STAMPS WITHDRAWN FROM SALE

ROYAL Mail has announced that Special Delivery Guaranteed and Signed For Stamps will no longer be available for sale from the Post Office or Royal Mail direct channels. This decision has been taken due to a continued decline in usage and demand for these stamps over a number of years. The services will continue to be available using labels printed at the point of purchase. The sale of these stamps from Post Office and royalmail.com ceased on 31 October, but they will remain available via philatelic channels until 31 January 2022, at which point they will be fully withdrawn.

**NOMINATIONS INVITED FOR THE CRAWFORD MEDAL FOR PHILATELIC BOOKS**

THE Royal Philatelic Society London is looking for nominations for the latest annual Crawford Medal award. The medal is given to the most valuable and original contribution to the study and knowledge of philately in book form – physical or electronic. Nominations are now invited for any book on a philatelic subject that has been published and was available for sale in 2020 or 2021. The book does not have to be published by the Royal Philatelic Society London or be written by a Royal member and nominations are accepted from any individual, society or body.

LONDON 2022 COVID-19 UPDATE

IN the light of the new Omicron variant of Covid-19, the organising committee of London 2022, scheduled to take place 19–26 February

at London's Business Design Centre, released a statement on 14 December making it clear that it 'has absolutely no intention of cancelling or postponing London 2022'.

They went on to say that although coronavirus cases in the UK are currently increasing there were, with the removal of all countries on the 'Red List', no restrictions on visitors entering England from overseas. Additionally, once visitors have had results of a negative test done on arrival, they will face no travel restrictions. Once in the country, attendance at events is straightforward for those who can demonstrate they are free of Covid-19.

The committee acknowledge that it is clearly a fast-moving situation and they are, of course, subject ultimately to government control, and while they believe the government is very unlikely to cancel events, they cannot rule this out.

The Organising Committee has established an email address (covid@london2022.co), where any questions concerning the latest Covid-19 plans can be sent. If the situation changes significantly, more information will be released, and an updated report is planned for the first week of 2022.

Shortly before this update, further details were revealed of some of the attractions planned for the event. Over 30 societies will be holding meetings during the exhibition. In addition, some 15 societies will each have a table on 23 February, providing an opportunity for visitors to meet existing members and to find out more about what each society offers.

The European Federation of Philatelic Associations (FEPA), is holding two seminars during the event. The first, on 20 February, and will be conducted by John Davies FRPSL on 'Best Practice in Youth Philately', while the second, 'Digitalisation and Social Media in Philately', will be led by Dr Eric Scherer on 25 February.

In addition, the International Federation of Philately (FIP) will be holding meetings of a number of the Commissions that are involved with particular aspects of the hobby. These will be: Astrophilately (21 February); Traditional (23 February); Revenues (23 February); Literature (24 February); Postal History (25 February); and Postal Stationery (25 February).

For the very latest information on London 2022, including details of timing for meetings and seminars, please visit the event's website (london2022.co).



Nominations should be sent to Nicola Davies, Head of Collections, at The Royal Philatelic Society London, 15 Abchurch Lane, London EC4N 7BW or emailed to her (librarian@rpsl.org.uk) by 31 January 2022 at the latest. A non-returnable copy of the nominated book must be supplied to the RPSL library by that date if it does not already have one.

The Crawford Medal is named to honour the memory of the Society's former President, Lord Crawford. It was first presented in 1920, to Hugo Griebert for *The Stamps of Spain 1850–1854*, and has been awarded in most of the 101 years since.

Royal Mail Year Products For 2021 • Computer Algorithm Used to Design Stamps

ROYAL MAIL YEAR PRODUCTS 2021

ROYAL Mail rounds off 2021 with a selection of annual products that gather together its entire commemorative stamp programme from the past 12 months. Four annual products have been released: a 64-page hardback Yearbook; a 2020 Yearpack, containing all of the 2021 commemorative stamps and miniature sheets; a 2020 Year of Presentation Packs collection; and a similar collection featuring every Royal Mail miniature sheet issued in 2021.

As well as containing all of the commemorative stamps, miniature sheets and special postmarks produced by Royal Mail during the year, the 2021 Yearbook, priced at £199, offers plenty of information on each of the subjects featured in the 2021 stamp programme. Containing a total of 146 commemorative stamps, worth over £174, this 64-page Yearbook, limited to just 5000 individually numbered editions, also boasts 15 chapters of information on this year's themes – each written by a specially commissioned expert in their field.

The 2021 Yearpack, priced at £180, contains every Royal Mail commemorative stamp and miniature sheet issue of 2021, all housed in a decorative protective folder. Each pack contains £174 worth of stamps, all held in black protective carriers. Additionally, each miniature sheet's carrier card features a brief overview of each stamp issue, technical details and alternative postmarks.

As the name suggests, the 2021 Year of Presentation Packs collection, priced at £185, contains all 15 presentation packs issued by Royal Mail in 2021, all displayed in a leather-effect case. The collection is packed with stories, images and, of course, the stamps, for every commemorative issue up to this year's Christmas stamps.

The final member of this year's annual product range from Royal Mail is the 2021 Year of Miniature Sheets collection. Priced at £59, this contains all ten miniature sheets issued in 2021, housed in an illustrated bespoke folder, along with their respective carrier cards containing more information about each of the sheets.



COMPUTER ALGORITHM USED TO DESIGN STAMPS FOR THE FIRST TIME

ON 1 November, the Netherlands released a stamp sheet called Digi Art, which is believed to be the first stamp sheet in the world to be created by a computer algorithm.

The five stamps on the sheet, designated as 'Nederland 1', each feature a unique computer-generated design based on a collection of around 1500 stamps dating from 1852 to 1920. At first glance, the five stamps look as if they have actually been issued but appearances can be deceiving. Although they may look like classic stamps, they are not. All the elements are familiar, such as an image in the centre surrounded by a decorative frame, text along the bottom, decorations in the corners and perforations, but the images are not issued stamps from the 1852–1920 period.

To create the new stamps, a dataset of 4500 different stamp images from dozens of countries was initially fed into the algorithm. This was whittled down to 1500 stamps over time because the process ran into some difficulties, such as stamps with slight damage, which the algorithm then recreated on the new images.

The sheet edge features ten old Dutch stamps. These are connected to the stamps in the sheet with vertical

lines via a horizontal wave. The lines indicate the direction that the old stamps have travelled through the algorithm – represented by the wave – to form the new stamps.

The project was conceived by the team at PostNL as part of innovation sessions outside of their normal roles, but as it proved so popular, the sheet has been issued.



On the Road

Although faced with some challenges, the 2021 Perth Stamp & Coin Show went ahead.

FOR the 2021 Perth Stamp & Coin Show, West Australians were once again denied the presence of the eagerly anticipated eastern states' dealers as the borders were closed to other states. This was very disappointing for both dealers and collectors as they were all looking forward to reuniting and freely trading once again. In addition, Australia Post Melbourne philatelic staff had been scheduled to attend, as had Michael Drury to advise and assist with Kangaroo and King George V identification and certification.

However, the event was able to proceed from 29–31 October and collectors eagerly waited outside the venue. WA based dealers had quickly absorbed the vacant stand spaces, plus there was the addition of some new part-time dealers filling the void. Australia Post were able to use local staff and, as always, their limited edition products were an instant sell-out, including an attractive set of RSPCA postal numismatic covers limited to 120 per day. The West Australian First Air Mail miniature sheet was a popular thematic.

Trading was brisk as collectors had been starved of opportunities to spend at shows and club events (1–2). This was reflected in several dealers having their best stand takings at this show.

Ace Stamp Auctions had a large stand in the reception showcasing lots from their upcoming 27–28 November auction, including an original leather flying jacket belonging to Sir Charles Kingsford Smith and a hail-damaged propeller from the *Southern Cross* from its eventful 1928 flight across the Tasman. There were also two 1919 England to Australia flight covers and another on piece.

In addition, the *Swanpex* annual competitive exhibition was incorporated for the first time with displays on the newly refurbished APF frames in the adjoining room. Another first was the presentation of the E M Hasluck Medal at the show. This was established in 1983 by the West Australian Philatelic Council as an award in memory of E M Hasluck and his fellow officers serving in the Colonial Post Office of Western Australia in the 19th century. In particular, the award acknowledges the contribution of Hasluck and others to Post Office and Telegraph services during the Gold Rush era. This year, it was awarded to Ken Moore for his services to the hobby in WA.

With so much uncertainty for 2022, it has been decided, once again, to run with two Perth Stamp & Coin Shows in 2022. The first will be primarily for West Australian-based dealers as the border situation has still not been confirmed for the first few months of next year. It is then hoped to resume business as usual later in the year with a full complement of national dealers and maybe even international dealers! The dates for 2022 are 4–6 March, with a second show from 30 September–2 October.



1 Australia Post doing brisk business as collectors enter the show



2 Ian Boulton (right) and Damon Mayston

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The 2021 PTS Awards

The PTS Awards, which saw the introduction of People's Choice Awards this year, showcase the amazing work people have done within the hobby and the trade.

THE PHILATELIC TRADER

AFTER Conversations with Philatelists described the PTS Awards in 2020 as the Academy Awards of the philatelic world, the PTS were delighted. This year's awards proved to be equally as exciting, especially with the addition of the special People's Choice Awards, which produced a fantastic response from the public, with over 2400 votes cast in the week it was open.

The awards were originally launched to help inspire people and to celebrate the amazing work businesses, members and individuals did throughout 2020 when so many businesses had to think of their feet and pivot. This year has had similar challenges and again businesses in the philatelic world have come up with exciting concepts and creative initiatives, which these awards celebrate.

Sandie Robb, Jack Zhang and Gavin James were the judges for this year's awards.

Legacy Champion of the Year Winner
Legacy Champion of the Year People's Choice Winner

Graham Beck



Tell us about your business?

'Exploring Stamps' is a YouTube channel and social media presence that promotes philately to all levels within the hobby. The channel started in 2016 and has been gradually following me (Graham) as I learn

about the hobby one stamp at a time. Today, the channel has nearly 24 thousand subscribers with 2.5 million views.

How has the last year been for your business?

The last year has been encouraging for the channel and the future of the hobby. There has been an increase in subscribers that has surpassed previous years as philately's online presence has continued to grow. The online community is continually finding more people that are rediscovering their collection and turning to the internet to learn more and connect.

How was it impacted by the current pandemic?

With the pandemic, I saw an opportunity to make some changes to the style and flow of the channel. One reason for this change was the need to claim some of my studio (spare bedroom) as an office for my day job. Up until the pandemic, my style had limited interaction with the online community, I primarily spoke into

AWARD WINNERS AND RUNNERS-UP

Ambassador of the Year Winner

Suzanne Rae, Art Stamped

Runners-up

Sébastien Delcampe, Delcampe

Charles Epting, H R Harmer

Ambassador of the Year People's Choice Winner

Sébastien Delcampe, Delcampe

Legacy Champion of the Year Winner

Graham Beck, Exploring Stamps

Runners-up

Lawrence Fisher

Philatelovely

Legacy Champion of the Year People's Choice Winner

Graham Beck, Exploring Stamps

PTS Contributor of the Year Winner

Spink

Runners-up

Sébastien Delcampe, Delcampe

Empire Philatelist

PTS Contributor of the Year People's Choice Winner

Sébastien Delcampe, Delcampe

Creative Concept of the Year Winner

Stanley Gibbons

Sébastien Delcampe, Delcampe

Runners-up

Museum of Philately

The Postal Museum

Creative Concept of the Year People's Choice Winner

Sébastien Delcampe, Delcampe

the camera and shared my learnings to the viewer. As I was able to rethink my studio and format, I decided to incorporate the community's voice to include a larger discussion, have interviews, look through viewer mail and deal with current topics that involved the viewer's opinions and comments. For this new approach, the #philately show with a fresh new format was introduced and has largely been a success, I am still continuing with the original format of the channel as well.

What does winning this award mean to you personally and for your business?

It means a lot! Personally, I am very proud of how far the channel has come in the last five years. The amount of work and dedication to continually create new content that is both educational and

entertaining is something that I am particularly proud of, and the amazing audience that views and interacts with the channel is just incredible, something that I am very thankful for. From a business standpoint, I am excited. Having the PTS recognise content creators such as myself is a massive win for the hobby. The more people sharing and talking about stamps and philately online, the better. There are more channels out there today discussing the hobby than there were just two years ago, and I am hopeful that there will be more YouTube channels and other online content promoting this hobby in the coming months and years.

What do you love about stamp collecting?

What I love the most is the accessibility. Stamp collecting provides access to real historical artifacts that you can actually own and study. I was a terrible student of history in school and university, but my love and passion for history has really flourished through stamps. I can own an actual piece of a country's identity, a letter and stamp from the world wars, a piece of the space race and so on. This has to be the coolest hobby out there.

What does this year have in store for your business as a whole?

More videos. There is a lot of material that I have in mind to cover, and now that the channel has a lot more interaction with the viewers, there seems to be infinite topics to talk about. I hope to visit at least one society and stamp show this next year, and to continue evolving the world of online philately through video and social media with all of my peers.

Any new ideas you would like to share?

I would love to do more exploration of places through postal history and stamps. Unfortunately, with the pandemic, I did not travel too much in the last two years. There are other YouTube channels that are doing outstanding jobs in exploring philately by visiting real life locations as I once did, such as Stampcat Stamps and Richard Philatelist. I would love to thoroughly explore the postal history, stamps, letters and postcards of cities that are around me and create videos that showcase stamp collecting as the hobby it truly is – one that brings new perspectives to local histories and geographies amongst us. My home state's Atlantic City is top of the list for me.

Is there anything else you would like to add?

This hobby has stood the test of time, and will continue to inspire and excite us all to learn and explore. I am very thankful for rediscovering philately and am extremely grateful for the friends that I have met as a result. Many thanks are owed to the Philatelic Traders' Society for embracing online content and recognising its importance to taking this hobby into the future.

Sandie Robb: 'There really couldn't be a better definition of using one's knowledge and retaining it for future generations to come than the expert videos from Graham.'

Jack Zhang: 'Graham definitely should win this award because he uses his Youtube channel to reach millions of people to promote philately and especially he visited 2021 Stampex himself and recorded a few videos to let people around the world know more about the PTS and the show.'

James Gavin: 'Exploring Stamps continues to be a force in reaching multi-generational collectors and has inspired countless younger collectors to approach the hobby with new enthusiasm and vigour.'



Ambassador of the Year People's Choice Winner
PTS Contributor of the Year People's Choice Winner
Creative Concept of the Year Joint Winner
Creative Concept of the Year Winner People's Choice Winner

Sébastien Delcampe



Tell us about your business?

Delcampe is the biggest website in the world dedicated to selling and buying collectables. It was founded 21 years ago. Each month, hundreds of thousands of collectable items are sold on Delcampe with a positive feedback rate of almost 100%. The website has been designed

to provide a service adapted to the collectors' needs. It is essential that they can easily find the items they are looking for.

We offer stamp dealers the chance to sell items to collectors from all over the world thanks to the magic of the internet. It is also possible for auction houses to promote their catalogues on the website. Delcampe offers sellers a global reach from their home or their office.

We also encourage professional sellers by offering them a 10% discount on the commission fees they owe to Delcampe. This discount reaches 20% if the dealer has a VAT number.

The commission fees are amongst the lowest on the market so that Delcampe remains affordable for everyone. Listing an item is free. You only pay if the item is sold. This year, our sellers' turnover exceeded 38 million euros.

How has the last year been for your business?

Last year was a very special year for Delcampe. We celebrated our 20th anniversary with collectors. Our marketplace has been meaningful to many people during this particular period because for many collectors it has become the only way to do business.

The major project of 2020 was the launch of our series 'The World of Collecting' on the Delcampe Youtube channel. This proved to be an innovative and exciting project that was followed by many collectors.

Additionally, we are very proud to have won the People's Choice Award in three categories, as well as the joint PTS Judges Award in the Creative Concept of the Year category.

How was it impacted by the current pandemic?

Delcampe had a heavy workload at the start of the pandemic. We had to communicate with our members to reassure them and, especially, keep them updated regarding their listings. Around March 2020, there was some reluctance among our sellers to put new items up for sale.

Therefore, transactions risked being affected. We relaxed certain rules to take reality into account. Members responded well to these measures and understood that we were at their side to cope with these complex times.

People were forced to stay home and began to do some tidying up and searched for activities which could be done from home. Collecting is an excellent hobby to do from home and Delcampe was the ideal partner for them under the circumstances.

What does winning this award mean to you personally and for your business?

It is obviously a great honour for me and for Delcampe to have won these awards. Winning the Creative Concept Award is particularly meaningful to us because it is part of our values as a company.

Being one of the ambassadors of the year highlights how important it is for us to promote philately and collecting in general. We have been sharing our passion with collectors for over 20 years and enjoy promoting their hobby whether it be sponsoring shows, publishing free magazines or simply providing one of the most important virtual meeting places for sellers and buyers.

It is also very important for us to promote associations like the PTS. They are key players for collectors where they can find advice and conviviality. It is our duty to support them as best we can.

We are extremely pleased to see that the collecting community has come forward to support us in choosing the winners of these awards. We are very happy to share these great victories with them.

What do you love about stamp collecting?

Philately is absolutely fascinating because, in many ways, it's connected to history. I have a collection of letters bearing the first stamp of their country. I still have some work to do to complete this collection, but I

have made many interesting discoveries. Also, stamp collecting doesn't require a lot of space, but it does enable us to travel all around the world from one page to the next. We are all in need of escape in present times.

What does this year have in store for your business as a whole?

We are working on a number of ambitious projects that should be implemented in 2022. At this very moment, we are continuing to improve our automated shipping fee management system in order to make life easier for our sellers and to enable buyers to see directly the total amount of the transaction by covering defined geographical areas. We are also developing a Delcampe app for mobile phones to make browsing our website easier. This is becoming increasingly important for collectors.

Of course, we will continue to update our blog and our Youtube channel. We are planning videos on the best Delcampe sales, as well as new capsules of the World of Collecting. Readers can discover the Delcampe Magazine, Special Edition No. 4, in English for free as of 16 December. Several articles related to philately will be published.

Any new ideas you would like to share?

This year has been a great year for me in terms of recognition. I have been admitted as a fellow of the RPSL, nominated as one of the most influential philatelists of the last 20 years by Linn's and now by the PTS. I am very proud of these honours and hope to continue to prove myself worthy of the trust placed in me by the associations and the members of Delcampe.

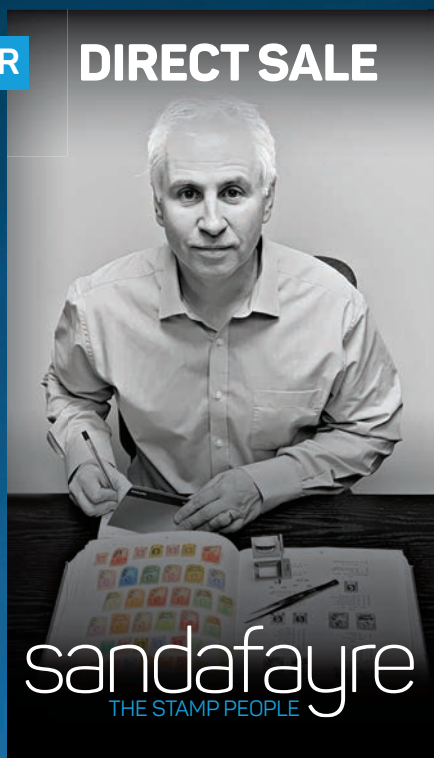
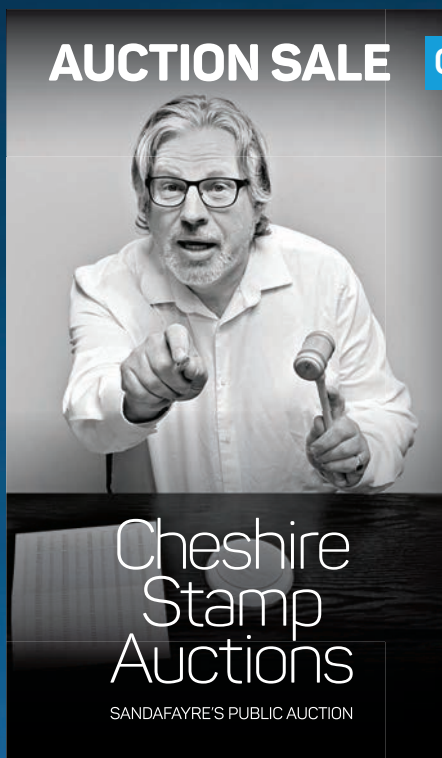
James Gavin: 'Delcampe's Digital Zone was an innovative way to connect traditional and modern collectors through an innovative approach.'

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The Famous Durheim Issues of Switzerland

Michael Burzan explains how the Durheim issues of Switzerland, on sale since 1850, offer the dealer a wide variety of options, ranging in value from the cheapest to the most expensive and sought-after.

THE first issues of the Swiss Federal Post Office, which were in circulation between May 1850 and September 1854, represent an important chapter far beyond the postal history of the country. They are known as the 'Durheim issues' after the name of the lithographer and printer who produced them, mainly in multicolour lithography. According to the postal rates for which they were primarily created, they include the local post values of 2½ centimes for carriage within a municipality (with the inscription 'ORTS-POST' or 'POSTE LOCALE' for the French-speaking areas) (Mi 5/6, Zu 13/14) and the 'Rayon' stamps of 5c., 10c. and 15c. (Mi 7/12, 15/20). The 170th anniversary of the 'RAYON III', first issued on 1 January 1852, provides a good reason to take a closer look.

Whoever wants to deal more intensively with the local post and Rayon stamps of the Swiss Federal Post will be guided by SG, MICHEL, Scott or Yvert numbering, as well as the literature and offers of Swiss philately according to Zumstein/SBHK (the stamp dealers' association of Switzerland). While Zumstein numbers all Swiss issues from 1 March 1843 (Zurich 4c. and 6c.) consecutively, MICHEL treats the early issues of the cantons of Zurich, Geneva and Basel separately, and then starts with the stamps of the transition period from the postal districts of the Swiss Confederation between October 1849 and August 1851 – the so-called 'Waadt 4' and 'Waadt 5', with the inscription 'POSTE LOCALE', along with the 'Neuenburg' from Geneva (Mi 1/3, Zu 9/11) and the 'Winterthur' from Zurich

(Mi 4, Zu 12). All these four values could already be used for franking throughout Switzerland and retained their validity until the end of September 1854. They already bear in different forms the 'Swiss cross' in white on a red background, which has been added to the national coat of arms. In a different design, this also features on the local post and Rayon stamps, which like their predecessors became invalid from 1 October 1854.

New postal system for the federal state

On 12 September 1848, the people's representatives had proclaimed the founding of the federal 'Swiss Confederation' and drew up a new constitution. The creation of a unified Swiss postal system took place on 1 January 1849 and was comprised of 11 postal districts, each with its own directorate (1).

The Federal Post Office began operations in 1850 and was responsible for the transport of all types of mail up to five 5kg in weight, as well as passenger transport on regular periodic routes. The legal requirements of June 1850 set uniform postal rates for the entire country for the first time. The profits from postal operations flowed into the cantonal coffers. At that time, there were 1500 post offices throughout the country.

The division of distance zones into 'rayons' (perimeters) took into account not only the distances between the place of posting and the address of the recipient as the crow flies, but also the hours of travel required to deliver an item by post and messenger.

Rayon I corresponded to a distance of less than 10km and up to two hours of travel and cost five centimes, in the basic tariff for letters weighing up to half a loth, with two loth equal to one ounce (2). At ten centimes, the Rayon II was valid for routes up to 48km and ten hours of travel (3). The Rayon III, at four times the distance and time, cost 15 centimes and came into use from January 1852 (4). Until 1852, there was also a postal rate zone called Rayon IV, which covered distances of 192km and over, and 40 hours of travel. However, no separate stamps were issued for this rate of 20 centimes. Items with a higher weight were taxed at five centimes per half loth.

With the creation of the new federal state, the decision on its currency had to be made. There was heated debate about whether to follow the South German system of guilders at 60 kreuzers or the French model of a decimal system with francs and

...all the details, numbers and letters had to be drawn by hand 40 times...



1 1949 centenary set of Switzerland's Federal Post Service on a registered f.d.c. with French cancellation (Mi 510/21, Zu 29/93, €15, AAK)



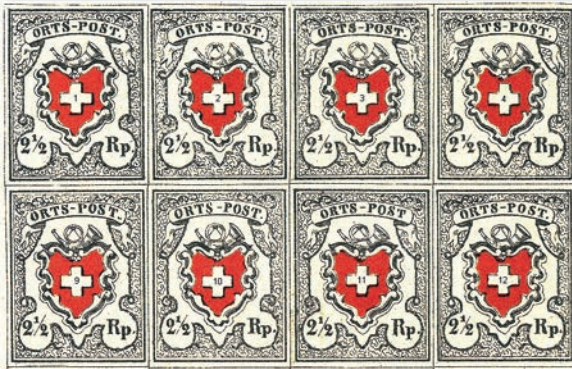
2 Hard to see in unused pairs – Rayon I light blue from upper margin, with types 2 and 3 (stone A20; GH)



3 Pairs of unused Rayon II are also difficult to find. Here they are without cross frame (stone A10, types 13+14)



4 In a rare combination, three Rayon III, with small value numeral '15', and a Rayon I light blue; mixed frankings of Rayon issues can fetch up to five figure amounts (GH)



5 Reconstruction of the upper-left corner of a sheet of the Orts-Post 2 1/2 rappen (types 1–4 and 9–12). No two stamps in the sheet of 40 are alike (Pro-philatelie)

centimes. With the 'Federal Law on the Federal Coinage System' of 7 May 1850, the Swiss franc was introduced on a silver basis. This ensured the uniform value and selling price of the first all-Swiss stamp, which came into use only 11 days later.

Carl Durheim – photographer and lithographer

The creator of the first postage stamps for the Federal State of Switzerland was Carl Durheim (also known as Karl or Charles) from Bern, who was born on 23 November 1810. At the age of 16, he came to Paris and began training as a lithographer. Over the years, he continued to learn new lithography and photography techniques in France and Germany, and he opened Bern's first photographic studio in 1846, which was one of Switzerland's leading ones by the 1850s.

He received a medal for his photographic work when he participated in the Paris World's Fair in 1855. In its important collection on photography and the daguerreotype, the Museum Ludwig Archive in Cologne owns, in addition to almost three dozen original photographs, printed labels and business cards by Charles Durheim, which refer to his awards and honours.

Old Switzerland specialist Gottfried Honegger has a letter dated 14 October 1972 from Werner Städeli, the connoisseur and researcher of Durheim's issues, from which I would like to quote some passages because they also provide answers to questions about the colour variety of the first printing stone of the yellow Rayon II (stone A1) and could, therefore, still be of interest today. Städeli wrote:

'Durheim had started printing the Stone A1 stamps a few months before issue (Oct. 1, 1850). He was undoubtedly looking for the most suitable yellow colour for the RII and tried all possible yellow colours and mixtures. He seems to have found it then, because with stone A2 the dozens of colour variations found in A1 suddenly disappeared. Of course, as in every stone, there are also colour variations in A2. My collection consists not only of pieces by printing stone, but mainly of colour variations within a printing stone. I have a whole volume of only Rayon II A1 and invite you to come and see it once when you come to Zurich.

'At the end of the 1940s, I travelled all over Western Europe, from Spain to England to Norway, and in addition to the better printing stones, I mainly looked for colour variations within the individual printing stones. Abroad, rayon printing stones were not known anyway and in Switzerland at that time there were at most five specialists, with varying degrees of skill, who began to collect this field. I bought what I could somehow and brought it home to Dr. Munk, for the purpose of taking a photo.

'Stone A1 must be regarded as a single test object of Durheim. Among these pieces there are such yellow prints, which I consider even rarer than the so-called tobacco browns. But this can only be seen by a specialist who deals specifically with this area.'



6 Poste Locale without framed crosses (types 15 and 16) from 'LENZBURG 16/10 51' (inverted date) on folded letter, which went from CHF60,000 to CHF120,000 (Corinphila)

7 Rayon I with and without framed cross on one letter (ex Erivan), which went from CHF20,000 to CHF42,000 (Corinphila)



Local post – Poste Locale

Just how laborious the creation of the first federal stamps was can be imagined when one realises that all the details, numbers and letters had to be drawn by hand 40 times in five rows of eight values on the original printing block. Of course, this was not possible in an identical way – nor was it intended to be as people were afraid of forgeries at the time. If you take a closer look under a magnifying glass and look at comparative material, you can quickly see that the squiggly lines in the grey-black framing are shaped differently on each stamp. In this way, there are regularly 40 different types in the printed sheet (5).

In addition to works in the specialist literature, Pro-philatelie provides forgery identification of the Orts-Post to Rayon issues, which can be viewed online and downloaded from their website (pro-philatelie.info). According to this, there are basically 40 types of each of the issues 'ORTS-POST' to RAYON II, all of which can be distinguished from each other in the design, without the red coat of arms being taken into account. Depending on the printing stone, each type occurs two to four times, with further minor differentiations, so that the position of each stamp in the sheet can be precisely determined.

A cross with rarities

What makes things even more exciting for local post up to Rayon II are the black border lines around the Swiss cross in the centre of the coat of arms; the so-called 'framed cross' (6–7). They were

missing on the first version of the local post from May 1850 (Mi 5II) and can be traced from mid-July 1850 (5I). The 'Poste Locale' bears black frame lines on the early issues of October 1850 (6I), and from April 1851 they date without black framing around the cross (6II). Beware, there is a considerable risk of forgery and manipulation to fake rarer variants with these features!

Two of the Rayon issues with complete cross border have become top rarities, missing in almost all collections: the 'RAYON II' (Mi 8I, Zu 16I) and the so-called 'light blue RAYON I' (9I, 17I). The archives of the auction house Chiani list a Rayon II yellow (Zu 16I of type 11 A3/RU) with full cross lines as a freshly coloured specimen with full margins and blue boxed cancel 'PP'. A CHF112,000 auction price was achieved by a Rayon I light blue (type 20 B2/RO) with full cross framing in bright colours under the Swiss diamond cancel.

One may regard the Rayon I light blue with complete framed cross as the 'Blue Mauritius of Switzerland'. Since the research of Dr Munk in the 1940s, it is known that the original of the Rayon I blue print contained the complete cross framed. After the reprinting, these cross frames on the printing stone were scraped away by hand, which led to partially existing cross lines if not removed sufficiently. Only with the B2 stone in its first and clean state did individual sheets enter postal circulation as first prints with complete, not yet removed, cross frames from August 1851 onwards – one of the greatest rarities of Swiss philately, with only 12 stamps known. Perhaps unique on cover was the first print with completely framed cross (printing stone B2 type 3 I/u) with black federal lozenge, adjoining 'NIDAU 17 SEP 51' on a folded cover to 'Wohlerwürden Hr. Rüttimeyer Waisenvater in Ins' with a Bern transit handstamp on the reverse of the following day (8). The item, from the Erivan Collection, reached a hammer price of CHF310,000, from an estimate of CHF250,000, at Corinphila in Zurich in 2019.

Among the legendary specimens are also the 'Rayon II' with inverted yellow printing. Regarding such a misprint (type 16 A1/O for red and black printing and type 25 A1/U for the inverted yellow printing), it was stated:

'So far only twelve copies of this sensational variety are known in mostly modest condition, one of them in the Postal Museum. This makes the total number of this rarity less than half of the registered Rayon II with complete cross border, which more than clearly shows the exclusivity of this stamp. The present stamp is not only probably the most beautiful specimen in existence, but also the first to be found 108 years after issue. Originally, this specimen was in the collection of the great connoisseur of Rayon issues Werner Städeli, a student of the legendary Dr Munk. Top-class rarity in excellent condition for important old Swiss collection.'

You have to look really closely to discover the inverted yellow, visible in tiny parts which remained white around the coat of arms. The nice used example (type 29) from the Dr Heissinger Collection went from CHF12,000 to CHF34,000 at David Feldman (9).

From top-class collections

Such exemplary specimens and many other special items were offered by the exhibition collection on the Durheim issues by Dr Heinrich Heissinger. He became interested in these varieties in the early 1980s, but it was only after encouragement from his philatelic friends that he decided to embark on this adventure in 2003. In 2019, the collection was detailed at David Feldman, after winning a Grand Gold Medal at the NABA in Lugano as the highest award after several international competitions. The documentation, in high-quality scans, can be found on the Museum of Philately website, initiated by David Feldman, which is a helpful resource for comparisons.

Here, among others, appears the local post with framed cross as a pair of types 36 and 37 from the centre of the sheet at the bottom, which had an estimate of CHF3000 but sold for CHF4400. Red-black position crosses at the bottom of the wide sheet margin demonstrate how the printer made an effort to place the two



8 The 'Blue Mauritius of Switzerland' – Rayon I light blue with complete cross framing (ex Erivan), perhaps unique on cover, which sold for CHF310,000 at Corinphila



9 This 'Rayon II' with inverted yellow printing, one of only 12 known, went from CHF12,000 to CHF34,000 at David Feldman



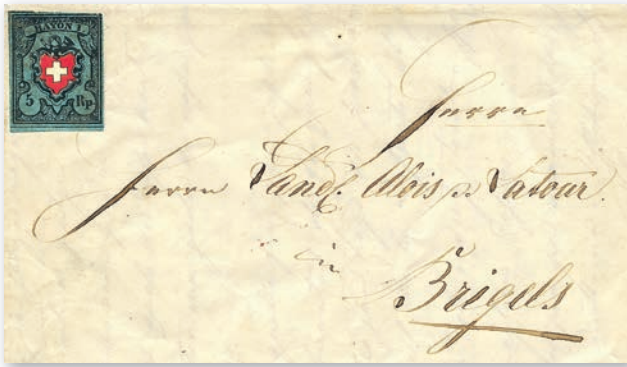
10 First day cover of the Federal Post, with a Rayon I, sent to Basel



11 Local post at 2½ centimes with cross border and double print of the red coat of arms on printed matter in the local area dated 2.1.1851 (Honegger)

colour plates as accurately as possible in register. Apart from this, units with two types from the former centre of the sheet are enormously rare, as only the first delivery of Orts-Post and Poste Locale was in sheets of 40. Later, the printed sheets were separated vertically and reached the counters for sale as sheets of 20

For the Rayon I dark blue, the Heissinger Collection offered two rare Durheim colour proofs without cross framing. One black/blue without coat of arms, which went from CHF1500 to CHF4000; the other black/blue/red with centre (type 21) with double printed blue, which reached CHF11,000, instead of the estimated CHF2000. Probably unique were types 27 and 28 on cover in a horizontal pair, both with complete and shifted to the right double print of the black colour from 'HERISAU 4 FEVR. 1852', which went from an estimate of CHF8000 to sell for CHF12,000. Types 8, 16 and 24 as a vertical strip of three, with double print of the red coat of arms and sheet margin, on a registered cover in the first letter circle and with a postmark from Lucerne to Nottwil went from CHF2000 to CHF18,000. A very rare first day cover of the entire Federal Post Office was a type 30 centrally cancelled with a clear boxed 'P.P.' (AW No. 275) on folded cover with the postmark 'LIESTAL 1 OCT 50' to Basel, once in the collection of Alma Lee and shown at



12 Uncancelled Rayon I dark blue with cross border (stone A2U, type 37, GH) sent to Brigels – maybe it was sent directly by stagecoach and not cancelled?



13 Rayon II without cross border; the borders were eventually removed as the highest possible register accuracy in three-colour printing was such a demanding job



14 A Sperati reproduction (certified as forgery) of the 1850 with black diamond cancel achieved CHF950 at Leandra Honegger

Grand's 'Oblitérations Suisses' (10). It sold for CHF13,000 from an estimate of CHF5000.

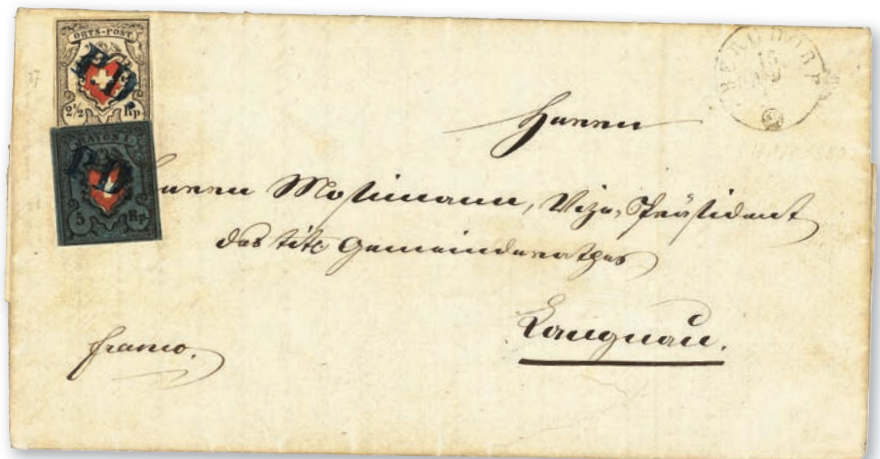
Thus, the types in original or exchanged positions, with or without cross border, colours and errors, solo, multiple or mixed frankings and the many beautiful and interesting cancellations of the first Swiss federal 'Durheim' issues from 1850 to 1854 offer an inexhaustible field for research and supply (11–13).

Sales or printing figures of Orts-Post and Poste Locale are not registered. Better values in clean condition, started at a few hundred euros, with results between €200–€250 (with small faults) and €450, in the summer of 2021. By the way, Leandra Honegger saw a result of CHF950 for a complete Sperati reproduction (certified as forgery) of the 1850 (type 23 SBK 14II) with black diamond cancel (14)! But results for genuine may fetch up to five-figure amounts in rare frankings, as with a number of mixed Rayon letters (15). For example, a Orts-Post (Mi 5I) with framed cross combined with unframed (5II) or with a Poste Locale (6I); a double franking of Poste Locale (6II) or a Rayon I dark blue with framed cross (7I) and unframed (7II) or together with a Rayon I light blue (9II).

Actually, the standard versions with unframed cross of Rayon I in light blue (with an estimated 4 million sold), Rayon II (7 million) and Rayon III with larger value 15c. are still common in used condition, starting at double-figure prices. But prices, especially in this chapter of classic Switzerland philately, depend on quality – cut, colour and the numerous forms of cancellations. And on the many different specification of types, plates and positions, which require some experience and specialised literature. A collector who starts 'the Durheims' or the plating of one or several of the Rayons will represent a steady demand for new offers.

I would recommend to study auction offers, their descriptions and results very closely to get a feeling for the market situation. You may easily start a file and register the relevant images and offers for comparison purposes. Some experts believe that clean unused condition is still underpriced and multiples are also hard to find.

From modern times, there are two nice reminders of the first federal stamps from Swiss Post. On 1 June 1950, a surcharged Rayon jubilee stamp celebrated the centenary in the 'Durheim Ortspost look' as the lowest value in the Pro Patria set 'Confoederatio Helvetica' (Mi 545, Zu PP 46) (16). On 11 March 1971, the souvenir sheet for the National Stamp Show, NABA 1971, repeated the Durheim design of the Rayon I dark blue in a block of four at 50c. at the price of CHF3 (17). The reproduced types of the originals are mentioned on the reverse, while plate positions of the souvenir sheet are numbered 1 to 20 in the lower-left corner on the front.



15 This local mail with framed cross in mixed franking with 5c. black/red/blue without cross lining on 1850 cover with blue 'P.D.' from 'BURGDORF' to Langnau (Müller)



16 Centenary jubilee stamp of 1950 in the 'Durheim look' as block of four from the day of issue (Roelli)



17 The NABA 1971 souvenir sheet showed a block of four of the Rayon I dark blue and was numbered '20' in the lower left (Sieger)



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.

The Specialist View: Listing Stamps for Sale

Michael Dodd of the Internet Philatelic Dealers Association (IPDA) and cddstamps provides his guide to online stamp listings to ensure they cover what potential customers value.

HERE at cddstamps, we think first and foremost about what the customer wants when they are searching our online store to buy a stamp for their collection. We buy for our two collecting interests, GB Downey Heads and aircraft on stamps, so we have some idea what collectors want to see when buying.

Of course, each collector may have a different collecting interest. Due to that, there may be different things to look for, or shall I say need to see in a listing, to be convinced that what we find from our search is what we want in our collection.

At cddstamps, we coined the expression CC – Collector Challenges. It really came about because we were studying British Commonwealth Queen Victoria stamps where a common watermark is the Crown over CC, as compared to the Crown over CA watermark. Often, these are a same looking stamp but with a very different catalogue price because of the watermark.

The CC to us makes a big difference and one we think is important, so we termed the expression Collector Challenges. This is because it is a challenge when looking at a stamp if, for example, a catalogue reference is not given, detailed clarification is not provided, the wrong year of issue is listed or many factors really.

The following are some of the Collector Challenges we turned into listing guidelines for ourselves when we list stamps for sale in our online store. Obviously, there is no one rule for all as there are different needs for say GB Downey Heads compared to aircraft on stamp issues, but we hope these are useful. We welcome commentary.

We think in terms of six basic Collector Challenges, but we won't go into too much depth because we are sure you can add your own experiences. Think of these as reminders perhaps. The images



1 Normal colour with no scanning adjustment of the 1911 1/2d. pale green (SG 321)



2 The colour of the 1911 1/2d. pale green (SG 321) has been brightened up a bit



3 Another version of SG 321, which has been centred to the left



4 Centred to the right and lower margin



5 Centred to the left and top margin

and accompanying texts are all from our collection and/or our own listings.

Credibility counts

This can be interpreted in many ways, but the one we think of most often is the veracity of the words used in the listing description. We do not use words that obviously or could be considered to embellish the details of the stamp. In fact, you will find some market places make it quite clear it is a contravention of their selling guidelines to write such embellishments. Very simple really.

Colour convinces

If we think of, let's say pre-1960 issues from some countries, we know that often different printings resulted in different colour shades. These need to be accurately and correctly identified for us as buyers to be confident we are really buying this shade or that shade. That is a given, but what is easily overlooked is the fact that when as a seller we scan a stamp to be listed in our store we make sure the scanned image shows the exact colour of the stamp

...think first and foremost about what the customer wants

that we see with our naked eye. Not a brightened or enhanced colour to make the listing image present better to a buyer. Using my Downey Head collection as an example. While the colour shade varieties can be very hard to discern from just a scan, there are obvious differences that the collector/buyer can easily see. And, in seeing, be warned off from buying, perhaps. Illustrated is an example of the 1/2d. pale green (SG 321) from the 1911 Downey Head first issue (1).

The copy shown in a brightened image might look aesthetically more pleasing – perhaps you will agree – but the stamp was never issued with this brightness (2). I might add the scanning is at 600dpi, and I hope the reprinting comes out well enough to reflect the point I am trying to make.

The point is, pay particular attention to the scanned image – is it what you would expect the actual stamp to look like?



6 Each of the stamps here have been clearly presented



7 The same stamps but a question mark about quality of all perhaps?



8 Top-right corner of the 33p Machin shown earlier



9 Reverse of a mint hinged stamp – condition not correctly described as mint hinged given toning and heavier hinge trace



10 Dated with a light Shanghai cancel



11 Dated with heavy cancel



12 Dated cancel of 2020 on stamps issued in 1978

Creative centring

I will use the same stamp above for this next point – centring. Many sellers make prominent claims about centring because this grading quality is very important to many collectors and can have a significant effect on selling price. The first stamp illustrated is a well-centred stamp but take a look at one that is quite clearly centred to the left (3). In this case, it is not a very expensive stamp but were it expensive then the pricing between the two would most likely be very different. Using a very different stamp, a Machin, the centring is obviously poorer and such copies are often not desirable in a collection (4–5). I mention this with an additional aside. This article presumes there is in fact an image of the stamp being sold. If there is no image, we do not know this condition. Remember, just because a stamp is a more recent or modern issue does not guarantee the printing will always be well centred.

Cuts and creases

This is such an obvious area to look for. A good description of a stamp will fully describe the condition; perhaps a stamp is difficult to find or rather expensive in very good condition, but as a spacefiller, it will be acceptable in a collection. A good scan will show any damage, if the stamps are shown of course.

There may be exceptions, but generally, stamps should be shown in their entirety (6) and not overlapping (7). It is obvious why. With the stamps clearly shown, we know the stamp condition because we can see them all, but overlaying them can hide many quality aspects let alone be easily damaged with any moisture. This is especially true for stamps from certain countries that have very 'sticky' gums. Or, with mint hinged stamps, what would the reverse really look like?

First, let's look carefully again at the 33p Machin shown earlier and then the magnification of its top right-hand corner (8). There is a very tiny crease, which is easily missed.

Second, I tried to find a example to show the reverse, but there was nothing bad enough in our stock – we usually throw away stamps that are not acceptable to us. But perhaps the following will suffice. It is mint hinged but is it good enough to just be described as mint hinged, especially if the reverse is not shown (9). I would suggest not. The point is, pay attention to the scan.

Cancels and conditions

As a collector, I will look for a long time to find a cancellation that will fit into my collection. Many collectors I know do the same. A dated cancellation can be important as it verifies the stamp was used in the period it was issued. This might be important to a collector. It might not. There is no right or wrong. It is what we collect that matters, and for this reason, to show a clear scan is again important and relevant to a good listing. Condition again means quality of condition, and in this case, I am referring to the quality of the stamp when cancelled.

A rather nice cancel from Shanghai is shown (10), along with a heavily cancelled stamp in what we might term poor condition because of the cancel and, perhaps, other aspects of its condition (11). Often, a heavy cancel will, in fact, damage a stamp or over time cause some toning or similar damage, especially on the reverse. Again, if there is no image of the reverse in the listing, this will not be recognisable to the potential buyer. A strip of three stamps that were recently used but which were issued over 40 years ago

may be fun to collect but perhaps not what we are looking for in our collection (12).

Catalogue cost

I include this factor – and I use the word cost for alliteration of course – because so many sellers, including us I should add, will often quote a catalogue price. This might be relevant to the listing, it might not. What is relevant in my view are the following two important aspects.

The first is that a collector understands that the catalogue price is – as stated in all the catalogues I am aware of – a retail price for a stamp in, for example, very fine, mint never hinged or mint hinged condition – these quality conditions are usually very clearly stated in the catalogue.

The second is a listing, especially for used stamps, which describes the stamp and price for sale as, let's say 50% off, when the opening listing price is 100% of catalogue. It is far more common to see used stamps listed at 20%–40% of catalogue. Generally speaking, this is quite fair and correct, but to list that same stamp at 50% off catalogue is a misrepresentation. There can be exceptions, as there always are of course. A stamp could well have a retail price above catalogue and such high percentage discounts might be justified. Perhaps unlikely if the stamp is of such quality but perhaps it could happen. The point is the buyer should understand the pricing criteria.

These topics, and many others given the increasing use of the internet and online philatelic market places, deserve more discussion if only because there are so many circumstances that could be considered. The point of this article was not to be exhaustive but to open the topic for consideration and thought. I hope that has been achieved.

Stanley Piller, ASDA President, Dies Unexpectedly

In this month's column, Wayne Youngblood remembers Stanley Piller, who was President of the American Stamp Dealers' Association and a long-time friend.

He was deeply passionate, caring and was always happy to share his enthusiasm and expertise

LONG-TIME and well-known stamp dealer Stanley M Piller died unexpectedly in his sleep at home on 23 November 2021, shortly after returning from a successful Chicagopex stamp show near Chicago (1). He was 79. Chicagopex was held 19–21 November, and Stanley, also a long-time friend, was my next-door neighbour at the bourse. More on that in a bit.

Stanley, who began serving his first term as American Stamp Dealers' Association president this past summer, was a 50-year member. He joined the ASDA in 1971 and served on the board of directors for a number of years. He was also a member of numerous other philatelic societies. He will be succeeded as president by Irving Miller (Miller's Stamp Co.), who was serving as vice president.

Piller is survived by his wife, Pamela; former wives Cherna and Debbie; children Aaron and Elana; step-children Jennifer, Brian, Chris and Danielle; and eight grandchildren. He is also survived by two sisters, Roberta and Sara.

Early life

Piller was born on 21 October 1942 in Brooklyn, NY, growing up in Oceanside, NY. According to Stanley, he began collecting stamps as a young boy of ten and helped his cousin, Abe Gittler, who had a stamp shop on Nassau Street in New York City. Like many of us, Stanley started some level of stamp dealing at an early age. In his case, Piller began dealing at 13.

As a young adult, Piller earned a Bachelor of Engineering degree from Cooper Union in New York City and a master's in chemical engineering from the University of Southern California. He worked for the Bechtel Corporation from 1965–75. While there, Piller claimed, he sold stamps to Steven Bechtel Sr.

Philatelic career

After leaving Bechtel and entering the philatelic arena full time, Piller worked for Robert A Siegel in New York City, as well as the Richard Wolffers auction firm in San Francisco, CA. In 1976, he purchased the O Jack Taylor Stamp Shop in Oakland, CA, and ran the store for many years, while working numerous stamp shows around the country. After eventually giving up his shop, Piller moved to an office and continued to

1 Stanley Piller, long-time dealer and president of the American Stamp Dealers' Association, who passed away on 23 November

2 Position 68 of the Inverted Jenny, which was briefly owned by Stanley Piller



keep a regular presence at stamp shows. As a side note, he never let his engineering license with the state of California lapse.

In 1992, Stanley authored *The New York Postmaster's Provisional*, a specialised study of the rare stamp, including proofs, plating, paper, covers and forgeries. It is considered the definitive work on the stamp. He also formed what is considered the finest collection of the 3c. 1851–57 stamp, which achieved a Large Gold medal at PhilaNippon 1991.

Piller's expertise – particularly in classics – was well known. He regularly expertised for the Philatelic Foundation (PF), the American Philatelic Society and Professional Stamp Experts (PSE).

Although 19th-century US was always Stanley's first love that didn't keep him away from some of the other iconic stamps. He was one of the very limited number of collectors and dealers to own an Inverted Jenny, albeit only for a very short time. On 16 December 1986, Piller successfully bid \$132,000, for position 68, a gorgeous mint, never-hinged example (2). Four days later, Stanley sold the stamp to Grant Inman, an investor, for an undisclosed amount. Inman owned the stamp until 9 October 2013, when it was sold to its currently anonymous owner for \$575,000.

But Piller's expertise wasn't limited only to stamps. Sometime during the late 1990s at a major show, Piller beckoned me over to his booth to enthusiastically tell me about his latest passion – and investment – Beanie Babies! I thought he was joking at first, until he started reeling off the names and types of some of the 'rarest' and most valuable of these toys. I was incredulous. Although I tried to tell him it was just a bubble and that it was a rather manipulated market, he drowned me out with his latest escapades of crack-of-dawn store raids to secure the latest varieties, as well as the profit he'd made from some of them. Hearing Stanley explain varieties of Beanie Babies was oddly reminiscent of him explaining varieties of the 3c. 1851–57; they appealed to the specialist in him. Although this passion quietly faded a couple of years later, I regularly heard about his latest adventures with Beanie Babies. I suspect this then-newfound passion was ignited by one or more of his step-children or grandchildren, some of whom regularly recruited him for tea parties with dolls.

A passionate and enthusiastic man

All this is a lead-up to one of the things that made Stanley special – both as a person and as a stamp dealer: He was deeply passionate, caring and was always happy to share his enthusiasm and expertise with virtually anyone who would listen. As a young collector and philatelic journalist, before I knew him well, I usually made it a point to go down any aisle of a show that didn't have Stanley. Otherwise, I'd be called to his booth, almost always with the very loud opening line, 'You know what you need to do...'

Other times, as I got to know him better, Piller would call me over to his booth and begin unwrapping countless rubber-banded bundles of stamps and covers that he knew I wouldn't purchase (or more accurately couldn't afford). Still, he was content to show me what was unusual about these stamps and covers and what made them special. He was always extremely frustrated, bordering on angry, when one of his rubber bands snapped, as he never seemed to have a spare with him.

And that's Stanley. He was loud, opinionated, crusty, argumentative, stubborn and, sometimes, downright offensive. But he was also exceedingly kind and very sweet once you broke through that rough exterior. One of his other acquaintances told me that in as many years as he knew Stanley, he never once heard him speak disparagingly about another collector, dealer or customer.

Which brings us back to Chicagopex. During the three days of the show, Stanley chatted with my wife, Dorothy, and I a great deal and seemed even kinder than normal, leaving me thinking either that he had mellowed a great deal with age or that I was seeing yet another side of him that I hadn't fully appreciated. We also had time for rubber-banded treasures, as well as 'What do you think I should charge for this?'

Although I can't say how much Stanley sold over the course of the show, he had a fairly constant parade of customers, friends and others stopping by to see stamps, discuss the hobby or argue politics and the latest development of Covid-19 – all of which I could have heard from much farther away than next door. Yet it was all friendly – and fun.

As the show was nearing an end, and we began packing, Stanley let out with a large utterance. He then asked me if he could borrow a rubber band to replace one that had just snapped.

Shreve to lead Smithsonian Council of Philatelists

THE Smithsonian Institution's National Postal Museum recently announced the appointment of Charles F Shreve as chair of its Council of Philatelists (3). The council 'provides the museum with philatelic advice, advises on engagement with the global philatelic community, promotes and advocates for the museum's mission, purpose and programs to the nation and helps build the financial base of the museum.' Members to the council are appointed by the Smithsonian's Board of Regents. The National Postal Museum opened in 1994 in the historic old Washington, DC, main post office (4).

'Charles Shreve's leadership was pivotal in helping the National Postal Museum create the William H. Gross Stamp Gallery, the finest collection of philatelic exhibitions in the world,' according to Elliot Gruber, director of the museum. Indeed, Gross was Shreve's largest customer for many years and has been hugely beneficial to the NPM. Gruber also stated that Shreve is coming in 'as the museum re-imagines its atrium-level galleries and public spaces, as well as our strategic commitment to develop and launch new digital engagement experiences.' This is actually somewhat of a cryptic statement, as there are no other details currently available. However, many of the atrium-level exhibits at the NPM have not changed significantly for a number of years. This, combined with a desire and need to appeal to a broader audience digitally, will likely drive some significant changes.

Shreve is not new to the Council of Philatelists. He has served on it since 2001. If you are not familiar with Shreve, he is a life-long professional philatelist. In 1993, he founded Shreves Philatelic Galleries, and the firm quickly rose to a leading position in the international philatelic marketplace, attracting many well-heeled philatelists and investors, such as Gross. In 2007, he sold his firm to an international auction company based in London and became an independent consultant for high-end collectors. In 2012, he joined Robert A Siegel Auction Galleries as director of its international auctions. By his count, Shreve has been involved in the sale of nearly \$1 billion in rare philatelic material over the course of his career.

Shreve succeeds Donald M Sundman of Mystic Stamps as chair of the museum's Council of Philatelists. Sundman has served as chair since 2003, an impressive tenure, and will continue serving as a member of the council. The National Postal Museum's Council of Philatelists currently consists of 17 members. While several of these individuals are notable philatelists in their own right, it would



3 Charles Shreve, recently appointed chair of the National Postal Museum's Council of Philatelists

appear that the bulk of the council is composed of wealthy donors, as is the case with many museums. Still, the hobby benefits greatly from their contributions – both financially and in time and effort. Information about the entire council may be found on the museum's website (postalmuseum.si.edu/about/national-postal-museum-councils/npm-council-of-philatelists.html).

4 The Smithsonian's National Postal Museum, in the historic City Post Office Building, occupies 100,000 square feet, which includes 35,000 square feet devoted to exhibition space and a 6000-square-foot research library





5 Susanna Mills, new editor of the *American Philatelist* and *Philatelic Literature Review*

APS announces editor changes – again

IN a quiet and somewhat under-the-radar announcement, the American Philatelic Society announced the retirement of Editor-in-Chief Gary Wayne Loew effective from 15 January 2022. Loew has held that position for only 18 months. During that time, he served as editor of both *The American Philatelist*, the *Philatelic Literature Review* (publication of the American Philatelic Research Library) and has worked with some online offerings. He will be replaced by associate editor Susanna Mills,

beginning in January 2022 (5). She will be joined by Jeff Stage, who will be returning to the APS as a senior editor. Stage had been an associate editor under a different recent editor, Tom Loebig.

Recent incumbents

The historically stable position of editor has been a bit of a revolving door at the APS for several years now. Let's take a brief survey.

If I'm correct, this latest change represents at least the sixth time in as many years (I've kind of lost count) that the editor position of the *American Philatelist* has changed hands.

For many years, the AP was edited by the late William (Bill) Welch, who served ably from 1985–2001. When he retired, Peter Martin took over as editor, serving less than a year before Barb Boal, Welch's associate editor, took over and managed the magazine from 2002–14. During that time, she fostered numerous advances in technology, as well as many design and layout enhancements. Although she was editor for roughly a dozen years, she served the APS for a total of 33 years in other positions.

When Boal retired, she was replaced by Jay Bigalke (2014–17), who went on to become senior editor of Scott and Linn's *Stamp News* publications at Amos Press. Bigalke was replaced by Martin Miller, who served for roughly 18 months (2018–19). When Miller left, he was replaced by Mark Kellner, who served for only a few months in 2019 before being replaced by Thomas Loebig, a weatherman turned philatelic editor. He also was tagged 'chief content officer' to revitalise the organisation's online presence.

Loew joined the APS in June 2019 as director of expertising and took over as editor-in-chief in June 2020 in a larger reorganisation that led to longtime APS employee/director Ken Martin becoming director of expertising and Loebig (then editor) becoming director of membership; a position he left not long afterward.

Editing the *American Philatelist*, the oldest continuously published philatelic journal in the world (beginning in January 1887), is not an easy task, but it is vital to the APS, as it is still the primary means of communication for most of its members.

I wish Mills and Stage the best of luck and sincerely hope that this time it 'takes'.



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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Stamps 50p to 97p	60%	Sorted by value
Stamps £1 to £10	66%	Sorted by value
GB MNH Decimal Stamp Collections	50%	UNSORTED - Pre 2000
GB MNH Decimal Stamp Collections	55%	UNSORTED - Post 2000
Unsorted MNH Stamps 1971-2020	56%	Made up in Bags of £50, £100 and £500 face value
First (1st) Class NVI Stamps (lick and stick gum)	60%	All 1st class stamps, definitive, commemorative regional and Christmas. All gums.
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)	68%	All 2nd class stamps definitive, commemorative regional and Christmas.
Second (2nd) Class NVI Stamps (lick and stick)	50%	Ditto (66p) with NON-ELLIPTICAL perf pre 1993
First Class LARGE NVI (self-adhesive)	65%	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)	65%	ALL TYPES (96p)
1st Class Signed For Stamps (standard & large)	65%	All types (£2.25 and £2.69) poor sellers
Special Delivery Stamps	65%	(£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	£95p ea W £1.50 ea	Up to 100g (e £1.70 & w/w £2.55)
Presentation Packs	50%	from 1971 to 1999
Presentation Packs	62%	from 2000 to 2019
Presentation Packs	68%	2020 & 2021
Royal Mail Year Books	60%	1984 to 2021
Prestige Booklets	57%	up to 1999
Prestige Booklets	63%	2000 to 2019
Prestige Booklets	68%	2020 to 2021
Smiler Sheets	60%	All Sheets
Prestige Booklets	50%	up to 1999
Prestige Booklets	63%	2000 to 2018
Prestige Booklets	65%	2019 to 2020
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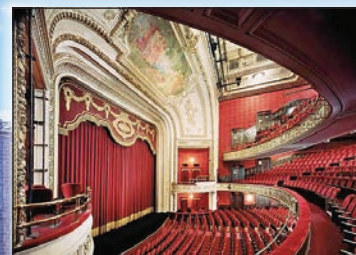
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Success in Difficult Times

After almost two years of disruptions caused by coronavirus, Michael Burzan has provided a special report on its impact on a selection of European auction houses.

WE are experiencing extraordinary times, but amazing developments can be observed in the field of traditional collectables.

In Germany – as hopefully in many other parts of the world – the restrictions on familiar freedoms and opportunities caused by the Covid-19 crisis have led to an unimagined surge in demand among collectors on a scale hardly known before. They have increasingly taken up their hobbies. Be it to find some distance and balance to the problems of the present or to gain a relativised view by comparing with earlier times of calm or crisis in history.

An additional point of view is certainly contributed by the meagre-to-negative interest rates offered for liquid assets nowadays or even the extra costs they demand. In many cases, this should strengthen the willingness to offer a higher amount for a specimen that can be enjoyed for longer than sums in ones account balance.

Worldwide contacts

Another point that has had a positive effect is the increased international networking of companies and their customers through the internet. Today, bids arrive 'live online' at auctions from all over the world, leading to price wars for coveted items that are driven up until the winning bid is placed.

The necessary changes on the part of auction houses as well as many bidders have undoubtedly presented great challenges. But the necessary technical progress has been mastered. Today, collectors have completely different opportunities to find out about offers and prices worldwide via the internet. They are internationally active and search for sought-after items, using MICHEL, Yvert, Stanley Gibbons or Scott catalogue numbers.

For the current trade, especially in recent coronavirus times, the internet is an irreplaceable tool to get in touch with a clientele around the globe. What this has also shown repeatedly over the months and years is that collectors and the trade are ultimately on the same side. Trusting and reliable cooperation is an important basis for collections that bring long-term pleasure.

The auction business

The recent German philatelic auction market was excited by the sales of several very prestigious collections, including the rarest and best possible single and multiple examples, letters, cancellations or postal history material of many areas from pre-philatelic until post-World War II times (1). In the coronavirus affected years of 2020–21, they reached price levels hardly suspected or dreamed of.

A comment from Aixphila also shows the importance of participation from all over the globe by online bidding (2): 'While the results of the stamps from the German colonial period up to 1914 were already extremely remarkable, there was no stopping in the section of British occupation issues, when only a very small number of German stamps were given English overprints and handstamps: collectors and investors, especially from Anglo-Saxon countries such



1 Recent sales of the Erivan Collection have proved popular and attracted intense bidding. This 1861 cover rose to sell for €145,000 at Heinrich Köhler on 20–25 September 2021



2 The recent auction at Aixphila saw high demand for stamps from the German colonial period and British occupation. A Deulon R-label went for €32,000 (MICHEL €13,000), while a DNG 'G.R.I.' double overprint made €30,500

as Australia and the USA, now participated all the more sustainably online in the auction and realised results that no one had thought possible and which took the catalogue quotations *ad absurdum*.'

The market has awakened

All in all, the coronavirus era has brought about a 'positive jolt' for the stamp market; a wake-up call after years of stagnation in many areas.

There has been a marked increase in the willingness to purchase collections at reasonable prices; often without personal inspection if the credibility of the descriptions and trust in the vendor are convincing. But these are often improved by numerous illustrations of relevant album pages and striking pieces in the online catalogues, which may also show the reverse of stamps and relevant certificates. There has also been a noticeable increase in interest in advanced special collections and more curiosity about exotic collecting areas.

Suddenly, it is clearly noticeable and proven by the figures that good material cannot be had at any time at low percentages of catalogue estimates. When almost the full catalogue value and more is paid for a perfect stamp, including hammer price, surcharge and additional costs, then there is a clear need to raise quotations noticeably. Such cases seem to be increasing.

Auctioneers have defied the crisis

By the beginning of October 2020, it had become apparent that auctioneers were able to defy the crisis (3). Harald Rauhut, chair of the Federal Association of German Stamp Auctioneers (Bundesverband Deutsche Briefmarkenversteigerer BDB), reported: 'Indeed, there is a significant surge in demand for stamps at the moment. Many collectors are now taking the opportunity at home to revise and add to their collections because other leisure activities are limited.' At that time, it was also said: '...interesting material there is enough!'

In November 2021, Rauhut described the impact of coronavirus on the auction industry: 'Numerous new customers were acquired, many old customers intensified their hobby, as well as many colleagues adopted new ways of auction participation [internet live bidding]. On the other hand, a clear shortage of material was and is noticeable on the market.'

Significant material shortage in the stamp market within one year – when was the last time we heard this and who would have expected it? For years, the market dealt with the liquidation of dealers' old stocks. But most of the large dealer warehouses of yesteryear are now history. And today's discerning collectors, who expect the best quality, rarely find an offer of higher-quality specimens that meets their demands. Who then would want to resist an offer that might not come back for years or never again in the course of a lifetime that could give its owner a rare gem? This increases the willingness of buyers to go one or more bidding levels higher than had been planned.

Opportunities are being seized

Cologne auctioneer Roland Meiners also draws a positive conclusion (4): 'The auction industry has used the coronavirus pandemic as an opportunity. This is true not only for stamp auctions, but for almost all other areas such as coins, watches, art and much more. People had more time to engage in their hobbies or to return to old hobbies. After quickly getting over a period of shock, auction houses developed various online formats and were able to continue their business, often enjoying greater success than anyone would have thought possible in pre-pandemic times.'

In addition to the return to the old, there is currently an investment aspect for many buyers: 'You hear the word "inflation" a lot these days. And I hear many voices from my clientele telling me "I'd rather have a good stamp in my safe than a corresponding credit balance in my account!"'

In retrospect, Switzerland expert Gottfried Honegger was also able to report a large number of sales (5). He was also very pleased for another reason because some of them were a new type of customer: 'These are very different people. Younger ones, often barely out of apprentice age, who can hardly spend more per month than others earn in an hour. But with a perseverance in any field of cancellations, you simply have to take your hat off to them. In the future, such people will be among the great experts on whose knowledge future generations will be able to build.'

But there is also another different clientele today: 'It is fair to say that these are often modern entrepreneurs who earn good money and would like to spend it. The majority of air travel and cruises have disappeared this year. Isn't it a stroke of luck for us philatelists that quite a few of them have found joy in our old stamps?'

In the broader collector community, it is less about the financial side, as long as the collection's enjoyment is in reasonable proportion to the cost of building it up. Thus, in standard material of most collecting areas, one can state with some reassurance that prices of most values up to three-digit amounts have not yet increased appreciably. This means many stamps, sets, miniature and souvenir sheets are still available at prices well below their previous highs. The coming months will show how long this will last. When stocks are sold out, it may become noticeably more expensive to fill gaps.



3 At Rauhut & Kruschel's sale of 13 November, this extremely rare strip of four of the 1874 1m. yellow-brown from Finland, with a clear 1875 'Jyväskylä' cancel, sold for €2700



4 Cologne auctioneer Roland Meiners has also seen highly successful sales this year, including this unique cancelling on a Württemberg cover, which achieved €70,000 from a €15,000 estimate

5 A recent offer from Honegger, a Swiss classics dealer, included a piece from a cover of 6 June 1848 bearing a very well preserved 'Basel Dove', featuring exceptionally good relief, and a red round cancel of Basel that left the dove beautifully free (CHF18,000)



Strong performances

Without the teams in auction companies, no auction could be held. Their factually correct descriptions must be relied upon to avoid disappointment and to achieve appropriate bids. Their clean scans give an impression of the desirable specimens, even if one could not hold them in one's hands and inspect them before buying. Online catalogues often provide additional images, certificates and reports from authoritative experts that contain reliable information.

With increasingly elaborate catalogues in layout, presentation and textual explanations, auctioneers and their staff have created many volumes of specialist literature of a quality that was unthinkable decades ago. They bear the high costs of production, editing, printing and dispatch for regular customers and new interested parties. As one hears, current difficulties are compounded by enormous price increases for the production of auction catalogues because cost increases of 20% for paper have been the rule in recent months. Will it be possible to continue this luxury in printed form without restrictions?

One auctioneer got his clientele in the mood for the coming season with the words: 'A collection lives from movement and not from stagnation. And movement always comes into collecting when there is something new that delights the collector's heart and wants to be sorted.'

So may collections live, be kept in motion, securing selected objects of post, mail and history, gladdening hearts with philately and enjoying opportunities that will continue to present themselves.



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SG. No's/range	Year	Description	Values	U/M	L/M/M	AV/M/M	FU/VFU	GU
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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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72	95.00	104	80.00	139	110.00	182	80.00
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
98	80.00	131	150.00	169	80.00	218	150.00
99	80.00	133	300.00	170	80.00	220	150.00
100	125.00	134	80.00	171	80.00		
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Around the Rooms

Reports from recently held philatelic auctions, including Corinphila in Switzerland, Eastern in Canada and Argyll Etkin in the UK.

Victoria Stamp Company

THE Victoria Stamp Company held an auction on 6 November at the Collectors Club in New York. Prices shown exclude buyers' premium.

The 1857–60 postal history and issued stamps included a very scarce 1860 part-folded outer sheet to England, with just eight recorded during the original 1852–61 period of use (lot 672). Rated '5' and with a crowned circle (P2) handstamp in red at lower left and a red London arrival stamp, along with a small Montserrat double arc 'SP 3 1860' handstamp on the reverse, this cover exceeded its estimate of \$2750 to sell for \$3500.



An 1895 Queen Victoria 2a.6d. yellow green of India, overprinted for Zanzibar, featured the error 'Zanzidar' and a dropped second 'Z'; a scarce and much sought-after variety (lot 929). Of a fine to very fine appearance, it sold for its estimate of \$2250.



A used set of the four values from the 1961 Tristan Relief Fund issue from St Helena surpassed its \$1800 estimate to sell for \$2500 (lot 775).

A very scarce multiple in the auction was a block of four of the unissued Malayan Union 1946 King George VI 8c. carmine Peace issue. The block's hammer price of \$1500 was just over its estimate of \$1200 (lot 635).

The Pinehurst Collection of St Kitts-Nevis included a used 1923 Tercentenary set of 13 values, ranging in denomination from ½d. to £1 (lot 830). This fresh set almost doubled its \$1200 estimate to reach \$2250.

From Genada, there was a very rare horizontal pair of the 1916 1d. scarlet 'WAR TAX' plate proof on gummed and watermarked paper; one of only three pairs possible from the original trial sheet of six (lot 527). From an estimate of \$950, the pair went under the hammer for \$1200.



The postal history section from St Vincent included a 1906 incoming postcard to Kingston Hospital from New Zealand that was franked with a 1d. Universal Postage stamp and bore a very fine 'SHIP LETTERS C AP 9 06' handstamp, one of six recorded and stated to be the finest example (lot 874). It surpassed its estimate of \$450 to sell for \$1500.

An 1873 stampless cover to England, with enclosure, was rated '1' in red and had a red 'MONTSERRAT A DE 28 73' c.d.s. (type P3); a scarce marking with only ten examples recorded (lot 663). With a Lynn backstamp of 'JA 14 74', this very attractive cover sold for \$1200 from a \$950 estimate.

Corinphila Switzerland

FROM 19 to 26 November, Corinphila in Zurich auctioned over 7000 lots in ten catalogues, including many first-class rarities. The sale was notable for the continuing strong demand for rare and high-quality stamps and covers. Prices shown exclude buyers' premium.

One of the highlights of the entire week was the 36 selected lots of Swiss classics from the Erivan Collection. As expected, this third Swiss auction from the estate of the entrepreneur Erivan Haub included some impressive realisations. No less than three lots attained six-figure hammer prices, including the top lot, the famous Decan Schinz cover with a pair of the 1843 Zurich 4rp., which was knocked down for CHF270,000 (lot 3). A vertical (reverse cut) pair of the 1843 Double Geneva on a cover front rose to CHF200,000 (lot 8). The third six-figure lot was a beautiful pair of the 1850 2½rp. 'POSTE LOCALE', without framed cross, on cover, which went under the hammer for CHF120,000 (lot 19).

From other sections of the auction, an 1845 'Basel Dove' pair on piece went under the hammer for CHF125,000 (lot 200).

The British Pacific island colonies of the Besancon Collection included a vertical strip of three of the 1916 2½d. indigo from New Guinea that made CHF38,000 (lot 8042).

Part III of the Ing. Pietro Provera Collection produced a number of highlights. From New Brunswick, a quadrisect and a complete single of the 1851–60 6d. yellow on cover to London had a hammer price of CHF28,000 (lot 6340).

The Ceylon and Maldives section of the Besancon Collection featured the famous unused block of 34, plus a single, of the Ceylon 1857 2d. green, which sold for CHF25,000 (lot 9012).



Martello

ON 29 October, Martello held an auction of stamps and other philatelic material. Prices shown exclude buyers' premium.

From the reign of George V, an unmounted mint example of the iconic 1913 £1 deep green had a hammer price of £2400, which was just outside its £2500–£2600 estimate (lot 323). Meanwhile, a mint well-centred 1915 10s. deep blue, with an estimate of £2500–£2700, sold for £2400 (lot 326).

The £1450 achieved for a fine used 1882 £5 orange (AE), with a single Edinburgh c.d.s. of 10 February 1896, was within its £1400–£1600 estimate (lot 291).

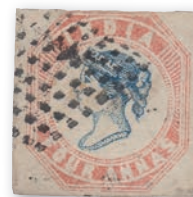


A fine used 1880 2s. brown (GA) with great colour was a scarce stamp and reached £650, just over its £500–£600 estimate (lot 289).

Coming from plate 1, a vertical pair of the 1840 2d. blue was lightly cancelled by red Maltese Crosses and had clear margins all round (lot 271). The £400 hammer price of this scarce pair was at the lower end of its £400–£500 estimated range.

In the surface-printed issues, a fine used block of four of the 1883 2s.6d. lilac, all cancelled by London c.d.s.s, achieved its lower estimate of £270 (lot 295).

From outside Great Britain, a scarce 1854 4a. blue and red from India was a used example that had been cut square and sold for £240, right at the top of its £220–£240 estimate (lot 541).



Eastern

EASTERN'S auction on 18–20 November included a number of specialised collections. Prices shown exclude buyers' premium.

One of the highlights from the D'Arcy Mosher Collection of Pioneer and Semi-official Airmails of Canada was one of the top airmail rarities of the world – a mint example of the 25c. green and yellow from the ill-fated, trans-Atlantic flight from London (Ontario) to London (England) of 1927, which crashed shortly after take-off from Harbour Grace, Newfoundland, on 7 September 1927 with the loss of both the pilot and navigator (lot 306). This well-centred example, with original gum and in a fresh colour, was from the one cover and 13 mint examples surviving from the total printing of 100 stamps and sold for its estimate of C\$40,000.



The section of Small Queen postal history included a very elusive in-period usage of the 8c. Registered Letter Stamp to the UK (lot 587). This appealing pink cover of 14 July 1877, mailed from Quebec to London, was attractively franked with an 8c. blue Registered Letter Stamp and tied by a faint grid cancel. It also had a pen-cancelled 5c. olive green from the Montreal printing (perforated 11½x12) with a light Quebec 'JY 14 76' split ring below. The cover also had a clear straightline 'REGISTERED' struck at Quebec, a bold red 'Crown' registered struck at London and both stamps were tied on arrival by a Registered 'E.D.O. JY 28 77' c.d.s. in red. This desirable cover, one of only 16 covers

bearing the 8c. RLS properly used between March 1876 and December 1877 believed to exist, exceeded its C\$15,000-plus estimate to sell for C\$28,000.

From Nova Scotia, there was an imperforate 1851 1s. 'cold' dull violet on blued paper displaying the unmistakable shade of the scarce first printing, described as the finest known (lot 163). Featuring four margins, including a portion of two sheet margins, it had an ideally placed oval mute grid cancellation that did not obliterate the crown and achieved C\$13,000, just below its C\$15,000-plus estimate.



Another feature of the auction was the Daniel Cantor Collection of the 1897 Diamond Jubilee issue of Canada. One of its highlights was an example of the \$5 olive green (lot 704). Extremely well centred and with the sheet margin at left, this mint example of this keenly sought-after high value sold for C\$12,000.



From British Columbia, the auction included a mint block of four of the utmost rarity – the \$1 on 3d. green, with Crown CC watermark and perforated 14 (lot 144). Displaying De La Rue & Co. plate number '1' in a coloured circle, which occurred only twice on each sheet of 240 stamps, this very well-centred block, in a bright colour for this delicate shade, had an estimate of C\$10,000-plus but sold for C\$12,000.

Another extremely rare item in this section was the earliest known example of a seaman's 2c. concession letter rate cover of 1876 sent from Canada to the UK, with the two other reported covers dating from 1895 (lot 583). This small envelope of 15 May 1876, which was in an excellent condition, bore a 2c. green from the Montreal printing (perforation 11½x12) tied by a light mute grid and had an Esquimalt, British Columbia, split ring c.d.s. at left. Addressed to a family member in London, the cover was endorsed by the sender 'From A. Bureyer Seaman, H.M.S. Rocket Pacific' and initialled 'C.R.H.' (Chas R Harris), who was the commanding officer, at lower left. With a number of different handstamps on the reverse, its selling price of C\$11,000 was nearly four times its C\$3000-plus estimate.

Argyll Etkin

ARGYLL Etkin's autumn auction on 14–15 October was their first auction with public attendance since October 2020.

From India, a superb handpainted essay for the 1893 5r. value, from the De La Rue archives, surpassed its £2000–£2400 estimate to sell for £7600 (lot 1154).

In the Indian States, a Chamba 1890 12a. 'SERVICE' overprint, with the thin seriffed 'I' in 'SERVICE' variety, doubled its £700–£800 estimate to make £1900 (lot 1242).

An exceptionally early letter for Portuguese India, dating from 1807, sent from Lieutenant MacLean to his father on the Isle of Mull, achieved £3800 – ten times its £300–£400 estimate (lot 1177).

From the 1911 first UK Aerial Post, an essay printed in black reading 'Hendon to Windsor', one of only two known, had an estimate of £2000–£2400 but made £3800 (lot 397).

A remarkable 1946 Registered envelope sent by airmail from Indian Field Post Office no.127 in Hong Kong to England, with a £150–£200 estimate, sold for £2740 (lot 1120).

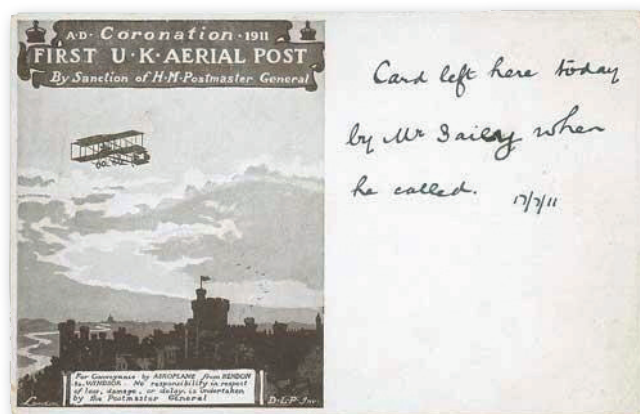
Dating from 1858, a cover bearing the earliest example of the very scarce Folkstone Mobile Box postmark reached £2500 from a £1000–£1200 estimate (lot 528).

A highlight from the Straits Settlements was a 1903 King Edward VII 8c. blue photographic proof marked 'Approved W.H.M.' by Sir William Mercer, the Chief Crown Agent, which made £2300, nearly five times is higher £500 estimate (lot 1321).

Sent from Edinburgh to Dr Pirie of SS Discovery, Scottish Antarctic Expedition, Falkland Islands, a 1903 picture postcard with the extremely scarce 'ORCADOS DEL SUD/20 FEB 1904/DISTRITO 24 (GALLEGOS)' arrival postmark, realised £2140, considerably more than its £600–£700 estimate (lot 899).



The auction included the only recorded item from a Nepalese Gurkha POW in a Japanese camp (lot 186). This Japanese military postcard was sent from Malaya to Chhola and sold for £1900, just over its £1500–£1800 estimate.



Brian Reeve

ON 27–28 October, Brian Reeve held an all world public auction at their offices in London. Prices shown exclude buyers' premium.

In the surface-printed issues of Queen Victoria, a fine used 1882 £5 orange, with a central Glasgow c.d.s., sold for £925 (lot 868). Also from the surface-printed issues, a used 1884 £1 brown-lilac, with a central c.d.s., was a fine example and achieved £290 (lot 873).

From the reign of King George V, a used 1913 £1 dull blue-green, with a few short perforations, went for £280 (lot 882).



The auction included a large section of line-engraved issues of Queen Victoria. A pair of the 1840 2d. blue (OE/OF), with black Maltese Crosses and part of the adjacent stamp at right, sold for £220 (lot 836). A used 1840 2d. blue (QH), with black Maltese Cross and four margins, was a fine example and also made £220 (lot 846). Meanwhile, a four-margin 1840 2d. blue (RA), with a central red Maltese Cross, achieved £200 (lot 847). Featuring part

of two black Maltese Crosses and with four margins, a fine 1840 2d. blue (TB) went under the hammer for £190 (lot 849).

Among the 1840 1d. blacks, one of the highlights was a four-margined used pair (DF/DG) with red Maltese Crosses (lot 778). In a fine condition, but with a small nick between the stamps at the top, the pair made £190.

A 1902–10 £1 dull blue-green from the reign of King Edward VII was a fine used example that sold for £190 (lot 877).

A 2003 Wildings miniature sheet on watermarked paper had four stamps with different values to the issued sheet (19p for 20p, 27p for 28p, 41p for 34p and 20p for 'E') (lot 909). Part imperforate, with only half of the left vertical pair perforated, this very fine sheet sold for £625 from a £650 estimate.



A 1964 Shakespeare pack with each stamp handstamped 'CANCELLED' was one of the packs given to journalists and sold for £360, just below its £380 estimate (lot 896).

Stanley Gibbons

A two-day Stamps and Postal History of the World auction was held by Stanley Gibbons at their offices on the Strand on 17–18 November. Prices shown exclude buyers' premium.

Beginning with material from outside Great Britain, a set of six from the first issue and a set of three from the second issue of the 1968 Revolutionary Literature and Art release from the People's Republic of China were in scarce blocks of four (lot 194). Fresh, unmounted and with original gum, they exceeded their estimate of £5000–£7000 to reach £9000.

A couple of highlights came from the India Feudatory States. A very fine used 1894 '1 ANNAS' dull green from Charkhari, with huge margins on three sides and remarkable definition, was a classic India Feudatory States rarity and exceeded its estimate of £3000–£3500 to go under the hammer for £5200 (lot 422). A fine 1894 '¼ ANNA' rose had experimental pin perforations on three sides; an exceptionally rare example with these trial perforations (lot 421). This unused example made £4200, which was within its £4000–£4500 estimate.

Among an extensive Australian flight covers section, there was a 1920 Ross Smith first flight cover (lot 803). Flown on a Vickers Vimy from England to Australia, it had a 'First Aerial Post' label tied by one of two oval 'First Aerial Mail/Received/26 FEB 1920/ Great Britain to Australia' handstamps. It also bore the three-line handstamp 'per/Vickers "Vimy" Aeroplane/to Australia' in blue. Addressed to Oxford, England, and signed by Smith, this superb, exhibition-quality cover went under the hammer for £3800, which was at the higher end of its £3000–£4000 estimate.

From the reign of Queen Elizabeth II a vertical strip of ten, with selvage at top and base, of the 1967 2d. HMS *Carmania* value from Gibraltar showed a large upward shift (approximately 26mm) of the grey-blue hull (lot 336). This resulted in a major shift of the top nine stamps, giving an impression of the hull on the top selvage and leaving the bottom stamp with the colour completely omitted. From column two of the sheet and one of five originally existing, it exceeded its estimate of £3000–£3500 to sell for £4200. Also from Gibraltar, there was a block of four of the 1951 printing of the 1s. black and green that had the rare broken 'R' variety (lot 301). Its hammer price of £2500 was five times its lower estimate of £500.



A rare 1895 £10 black and orange-vermilion from Nyasaland, neatly cancelled by a 'TSHIROMO/SP 5/95' double-ring datestamp,

more than doubled its lower estimate of £1000 to reach £2200 (lot 686).

Sixty years after the volcanic eruption that caused the evacuation of Tristan da Cunha, a 1961 Tristan Relief Fund set of four with type 49 surcharges was tied to a local cover by individual, very fine, strikes of the 'OC 12 61' c.d.s. on the first day of issue (lot 710). This most attractive and rare cover, with only 434 sets sold, went under the hammer for £1800 from a £1200–£1300 estimate.



The second part of the auction comprised items from Great Britain. From the 1884–88 surface-printed issues, a pristine 1888 £1 brown-lilac (HA), with Three Orbs watermark, was overprinted 'SPECIMEN' (type 11) twice but one was an albino strike (lot 1376). This exceptional left-hand marginal example of this scarce variety exceeded its estimate of £3500–£4500 to sell for £5800.



The auction included a very fine example of the 1935 Silver Jubilee 2½d. 'Prussian Blue' error of colour (lot 1453). The £5500 selling price of this George V rarity, offered with the basic 'ultramarine' shade for comparison, was just over its £4000–£5000 estimate.

A magnificent set of 14 hand-coloured small format envelopes of the 1840 William Spooner Mulready caricatures had an estimate of £3000–£3500 but reached £5200 (lot 1211).

From the line-engraved issues, a used horizontal strip of eight of the 1840 1d. black (BE/BL) from plate 2, cancelled by multiple red Maltese Crosses, was a scarce multiple, which rose to £3000 from a £700–£800 estimate (lot 1226).

Among the Inland Revenue Officials, a 1902–4 5s. bright carmine was cancelled by a hooded Registered c.d.s. (lot 1507). This departmental rarity exceeded its £2000–£2500 estimate to reach £2900.



Invitation to auction houses

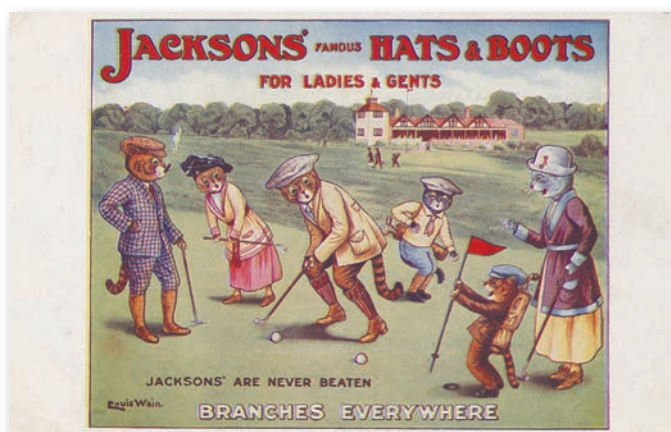
If you would like your auction results to be considered for inclusion in this monthly feature, please send a brief illustrated report of your sale's highlights to the editor (aboyd@philatelicexporter.com).

Top Postcard Artist Moves to the Big Screen

The arrival of a new feature film based on the life of Louis Wain, star Edwardian picture postcard artist, enables Brian Lund to highlight his feline postcard output.



1 Moneybags! Raphael Tuck 'Humorous' series postcard in series 6075, posted at Sydenham in September 1908



2 Wain undertook commissions for various firms, notably hatters Jacksons of Bath, for whom he designed a number of advertising postcards. Nine have been identified so far



3 While Louis Wain is most famous for his cat designs, he was not averse to the odd dog or two, as seen here on a postcard published by J Salmon of Sevenoaks



4 I love this postcard, published by C W Faulkner (series 183). Wain sometimes dressed his cats fully, but here they are shown merely with hats and muffs, having taken over the High Street, Sevenoaks

It is difficult to remember another occasion when a star of Edwardian picture postcards was the subject of a movie – but that is what is happening with the release of *The Electrical Life of Louis Wain*, already out on Amazon Prime but at a cinema near you from this month. Nottingham Showcase is screening it, so other cinemas in that chain and, hopefully, a great many independents, should be. And this is no low-profile arthouse film. It stars Benedict Cumberbatch and Claire Foy, renowned actors who bought into the idea of starring in a project that profiles an eccentric gentleman who liked cats and who finished

his life in hospitals for the mentally ill.

Louis Wain was a true giant of illustration between 1880 and 1918, his work adorning just shy of 1000 picture postcards and appearing in many books and magazines, including the eponymous *Louis Wain Annual*, which ran for many years (1–5). Most of his work featured cats, but he did occasionally try his hand at drawing other animals and birds. Over 30 UK publishers issued postcards of Wain's work, the most prolific of these was Raphael Tuck with an estimated 236 designs. Wain made cats, thrust

into human situations and often dressed in clothes, adorable and popular, as well as supporting cat charities. He was 'The Catman', and reigned supreme in his home country, despite stiff competition from many other artists in the genre. When the second wave of postcard collecting began in the 1950s and 1960s, new collectors recognised immediately the appeal of the Wain repertoire, and even then cards by him were expensive compared with virtually every other topic. Today, his postcards frequently sell for in excess of three figures.

Wain's personal life was, on the face of it, pretty sheltered and often sad. He was a loner as a child, rarely went to school, and immersed himself in art as his main pre-occupation. At the age of 17, he went to the West London School of Art and soon became the family breadwinner, selling his paintings

Louis Wain was a true giant of illustration between 1880 and 1918



5 London art gallery Chris Beetles (which holds annual sales of Louis Wain original paintings) published two sets of 18 postcards, in 1995 and 2001. All were taken from original paintings and never appeared on postcards at the time they were done. The designs come from the artist's 'electric' period during his stays in hospital, and illustrate the psychedelic nature of his later work, nothing like the cats he conjured up in his early period

to magazine and greeting card publishers. He married the family governess, Emily Richardson, ten years his senior, in 1884, but she died of cancer within two years. Thereafter, he lived with his sisters in Westgate-on-Sea and London. He did, though, spend three years in the United States, where he worked for the *New York American* magazine. It was his only departure from a life of solitude and painting. Always viewed as an eccentric (aren't most creative geniuses?), his mental health deteriorated to the point where he had to be resettled in Bethlem Hospital in Kent and later another in Hertfordshire. He died in 1939 at the age of 79. Wain continued to paint throughout his stays in institutions, but his cats became near-psychedelic, a trend that inspired the title of the film.

Postcards do not specifically feature in the film, but the mere fact that his name has been brought into the limelight should alert a much broader section of people to the talents that postcard collectors have known about for the past half-century.

An exhibition of Louis Wain's work is currently showing at the Bethlem Museum of the Mind, Monks Orchard Road, Beckenham. That runs until April, while the Chris Beetles Gallery in Ryder Street, London, has a Louis Wain show running through January.

Another year goes by

TODAY, most seasonal greetings cards offer best wishes for a combined Christmas and New Year, but in the Golden Age of picture postcards, the two festivals were separately celebrated, with lots of designs produced for each (6–10). Many of the New Year cards were dated, a potentially risky business: the postcards had a short shelf life and would be pretty useless if they hadn't sold by the end of the year. Now greetings card publishers find it easier to inscribe double greetings, linking the turn of the year with Christmas, using designs that won't date. I can't even remember special cards for the millennium (though plenty of picture postcards appeared).



6 An embossed New Year postcard from Raphael Tuck in their 'Christmas' series 1838



7 A very decorative 1911 card



8 Children carry in the New Year of 1913 on a card from the Carlton Publishing Co.



9 A French-published postcard posted on Christmas Eve 1913. The following year turned out to be not quite so good



10 A full New Year calendar for 1907, using famous actresses as decoration, from the Rotary Photographic Co. of London, which published many similar cards and specialised in portraits of theatre stars



11 McGill was a keen sportsman (until an injury put an end to his participation) and had many cricket cartoons published as postcards, this one from the Inter-Art Co. in their 'Comique' series



12 McGill is best-known for his risqué innuendos on captions from post-World War II postcards, but his career in the medium began just after 1900. His early designs are dated, this one was in the 'Empire' series by the Pictorial Postcard Co. of London

The first postcard I've seen illustrating a specific year is for 1900; the turn of the century inspiring publishers on the continent with the idea of postmarking a card with the last date of the 19th century and the first day of the 20th. In Britain, 1903 seems to have been the first use of a year date.

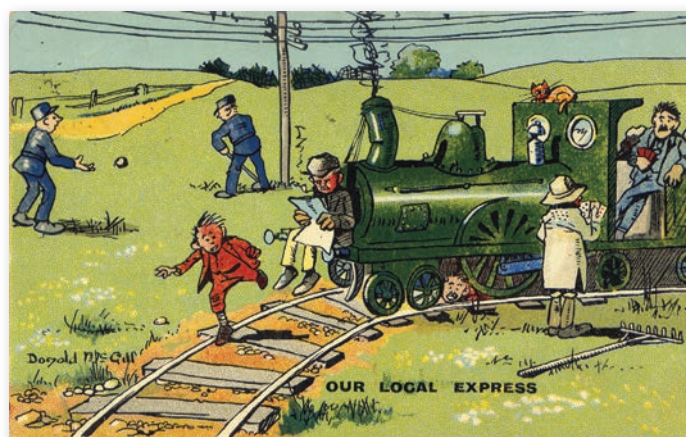
Some year dated cards also included calendars. I featured some of these by Nottingham publisher Hamel in PE for January 2020. These probably had a longer sales potential than the large year date cards but again were time sensitive. Most of this genre of postcards were published between 1903 and 1918; the last four of those years mainly on embroidered silk cards produced in France during the war. Beyond then, apart from some resurrecting of the idea during World War II, it is unusual to find any.

A collecting passion goes under the hammer

THIS month what is probably the largest collection of Donald McGill postcards ever put together is up for auction at Warwick & Warwick. Some 14,000 images drawn by the man dubbed the 'King of Seaside Postcards' were amassed by the late Eric Kent, a true enthusiast for the genre. Eric was a postcard dealer, too, a regular at the monthly London Bloomsbury fair from the 1970s until well into this century, and his passion for the McGill magic shone through in every conversation.

Donald McGill is probably the name from the postcard world most recognisable to those outside it; his designing career lasted from c.1904 to his death in 1962, and he achieved national notoriety when he and his publisher were hauled before the courts in 1953 on charges of obscenity (11–16). The postcard cartoons involved were mild compared with the stuff that followed in the 1970s, but in an age of prudery and hypocrisy, McGill was made an example of in an effort to halt the spread of music hall comedy to the High Street, where it was on show for everyone to see.

However, the artist's career and output can wait for a future article because this month I want to focus on the mechanics of selling the Kent collection. Disposing of such a huge quantity of postcards by a single artist is always likely to be problematical, and it may be that the cards do not make the money that the vendors



13 Scottish artist Cynicus is believed to have originated the 'Our Local Express' idea, which was then copied by many other artists, including McGill. This card was posted at Alton in April 1908



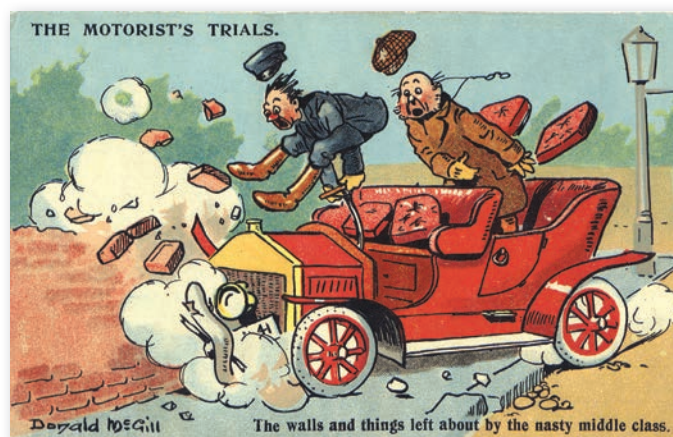
14 McGill turned his attention to lightening the nation's mood during World War I, with his publisher now the Inter Art Co. This one is typical of many that effectively encouraged men to volunteer



15 This is more like the McGill that most people recognise, one of the 'New McGill' comics published by D Constance Ltd from the late 1930s to the 1960s

16 This one is about as far from a seaside comic as you could imagine, a motoring comic also in the 'Empire' series

17 A single postcard, such as this one from Nuneham in Oxfordshire, proves there's something to be discovered on every card



would like. The sale will be split into lots – albeit large ones – so for any one person to scoop the entire collection and keep it intact may be a tough ask. Eric himself had always advised his family not to allow anyone to cherry-pick the collection but that might well have been the way to realise its best value. In fact, as single cards, the collection would be worth much more than its value as an entity. In all likelihood, the lots at Warwick & Warwick will be bought by dealers who themselves will try to maximise the value by selling the cards slowly and singly. Kent collector Bernard Crossley, who has probably the next best McGill stock in existence, would have loved to have gone through the cards and would probably have bought a huge number at a good price, but that avenue was denied him. My guess is that the lots will go for bargain prices – but I'm prepared to be surprised!

A little bit of Nuneham

I have never been to Nuneham, indeed I don't think I'd even heard of it before I came across this postcard recently, but I'm now an expert on the place (17). In the 1904 edition of Bartholomew's *Gazetteer*, it was called Nuneham Courtney (or Courtenay), with a population of 277 (now it's 200). The village, five miles south-east of Oxford on the River Thames, was created in the 18th century with identical rows of semi-detached houses built on either side of the main Oxford–Reading road. The postcard shows the Harcourt Arms Inn (still in existence) and E Franklin's horse-drawn cart. Franklin, who came from nearby Clifton Hampden, was a furniture remover and also had a coal and coke business in Culham. Picture postcards broaden horizons because there's something to be discovered on every card, but some are more researchable than others. The one I've illustrated – a fine real photo topographical though by an unidentified publisher – is better than most.

It was posted at Clifton Hampden on 2 August 1910, written by Alice, who was staying at Burcote House, Abingdon, and posted to her aunt, Mrs Lines, in Diss, Norfolk: 'Thought I would send you a card... As you will see I am in the country with my people for nine weeks...have been here a fortnight now.'

Railway results

ONE of the most popular of all postcard collecting subjects is railway station interiors (the platform and track bit). The latest edition of *Picture Postcard Values* gives a price tag of £40-plus for village and town interior real photos, but that figure is regularly

surpassed by auction results. Real photos are absolutely the most coveted, with the scene preferably showing a train *in situ* and passengers and staff on the platform for some extra interest. Highest recent eBay price was £215 for a card of Eydon Road Halt (Northamptonshire) with passengers, while a Lynton–Barnstaple train leaving the latter station went for £180 and a postcard of Long Eaton station packed with troops during the 1911 railway strike made £163. A surprising £127 was paid for a Knight of Barnstaple published real photo of a very distant Snapper Halt on the Lynton–Barnstaple line. Soldiers added interest to a card of Barnard Castle, helping it to £100. Next best were Stainton Dale (North Yorkshire) at £88, Triangle (Halifax) at £87 and Cayton at £76. Railway stations have a dual appeal – to train enthusiasts as well as local history collectors – which helps to explain their enduring popularity.

Top postcard fairs in January

8 January	Northampton – Abbey Centre
9 January	Leeds – Fairburn Village Hall
15 January	Bristol – BAWA Centre
29 January	Preston – Barton Village Hall
30 January	London – Bloomsbury, Holiday Inn



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.

New Books

Philatelic Exporter's book reviewer, David Rennie, takes a look at the latest books and catalogues from leading publishers.



...this single volume in the new Europe series has proved popular

MICHEL EUROPA KATALOG, VOLUME 12, BENELUX 2021/2022 (106TH EDITION)

Publisher: Schwaneberger Verlag GMBH
Address: Industriestraße 1, 82110 Germering, Germany
www.michel.de
ISBN: 978-3-95402-362-2
Price: €52/£52

AS the term Benelux has been widely used since Belgium, the Netherlands and Luxembourg formed a customs union in 1944, combining them into this one volume makes sense for collectors. None of the three are excessive in their output of new issues, although miniature sheets have become regular features. There is additional interest in regular charity issues.

Unlike Stanley Gibbons, MICHEL chooses to list the popular, albeit discontinued, railway parcel stamps separately from the postage stamps. In addition, Telegraph stamps also have their own section. The many cultural and economic

similarities of the three monarchies may be one of the reasons why stamp collectors like to combine this area, and this single volume in the new Europe series has proved popular.

This latest Benelux volume includes: Belgium, with issues to March 2021; and Luxembourg and Netherlands, each with new issues listed to May 2021. All the usual sections are included, as well as the usual detail about f.d.c.s, sheetlets, printing quantities, year collections, booklet panes and definitive number reference tables, etc. Belgian railway parcel stamps are well covered.

Following the major revision in the last edition, the prices in this one remain pretty well untouched, apart from Belgium, which shows some reductions in the issues of the 1940s and 1950s, and some more in the early-21st century. I could find none at all in the Luxembourg and Netherlands postage stamp lists.

It is a handsome, strawberry-red, hardcover book in the usual MICHEL style, with some 7800 illustrations (many earlier issues have been rescanned in colour) and about 37,500 prices.



Some 334 new colour illustrations have been added

MICHEL EUROPE KATALOG, VOLUME 13, GREAT BRITAIN & IRELAND 2021/2022 (106TH EDITION)

Publisher: Schwaneberger Verlag GMBH
Address: Industriestraße 1 82110 Germering, Germany
www.michel.de
ISBN: 978-3-95402-363-9
Price: €52/£52

THIS volume 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 GB, the 1933 GWR and WCAS airmail issues are included and priced, as are the Queen Victoria Telegraph issues.

However, no distinction is made between the plate numbers in 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 prestige booklets of GB have a separate colour-illustrated section and are priced individually for unmounted mint and also for Ireland.

Text modifications indicate increases in postage rates, mainly affecting postage stamps, stamp booklets and vending machine stamps. The prices for modern GB commemoratives remain out of line with those in the recent SG GB *Concise*, sometimes more than double in the equivalent currency. Apart from NVI definitive stamps and sets containing these, there are few changes from the old edition, except for very recent issues and self-adhesives. As postage rates increase, so mint NVI can be used without penalty at the increased rates, hence these increase mint but not used.

Some 334 new colour illustrations have been added, particularly of self-adhesive stamps.

In Ireland, early overprints on King George V GB stamps are well covered, especially the first Dollard and Thom high values, with each printer illustrated, enabling quick identification; the different spacing between 'h' and 'é' is clearly visible.

The latest issues included are August 2021 for GB and May 2021 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, 570-page, lie-flat hardcover, with about 7000 colour illustrations and 29,300 valuations, including a country index to all the Europe volumes, a list of shops and dealers, and notes about expertisation.

...a fine lie-flat hardcover



MICHEL EUROPE KATALOG, VOLUME 14, CHANNEL ISLANDS & ISLE OF MAN 2021/2022 (106TH EDITION)

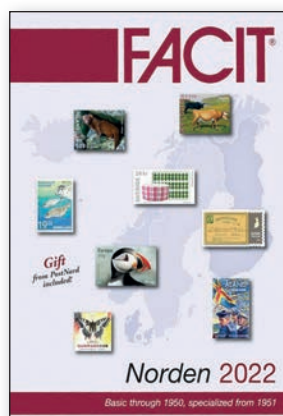
Publisher: Schwaneberger Verlag GMBH
Address: Industriestraße 1 82110 Germering, Germany
www.michel.de
ISBN: 978-3-95402-364-6
Price: €52/£52

THIS volume includes Guernsey and Alderney issues to September 2021 and Jersey and the Isle of Man to July 2021. Somewhat perversely, the wartime occupation issues of both Guernsey and

Jersey are omitted but appear in the Germany volume (why not in both), although the Guernsey 1940 2d. bisect is included.

As with the GB/Ireland volume, the Channel Islands NVI values have been adjusted to reflect current postal rates. However, despite the publisher having reviewed prices in the marketplace, I could find no significant trends; though some philatelic and editorial information has been amended and augmented as appropriate. Any increases are in the more recent period.

This 460-page volume includes expertisation pages, county index and dealer lists. It is a fine lie-flat hardcover with about 5000 colour illustrations and 23,000 valuations.



FACIT NORDEN (SCANDINAVIA) 2022

Publisher: Facit Förlags AB
Address: Box 537, SE-201 25 Malmö, Sweden
www.facit.se
ISBN: 978-91-86564-91-9
Price: 600SEK/€60

I last reviewed this title in December 2019, and this new edition is again hardcover and bilingual in both Swedish and English. It now contains all the stamps issued by Sweden to October 2021, Finland and Greenland to September 2021, Denmark and Faroes to August 2021, Åland to July 2021 and Norway to June 2021, but Iceland only to the October 2020 Christmas issue.

It is a basic catalogue up to 1950 (see the *Facit Specialised* catalogue for these in more detail) but specialised thereafter, with varieties, colour shades, formats, etc., all priced. All the usual sections, such as Booklets and Officials, are included. Each country has its own detailed contents list.

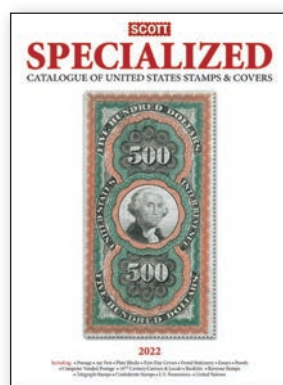
New sections and editorial improvements for this issue include f.d.c.s with SESAM cachets and a list of stamp products issued for Sweden. Iceland dated blocks of four are introduced with an article by Guðjón Axelsson, which is accompanied by a detailed listing and separate priced table.

The revised sections mentioned in the contents list include: Norwegian roll stamps, now to April 2021, and franking labels; Iceland payment tax stamps; and Åland gutter pairs. The Iceland Official stamps, omitted from the previous contents list, are now included. There is an updated membership list from the Swedish Stamp Trade Association of dealers in Swedish stamps.

A summary of Greenland's automated franking machines, postal stationery for Danish West Indies and Iceland, and stamps carried in Finland Post Buses are all still included.

This is fine hardcover, with over 1050 lie-flat pages and place tape, comes with a gift of the 2021 Fire Fighting miniature sheet (BL53) with special cancellation.

It is a basic catalogue up to 1950...but specialised thereafter



SCOTT 2022 SPECIALIZED CATALOGUE OF UNITED STATES STAMPS & COVERS (100TH EDITION)

Publisher: Scott Publishing Co
Address: 911 Vandemark Road, Sidney, Ohio 45365-0828, USA
www.amosadvantage.com
ISBN: 978-0-89487-619-6
Price: \$139.99/£104.99

A considerable amount of work has been done for this latest edition, which sees valuation changes in various sections and new additions and varieties being upgraded to catalogue status, all evidenced by the page of new numbers and additions.

The editor highlights early classics, some up by 10%, 20th-century mint issues and recent *se-tenant* issues. Of particular note is the \$1 million price tag on the 1908 2c. coil (Scott 321) pair in superlative condition. Back of the book items also show some movement, notably some Duck stamps.

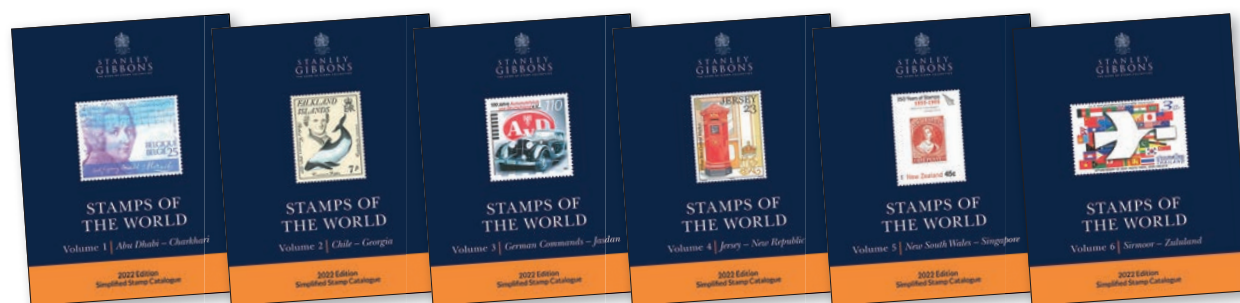
More essays and proofs are now priced, and

some new minor numbers allocated. Post office seals and encased postage stamps also show some movement. Postage issues 1970s to date now have prices for panes. More test stamps and counterfeits have been discovered and are numbered; the latter including latest issues using modern colour copying and computer printing technology, which are ideally collected on cover. Early Official stamps on the double paper are now upgraded to letter minor numbers.

Articles included are Dan Undersander highlighting stamped envelope printing varieties, Gregg Greenwald on Narcotic Tax Stamps and the Reverend Stephen Knapp on essays. The Danish West Indies section has been thoroughly reviewed and unmounted mint are now included in its introductory section on condition.

All the usual sections are included in this 1350-page volume, but the 'Scott Stamp Values by Grade' is now published separately, along with the Stamp Identifier. As far as I know, Scott is still the only catalogue giving guidance in the form of the 'Do Not Soak' symbol for self-adhesive stamps.

A considerable amount of work has been done for this latest edition



...ideal for thematic dealers and collectors, as well as general world collectors

STANLEY GIBBONS SIMPLIFIED CATALOGUE, STAMPS OF THE WORLD 2022 (86TH EDITION)

Publisher: Stanley Gibbons Publications
Address: 7 Parkside, Christchurch Road, Ringwood, Hants BH24 3SH
www.stanleygibbons.com
ISBN: 978-1-911304-79-1 (six volumes sold as a set)
Price: £299

MORE or less back on schedule, this six-volume, basic, all-world catalogue lists stamps from over 730 countries arranged in alphabetical order, by date and design of issue within each country. Also included are Postage Dues, Official stamps, parcel post, express delivery, charity tax stamps, military post stamps, personal delivery stamps, pneumatic post stamps and Telegraph stamps used for postage. Imperforate and perforated stamps are listed separately, but the variations of perforation gauge are not quoted. Watermarks are not mentioned and only basic colours – red, green and blue for example – are given. Varieties are not included, and the SG number shown and the prices are usually for the most common example.

Over 2500 new stamps have been added since the 2020 edition, representing two years of new issues. However, by judicious layout there are only about 20 extra pages – 6451 in total – (around 1000 in each volume). The publisher has maintained the set price unchanged.

Still the only whole-world catalogue issued as one entity, individual volumes have their own ISBN numbers, but these are not individually priced nor sold separately. Only Volume 1 contains the six-language 'Glossary of Colours and Philatelic Terms' – French, German, Spanish, Italian and Arabic. The Contents, Introduction, Information for Users, Guide to Entries appear in each, and there is full-set Country Index.

It is ideal for thematic dealers and collectors, as well as general world collectors. Where thematic sets have a common format, a single illustration is provided, but each individual value shows the detail of the subject, species, personality, etc.

Values are provided for mint and used stamps and miniature sheets. The number of price changes is significant, reflecting those in the recently published Commonwealth and Great Britain catalogues.

In its recently published Christmas Gift Guide, the publisher is also promoting its SG digital catalogues and the new Colour Key containing 200 colours. Progress is being made in aligning catalogue colours with this key. New gold foil spine labels are also now available.

ISLE OF MAN

Postage Buying Prices



<i>Year of Issue</i>	<i>% of Face Value</i>
1973 - 1999	20%
2000 - 2010	30%
2011 - 2022	40%
£5 stamps (1985 or 1994)	50%

**Stamps do not have to be in sets but must have full gum.
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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.

ALGERIA

21 Oct, Great Mosque of Algiers, 50d.
25 Oct, Medjerda River (joint issue with Tunisia), 50d.
3 Nov, The Group of 22, miniature sheet 100d.
11 Nov, Traditional Saddle Manufacture, 2×25d.

ANDORRA (FRENCH)

8 Nov, Angel, €1.28; Black Alder, €1.50.

ANDORRA (SPANISH)

7 Sept, Centenary of Coronation of The Virgin, €2.
9 Oct, Joan Monegal, miniature sheet €4.15.
21 Oct, Peruvian Community, €1.60.
5 Nov, The Rotunda, €2.50; New Year's Eve Race, 70c.

ARGENTINA

23 Nov, María Elena Walsh, \$140.

ASCENSION ISLANDS

9 Nov, Blue Belt Programme, 4×£1, miniature sheet 4×£1.

AUSTRALIA

1 Nov, Christmas, 3×65c., 2×\$2.40.

Christmas Island

1 Nov, Christmas, 65c., \$2.40.

BELARUS

16 Nov, 150 Years of Smolensk–Minsk–Brest Railway, 2×1r.74, sheet 6×1r.74.

BELGIUM

25 Oct, 175 Years Rail Connection Paris–Brussels, sheet €9.25; Viticulture in Belgium, sheet €9.25; Thierry de Cordier, sheet €10.70; Christmas, two sheets €10.70, €18.50.

BERMUDA

30 Sept, Christmas, 50c., \$1.15, \$1.35, \$1.55.
18 Oct, Flora Duffy Olympic Gold Medalist, 50c., \$1.15.

BRAZIL

10 Nov, 100 Years of Diplomatic Relations – Brazil and Estonia, 4r.95.

BRITISH ANTARCTIC TERRITORY

23 Nov, Final Voyage of the RRS *James Clark Ross*, 68p, 78p, £1.04, £1.26; 30th Anniversary of Protocol on Environmental Protection to Antarctic Treaty, 68p, 78p, £1.26, £1.40; Blue Belt Programme, 68p, 78p, £1.26, £1.35, miniature sheet 68p, 78p, £1.26, £1.35.

BULGARIA

8 Oct, 70 Years of State Archives of Bulgaria, 65st.
14 Oct, 70 Years of Graf Ignatievo Military Airbase, miniature sheet 65st., 1l., 1l.50, 2l.; 100th Year of Bulgarian Youth Red Cross, miniature sheet 3l.
25 Oct, 200th Birth Anniversary of Fyodor Dostoevsky, 1l.
1 Nov, 50th Anniversary of Shumen University, miniature sheet 4×65st.

CHINA PEOPLE'S REPUBLIC

25 Sept, Our Motherland So Rich in Beauty, souvenir sheet 6y.
11 Oct, COP15, 1y.20.
25 Oct, 50th Anniversary of Restoration of Lawful Seat of PRC in UN, 1y.20.
15 Oct, Sustainable Development of Transport, 4×1y.20.

CHINA (TAIWAN)

8 Oct, 110th Anniversary of Founding of Republic of China, \$6, \$8, \$10, \$28.

5 Nov, Classical Chinese Poetry, 2×\$8, \$12, \$15.
24 Nov, Hakka Festivals, 2×\$8, 2×\$12.

CROATIA

5 Nov, 25th Anniversary of Croatia's Accession to Council of Europe, 3k.30.
22 Nov, Christmas, 3k.30.
26 Nov, Croatian Fine Arts, 2×3k.30.

EGYPT

8 Aug, Egyptian Champions at Tokyo Olympics, 5l.
12 Aug, International Youth Day, 5l.
6 Sept, Egyptian Champions at Tokyo Paralympics, 5l.
21 Sept, Field Marshal Mohamed Hussein Tantawi, 5l.
27 Sept, World Tourism Day, 5l.
6 Oct, 48th Anniversary of Victory in October War, 5l.
10 Oct, Egyptian Sports Culture Association, 5l.

ESTONIA

15 Oct, Christmas, 90c., €1.90.
19 Oct, 100th Anniversary of Estonian Federation of the Blind, 90c.; Estonian National Animal – Wolf, 90c.
10 Nov, 100 Years of Diplomatic Relations (Estonian–Brazilian joint issue), €1.90.
17 Nov, Art From Estonian Art Museum, 90c.; My Stamp, 90c.

FRANCE

4 Oct, Gustave Roussy, €1.28.
10 Oct, 94th FFAP Congress, €1.28.
11 Oct, Grendizer; Familiar with the Stars, booklet 12×€1.08.
25 Oct, Georges Brassens, €1.08, French Red Cross, sheet €3.84+€2.

2 Nov, A Christmas That Feels Good, booklet 12×€1.08.

8 Nov, Stamp Boxes, booklet 12×€1.08; Gustave Flaubert, €1.28; Heyday of French History, miniature sheet €6; Autumn Philatelic Fair, miniature sheet €1.28.
22 Nov, Sélestat Christmas Tree, €1.50; Valéry Giscard d'Estaing, €1.28.

FRENCH POLYNESIA

22 Oct, Mythical Hotels – Maeva Beach, 1f.10.
4 Nov, 130 Years of Arrival of Paul Gauguin in Tahiti, 5f., miniature sheet.

GIBRALTAR

2 Nov, Christmas, 30p, 60p, 90p, £1, £1.15, £4.
11 Nov, City Council Centenary 1921–2021, £4.

GREECE

4 Nov, Christmas, 90c., €1.
19 Nov, Notos 2021, miniature sheet, 2×€2.40.

GREENLAND

9 Nov, Sustainable Goals, 14k.; Street Art I, 2k, 14k.; Christmas, 17k., 19k.

GUERNSEY

3 Nov, Nativity Story, 45p, 50p, 70p, 73p, £1, £1.15, £1.20.
11 Nov, Centenary of the Royal British Legion – Part 4, £1, souvenir sheet £4.

Alderney

3 Nov, Nativity Story, 45p, 50p, 70p, 73p, £1, £1.15, £1.20.

HONG KONG

16 Nov, Special Flora, \$2, \$2.60, \$3.40, \$3.70, \$4.90, \$5, souvenir sheet \$21.60.

HUNGARY

8 Nov, Planet Budapest 2021 Sustainability Expo and Summit, miniature sheet 500fo.

INDIA

2 Oct, Martyrs of Solapur, 5r.
6 Oct, Deccan College Bicentenary, 5r.
10 Nov, Dattopant Thengadi, 5r.
27 Nov, SCB Medical College and Hospital, Cuttack, 5r.

ISLE OF MAN

3 Nov, Sir Barry Gibb, 2×1st, EU, Large Letter, RoVW, 2×USA.

ITALY

1 Nov, Centenary Birth of Mario Rigoni Stern, €1.10.
2 Nov, Italian Basketball Federation, €1.10.
15 Nov, Endangered National Wildlife (Europa), €1.10, €2.60.
17 Nov, Italian Presidency of the Committee of Ministers of the Council of Europe, €3.50.
20 Nov, Italian Products with a Protected Designation, 15×25c.
21 Nov, Centenary of Foundation of Sirti S.p.A., €1.10.
22 Nov, Doctors Without Borders, €3.10.

JERSEY

22 Nov, A Visit From St Nicholas, 46p, 54p, 66p, 74p, 88p, £1, £1.25, £1.30, miniature sheet £3.50.

KOREA (SOUTH)

25 Oct, Philately Week, 4×430w.
29 Oct, Loyal Dogs of Korea, 3×430w.; Definitives 10w., 50w., 100w.
10 Nov, Medicinal Plants, 4×430w.

LATVIA

1 Oct, Stamp World Tales – The Ghost of Roses, €1.
13 Oct, Jānis Poruks – 150 Years Since Birth, €1.
15 Nov, Christmas, €1, €1.42, €1.54.

29 Nov, Winners of Gold Medals at XXXII Summer Olympic Games, €1.

LIECHTENSTEIN

15 Nov, 50 Years of the Liechtenstein Chess Federation, 85c., €1.80; 50 Years of Médecins Sans Frontières, €3.70; Christmas, 85c., €1, €1.50, €2; Chinese Signs of the Zodiac – Tiger, sheet €8.

LITHUANIA

27 Nov, Christmas, 49c., 81c.

LUXEMBOURG

16 Nov, Christmas, 80c.+10c., €1.05+15c.; Charity Stamps 2021 – Luxembourg Moselle Region, 80c.+10c., €1.05+15c., €1.40+15c., €1.60+30c.; Collector's Passion, 3×80c.; 50th Anniversary of Médecins Sans Frontières, 80c.; Flowers (definitives), 4×40c.

MALAYSIA

9 Oct, World Post Day, 2×1r.30.
3 Nov, Deepavali, sheet 25r.
16 Nov, Malaysia's Documentary Heritage, 60s., 90s., 1r.30., three sheets 6r., 9r., 13r.

MEXICO

15 Sept, Anniversaries in History, 3×\$13.50.
22 Sept, Centenary of Shield and Motto 'For My Race the Spirit Will Speak', \$15.
30 Sept, Citizen Council for Security and Justice of Mexico City, \$7.
4 Oct, Financial Education Week, \$13.50.
9 Oct, World Post Day, \$15; Centenary of Secretary of Public Education, \$7.
14 Oct, National Guard, \$11.50.
29 Oct, Day of the Dead, \$7.50.
4 Nov, 170 Years of the Telegraph, \$7.
11 Nov, 50th Anniversary of National Institute of Astrophysics, Optics and Electronics, \$7.

MONACO

5 Nov, Christmas, €1.28.

MONGOLIA

5 Nov, 100th Anniversary of Diplomatic Relations Between Mongolia and Russia, 2000t., miniature sheet 2000t.
11 Nov, 100th Anniversary of Central Military Hospital, miniature sheet 2000t.
15 Nov, 100th Anniversary of Modern Armed Force, miniature sheet 2000t.
18 Nov, Documentary Heritage on UNESCO Memory of World, miniature sheet 2000t.
25 Nov, Mongolian Pop Art, miniature sheet 3200t.

MONTENEGRO

7 Oct, Joy of Europe, 50c.
12 Oct, 50 Years Academy of Sciences and Arts, 50c.
10 Nov, Historical Heritage, 30c., 40c.
30 Nov, Battle of Lepanto, 95c.

NETHERLANDS

1 Nov, Digi Art, sheet 5×1.
15 Nov, Christmas, sheet 20×91c.
16 Nov, Dutch Underwater Landscapes, three sheets 5×1.

NORWAY

5 Nov, Flag of Norway Bicentenary, miniature sheet 55k.
5 Nov, Christmas stamps, 2×18k.

PHILIPPINES

16 Oct, Robert Jaworski, sheet 8×17p., miniature sheet 60p.

POLAND

1 Oct, Expo 2020 Dubai, miniature sheet 8z.
6 Oct, Caritas Poland, 10z.
16 Oct, 25 Years of Poland in OECD, 3z.30.
22 Oct, 100th Anniversary of Birth of Czesław Ślania, miniature sheet 15z.30.
23 Oct, Ładoś Group, 4z.
17 Nov, Army of Anders – Trail of Hope, 4z.
19 Nov, Polonia Warszawa, 3z.30.
20 Nov, Beatification of Father Jan Franciszek Macha, 4z.

ROMANIA

5 Oct, Collections of Peles Castle, 11.40, 11.50, 31.40, 71, 91, 101.50, sheet 311.50.

14 Oct, Exotic Pigeons, 11.70, 21, 51.50, 191.50.
25 Oct, Centenary of Birth of King Michael I, 2×91, sheet 311.50.
5 Nov, Centenary of Cantacuzino Institute, sheet 5×91.
12 Nov, Happy Birthday, Nadia!, sheet 5×91.
19 Nov, Christmas, sheet 8×21.60.
24 Nov, Viticulture (joint issue with Moldova), two sheets 5×21, 5×91.

RUSSIA

3 Nov, 300th Anniversary of Raketa Petrodvorets Watch Factory, 56r.
5 Nov, 100th Anniversary of Diplomatic Relations Between Russia and Mongolia – National Musical Instruments, 50r.
11 Nov, 200th Anniversary of Birth of F M Dostoevsky, miniature sheet 100r.
15 Nov, 100th Anniversary of Vladimir Dahl Russian State Literary Museum, 50r.
17 Nov, 300 Years of Prosecutor's Office of Russia, miniature sheet 100r.
23 Nov, Lukoil Oil Company, 60r.
24 Nov, Aerobatic Aviation Groups, 2×25r.
25 Nov, Arctic Zone of Russian Federation – Tourism, sheet 24r., 56r.
30 Nov, 125th Anniversary of Birth of G K Zhukov – Marshal of the Soviet Union, 50r.; 125th Anniversary of Birth of K K Rokossovsky – Marshal of Soviet Union, 50r.

SPAIN

5 Nov, Christmas, 70c., €1.50; Health and Wellness – Living is Urgent, €5.80.
9 Nov, National Exhibition of Youth Philately Juvenia 21, sheet 6×€1.60; VIIIth Centenary of Birth of Alfonso X, €1.50.

SRI LANKA

6 Nov, Gems of Sri Lanka, 10×151kr., sheet 1501kr.
24 Nov, Centenary of Science Faculty, University of Colombo, 151kr.

SURINAME

6 Oct, Fish, sheet (total), 215srd.
16 Nov, Fruit, sheet (total), 200srd.

SWEDEN

22 Oct, Slania 100 Years, miniature sheet 100k.
11 Nov, Christmas, brev, sheet 10×Julpost; Year of Outdoor Recreation, 5×brev.

SWITZERLAND

11 Nov, Christmas, 85c., 1f., 1f.50, 2f.; Dominoes, 4×50c.; Pro Juventute, 85c.+ 40c., 1f.+50c.; Stamp Day, 2×50c.+25c.; Switzerland–Thailand Joint Issue, 1f., 2f.; 50 Years of Doctors Without Borders, 1f., 2f.; 75 Years of UNICEF, 2×75c.

THAILAND

11 Nov, 90th Anniversary of Diplomatic Relations Between Thailand and Switzerland, 2×3b.
15 Nov, 70th Anniversary of Diplomatic Relations Between Thailand and Pakistan, 2×3b.; New Year, 4×3b.

TRISTAN DA CUNHA

29 Nov, Blue Belt Programme, 45p, 80p, £1, £2.10, miniature sheet 45p, 80p, £1, £2.10.
3 Nov, 60th Anniversary of Tristan's 1961 Volcanic Eruption – Part 1 Eruption and Evacuation, 45p, 60p, £1.10, £1.80.

UKRAINE

19 Nov, Beauty and Greatness of Ukraine – Sevastopol, sheet 9×V.

UNITED NATIONS

4 Nov, Celebrations, sheets 10×\$1.30, 10×1f.50, 10×€1.
19 Nov, World Toilet Day, 58c., 1f., €1.

URUGUAY

5 Nov, José Artigas, \$5, \$10.
10 Nov, Tourism (UPAEP), \$30, \$75.
17 Nov, 100 Years of Diplomatic Relations Between Uruguay, Czech Republic and Slovakia, 2×\$75.
24 Nov, 700 Years of Dante Alighieri, sheet \$75.
26 Nov, Bicentennial of Birth of Anita Garibaldi, \$75.
30 Nov, Generation of 45, 3×\$30.



Estonia: Art From Estonian Art Museum



Greenland: Street Art I



Sri Lanka: Gems of Sri Lanka



Sweden: Year of Outdoor Recreation

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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. Please check every event carefully to confirm its current status. For inclusion in future listings, please email aboyd@philatelicexporter.com

JANUARY

4/5 JAMES

5 Norwich Street,
Fakenham, Norfolk NR21
9AF

6 PHILANGLES

Carson House, 44 Legh
Street, Warrington,
Cheshire WA1 1UJ

11 SPINK

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

11 UNIVERSAL

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

12 AJH

The Laurels, Manchester
Road, Accrington BB5 2PF
(postal)

13/14 ADAM PARTRIDGE

Withyfold Drive,
Macclesfield, Cheshire
SK10 2BD

22 AVH

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

22 INVICTA

PO Box 5, Dover CT16
1YQ

22 SOMERSET

Hill Farm, Hemyock,
Cullompton EX15 3UZ

25/28 DANIEL F KELLEHER

Unit 53, 22 Shelter Rock
Lane, Danbury, CT 06810,
USA

26 BRIAN REEVE

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

26 SPINK

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

26 VANCE

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

31 PHILANGLES

Carson House, 44 Legh
Street, Warrington,
Cheshire WA1 1UJ

31 STANLEY GIBBONS

399 Strand, London,
WC2R 0LX (online)

FEBRUARY

5 STADE

Markgrafenstraße 5,
79639 Grenzach-Wyhlen,
Germany

5/6 TONY LESTER

Unit 2, The Sidings,
Birdingbury Road, Marton,
Rugby CV23 9RX

9 AJH

The Laurels, Manchester
Road, Accrington BB5 2PF
(postal)

9 PROVINCIAL

90 Park Road, Didcot
OX11 8QR

12 BIL

Washingborough
Community Centre, Fen
Road, Washingborough
LN4 1AB

12 CHESHIRE STAMP AUCTIONS

Egerton Court, Haig Road,
Parkgate, Knutsford WA16
8DX

19 SOUTH WEST

Harewood House,
Ridgeway, Plympton,
Plymouth PL7 2AS

21 T&T

New Barn, The Estate
Yard, Eridge Green,
Tunbridge Wells TN3 9JR

28 PHILANGLES

Carson House, 44 Legh
Street, Warrington,
Cheshire WA1 1UJ

MARCH

1 GROSVENOR

Third Floor, 399–401
Strand, London WC2R 0LT

2/3 CAVENDISH

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

4 TENNANTS

Auction Centre, Harmby
Road, Leyburn DL8 5SG

7/11 CHRISTOPH GÄRTNER

Steinbeisstraße 6+8, 74321
Bietigheim-Bissingen,
Germany

9 AJH

The Laurels, Manchester
Road, Accrington BB5 2PF
(postal)

16 STANLEY GIBBONS

399 Strand, London
WC2R 0LX

17/19 CORINPHILA NETHERLANDS

Mortelmolen 3, 1185 XV
Amstelveen, Netherlands

17/19 FELZMANN

Immermannstraße 51
40210 Düsseldorf,
Germany

17/19 POSTILJONEN

Hans Michelsensgatan 9,
Malmö, Sweden

18 MARTELLO

Old Auction Rooms,
Marine Walk Street, Hythe
CT21 5NW

19 AVH

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

19 MOWBRAY

247–53 Main Highway,
Otaki, New Zealand

20 INVICTA

PO Box 5, Dover CT16
1YQ

21/26 HEINRICH KOEHLER

Hasengartenstraße
25, 65189 Wiesbaden,
Germany

23 VANCE

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

28 PHILANGLES

Carson House, 44 Legh
Street, Warrington,
Cheshire WA1 1UJ

APRIL

5 UNIVERSAL

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

9 BIL

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9 SOUTH WEST

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20 GROSVENOR

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21/23 NPV

Leeuwenveldseweg 14, NL-
1382 LX Weesp, Holland

2022
DIARY
DATES

Please send *Philatelic Exporter* your schedules for the forthcoming year for inclusion in the Diary Dates pages, covering local, national and international auctions, fairs and major events from around the world.

Please send all schedules to aboyd@philatelicexporter.com

For increased publicity, please contact advertising@philatelicexporter.com or telephone 01425 481055.

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.

2022 JANUARY

21/22 YORK STAMP & COIN FAIR
The Grandstand, York Racecourse,
York YO23 1EX

stampshows.net

2022 FEBRUARY

4/5 LIVERPOOL STAMP FAIR
Liner Hotel, Lord Nelson Street,
Liverpool L3 5QB

terryhunts@yahoo.com

19/26 LONDON 2022
Business Design Centre, 52 Upper
Street, Islington, London N1 0QH

london2022.co

2022 MARCH

4/6 PERTH STAMP & COIN SHOW
South Perth Community Centre,
South Terrace & Sandgate Street,
South Perth, WA 6151, Australia

perthstampandcoinshow.com.au

31/3 HUNFILEX 2022
Fővám tér 11–12, Budapest, 1093
Hungary

hunfilex2022.com

2022 APRIL

22/23 SCOTTISH CONGRESS
Dewars Centre, Glover Street,
Perth PH2 0TH

scottishphilately.co.uk

22/24 ÖVEBRIA
Hirtenberg, Austria

voeph.at

2022 MAY

6/10 TAIPEI 2022
World Trade Center, Xinyi Roadm
Xinyi District, Taipei City, Taiwan

taipei2020.post.gov.tw

18/22 HELVETICA 2022
Palazzo dei Congressi Lugano,
6900 Lugano, Switzerland

helvetia2022.ch

**27/28 SPRING SOUTH OF ENGLAND
POSTCARD FAIR**
Leisure Centre, Woking Park,
Kingfield Road, Woking GU22 9BA

postcard.co.uk

2022 JUNE

9/12 CAPEX 2022
Toronto Convention Centre,
255 Front Street West, Toronto,
Ontario M5V 2W6, Canada

capex22.org

17/18 STAFFORD STAMP SHOW
County Showground, Weston
Road, Stafford ST18 0BD

jrs-stamp-shows.co.uk

2022 JULY

15/16 YORK STAMP & COIN FAIR
Grandstand, York Racecourse, York
YO23 1EX

stampshows.net

2022 AUGUST

4/9 INDONESIA 2022
Indonesian Parliament, 10270
Jakarta, Indonesia

indonesia2020.com

25/28 GREAT AMERICAN STAMP SHOW
Convention Center, 1400 J Street,
Sacramento, CA 95814, USA

stamps.org

2022 SEPTEMBER

8/11 MELBOURNE 2022
Caulfield Racecourse, Caulfield
East, Victoria 3145, Australia

melbourne2022.com.au

**23/24 AUTUMN SOUTH OF ENGLAND
POSTCARD FAIR**
Leisure Centre, Woking Park,
Kingfield Road, Woking, Surrey
GU22 9BA

postcard.co.uk

28/1 STAMPEX
Business Design Centre, 52 Upper
Street, Islington, London N1 0QH

thepts.net

30/2 PERTH STAMP & COIN SHOW
South Perth Community Centre,
South Terrace & Sandgate Street,
South Perth, WA 6151, Australia

perthstampandcoinshow.com.au

2022 OCTOBER

13/16 LIBEREC 2022
Wellness Hotel Babylon, Košická
415, 460 07 Liberec, Czech
Republic

liberec2022.eu

14/15 SALISBURY STAMP SHOW
Five Rivers Leisure Centre, Hulse
Road, Salisbury SP1 3NR

salisburystampshow.co.uk

14/16 NOJEX-ASDA POSTAGE STAMP EXPO
Hilton Meadowlands, 5
Meadowlands Plaza, East
Rutherford, NJ 07073, USA

americanstampdealer.com

14/16 STAMPA 2022
Griffith College Conference
Centre, South Circular Road,
Dublin 8, Ireland

stampa.ie

21/23 NORDIA 2022
Birkerød Idrættscenter, Bistrupsvej
1, Birkerød, 3460, Denmark

postimerkikkerho.fi

2022 NOVEMBER

8/12 CAPE TOWN 2022
Convention Centre, Convention
Square, 1 Lower Long Street, Cape
Town, South Africa

capetown2021.org

11/12 STAFFORD STAMP SHOW
County Showground, Weston
Road, Stafford ST18 0BD

jrs-stamp-shows.co.uk

24/26 MONACOPHIL 2022
Terrasses de Fontvieille, Monaco

monacophil.eu

2023 MARCH

16/19 NZ2023
Auckland, New Zealand

2023 MAY

25/28 IBRA 2023
Messe Essen, Norbertstraße,
45131 Essen, Germany

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Trade Diary

At the present time, information on fairs can change at short notice. Readers are strongly advised to confirm with organisers that events are still being held. Please email aboyd@philatelicexporter.com with details of future events.

JANUARY

1 FELBRIDGE (CR)

Felbridge Village Hall, Crawley
Down Road RH19 2NT

8 BECKENHAM (RM)

Azelia Hall, 258 Croydon Road
BR3 4DA

8 DERBY (HVJ)

Nunsfield Community Hall, 33
Boulton Road, Alveston DE24 0FD

8 EASTBOURNE (CR)

St Mary's Church Hall, Decoy
Drive, Hampden Park BN22 9PP

8 LEICESTER (JLS)

Holiday Inn, St Nicholas Circle,
Leicester LE1 5LX

8 SUTTON COLDFIELD (JRS)

Methodist Church Hall, South
Parade B72 1QY

14 LONDON (TDP)

Royal National Hotel, Bedford
Way, Russell Square WC1H 0DG

15 HULL (HVJ)

St James Centre, 169 First Lane,
Hassle HU13 9EY

15 PLYMSTOCK (PF)

Community Centre, 6 Memory
Lane PL99GH

16 DRONFIELD (HVJ)

Coal Aston Village Hall, Coal
Aston, Sheffield S18 3AY

19 EAST GRINSTEAD (MJP)

Chequer Mead Arts Centre, De
La Warr Road, East Grinstead
RH19 3BS

22 GUILDFORD (CR)

Onslow Village Hall, Wilderness
Road, Onslow GU2 7QR

29 CHICHESTER (R&R)

Parish Hall, Stockbridge Gardens,
Donnington PO19 8QR

29 LIVERPOOL (TB)

St Columba Church Hall, Hillfoot
Road, Hunts Cross L25 0NR

29 MORLEY (HVJ)

Commercial Street, near Leeds
LS27 8HZ

30 PETERBOROUGH (RL)

Holiday Inn, Thorpe Wood PE3
6SG

30 SEVENOAKS (R&R)

Stag Plaza, Stag Theatre, London
Road TN13 1ZZ

FEBRUARY

4/5 LIVERPOOL (TB)

Liner Hotel, Lord Nelson Street,
Merseyside L3 5QB

5 BECKENHAM (RM)

Azelia Hall, 258 Croydon Road,
BR3 4DA

5 LICHFIELD (JRS)

Boley Park Community Hall,
Ryknild Street WS14 9XU

12 DERBY (HVJ)

Nunsfield Community Hall, 33
Boulton Road, Alveston DE24 0FD

12 LEICESTER (JLS)

Holiday Inn, St Nicholas Circle,
Leicester LE1 5LX

16 EAST GRINSTEAD (MJP)

Chequer Mead Arts Centre, De
La Warr Road, East Grinstead
RH19 3BS

19 HULL (HVJ)

St James Centre, 169 First Lane,
Hassle HU13 9EY

19 SITTINGBOURNE (CR)

Carmel Hall, Ufton Lane (off West
Street) ME10 1JB

20 DRONFIELD (HVJ)

Coal Aston Village Hall, Coal
Aston, Sheffield S18 3AY

23 TORQUAY (PF)

Torquay Boys' Grammar School,
Shiphay Manor Drive TQ2 7EL

26 MONTROSE (NEF)

Hillside Village Hall, Dubton Road,
Hillside, Montrose DD10 9HB

26 MORLEY (HVJ)

Commercial Street, near Leeds
LS27 8HZ

MARCH

5 BECKENHAM (RM)

Azelia Hall, 258 Croydon Road
BR3 4DA

5 INVERURIE POSTCARD FAIR (NEF)

Garioch Heritage Centre, Loco
Works Road, Inverurie AB51 4FY

5 LAUNCESTON (CPF)

Central Methodist Church Hall,
Castle Street, Launceston PL15
8BD

5 LEICESTER (JLS)

Holiday Inn, St Nicholas Circle,
Leicester LE1 5LX

5 SUTTON COLDFIELD (JRS)

Methodist Church Hall, South
Parade B72 1QY

5 WESTON-SUPER-MARE (MH)

Saint Paul's Church Hall, Walliscote
Road BS23 1EF

11 LONDON (TDP)

Royal National Hotel, Bedford
Way, Russell Square WC1H 0DG

12 DERBY (HVJ)

Nunsfield Community Hall, 33
Boulton Road, Alveston DE24 0FD

16 EAST GRINSTEAD (MJP)

Chequer Mead Arts Centre, De
La Warr Road, East Grinstead
RH19 3BS

19 HULL (HVJ)

St James Centre, 169 First Lane,
Hassle HU13 9EY

19 PLYMSTOCK (PF)

Community Centre, 6 Memory
Lane PL9 9GH

20 DRONFIELD (HVJ)

Coal Aston Village Hall, Coal
Aston, Sheffield S18 3AY

26 BROUGHTY FERRY (NEF)

St Aidan's Centre, 408 Brook
Street, Broughty Ferry, Dundee
DD5 2EY

26 LIVERPOOL (TB)

St Columba Church Hall, Hillfoot
Road, Hunts Cross L25 0NR

26 MORLEY (HVJ)

Commercial Street, near Leeds
LS27 8HZ

KEY TO ORGANISERS

CPF: Cornwall Philatelic Federation (cornwallphilatelic.co.uk)

CR: Chris Rapley (01795 478175/07711 677760)

H: Hampex (Colin Mount, 01425 474310)

HVJ: H V Johnson & Co (01909 562927/07808 665472)

JLS: John Suschitzky (0116 235 0441)

JRS: JRS Fairs (01785 259350)

MH: Michael Hale (01749 677669)

MJP: M J Perriman (01903 244875)

MRT: Michael R Thompson (01474 325507)

NEF: North East Fairs (01674 832823)

PA: Panda Fairs (01489 582673)

PF: Phoenix Fairs (01288 381489/01395 516060)

R&R: R&R Fairs (01303 238807)

RL: Richard Lewis (01945 700594)

RM: Ray McQuade (0208 3959285)

SI: Simon Shaw (01494 446004/07534 496845)

TDP: Trevor Davis Partnership (020 8946 4489/01793 513431)

TEB: Terry Barnett (0151 4862610)

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



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

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

Philatelic Exporter

THE WORLD STAMP TRADE JOURNAL

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Please tick which issues you wish to advertise in:

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| <input type="radio"/> 4 cm - £36.00 | |

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



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Name of Account Holder

Debit/Credit/Maestro card number

.....

Card starting date .. / .. Card expiry date .. / ..

Card issue no (Maestro) .. CVC Number ..

Signature..... Date

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

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Christchurch Road, Ringwood, Hampshire, BH24 3SH, England
E-mail: subscriptions@philatelicexporter.com

Regular Feature: Back Stampix

Graham Phillips takes another look at some of the pictures that appeared in *Philatelic Exporter* in...

JANUARY 2014



Within a month of the death of Nelson Mandela, at the age of 95, in early December 2013, IGPC of New York announced the issue of around 100 stamps, sheetlets and miniature sheets on behalf of countries and territories it represented.

Royal Mail issued 12 stamps on 7 January, including the four shown here, featuring popular characters from 60 years of children's television.



In his regular 'Europe' column, Michael Burzan focused on the issuing of New Year stamps, generally accepted as having been pioneered by Russia in 1963. Shown here is the imperforated version with the greeting 'S nowijm godom'.



Wayne Youngblood highlighted the controversial new Harry Potter booklet of 20 stamps with the heading 'Harry Potter the wizard of marketing?' It was not so much the perceived exploitation of collectors but more the depiction of living people on stamps and, furthermore, they weren't even American.



BB STAMPS LTD

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

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1st class @ 79 % of face value (1000 stamps). Please enquire with amount needed.

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

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

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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).

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fee according to the value of the lots sold... **BUT**, if you wish to take advantage of 1,742 different bidders in UPA's last auction (Nr:82) from 52 different countries (95% collectors), catalogues which are printed and mailed to 5,000 different collectors all over the world at a cost of £60,000+ 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

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andrew@upastampauctions.co.uk

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