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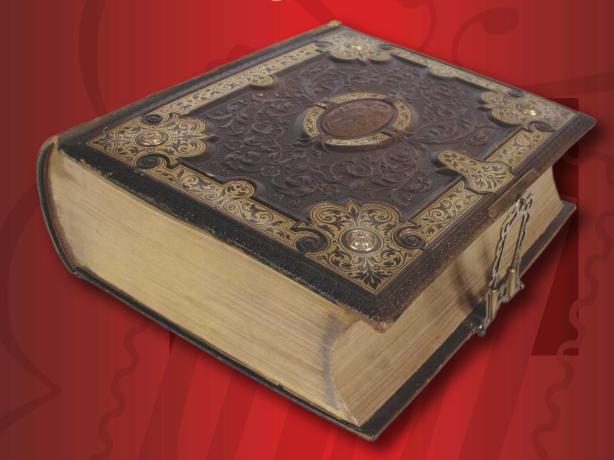


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SIAN

WELCOME

We know that King George V was quite sniffy about the idea of issuing commemorative stamps to celebrate the British Empire Exhibition of 1924-25, even though it was a long-running and spectacular display of all that was excellent about the nation and its colonies.

So what would he have made of Royal Mail's latest special issue, marking the 50th anniversary of the UK's first Pride rally in 1972 (just a few years after homosexuality was partly decriminalised)? My best guess is that he would not have been amused.

Times have certainly changed, and in many ways philatelic commemoration has evolved for the worse. Some events and achievements honoured with stamps today are quite ephemeral and trivial, most are illustrated by means of excessively large sets, and a few are not even British.

But this particular issue is a good example of how things have moved on in a positive way. People who used to suffer cruel discrimination when they weren't doing anyone else any harm now suffer less of that, and a fairer society is worth celebrating.

Every wary of tokenism, I was concerned that Britain's first LGBTQ+ stamp issue would simply be a case of jumping on a bandwagon, as many other countries have done. In reality, it's a perfectly justified commemoration of a historic event which was game-changing and life-affirming for many.

If any 2022 special issue is going to make you (and KGV) hide behind the sofa, it could be the one after next, which is titled Transformers. As some wag commented online, 'I bet that doesn't mean people who have transformed our lives in a positive way'.

GUY THOMAS, Editor

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The plan was simple: send a letter from the highest post office on Earth to the highest post office in orbit around the Earth. Its long journey began on foot...

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'In part, at least, all stamp collections are an attempt to impose order on the world'

see page 31

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Ascension recalls its key role in Falklands War

Ascension Island has issued a set of four stamps marking the 40th Anniversary of the Liberation of the Falkland Islands, in which it played a key role.

Following the Argentinian invasion of the islands in 1982, Ascension was the ideal forward base for the British military operation to recover them.

Located in the South Atlantic Ocean, more than halfway to the Falklands but remote and easy to defend, it had a military airbase, known as Wideawake Airfield, as well as good communications facilities and a safe anchorage.

After the Royal Navy's task force set sail at short notice, Ascension's main roles were logistics support and as a base for RAF operations. It was used for transferring personnel and stores to ships, and as a refuelling base for ships and aircraft.

At one stage, there were more than 80 ships at anchor off the island, and on April 18, 1982, Wideawake became the busiest airport in the world, with over 500 flights in a single day.

The 20p stamp illustrates one of the Handley Page Victor tanker aircraft which refuelled Vulcan bombers in mid-air and thereby enabled the bombing of Port Stanley's airfield, in what were some



of the longest successful combat flights in history.

The 35p design shows a supply ship heading for the island, the 50p value a Chinook helicopter moving stores to anchored ships, and the £3 a Hawker Harrier GR3 providing local air defence.







Growing support for Ukraine, or for peace

Among the latest countries to issue stamps in support of Ukraine, following its invasion by Russia in February, are Canada, Spain and four of the postal authorities whose issues are handled by the Inter-Governmental Philatelic Corporation.

Canada issued a semi-postal charity stamp on July 7, based on an existing design (which was originally issued in 2011) showing a sunflower, Ukraine's national flower. This was printed with an additional 'Help For Ukraine' inscription and a surcharge of 10c; for each booklet of 10 domestic-rate stamps sold, a donation of \$1 will go to the Canada-Ukraine Foundation.

Spain has produced a C-rate stamp titled Spain With Ukraine, which depicts the blue-and-yellow Ukrainian flag with a heart at its centre as a symbol of solidarity.

The IGPC issues from Gambia, Grenada, Guyana and the Marshall Islands are miniature sheets inscribed 'Peace for Ukraine', each with a single stamp illustrating a dove. They are more equivocal than partisan, however, with border images showing both the Ukrainian parliament building and the Kremlin in Moscow.







Greece calls for return of the Elgin marbles

A new stamp issue from Greece makes an appeal for the return of the so-called 'Elgin marbles', the sculptures from the Parthenon temple in Athens which are contoversially retained by Britain.

The set of four, entitled Reunite Parthenon, illustrate elements of the removed sculptures on $\mathfrak E1$ values which are se-tenant with labels advocating their return to the Acropolis Museum.

About half of the Parthenon marbles, which were sculpted in the 5th century BC, were removed between 1801-12 by the Earl of Elgin, on questionable authority. They were later sold to the British Government, which placed them in the care of the British Museum.

There has been a long campaign to have them returned to the Parthenon, which is a UNESCO World Heritage site.

'The issue conveys the most important message in the long history of Greek stamps,' according to ELTA (Hellenic Post).





25 years of Chinese rule in Hong Kong

A set of four stamps from Hong Kong mark the 25th anniversary of the establishment of the Hong Kong Special Administrative Region, following the hand-over from British rule in 1997.

According to Hongkong Post, the \$2 value 'celebrates that the HKSAR has been brought back to the right track after the implementation of the National Security Law', the \$3.70 highlights 'the improvement of the electoral system', and the \$4.90 notes Hong Kong's 'proactive integration into the national development'.

The \$5 value, showing a school flag-raising ceremony, hails 'the cultivation of a sense of national identity in students', but critics of the regime have drawn attention to the doctoring of the image, as the pupils' uniforms were changed from yellow (a colour associated with the pro-democracy movement) to white. Hongkong Post said the alterations were for 'aesthetic purposes'.





Classic stamps as modern art

British artist Guy Gee has launched a selection of artworks based on attractive worldwide postage stamps.

Each features a classic design 'digitally reimagined', enlarged and revised for a 'fresh contemporary take' on the original. Some are presented in mint condition, others with postmarks.

Hand-finished, printed on card, cut out, float-mounted and framed, each artwork is offered in a limited edition of 75 or 100, signed and numbered, in a choice of three sizes. Prices range from £130 to £995.

Gee was recently commissioned by Stanley Gibbons to produce large-scale reproductions of the British Guiana 1856 1c black on magenta.

Visit www.guygee.com

Smell smoke without fire!

Switzerland celebrated the National Jamboree for scouts and guides, which takes place once every 14 years, by issuing a stamp which smells like a campfire.

When you rub the special coating of the 1.10f value with your finger, it releases a smoky scent that 'evokes memories of

campsites and spending time with friends'.

Swiss
Post has
previously
issued stamps
smelling of
chocolate,
roses and
quinces.



NEWS IN BRIEF

- > The self-declared People's Republic of Donetsk, which has been issuing stamps since 2015 although not recognised by most other countries, has produced a new design celebrating the 'denazification' of Ukraine.
- > Stanley Gibbons has published a 4th edition of its Indian Ocean catalogue, priced £21.95. It includes the British Indian Ocean Territory, the Maldives, Mauritius and Seychelles, along with British postal services in Madagascar.
- The USA's decision to issue a stamp honouring Nancy Reagan during Pride month has been criticised by the LGBTQ+ community, as the former First Lady supported what was seen as anti-gay discrimination in response to AIDS.
- Paris-Philex, the biennial French national philatelic exhibition, returned to the calendar in June after being cancelled in 2020 due to the pandemic.
- The Expert
 Comittee of the
 Royal Philatelic
 Society London has
 ordered a new
 video spectral
 comparator to
 replace its existing
 machine for the
 forensic
 examination of
 stamps.
- Motivgruppe
 Musik, the
 international music
 study group, has
 excluded a Russian
 entry from the
 short-list of 66
 candidates for the
 best music-themed
 stamp of 2021. You
 can vote until July
 31, at www.motiv
 gruppe-musik.com

NEW ISSUE

The best of the BBC, in cryptic picture clues



he 100th anniversary of the BBC has been marked by a set of 12 stamps issued by the Isle of Man.

Designed in collaboration with BBC Studios, it celebrates a selection of famous shows, series and broadcasts, almost all of them television programmes. The designs do not name them, but allude to them cryptically with a quote and an image.

'Time And Relative Dimensions In Space' is the full name of the Tardis, the time-travelling telephone kiosk in *Doctor Who*, the world's longest-running sci-fi series.

'Keep Dancing!' was presenter Bruce Forsyth's catchphrase in the light entertainment series *Strictly Come Dancing*.

'Here's one I made earlier' is a closely associated with *Blue Peter*, the world's longest-running children's television show.

'Here is the news from the BBC' alludes to the Corporation's worldwide role as a

current affairs broadcaster.

'They think it's all over... It is now', the famous quote from the commentary on the 1966 World Cup Final, accompanies a heritage logo from *Match Of The Day*, the BBC's most popular sports programme.

'The future of life on earth depends on us now' is a quote from Sir David Attenborough, the face of BBC Natural History programming.

'I have a cunning plan!' was a catchphrase of the *Blackadder* situation comedy series, originally aired in the 1980s.

'Welcome to the BBC Proms from the Royal Albert Hall' is a reminder that the Corporation organises and broadcasts the largest classical music festival in the world.

'Eight tracks, a book and a luxury' are the objects which must be chosen by the 'castaway' guests on *Desert Island Discs*, recently voted the best radio show ever.

'Inform, educate, entertain!' is the BBC's mission statement from its earliest days, and it is illustrated with the logo of Bitesize, the BBC's online education support service.

Finally, 'World's longest running TV show with the same presenter' is a tribute to the monthly astronomy programme *The Sky At Night*, which was fronted by Sir Patrick Moore from 1957 until 2012.

The background to all the stamp images is the multicoloured '100' logo created by the BBC for the anniversary.

The British Broadcasting Company (later Corporation) was formed on October 18, 1922. A key role in its development was played by a Manxman, Sir Frank Gill.

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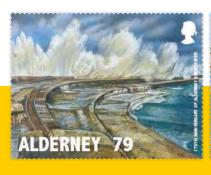
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- 3. You really don't need to imagine because this is still what happens in most stamp auctions. Further, there is no distinction between when you are buying stamps that are

- actually owned by that auction, and when you are buying stamps that are being sold on behalf of a vendor. Is this fair?
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UNIVERSAL PHILATELIC AUCTIONS

GREAT BRITAIN 1882

£1 brown-lilac

A single British stamp sold for just shy of £100,000 at Corinphila on May 30.

The unused example of the 1882 £1 brown-lilac was described as 'immaculate', with original gum, perfect centring and perforations, and 'delicate true colour'.

Great Britain's first £1 value had been introduced in 1878, surface-printed by De La Rue from plate 1 only. This particular stamp is from the second printing, four years later, on blued paper with the Large Anchor watermark, perforated 14.

It was in use for only about 17 months, before a new wide format was introduced for the £1 stamp in 1884.

Previous owners of this example have included Percy de Worms and Douglas Latto.



SOLD BY CORINPHILA £97,062

USA 1875

10c green reissue

At Siegel's sale of the David Gorham collection on May 17-20, the top realisation was for a 10c green from the 1875 reissues.

Unlike the original printing of the stamp in the 1861 series, from a plate of 200, the reissue for the Centennial Exposition was printed from a new plate of 100. From a print-run of 10,000, only 451 were sold.

Only five used examples are recorded, and this is said to be one of the finest.

SOLD BY ROBERT A SIEGEL £69,052



CAYMAN ISLANDS 1907

Provisional surcharges block

Corinphila's sale of the Besançon collection of the British West Indies on May 27 offered a magnificent exhibition piece from the 1907 handstamped provisional surcharges of the Cayman Islands.

The block of 12 of the 1907 $\frac{1}{2}$ d on 5s salmon and green was from the bottom right of the sheet, with the interpanneau margin at left and the plate number '1' in the lower margin.

The fourth stamp in the bottom row has the surcharge omitted, while others show a partial omission or partial doubling of it.

Only 1,800 stamps were surcharged, at the post office in Georgetown in November, as a provisional measure before a new definitive series arrived from Britain in December.

The first stamp in this block has pinhole damage and second stamp a small bend, but most are unmounted, with original gum and fresh colour.

SOLD BY CORINPHILA £75,919



UNITED STATES 2013

Limited-edition sheetlet

A remarkable price of \$47,500 for a limited-edition 21st-century miniature sheet was achieved at Kelleher's auction on May 10-13.

The United States 2013 Stamp Collecting issue commemorated the famous 24c Inverted Jenny printing error of 1918, with a sheet of six self-adhesive \$2 stamps based on the original error, illustrating the Curtiss Jenny biplane flying upside-down.

The twist was that 100 sheets were printed with the aircraft right-side-up, not in error but as an enticement to collectors. All the sheets were sold in packaging which hid the design, so buying one was a 'lucky dip' event.

Less than 50 of the 100 are currently accounted for, and the Scott catalogue currently prices them at \$70,000 each.

This example was accompanied by its original packaging, including a congratulatory insert from the US Postal Service. Markings on the reverse indicate that it is from the top-right position in a pane of six.

SOLD BY KELLEHER £38,607



EGYPT 1878

Tête-bêche surcharges

David Feldman's sale of the Chalhoub collection of Egypt (part six) on June 13 featured this eye-catching and rare variety from the 1878-79 surcharges.

The mint block of nine of the 5pa on 21/2pi violet had the central stamp printed from an inverted cliché, creating a tête-bêche combination.

Tête-bêche pairs were a feature of most values in the definitive series produced by the Government Printing Works in Bulaq in 1872-75, with their evocative but indistinct typographed views of the Sphinx and a pyramid. However, comparatively few surcharged examples survive.

Surcharges, bilingual in Arabic and English, were carried out on two values as a provisional measure, pending the introduction of a new definitive series printed by De La Rue in 1879.

This block was once in the possession of King Farouk.

SOLD BY DAVID FELDMAN £15,469



SARAWAK 1864 Cover to London

Selling for more than three times its starting price at Spink's worldwide sale on May 12 was one of the most desirable early stamped covers of Sarawak.

Part of the well-known Coutts correspondence, it was posted to London on December 28, 1864, with a three-colour franking of India stamps, comprising the 1860 8p purple and the 1856-64 2a yellow and 8a carmine.

The stamps are clearly cancelled by the 'B/172' obliterator and diamond of nine bars. Other postal markings include a fine double-ring 'Post Office/

Sarawak' handstamp in black, with the date inserted in manuscript, and a red London arrival datestamp of February 15, 1865.

The cover is annotated 'via Marseilles' and shows a red crayon '1/2', and the reverse features a Singapore double-ring transit datestamp in red.

Sarawak, which was ruled as a personal fiefdom by the Brooke



dynasty from England but was not yet formally a British protectorate, used the stamps of India from 1859, and those of the Straits Settlements from 1867, before issuing its own from 1869 until 1963. It is now part of Malaysia.

SOLD BY SPINK £17,000

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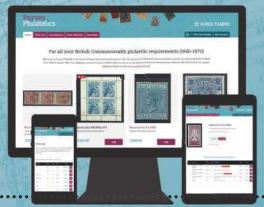
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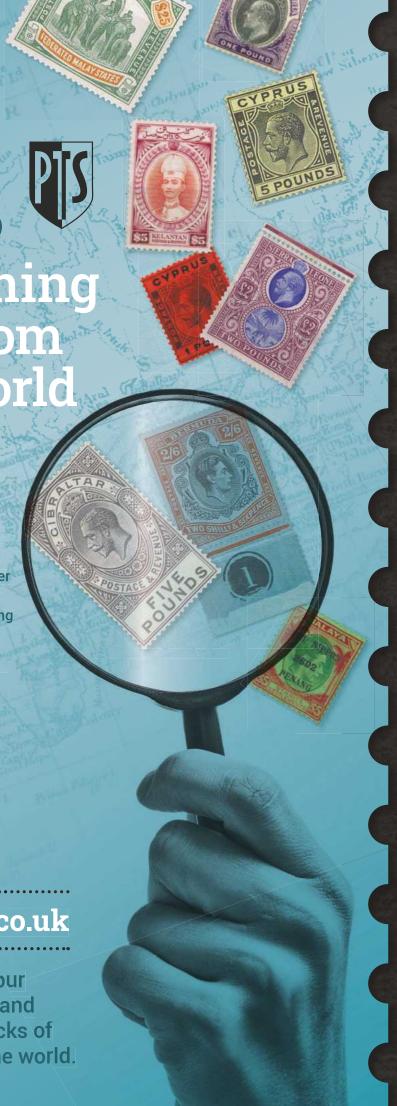
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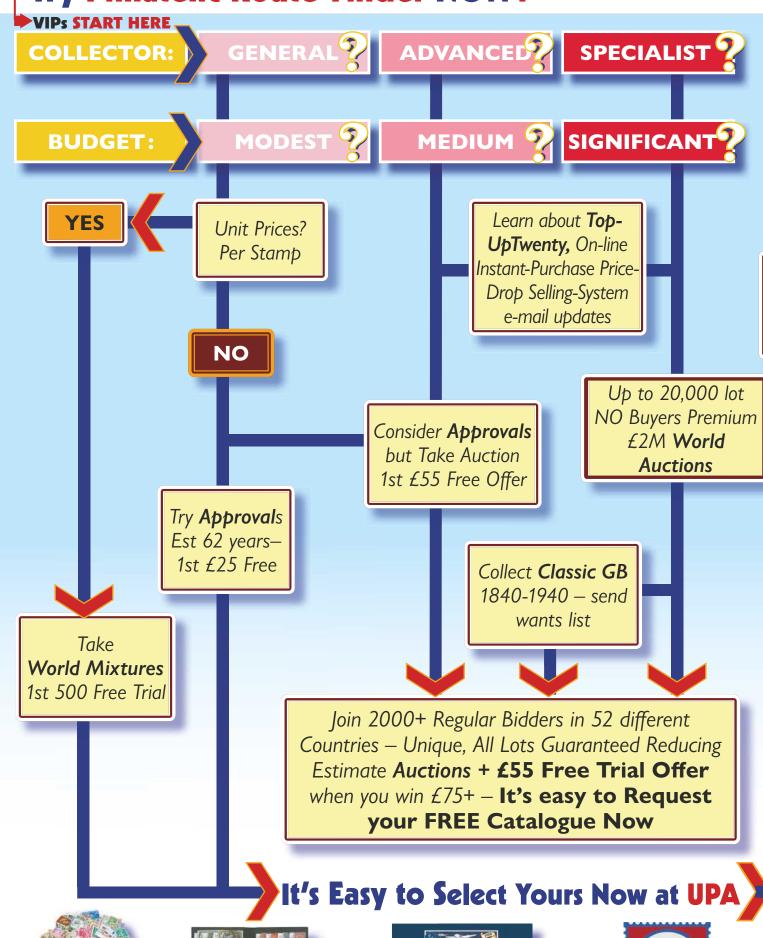
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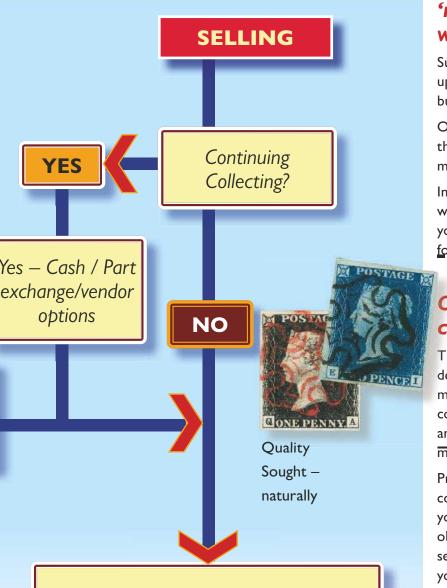
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NEW ISSUE

Colourful scenes that evoke a sense of Pride







oyal Mail issued a set of eight stamps on July 1 to mark the precise 50th anniversary of the first Pride rally in the UK, which took place on the same day in 1972.

The issue represents the 50-year story of the Pride movement, which celebrates diversity and individualism within the LGBTQ+ community (lesbian, gay, bisexual, transgender, queer and others), and raises awareness of discrimination and inequality.

The colourful designs all feature people marching joyously, while showing variations and developments in dress, slogans, banners and flags over the years.

The Pride events that take place in towns and cities across the UK today trace their origins back to the first Gay Pride Rally, organised by the Gay Liberation Front.

The march from Trafalgar Square to Hyde Park in London was in turn inspired by events in the USA commemorating the

anniversary of the Stonewall riots, in which the LGBTQ+ community in New York had fought back against police discrimination in 1969.

After being expressly illegal for more than 400 years, homosexuality had been partially decriminalised in England and Wales in 1967, yet arrests of gay and bisexual men for gross indecency had actually increased. The spirit of the Gay Pride Rally was one of defiant visibility, with





a 'kiss-in' organised as a mass display of same-sex affection.

During the first decade of Pride events, safety was a priority issue, as violent assaults on members of the LGBTQ+ community were common.

During the 1980s, discrimination worsened in the wake of the AIDS epidemic, and there was a backlash against Section 28 of the Local Government Act, 1988, which banned local authorities and schools from 'promoting' homosexuality.

Throughout the 1990s, Pride events spread across the UK and attendances grew, with annual marches in Scotland (alternating between Edinburgh and Glasgow) and Wales (in Cardiff).

In the 21st century, social attitudes have changed and legal rights have improved. Same-sex couples won the right to adopt from 2002, Section 28 was repealed in 2003, same-sex civil partnerships were legalised in 2004, and same-sex marriage was permitted from 2014.

PRICES

Set of 8 stamps	£11.20
Presentation pack	£12.10
Stamp cards	£3.60
First day cover	£14.10
Coin covers	from £17.50



Pride in London, held this year on July 2, remains the main annual celebration in the UK, capable of attracting more than a million people. A signal of its mainstream acceptance is that it has begun to benefit from lucrative corporate sponsorship.

The stamps are vibrantly illustrated by Sofie Birkin, with art direction by NB Studio. Printed in litho by Cartor, they come in se-tenant pairs with composite designs.

Royal Mail consulted with its internal LGBT & Friends Network when planning this issue.

1st class

Pride marchers and couple kissing.

1st class

Pride marchers with Gay Pride flags and 'Love' banner.

1st class

Pride marchers with Transgender Pride banner and Non-Binary Pride flag.

Pride marchers with Progress Pride flag.

£1.85

Pride marchers with 'Gay pride' and 'Lesbians unite' banners.

£1.85

Pride marchers with 'Glad to be gay' banner.



£1.85

Pride marchers and couple kissing with 'Gay liberation' banner.

£1.85

Pride marchers with 'Love always wins' and rainbow banners.

ADDITIONAL PRODUCTS

Written by journalist and author Amelia Abraham, the presentation pack relates the 50-year story of the Pride movement in

Stamp cards and a choice of first day covers (including coin covers) are available as usual.

VERDICT

COMMEMORATIVE WORTH

Not simply a case of jumping on a bandwagon, this issue marks a major anniversary for a key civil rights movement

QUALITY OF DESIGN

The images are rather cartoon-like, but their colour and vibrancy match those of Pride events

WOW FACTOR

This set is unlike anything Royal Mail has previously produced, and should get noticed

Post & Go overprints celebrate the Queen's Platinum Jubilee

The Postal Museum celebrated the Platinum Jubilee of Queen Elizabeth II with special Post & Go overprints from June 3 to July 1.

The commemorative inscription 'The Postal Museum/The Queen's Platinum Jubilee' was available on the Machin Anniversary designs (originally issued in 2017) vended by the machine in the museum's reception space.

Stamps vended by its Mail Rail kiosk carried a 'Mail Rail/The Queen's Platinum Jubilee' overprint, on standard Machinhead stamps.

First day covers offered by the Museum shop are already sold out.

Platinum Jubilee overprints were also available from the kiosks at the naval museums in Portsmouth, Gosport, Yeovilton and Hartlepool, at the Shakespeare Birthplace Trust in Stratford-upon-Avon and at the Museum of the Great Western Railway in Swindon.







Machin definitive crafted in sand

Sand artists created a giant image of a 1st class definitive stamp on a beach in advance of the Platinum Jubilee.

A team led by Claire Eason recreated the famous Machin portrait of the Queen, complete with perforations, on Bamburgh beach in Northumberland in late May.

The artwork, measuring 20m in length, took four hours to craft, with the aid of a garden rake. An aerial video of the stunt went viral on social media.



A collector's sheet with LGBTQ+ flags...

The Pride special issue is accompanied by a self-adhesive collectors sheet, on which each of the eight stamp designs is se-tenant with a label showing one of the wide range of colourful flags associated with elements of the LGBTQ+ community.

Those featured are the Lesbian Pride flag, the Transgender Pride flag, the Bisexual Pride flag, the Pansexual Pride flag, the Non-Binary Pride flag, the Intersex Pride flag, the Asexual Pride flag and the Intersex Progress Pride flag.



...and limited-edition cover focusing on the new Progress flag

Royal Mail is also offering a special-edition first day cover based on the Pride Progress flag, which was introduced in 2021.

An update on the traditional rainbow flag, it was adopted to represent the way the Pride movement has continuously adapted to embrace an ever-growing range of individual identities.

The wide-format cover has all eight stamps aligned in a single row, cancelled by a London postmark with a rainbow design. It comes in a limited edition of only 1,000, priced £15.99.





Pride stamps, the movie!

The latest special stamp issue from Royal Mail has been brought to life in a short film.

NB Studio, the designers of the issue, and Animade, a film studio, have created an animation based on the illustrations featured on the stamps, by Sofie Birkin.

Titled A March Through Time, the 40-second film mingles the characters seen on the stamps in one Pride march, with a voiced-over poem.

You can see it on the Royal Mail website.



Royal Mail to cut emissions to 'net zero'

Royal Mail has commmitted itself to a 'net zero' emissions target by 2040, after publishing its Steps To Zero plan in June.

Besides low-emission vehicles, powered by electricity or biogas, the company is adopting renewable electricity sources at many of its sorting and delivery offices, and high-tech telemetry to improve the efficiency of distribution.

Slogans note Jubilee and Falklands



Slogan postmarks used on nationwide post by Royal Mail in recent weeks include 'Her Majesty's Platinum Jubilee/70 Years of Service' from May 28, '40th Anniversary/Liberation of the Falkland Islands' from June 8, and 'Don't Forget Father's Day' from June 16.

NEWS IN BRIEF

- > Royal Mail's website is listing the stamp issue planned previously untitled, under the title of
- The Communication Workers Union is holding a ballot of its members, which could lead to strike action by Royal Mail staff. The company's offer of a 5.5% pay rise (including bonuses) for CWU grade workers was rejected in June.
- > Stanley Gibbons has published a 2022 edition of its Great catalogue, priced £39.95.
- > A third edition of The Complete Machin Stamp published by Gary Burgess, is now available on eBay or from Arun Stamps, priced £32.99 in book form or £19.99 in digital form.
- > The childhood stamp album belonging to Freddie Mercury, the late band Queen, is on display at The Postal Museum in London from July 13 until October 30.
- > Royal Mail has warned that postage rates might soon have to be increased energy and fuel costs and workers' higher wage demands. The warning came only weeks after the tariff changes on April 4.
- The three travelling post office carriages at the Buckinghamshire Railway Centre near Aylesbury are open to visitors again after restricted access during the

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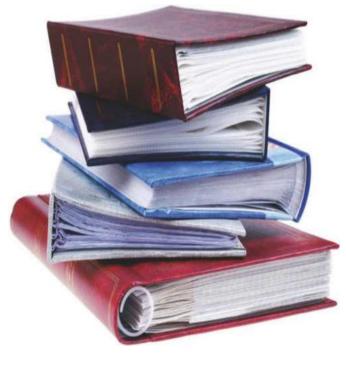
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These pages are devoted to giving you the opportunity to have your say. Whether you want to praise or complain, suggest or advise, add information or correct it, or just get something off your chest, we'd love to hear from you.

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Or send an e-mail to: guy.thomas@dhpub.co.uk

The Editor reads all letters, but is unable to answer them all personally. We reserve the right to edit letters for publication.

The value of first day covers doesn't reflect scarcity or relevance

I totally agreed with the view expressed in your enjoyable feature on first day covers, about how scarcity does not necessarily correlate to value.

It appears to be difficult to recoup one's investment, unless the purchaser really understands the market.

I also agree with the comment that the General Anniversaries issues had such diverse themes that a single cover seemed pointless. The catalogues, however, show that in practice there is very limited value in single-stamp covers.

I remember purchasing a beautiful set of single-stamp covers for the 1972 Village Churches issue, each having a lovely design illustrating the relevant church, and of course the correct handstamp, for £14.

In the same shop, however, a single generic cover bearing all five stamps was priced £35.

Mike Williams, Sturminster Newton

LETTER OF THE MONTH

Fond memories of halcyon days for early first day cover collectors

Thank you so much for the fascinating feature on 20th-century first day covers from the lesser known producers (July issue, page 38). It reminded me of the days when I collected these in the 1970s and 1980s.

Initially I serviced my own covers. Later, due to pressure of work and the increasing frequency of new issues, I moved on to covers that were serviced by cover producers.

When I first began collecting, blank covers cost 8p each, but I notice they are priced around £2.20 now. My first serviced covers cost under £5, but they now appear to average around £20 each, partly due to inflation but also partly because there are many more stamps in each issue.

I used to look for blank covers from Stuart, Mercury and Cotswold, as their illustrations were more attractive than the rather drab Post Office covers. For each new issue, I would select the offering that most appealed to me.

Like a rite of passage, I used to settle for an ordinary 'first day of issue' handstamp before moving on to more interesting alternatives.

There is no pleasure in paying £20 for a serviced cover, so today I concentrate on searching for covers that complement and embellish my pre-millennium collection.

Many of these do not appear in the two main first day cover catalogues that are currently available, so I agree that this is a rather neglected aspect of philately.

Mandy Whale, Corsham



ABOVE: Cotswold serviced first day cover for the Royal Wedding issue of July 22, 1981, complete with commemorative coin

Helpful advice for anyone planning to research the smaller-scale cover producers

That was a great feature on Great Britain first day covers from the less well-known producers by Alastair Gunn (July issue, page 38).

As a collector of covers and postmarks marking special events, and the creator of a website to bring together information about them, I find it can be a challenge at times to identify cover producers and the sponsors of postmarks, although it does lead to some interesting detective work.

Here are a couple of pointers to help with this.

Firstly, always ask the person you are buying from what information they have. This can give you a line of enquiry, at least, and sometimes more; in a few cases I have found that it was the seller who had produced the cover.

For more recent covers, checking Royal Mail's *Postmark Bulletin* will tell you who sponsored the postmark, and most of the time this is also the cover producer.

Geoff Childs, www.gbcovercollector.co.uk

SOAPBOX

The clear distinctions that used to exist between commercial and philatelic mail no longer hold water in the 21st century, argues Alastair Gunn

One of the many interesting things about postal history is the way standards change. As postal services and other forms of communication evolve, and the way we use them changes, old assumptions and prejudices disappear, to be replaced by new ones.

One such prejudice which needs to be consigned to history is the distinction between a commercial cover and a philatelic cover, when applied to 21st-century mail.



ABOVE: Mixed franking of September 10, 2014, correctly paying the £1.17 rate for a domestic large letter weighing up to 250g. The 97p commemorative stamp had been issued less than two months earlier, the $7\frac{1}{2}$ p and $12\frac{1}{2}$ p Machin definitives in 1971 and 1982 respectively

SPOT THE DIFFERENCE

Traditionally many collectors considered a cover more desirable if it was 'commercial', used by a company in a businesslike way.

By extension, personal mail such as greetings cards and private correspondence fitted into the definition of 'commercial' because it was non-philatelic, assuming it used current stamps bought at a post office and meeting a specific postage rate.

The enemy was the philatelic cover, posted not to relay a message but for the sake of getting a first-day cancellation or a neat postmarking of an appealing array of stamps.

Perhaps such a cover used stamps which exceeded the postage required. Perhaps it used only make-up values, for an eye-catching multicoloured franking. Perhaps the stamps were affixed a little too neatly and had a suspiciously precise handstamp.

But of course there are grey areas. A 'commercial' sender might have run out of 2nd class or 1st class stamps, and used what was to hand. Or he or she might have liked chatting with the post office clerk, allowing more time for a cancellation to be applied neatly.

In other words, one person's everyday mail can be another person's philatelic mail.

POINTLESS DISTINCTION

To me, what has always defined a 'philatelic' cover (besides the obvious first day franking of new commemorative sets) is the use of stamps well outside their period of currency.

Obvious examples are years-old or decades-old stamps affixed by a stamp dealer who has excess stock.

But what about stamps which are months old? There was a 20th-century notion was that, for mail to be considered non-philatelic, it had to use a current definitive, or a stamp from the current commemorative set.

However, the division between philatelic and commercial mail, better described as the division between philatelic and non-philatelic mail, is pointless today. That's because the distinction remains relevant only if there is a choice.

Excluding birthday and Christmas cards, when was the last time you received a stamped cover through your door from a non-philatelic source? I think I have had one in the past five years. Everyday stamped mail is basically dead.

EXTENDED LIFE

There was a time when a new set of commemorative stamps was readily available from all post offices most months, and well promoted so the public were aware of them. This is no longer the case. The vast majority of commemorative stamps, I would suggest, are bought from Tallents House, via the internet.

Given that commemorative stamped mail is now axiomatically philatelic, when the stamp was issued is a very minor concern.

This makes sense to stamp users. I live near one of the forests featured in the 2019 Forests stamp issue, and I was keen to use the relevant stamp from the date they were issued until the date they were withdrawn.

If I was a fan of James Bond or the Rolling Stones, I would have done the same with those sets. Extending my usage of current stamps is different from using decades-old stamps.

MODERN THINKING

The point is that it is so hard to find 21st-century postal history that we should not be paranoid about whether a cover is philatelic or non-philatelic; it is all philatelic.

In consequence, we should not worry about whether the stamp was issued one month ago or a year ago.

Ultra-modern postal history is worth collecting. Just don't apply outdated assumptions to it.

Alastair Gunn

YOUR VIEWS

Even post office clerks got excited about the England Winners stamps in 1966

The letter about the 1966 World Cup 'England Winners' 4d stamp (May issue, page 32) brought back memories of my father, who was a post office counter clerk at the time the issue was released

When all the excitement broke out, he decided to buy two full sheets of the stamp, thinking he would make a handsome profit. Alas, the bubble soon burst!

More than 50 years later, after his death, we found the sheets in a drawer, along with a sheet of the engraved Westminster Abbey 2s 6d, also from 1966, which is a personal favourite of mine.

I had the two sheets framed and hung by the stairs as a memory of him. Every time I pass them, they cause me to chuckle

David Burbage, Neath



Can you help with railway parcel stamps catalogue?

The Railway Philatelic Group is working on an updated catalogue of British railway parcel stamps, which will be the first of its kind published since Herbert L'Estrange Ewen's catalogue in 1908.

Co-ordinating the project is Brian Childs, who has already produced detailed catalogues of the stamps of the North Eastern Railway, the London & North Eastern Railway and British Rail, and their predecessors, and is now looking for information about the other 'big four' companies, as well as tram operators which offered a parcel service.

It is quite likely that examples of these parcel stamps are lurking unidentified in stamp collections throughout the country, and indeed worldwide.

Readers who can help with information or scans of the stamps are asked to use the

'Contact Us' form at the bottom of the home page of our website. Visit www.railwayphilatelicgroup.co.uk Terry Davies, Railway Philatelic Group



The 'Wrens' were early birds!

Your review of the Women of World War II stamp issue (June issue, page 22) stated that the Women's Royal Naval Service was established at the outset of the war, in 1939.

This is incorrect. My late aunt was enrolled in the WRNS during World War I, in January 1918, and worked as a messenger before being demobilised in May 1919.

I have her WRNS bonnet sash and a photograph of her in uniform, together with a magazine report of the first intake. The WRNS museum at RNAS Yeovilton also has a display relating to the early years.

Ian De Maid, Bromley

To clarify, the WRNS was founded in 1917, disbanded in 1919, and re-established once again in 1939. -Ed

Birmingham beat Bridgetown

Further to your feature on the 1906 Barbados stamp honouring Horatio Nelson (June issue, page 51), Birmingham erected a statue of Nelson as early as 1809, paid for by public subscription.

The sculptor was Richard Westmacott, who in 1813 would design the statue in Bridgetown shown on the Barbadian stamp. Christopher Nickless, via e-mail

Missed opportunities often come round again

In his Devil's Advocate column (June issue, page 35), John Crace wrote about 'the one that got away'. Tell me about it!

Do I dwell on missed opportunities? I used to, but when I was young I had no option. My pockets were usually empty.

Barring the rare exotic item, however, most things come around again.

Ray Howes, Weymouth

Seriously funny

While reading the June issue I fell about laughing at both John Crace's Devil's Advocate column about 'the one that got away' (been there, done that) and Jack Hughes' Soapbox column about 'the woke agenda'.

Then I then re-read the first sentence of the latter and realised the author was being serious! How sad.

Terry Davies, Caersws



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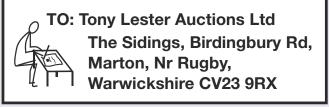
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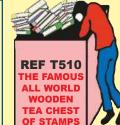
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OLD WORLD ORDER

In trying to impose some order on our stamp collections, most of us simply accept a regimen imposed by others. But it doesn't have to be that way

In part, at least, all stamp collections are an attempt to impose order on the world. They reflect a psychological need that has to be fulfilled.

I speak from experience. As a child, I frequently felt a bit lost, as if the world was an unsafe place in which I was uncertain of my role. I found it hard to make close friendships, so most of my

school holidays were spent

on my own.

So when my father handed me over the stamp collection that he had compiled as a boy, I fell on it. It became my refuge from a world in which I felt I did not wholly belong. I could study the stamps, look them up in the Stanley Gibbons GB Concise catalogue, and rearrange them to suit myself.

Now here's the thing. The way you collect reveals a great deal about your own personality.

Having been born in the 1950s and sent to very old-fashioned schools, it never occurred to me there was more than one way to collect. So I arranged my stamps in chronological and value order, as per the catalogue.

I quickly decided I was going to specialise in Great Britain, and dismissed the idea of collecting all world, or even Commonwealth. It felt too vast a field, something on which I could never impose order.

I also rejected any thought of collecting thematically, as it seemed just too random. Say you collected aeroplanes. Why stop at that? Why not add space flight? Or flying animals? The possibilities were limitless, scarily so. It was safer to stick to chronology.

I stopped collecting in my

teens, largely due a sudden interest in partying and meeting women. When my father died and left me a small sum of money, when I was in my early 40s, I picked up my old collection and bought some of

the high-ticket items that had been out of my reach 30 years earlier. My therapist had a field day with that.

Yet even when I returned to philately, it didn't occur to me to collect in new and imaginative



THE AUTHOR John Crace is a GB collector specialising in early booklet panes, and a newspaper columnist

a newspaper columnist

by-the-book man.

However, there is a young man's collection which

man's collection which shows just how creative philately can be. It will be on display at The Postal Museum in London from July 13, and I really must go and see it. My therapist would probably insist on it.

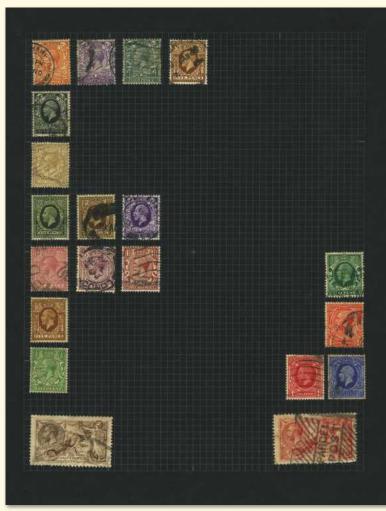
It belonged to one Farrokh Bulsara, better known as Freddie Mercury, the singer for the rock band Queen.

Freddie is believed to have collected between the ages of nine and 12, but not in a conventional way.
Rather than being obsessed with the details of time and place, he let his own creativity shape his hobby.

Stamps were arranged on the page to create an overall sense of symmetry, or interesting patterns of colour. The black spaces between them (imagine being bold enough at nine to use black paper for your collection rather than white!) were every bit as important as the stamps themselves.

Here is an insight into the artistic mind, the individual flair that would take shape at Ealing Art College before going global in Queen's rock videos and live performances. Here is stamp collecting as a stepping stone to greatness.

The stamps themselves are individually valueless, just ones that Freddie and his father managed to get their hands on. But the collection is priceless in other ways.



ABOVE: A page from the childhood stamp album of Freddie Mercury, rejecting a traditional sense of order in favour of an artist's creative flair

'Here's the thing. The way you collect reveals a great deal about your own personality'

WHAT DO YOU THINK?

Do you do everything by the book, or do you like to break the mould? Which experiments have proved most satisfying? E-mail your comments to guy.thomas@dhpub.co.uk

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COMPETITION Spot The Stamp

a copy of British Stamp Market Values 2022

We have a copy of British Stamp Market Values 2022, the authoritative annual price guide from the publishers of Stamp Magazine, to give away to one eagle-eyed reader.

For your chance to win, simply take a close look at the enlarged detail of a GB stamp shown below, and see whether you can identify it. All you have to do is tell us the stamp's face value, the name of the set it is from and the year of issue.

Send your answer on a postcard (or sealed envelope), with your name and address, to Spot The Stamp (Aug), Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF.

The closing date is August 11, 2022, and the first correct answer drawn from our postbag will win the book. Good luck!



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COMPETITION Royal Mail prizes



an Unsung Heroes: Women of World War II presentation pack



We have a presentation pack of the Unsung Heroes stamp issue to give away to each of 12 lucky winners, courtesy of Royal Mail.

The set of 10 and miniature sheet of four honour the contribution to the war effort made by women in World War II.

To enter, visit www.stampmagazine.co.uk/competitions, answer the question below and fill in your contact details. The closing date is August 11, 2022. Winners will be drawn at random after that date.

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QUESTION

What was the common nickname given to those who served in the Women's Royal Naval Service?

COMPETITION WINNERS

The Queen's Platinum Jubilee presentation pack

The answer to our competition question in the May issue was 1977, and the 12 lucky winners whose correct answers were drawn at random were Paul Emmerson from Scarborough, Angela Walker from Castleford, Pauline Boardman from Bristol, Zoe Goulding from Stoke-on-Trent, Paul Ratcliffe from Leeds, Peter Hewitt from Oldham, Mark Richmond from Darlington, Harry Letham from Newcastle upon Tyne, Sejal Trivedy from London, Jackie Howell from Shepperton, Meryl Rees from Merthyr Tydfil, and David Shaw from Warrington.

Spot The Stamp

The Spot The Stamp winner from the May issue is Tom Reid from Aberdeen, who correctly identified the mystery stamp (right) as the 15p value from the 1979 Death Centenary of Sir Rowland Hill set, commemorating the introduction of the Uniform Penny Post in 1840.



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Old warrior

President Hindenburg of Germany can be the basis for a wide-ranging collection of stamps and postal history, straddling the tumultuous Weimar and Nazi eras

Report by Alastair Gunn

conography is an important function of postage stamps, and historically many of those icons have been national leaders. British definitives have been dominated by monarchs, for example, US definitives by former Presidents and the issues of many other countries by dictators.

The iconographic significance of some stamps can shift markedly in retrospect, after the achievements or misdemeanours of the leader who was portrayed, or what transpired following his death or fall from power.

A prime example is the various series of stamps from Germany which illustrated President Paul von Hindenburg, issued between 1927 and 1934.

At the start of this period, Hindenburg was seen as a unifying force for his troubled nation. By the end of it, rightly or wrongly, he could be held responsible for unleashing Adolf Hitler on his country, and ultimately the world.

Heroic general

Paul Ludwig Hans Anton von Beneckendorff und von Hindenburg was born in Posen (now Poznan in Poland) in 1847, into the minor nobility of the

RIGHT: Paul von **Hindenburg was Chief** of General Staff of the German Empire in the final years of World War I, from 1916-18, and the second President of the Weimar Republic during the post-war period, from 1925-34







ABOVE: The 25pf (+25pf) blue from the 1927 Welfare Fund set, marking President Hindenburg's 80th birthday, and the same stamp used on a commercial cover to Switzerland dated October 8, 1927

Kingdom of Prussia.

A career soldier, he saw combat in the Austro-Prussian War in 1866 and the Franco-Prussian War of 1870-71, after which he continued his service in the army of the newly established German Empire.

Brought out of retirement to serve as a Field Marshal in World War I, he became a cult hero by defeating the Russians at the Battle of Tannenburg in 1914. He was made Chief of General Staff in 1916, and, with Erich Ludendorff, led a de facto military dictatorship for the remainder of the war.

Although he oversaw eventual defeat, Hindenburg retained his



high reputation by helping to hold the army and the country together following the abdication of Kaiser Wilhelm II in 1918.

His third lease of life began in 1925, when he was elected as the second President of the Weimar Republic, a position he would hold until his death in 1934.

Reluctant president

Although he was a conservative by nature, and drew most of his support from the right of politics, importantly Hindenburg was not a member of any political party. He was therefore a unifying figure, and came to be seen as an embodiment of

German patriotism.

A monarchist at heart, he accepted the republic as a temporary expedient, a means of restoring German prestige and power. To an extent this was achieved, but not in a way that would enhance his posthumous global reputation.

Hindenburg's period in office is remembered mainly for his appointment of Hitler, who was the leader of the largest party in the Reichstag (parliament), as Chancellor of Germany in January 1933. He then permitted Hitler to pass legislation giving him extra powers to rule by decree.

Following Hindenburg's death, Hitler would merge the duties of President with that of Chancellor, create a totalitarian state in which the Weimar Republic metamorphosed into the Third Reich, and proceed to menace the whole of Europe and generate World War II.

Stamp subject

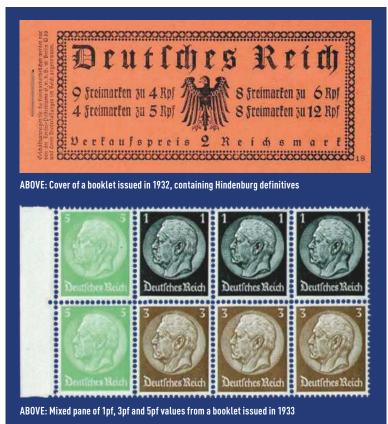
The German economy in the 1920s was in a poor state, weakened by the reparations required by the post-war Treaty of Versailles and ravaged by hyperinflation.

After the currency had been stabilised, and regular emergency surcharges were no longer required, stamp issues were comparatively few from 1927 onwards.

However, there was a succession of sets portraying President Hindenburg, some more extensively used than others.







1927 Welfare Fund series

Hindenburg first appeared on Germany's stamps on a Welfare Fund charity set issued on September 26, 1927, which were on sale for a little less than a year.

Doubling as a celebration of the President's 80th birthday, they comprised an 8pf (+7pf) green, a 15pf (+15pf) orange-red, a 25pf (+25pf) blue and a 50pf (+50pf)

brown. A full-face portrait was flanked by the inscriptions 'Hindenburg' on the left and '1847-1927' on the right.

Printed in photogravure by the state printer in Berlin, the Reichsdruckerei, the stamps were available in counter sheets and booklets, but they can be awkward to find, especially the higher values. This reflects an obvious

ABOVE: Adolf Hitler always showed due deference to President Hindenburg in public, and Hindenburg stamps remained in use long after the old warrior's death in 1934

RIGHT & BELOW: The 25pf blue and black from the 1934 Hindenburg Memorial issue, and the 12pf red and black on a commercial envelope posted in Bremen on April 15, 1935 dichotomy: given the deep economic problems of the day, why would people pay twice the price to send their post?

1928-32 definitive series

The second series of stamps featuring Hindenburg appeared on September 1, 1928. This was a definitive issue which also featured a portrait of Friedrich Ebert, his predecessor as President.

Neither man was named on the designs, as the inscription was limited to 'Deutsches Reich'.

Including further printings for new postage rates in 1930-32, the Hindenburg stamps comprised a 4pf blue, a 5pf green, a 12pf orange, a 15pf red, a 25pf blue, a 40pf purple, a 50pf light brown, and an 80pf dark brown, later changed to yellow.

Typographed by the Reichsdruckerei, using a three-quarter portrait, these definitives were also available from booklets and coils. *Tête-bêche* pairs of some values exist, from booklet printings.

The Hindenburg 15pf was one of two stamps overprinted on June 30, 1930, to commemorate the







ABOVE: 4pf and 5pf Medallion stamps on a cover to Meiningen commemorating the first Thüposta stamp exhibition, held in Jena on October 3-4, 1936



ABOVE: 40pf and 100pf Medallion stamps on a censored airmail cover posted from Karlsbad to the USA on December 11, 1940, which travelled via South America due to war in Europe



ABOVE: 6pf postal stationery postcard with an imprinted stamp of the Hindenburg Medallion design, sent on May 23, 1942, from Rokitnitz in Austria (annexed by Germany in 1938) to Eisenbrod in Bohemia & Moravia (a German Protectorate since 1939)

evacuation of the Rhineland, which had been occupied by the victorious powers since the end of the war.

Some of the stamps remained in use until the end of 1935, when they were withdrawn.

1932-36 definitive series

The most common Hindenburg stamps are the Medallion definitive



ABOVE: 15pf Medallion stamp used on a British tourist's postcard sent from Freiburg back to Ilford in Essex on September 2, 1937

UP IN FLAMES

Besides Germany militarism in World War I and Hitler's rise to power, Hindenburg's name is also closely associated with a third disaster: the explosion of the Zeppelin airship which was named in his honour.

After a transatlantic flight, the passenger-carrying LZ 129 Hindenburg was destroyed by fire when landing at Lakehurst in New Jersey, USA, on May 6, 1937, killing 36 people.

This too is a field of philatelic study, as around 350 of the 17,500 items of mail carried aboard the airship were salvaged, half of them damaged by fire. They are sought after by postal historians.



ABOVE: 1937 cover salvaged from the wreckage of the airship Hindenburg, bearing a Hindenburg 80pf definitive from the Medallion series

series, launched on October 1, 1932.

Issued originally to celebrate the President's 85th birthday, they used a design by Karl Goetz featuring a profile portrait, and once again were typographed by the Reichsdruckerei.

Initially the set consisted of seven values: a 4pf blue, a 5pf green, a 12pf orange, a 15pf red, a 25pf blue, a 40pf violet and a 50pf brown.

A further 14 values from 3pf to 100pf were released between April and August 1933, with the top four values now printed in two colours (the portrait vignette in each case being black).

From December 1933 to February 1936, 18 values in this series, from 1pf to 100pf, were reprinted with a change of watermark. In a sign of the times, the previous Waffles

GERMANY 1927-45

watermark was abandoned in favour of a Swastikas design.

Again the stamps were available in booklets and coils as well as counter sheets, with booklet panes of mixed values among the collectables.

Interestingly, the Medallion series was not discontinued after the death of Hindenburg and the entrenchment of the Nazi regime. Instead, it enjoyed a long life, and the stamps can be found in postal use until the end of World War II.

Effectively, the heroic soldier and conservative nationalist was incorporated into the Nazi world view, and his image was employed to help to legitimise the Third Reich.

As a result, Hindenburg stamps can often be found used alongside stamps portraying Hitler. Many were also overprinted for wartime use in territories under German occupation, including 'Elsass' (Alsace), 'Lothringen' (Lorraine), 'Luxemburg' (Luxembourg), 'Osten' (Poland) and 'Ljady' (Leningrad).

1934 memorial series

Just over a month after Hindenburg's death on August 2, 1934, a memorial set of six stamps was issued on September 4.

These comprised stamps from



ABOVE: Detail of a postal stationery postcard with a imprinted 6pf stamp portraying Hitler, uprated in May 1943 by means of a 4pf stamp portraying Hindenburg, showing how the Nazis were happy to be associated with the World War I icon



'From 1933 the Waffles watermark was abandoned in favour of a Swastikas watermark, incorporating Hindenburg into the Nazi world view'

DID YOU KNOW?

The coinage of the Third Reich bore portraits of Hindenburg, along with those of historic figures such as Martin Luther and Friedrich Schiller, but never depicted Hitler.



the Medallion series, with values ranging from 3pf to 25pf, with the addition of a black border.

All were printed on paper with the Swastikas watermark.

Postal history

Besides the stamps, and their varieties, various items of postal stationery also bore the image of the President, so there is a huge amount of Hindenburg philatelic material to collect.

That also means there is an enormous range of postal history available, spanning a period of nearly 20 years, including the duration of World War II.

Unlike Stanley Gibbons catalogues, the Michel catalogues published in Germany quote prices for stamps on cover, which is a considerable bonus for postal history collectors. ■



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BELGIUM

7921: 1849 40c first Medallion printing in dark carmine with framed watermark (frame lines of the wmk conveniently cross near centre of the stamp, easily visible), four good margins (part of adjacent stamp shows, horizontal bars numeral cancel "65" (= JEMAPPES), pen mark from use on letter at right, otherwise very good condition (SG 5 cat £2000), signed Pfenninger (1 stamp).......£650

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8118: 1949-1939 mint (hinged) and used collection on large Yvert printed leaves, from Medallions 20c to 40c imperf, 1c to 40c perf, later 19th century incl 1866 Lions, 1869 with 8c, 1F used, 1884 to 2F,



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7881: 1938 KGVI mint light hinge most values to 1s including the good 3d (SG 114 cat £50) plus large format 2s, 2s6d. Cat minimum £185 (14 stamps)£60

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8002 : mint hinged 1942 basic set, 1943 set (the three high values u/m), and 1942 dues. Cat £112 (21 stamps)£35

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8000 : 1948-1951 the country complete including dues mint hinged (1951 set $\,$ is u/m). Also a 1948 3a BMA used. Cat £400 (44 stamps)£100



BULGARIA

5767 : 1885 50 on 1F Lion (SG 40 cat £750) mint (illus) (1 stamp) ... £100

BULGARIA

5142 : 1932 Strasbourg Flight set mint light hinge (SG 323/25) (3 stamps)£75

BULGARIA

5772 : 1933 second Balkan Olympics set mint light hinge (SG 326/32 cat £1100) (7 stamps) £275

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6730: 1959 First Stamps both miniature sheets unmounted mint (SG MS1139 a/b cat £150 (2 stamps)£40

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6729 : 1953 Flowers min sheet unmounted mint (SG MS931a cat £70) (1 stamp)£25

COLOMBIA - TELEGRAPHS

7909 : Mainly mint range, all different except 3 pairs, includes better 1902-1904 issues, ex-Hiscocks collection (41 stamps)£120

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7910: ex-Hiscocks study accumulation, fairly complete for basic issues including some difficult items such as 1905 10c perf 10½ (Hiscocks 51), 1906 5P (Hiscocks 62), plus many shades, types and sub-types, ideal for further study (200++ stamps)

CYPRUS

7951: 1904-1955 mint (hinged) and used on SG quadrille leaves with 1912-25 KGV Heads to 2½Pi used, 1934 KGV pictorials to 18Pi mint, 1935 Silver Jubilee mint and used, 1938 KGVI set to £1 (SG 151/63 cat £250) plus some extras, and a few 1955 QEII used. Cat £600 (76)£150

CYPRUS

7948 : 1934 KGV pictorial definitive set mint light hinge (SG 133/43 cat £200) (11 stamps) £95

CYPRUS

7949: 1937 Coronation set (SG 148/50) with curved SPECIMEN perfin, mint light hinge, cat £225) (3 stamps)£100

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Around the horn

Overprinting an assortment of Indian stamps for the Somaliland Protectorate in 1903 created much philatelic interest, partly thanks to a comedy of errors

■ Report by John Winchester

The northern shore of the Horn of Africa was for centuries sparsely populated by Arab herdsmen and traders, and of little interest to colonial powers. In 1884, however, Britain stepped in to declare the Somali Coast Protectorate, largely to secure supplies of fresh meat to Aden and India.

For almost 20 years there was no dedicated stamp issue; Indian stamps were used from 1887, cancelled with the circular datestamp of Berbera or the 'B' obliterator of Bombay.

But control of postal services was assumed by the Foreign Office in London in 1898, and in 1903 a formal post office was established. Indian stamps would now be overprinted 'British Somaliland', as a stop-gap measure until a definitive issue could be produced.

Although Queen Victoria had been dead for more than two years, the first provisional issue would comprise a mixed bag of Victorian stamps, including some designs dating from as far back as 1876.

A total of 13 denominations, ranging from ½a to 5r, were released on June 1, 1903, with a two-line overprint positioned towards the top of the stamp.

Overprinting by the Central Printing Office in Calcutta seems to have involved some cornercutting, as there were two different settings of the overprint, and various errors besides.



ABOVE: Somaliland Protectorate 1903 3a brown-orange pair from the June issue (overprint at the top), with one stamp showing the partial absence of the second 'l' in 'British'

RIGHT: 1903 3r brown and green from the September-November issue (overprint at the bottom)



In most of the low values, 183 stamps in each sheet of 240 showed overprint type A, where the 'B' of 'British' was directly over the 'M' of 'Somaliland', while 57 showed type B, where it was a little to the left (for the 6a value, where sheets of 320 were overprinted in two passes of the press, the proportions were slightly different).

Furthermore, overprint flaws resulted in the substitution of the first 'I' in 'British' with a '1', or the complete or partial absence of the second 'I'.

The three highest values even have a curved overprint, although it is unclear why.

'The second series of overprints turned out to be just as bizarre as the first'

A second series of overprints was required from September to November, and this turned out to be just as bizarre.

This time the overprints were positioned towards the bottom of the stamp, and the issues of two different monarchs were overprinted: seven of Queen Victoria, ranging from 2½ a to 5r, and six of King Edward VII, ranging from 1/2a to 8a.

As if this wasn't unconventional enough in itself, still the varieties ran riot. Most values featured flaws giving the impression of 'Sumaliland' and 'Somal.land', and some saw repeat appearances of 'Br1tish' and 'Brit sh'.

It must have come as a great relief to the Crown Agents when De La Rue rode to the rescue in 1904 with a dedicated issue portraying Edward VII and inscribed 'Somaliland Protectorate'.

MARKET VALUES

The 1903 provisional issues amount to a field day for specialist collectors, but not a cheap thrill. The first set of 13 is catalogued at £130 mint and £200 used, and the second set at £400 and £600 respectively, with the more dramatic errors individually commanding three-figure or even four-figure prices.



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Naturally, it may take time – but, generally these stamps can be located, albeit not always in the best condition sought.

Counter intuitively one would think that low value stamps produced in larger printings would be easy to find, but sometimes such stamps may be much more difficult to source than high/higher value stamps ... and the reason why is often, but not always, because ...

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Onwards and upwards

A letter sent from the highest post office on Earth to the highest post office above Earth started its journey on foot, and completed it in a spacecraft

■ Report by Gerhard Freund



postal history by sending mail between extreme locations.
My previous projects have included posting covers from the world's northernmost post office at Ny Alesund (Spitsbergen, Norway), the world's southernmost civil post office at Port Lockroy (British Antarctic Territory), and the Amundsen-Scott Station, the research centre at the South Pole.

ABOVE: Cover from the Himalayas to the International Space Station, photographed in the ISS cupola with an incomparable view of planet Earth My latest idea was to send a letter from the highest post office on Earth to the highest post office above Earth.

Himalayan heights

The highest post office on Earth is located in the Himalayas, at an altitude of 4,400m.

To be precise, it is in the mountain village of Hikkim, in the Lahaul & Spiti district of the state of Himachal Pradesh in northern India.

One of the highest places in India that is inhabited all year round, it is 29 miles (46km) from the nearest town, Kaza. It is accessible only by a gravel road in summer, and cut off from the outside world for six months each year due to heavy winter snowfall.

What connects Hikkim with the rest of the world is its post office,





completing 15 orbits each day at a speed of 17,000mph, the ISS is the largest artificial object in space.

village of Hikkim is

an unassuming

building, but well

signposted as the

highest in the world

It is divided into two segments, one operated by Russia and the other by the United States, and the post office is located in the Russian segment.

Terrestrial post

Helping me to realise this project was Sarah Appelt, a German who runs the Chalo Reisen travel agency in India. She likes to explore the country by mountain bike, and I asked her to post two

ABOVE: The post letters for me on her next trip to office in the remote Hikkim.

> Sarah started out on September 9, 2021, riding the 46km (and 600m in altitude) from Kaza to Hikkim and arriving two days later.

> Addressed to Moscow in Russia, both letters were franked with six India 5r stamps portraying Jawaharlal Nehru. They were handed to Rinchen Chhering, who has been the postmaster at Hikkim since the post office was founded in 1983.

He cancelled them with the regular Hikkim/Lahaul Spiti

Space oddity

The highest post office above the planet is of course to be found on the International Space Station, the artificial satellite which has been permanently inhabited since 2000.

which not only sends letters and

a savings bank for the villagers.

who delight on sending

souvenir cachet.

PHOTOGRAPHS BY SARAH APPEL1

It is also a magnet for tourists,

postcards with its postmark and

parcels in and out but also operates

In low Earth orbit at an average altitude of 250 miles (400km),



ABOVE: The postmaster at Hikkim, Rinchen Cchering, postmarks letters (on the floor!) with the village handstamp and a special 'World's Highest Post Office' cachet, to which he adds his signature for additional authentification



ABOVE: Sarah Appelt posts the author's letters in Hikkim's rudimentary postbox

EXTREME POSTAL HISTORY

handstamp, dated September 11, and also added the 'India Post/ World's Highest Post Office' cachet, with his signature above it.

Space post

Posted by Sarah in the postbox outside, the letters started their remarkable journey on foot to Kaza, continued by bus along hazardous mountain roads.

They arrived in Moscow on October 20, where they were delivered to my second go-between, the well-known space mail collector Igor Rodin, who handed them over to the 'postmen' for the last leg of their voyage.

The letters were taken on board the Soyuz MS-20 spacecraft which was flying to the ISS on December 8, 2021, crewed by the Russian cosmonaut Misurkin Aleksandrovich and two Japanese space tourists, Maezawa Yusaku and Hirano Yozo.

Launched from the spaceport in Baikonur, Kazakhstan, at 07:38 Universal Time (UTC), the spaceship successfully docked with the ISS at 13:40.

Out of this world

Once on board, the covers received a circular datestamp of December 8 inscribed (in Cyrillic) 'Russia Post', 'Moscow 101000', 'ISS Post' and 'Russian Segment'; the transcripton of ISS appears as 'MKC'.

They were also given two pictorial ISS cachets in blue, one circular and the other octagonal.

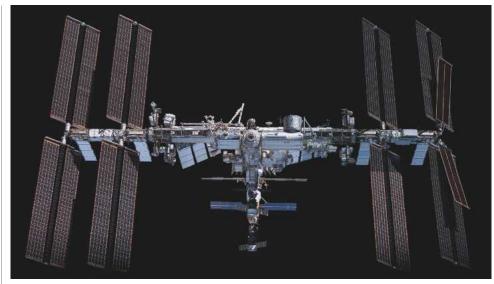
The covers enclosed a letter from me to the crew, informing them about my project, and these were also treated with the postmark and cachets.

Additional evidence of their postal journey comes by way of photographs kindly taken by a crewman within the cupola of the ISS, a dome-shaped observatory built by the European Space Agency. A cover can be seen floating weightlessly in front of a spectacular view of planet Earth.

Back to earth

Soyuz MS-20 undocked from the ISS on December 19 at 23:50 UTC, and landed back on Earth at 15:13 UTC, carrying my covers.

During their short time on board the ISS, in 11 days in orbit around the planet, they had travelled almost five million miles.



ABOVE: The International Space Station is the largest artificial object in space, and has been permanently inhabited since 2000, with a post office in the Russian segment



ABOVE: Cover from India to the ISS, datestamped at Hikkim on September 11, 2021, and on the ISS on December 8, with the special cachets of each post office

RIGHT: Enclosed letter from the author to the crew of the ISS, also featuring the datestamp and cachets 'The highest post office of all is to be found on the International Space Station, in low Earth orbit at an altitude of 250 miles'





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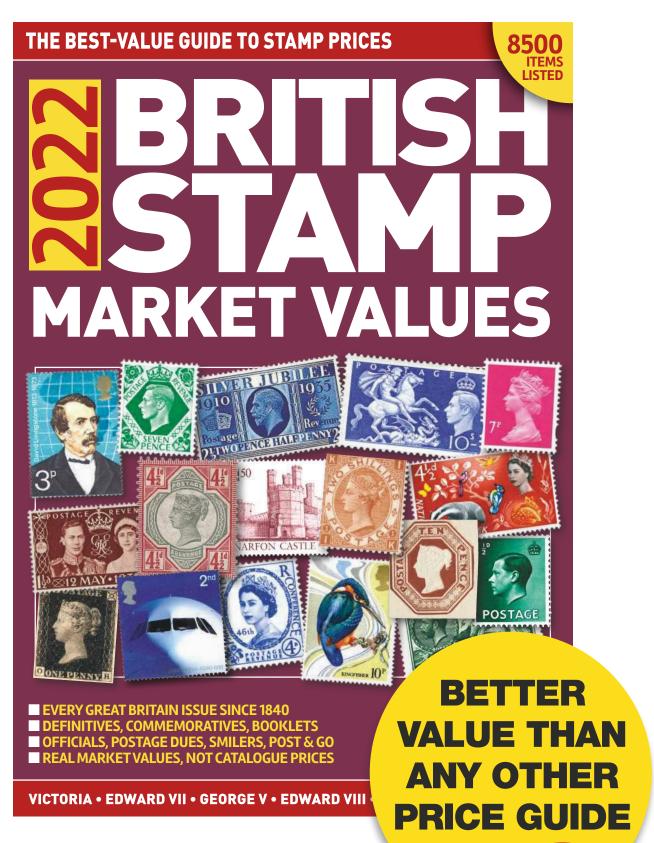


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Here be dragons!

Britain's first stamps celebrating the Commonwealth Games, in 1958, had a deeply traditional look but, unusually, a conspicuously Welsh flavour

■ Report by Peter Marren

n 1958 it was the turn of Wales to host the British Empire & Commonwealth Games, centred at Cardiff Arms Park.

It would be the sixth such event, which had been inaugurated (as the British Empire Games) in 1930, and the largest so far, with 35 counties taking part.

As only the second of these Games to be hosted in Britain, it would also be the first to be celebrated on British stamps.

A precedent existed in the form of the 1948 set marking London's hosting of the Olympic Games, but still the Postmaster General's initial reaction to pressure for a stamp issue was negative.

Ultimately, however, the slight relaxation of its rules which had enabled the Post Office to produce stamps for the Jubilee Jamboree of the scouting movement in 1957, as 'a current event of outstanding national or international importance', also opened the door to this commemoration.

The two issues had much in common; they were both three-stamp sets, and two out of the three designers were the same. But their values and colours differed.

Postage rates had been increased in the interim, so the lower two values of the Games stamps would be 3d for the basic inland letter rate and 6d for the basic overseas rate, printed in deep lilac and reddish purple respectively to match the Wilding definitives of the day. Only the airmail rate stayed the same, requiring a 1s 3d green.

The Council of Industrial Design recommended five artists, four of whom had previous experience in stamp design. As usual, the established stamp printing firms were also invited to submit ideas.

The guidelines were strict. The stamps needed to be horizontal, in the established double-definitive



ABOVE: The 1958 British Empire & Commonwealth Games 1s 3d green, for the overseas airmail rate, designed by Patrick Keely format, and the full-size Wilding portrait of Queen Elizabeth II had to be included. No athlete could be shown, not even distantly. The designs had to be symbolic.

That approach almost guaranteed that this would be Britain's first set of stamps with a distinctly Welsh flavour, and indeed the Post Office specifically suggested that the Welsh dragon would make a suitable motif. It seemed to regard the venue as being at least as important as the event!

The designers were also asked to include the title of the Games in full, including either '6th' or '1958' (although this stipulation was

eventually relaxed for the 6d design), so there was a lot of text to squeeze into limited space.

Dragons make for dynamic images, so most of the 35 design submissions took the Post Office's hint. The chosen three, however, offered contrasting interpretations of these mythical beasts.

That on the 3d stamp, by Reynolds Stone, was an impressive but benign-looking dragon, whose sinuous curves and spiky wings harmonised well with the typeface used for the denomination, while the Queen's head was safely ensconced inside in an oval.



RIGHT: The 6d reddish purple, for the basic overseas letter rate, designed by William Brown of Harrisons



ABOVE: Marginal block of four of the 3d deep lilac, for the basic domestic letter rate, signed by the designer Reynolds Stone



ABOVE: Official first day cover, postmarked in Cardiff on July 18, 1958, showing the slogan cancellation with the Games logo

Held between the dragon's jaws was one of Stone's trademark ribbons, bearing the inscription. It was a bold, effective design, within the limits placed on the artists.

The 6d stamp by William Brown (working for the printers, Harrison & Sons) was dominated by a fluttering banner. One half of this bore the Games emblem, of a crown framed by a chain and surmounted by a dragon, while the other half carried the royal portrait, highlighted within some rather unsubtle shading.

Brown ran the lengthy title of the issue along two edges, without allowing it to look too restrictive.

For the 1s 3d stamp, Patrick Keely placed the Queen's head at the centre, with a formalised dragon behind it, but filling almost the whole design, except for the space needed by the inscription beneath.

This was the largest and most detailed of the three dragons, with well-defined scales and a victor's laurel wreath in its paw, and Keely found just enough space for the denomination between the beast's bat-like wings and its curled tail. If the symbolism was predictable, the draughtsmanship was first-rate.

Each dragon was inspected and approved by an expert in heraldry, Sir George Bellew of the College of Arms.

The stamps were printed in photogravure by Harrisons in sheets of 120, on paper bearing the St Edward's Crown watermark. It was the last use of this particular watermark, which was shortly to be replaced by the Multiple Crowns type.

The only notable varieties are two constant flaws, both found on the neck of the dragon on the 3d design printed from cylinder 2 'dot': the 'short scale flaw' appears on the first stamp in the first row,

BELOW: Unusual example of a bisect accepted for postage. This diagonally bisected Games 6d was used to pay the 3d inland letter rate in Wolverhampton on September 15, 1958

and the 'shoulder flaw' on the second stamp in the 12th row.

The issue went on sale on July 18, 1958, the opening day of the nineday event.

Two special postmarks were used to stamp first day covers, and then letters posted during the period of the Games. One, used by the larger sorting offices, included the title of the Games and the date. The other, available only at Cardiff, at Barry (where the Games Village was located) and at Llanberis (where the rowing events took place), included the official logo as well.

Much rarer than both are circular datestamps from the Games Village, or its mobile post office.

The official first day cover, sponsored by the Philatelic Traders Society, sold poorly, and is now one of the priciest of the period.

No stamps from this issue, or indeed from any future special issues, were overprinted for Britain's overseas postal agencies.

From today's standpoint, these stamps, with their ribbons and dragons but no sign of any athletic endeavours, might seem an odd way of celebrating a sporting festival.

Even at the time, in fact, they looked old-fashioned when compared with the output of countries which were less hidebound by self-imposed rules, and were able to combine pictorial representations with multicoloured printing.

The counter-argument is that the limitations on stamp design in Britain created a distinctive style, rooted in traditional art forms and symbolism, and that the best designers of the period could be relied on to find a graphic solution that was both elegant and vivid.

Despite the constraints of their brief, perhaps even because of them, they produced work which has stood the test of time.





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A bridge too far

A cover of 1880 encloses a letter describing the desperate aftermath of one of the worst accidents of the Victorian era, the Tay Bridge disaster

Report by Norman Watson

tems of postal history can be poignant memorials to historic events, and this example is witness to the tragic scene of one of the worst accidents of the Victorian age, the Tay Bridge disaster.

On Sunday, December 28, 1879, part of the long iron railway bridge over the River Tay at Dundee collapsed during a violent storm, throwing a steam train and its passengers into the swirling water below.

The shocking incident led to the deaths of at least 59 people, although the grim search carried out by a flotilla of small boats over subsequent days failed to recover many of the bodies.

This cover from Edinburgh to the United States was sent about three weeks after the disaster.

Its 1864-79 1d red (plate 191) and 1873-80 4d green (plate 16), paying the 5d rate to America, are tied by an Edinburgh duplex cancellation of January 20, 1880.

In the accompanying letter, to a Mrs Osgood in Boston, Massachusetts, Annie White wrote:

'I was at Dundee the Saturday after the Tay Bridge disaster, and I had a good view of the broken bridge, as you have to go across the Tay now by boat.

'There is only 28 bodies got, and they think that they will not get very many more. They think that they are carried away out to sea.'

There is also much philatelic interest in the mail carried on the stricken train.

It is recorded that two mailbags were washed ashore at the nearby



ABOVE: Cover of January 20, 1880, from Scotland to the **United States,** franked with a Penny Red from plate 191 and a 4d green from plate 16, tied by an Edinburgh duplex cancellation

RIGHT: The enclosed letter describing the sad scene after the Tay Bridge disaster

Glasgon has 20 Shilling to the Poured do 9 have not lost any think by it . I now at Junder the daterday after the tay Bridge Tichster and I hoole a good nin of the Brothing dridge as you have to go across the tay now by Hone ther is only 28. Rocks, get anse they thank flut they will not get very many more. They Thinks that they are correcce

fishing village of Broughty Ferry, and taken to the postmistress of the local sub-office, who sent a telegram to alert Dundee Head Post Office. A taxi was despatched to collect them.

The majority of the letters inside were soaked, with addresses smudged and stamps washed off. Only a few had escaped serious damage, probably those held

tightly in the centre of bundles.

As many as possible were dried and forwarded over the following days, some with manuscript inscriptions recording the delay caused by the disaster.

Various attempts have been made over the years to determine how much of the train's mail survived.

In 1971 Cecil Meredith recorded only seven covers, which had found their way into some of the country's most prestigious collections.

In 2015, having completed an extensive study of auction catalogues, books and articles on wreck and disaster mail, Dennis Collins stated that 14 covers were now known.

I have since added a further six to this list, from various collections and institutions, taking the number of known surviving letters to 20.

These water-stained envelopes are sought-after by collectors of railway mail and disaster mail. Rarer still, perhaps, are letters describing the sad scenes in the aftermath of the tragedy.

'Part of the bridge collapsed during a violent storm, throwing a steam train and its passengers into the swirling water below'

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DATES FOR YOUR DIARY

AUGUST 4-9 INDONESIA

Indonesia 2022

Venue: Jakarta International Expo, Kemayoran, RW10 Pademanga Timur. Pademangan, Central Jakarta City 14410. Indonesia.

Contact: John Jackson, **UK Commissioner** iohn.w.iackson@care4free.net www.indonesia2022.id

AUGUST 25-28 USA

Great American Stamp Show

Convention Center, 1400 J Street, Sacramento, California 95814, USA. Contact: American Philatelic Society, 100 Match Factory Place, Bellefonte, Pennsylvania 16823 IISA Tel: +1 814 933 3803 (ext 218) Fax: +1 814 933 6128 stampshow@stamps.org

Venue: Halls C. & D. SAFF Credit Union

SEPTEMBER 8-11 AUSTRALIA

Melbourne 2022

www.stamps.org

Venue: Caulfield Racecourse Station Street Caulfield Fast Melbourne, Victoria 3145, Australia. Contact: John Moore, President moore.iohn@optusnet.com.au www.melbourne2022.com.au

SEPTEMBER 28-OCTOBER 1

Autumn Stampex

Venue: Business Design Centre, 52 Upper Street, Islington, London N1 NOH

Contact: Philatelic Traders Society, PO Box 290, Lingfield, Surrey RH7 9AX Tel: 01342 830225 Fax: 01342 837888 info@thepts.net www.thents.net

OCTOBER 13-16 CZECH REPUBLIC

Liberec 2022

Venue: Wellness Hotel Babylon. Nitranská 1, 460 07 Liberec, Czech Republic.

Contact: Steve Harrison, **IIK Commissioner** Tel: 0121 313 0671 sharrison500@htinternet.com www.liberec2022.eu

OCTOBER 14-16 IRELAND

Stampa 2022

Venue: Griffith College Conference Centre, South Circular Road, Dublin 8. Contact: Stampa 2022 www.stamna.ie

OCTOBER 21-23 DENMARK

Nordia 2022

Venue: Birkerød Idrættscenter. Bistrupsvej 1, Birkerød, 3460 Denmark.

Contact: Danish Philatelic Association www.danfil.dk

OCTOBER 27-29 GERMANY

Postgeschichte Live

Venue: Ulm-Messe, Böfingerstrasse 50, 89073 Ulm, Germany. Contact: Thomas Hönfner Vizenräsident Deutsche Altbriefsammler-Verein. Lindenstrasse 29, 85661 Forstinning, Germany Tel: +49 8121 253 880 t.hoepfner@t-online.de www.dasv-postgeschichte.de

NOVEMBER 8-13 SOUTH AFRICA

IPFX 2021 International Exhibition

Venue: International Convention Centre, Convention Square, 1 Lower Long Street, Cape Town 8001, South Africa

Contact: Jon Aitchison, UK Commissioner

Tel: 01279 870488 britishlocals@aol.com www.capetown2022.org

NOVEMBER 18-20 USA

Chicagonex 2022

Venue: Westin Chicago Northwest, 400 Park Boulevard, Itasca, Illinois 60143, USA.

Contact: Kathy Johnson

kjj5217@gmail.com chicagopex.org

E-mail: guy.thomas@dhpub.co.uk

NOVEMBER 24-26 MONACOPHIL 2022

Venue: Musée des Timbres et des Monnaies. Terrasses de Fontvieille. 98000 Monaco.

To include an event in this listing, we need at least two months' notice. Send details to What's On, Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF.

> Contact: Patrick Maselis, General Commissioner Tel - +37 474 84 84 39 patrick@maselis.be www.monacophil.eu

JANUARY 20-22 IISA

Sarasota National Stamp **Exhibition**

Venue: Sarasota Municipal Auditorium, 801 N Tamiami Trail, Sarasota, Florida 34236, USA. Contact: Liz Hisey, Chairman Tel: +1 941 444 0777 lizhisey@comcast.net www.sarasotastampclub.com

APRIL 28-30 USA

Westpex

Venue: Marriott San Francisco Airport, 1800 Old Bayshore Highway, Burlingame, California 94010, USA. Contact: Westpex www.westnex.org

MAY 4-7 NEW ZEALAND NZ2023

Venue: Ellerslie Event Centre, Ellerslie Racecourse, 100 Ascot Avenue, Remuera, Auckland 1050,

New Zealand. Contact: NZ2023 secretary@nz2023 nz www n72023 n7

MAY 19-21 AUSTRALIA

Hobart Stamp Show

Venue: Hobart Town Hall, Macquarie Street, Hobart, Tasmania 7000, Australia.

Contact: Peter Allan. Exhibition Secretary, GPO Box 594, Hobart, Tasmania, Australia 7001 hesperus@netspace.net.au www.hobartstampshow2023.com

MAY 25-28 GERMANY IBRA 2023

Venue: Messe Essen Alfredstrasse Halls 1 & 2. South Entrance 45131 Essen, Germany.

Contact: IBRA 2023 www.ibra2023.de

JUNE 2-4 USA Napex

Venue: Hilton McLean, Tysons Corner. 7920 Jones Branch Drive, McLean, Virginia 22102, USA

Contact: Napex www.nanex.or



ABOVE: The Indonesia 2022 event in August has been subject to a change of venue, and is now being hosted by the Jakarta International Expo (JIEXPO)



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Venue: Second Floor, 300 Frank W Burr Boulevard, Teaneck, New Jersey 07666. USA

Contact: Cherrystone Auctions Tel: +1 212 977 7734 info@cherrystoneauctions.com www.cherrystoneauctions.com

JULY 12-15 DUTCH COUNTRY AUCTIONS

Venue: 4115 Concord Pike Wilmington, Delaware 19803, USA. Contact: Russell Eggert Tel: +1 302 478 8740

auctions@dutchcountryauctions.com www.dutchcountrvauctions.com

JULY 13 AJH STAMPS

Venue: The Dunkenhaloh Hotel & Spa, Clayton-le-Moors, Lancashire RB5 5 IP

Contact: AJH Stamps Tel: 01254 393740 sales@aihstamps.co.uk www.ajhstamps.co.uk

JULY 14-19 SOLER Y LLACH

Snain and ex-Colonies Venue: Calle Beethoven 13. 08021 Barcelona, Spain. Contact: Soler Y Llach. Tel: +34 93 201 87 33 syl@soleryllach.com www.soleryllach.com

JULY 20 VANCE

Venue: online only Contact: Vance Auctions Tel: +1 905 957 3364 mail@vanceauctions.com www.vanceauctions.com

JULY 20-22 ABACUS

Wilson Wong collection of Canada Semi-Official Airmails

Venue: 29 Hardner Road Mount Waverley, Victoria 3149, Australia.

Contact: Abacus Auctions Tel: +61 3 8513 0595 info@abacusauctions.com.au www.abacusauctions.com.au

JULY 22-24 RONLEITH

Venue: Vancouver Atrium Inn, 2889 Hastings Street, Vancouver V5K 2A1, British Columbia, Canada. Contact - Ron Leith Auctions

Tel: +1 604 795 2240 ron-leith@uniserve.com

JULY 26 SPINK Robin Gwynn collection of **New Zealand**

Venue: Royal Philatelic Society London, 15 Abchurch Lane,

London EC4N 7BW. Contact: Spink UK Tel: 020 7563 4005 auctionteam@spink.com www.spink.com

STANLEY GIBBONS

Stamps and Postal History of the World Venue: 399 Strand, London

WC2R OLX. Contact: Stanley Gibbons Auctions Tel · 020 7836 8444 auctions@stanleygibbons.com www.stanleygibbons.com

JULY 27 BRIAN REEVE

Send details to What's On, Stamp Magazine, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF. E-mail: guy.thomas@dhpub.co.uk

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Venue: 2 College Fields, Prince Georges Road, London SW19 2PT. Contact: Brian Reeve

Tel: 020 8672 6702 brian@brian-reeve-auctions.com www hrian-reeve com

JULY 27 DOWNEAST STAMPS

Venue: online only Contact: Downeast Stamps Tel: +1 800 891 3826 bids@destamps.com www.destamps.com

AUGUST 3 WARWICK & WARWICK

Venue: The Court House, Jury Street, Warwick CV34 4EW. Contact: Warwick & Warwick Tel · 01976 499031

infn@warwickandwarwick.com www.warwickandwarwick.com

DORON WAIDE STAMPS

39th Holy Land Auction Venue: online only.

Contact: Doron Waide Stamps Tel: +1 570 319 9803 doronwaide@aol.com www.doronwaide.com

AUGUST 10 AJH STAMPS

Venue: The Dunkenhaloh Hotel & Spa. Clayton-le-Moors, Lancashire RR5 5 IP

Contact: AJH Stamps Tel: 01254 393740 sales@aihstamns.cn.uk www.ajhstamps.co.uk

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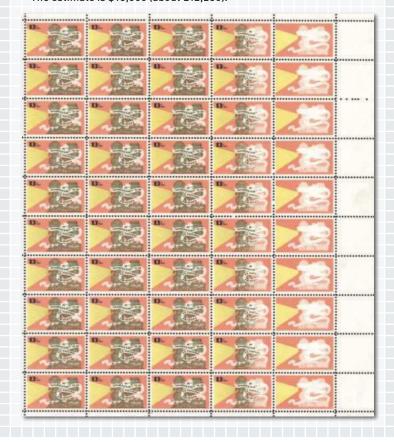
LOT TO BE DESIRED

A spectacular lot in Cherrystone's catalogue for July 12 is the discovery sheet for a United States error, on the market for the first time.

It's a complete sheet of 50 of the 13c value from the 1977 issue marking the 50th Anniversary of Talking Pictures, with the right column missing brown and black (the engraved part of the design) and the adjacent column partially missing those colours.

Mint and never hinged, the sheet has been kept by its original owner for 45 years, and is as yet unlisted in any catalogues, but has been expertised and now has a PSE certificate.

The estimate is \$15,000 (about £12,230).



PHILATELIC QUIZ: GENERAL COLLECTORS... Supply Your Passion, Control Your Budget – Naturally, Collect Stamps of The World!



Contrary to what you might think, or have been told... You <u>really</u> don't have to spend a fortune to enjoy collecting stamps; read on to discover the reasons why ...

In the old days, you go to a stamp fair. Now, You order on-line. You bid in an auction — **almost always**, if you're buying 'identified' stamps, even cheap stamps, they're priced against catalogue value aren't they? Why do 'stampy' things have to be done this way?

One of the biggest problems when I collected stamps all those 48 years ago, (before girls came along), was that the stamps I wanted always seemed to cost more than I could afford!

So ... just what is it that made me collect stamps in that way?

Q: What made me collect stamps that way? – A: <u>Catalogue Values</u>!

Yes, catalogue values... That's not to say that there's anything wrong with catalogue values per se. However, there is a simple answer, true even decades later, and even today. It was/ is the philatelic industry norm. This is how 'philatelic' things are done ... aren't they?

BUT, I set out to break boring industry norms, creating my enormously popular off-paper world mixtures club more than 34 years ago. Some who were collectors then, have returned and are still 'Avon/Omniphil' Collectors today. Some of those collectors have 'progressed' their collections, so that they now bid in my 'No Hidden Extras' unique reducing estimate (and reserve) Universal Philatelic Auctions – also known as **'The Collectors' Secret Weapon'**

Hindsight is a wonderful thing isn't it?,

with the benefit of hindsight, I suppose the problem was that I hadn't set my collecting boundaries to my budget, but it's so easy to say that now. Even so, why does everything you collect have to be related to catalogue value?

The simple answer is... it Doesn't!

Wouldn't You enjoy picking stamps at low unit prices regardless of catalogue value? Wouldn't You enjoy forgetting the prices? Wouldn't You enjoy the thrill of making a 'find' and paying pence to do so...? *Well, Now You Can*. If you're a real collector, not an investor, I'm putting the fun back

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WHAT'S ON: FAIRS

UK STAMP FAIR DATES FOR YOUR DIARY

JULY 15-16 YORK

(stamps, postal history, coins)

Venue: The Grandstand, York Racecourse, York Y023 1EX. Time: Friday 11am-6pm, Saturday 10am-4pm Contact: Kate Puleston Tel: 020 8946 4489

JULY 16 BRIGHTON (stamps, postal history)

Venue: Church of the Good Shepherd Hall, 272 Dyke Road, Hove, BN1 5AE. Time: 10am-4pm Contact: M.J. Perriman

Contact: M J Perriman Tel: 01903 244875

CARDIFF (stamps, postal history, postcards)

Venue: Cardiff City Hall, Cathays Park, CF10 3ND. Time: 10am-4pm Contact: Malcolm Harrington Tel: 01792 415293

CHESTER (stamps, postal history)

Venue: Hoole United Reformed Church, Hoole Road, CH2 3NT.

Time: 10am-3.30pm **Contact:** Terry Barnett Tel: 0151 486 2610

COLCHESTER

(stamp, postal history)

Venue: Parish Hall, Old London Road, Marks Tey, CO6 1EN. Time: 9am-3pm Contact: Lorne Webb Tel: 01424 751518

HULL (stamps, postal history)

Venue: St James Centre, 169 First Lane, Hessle, HU13 9EY. Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

NORTHAMPTON

(stamps, postal history)
Venue: The Abbey Centre,
East Hunsbury, NN4 ORZ.
Time: 9.30am-3pm
Contact: T Brittain
Tel: 07957 158299

PLYMOUTH

(stamps, postal history, postcards)

Venue: Plymstock Community Centre, The Broadway, PL9 7AW. Time: 9.30am-3.30pm Contact: Barry Mudie

SOUTHAMPTON

Tel: 07931 508886

(stamps, postal history) Venue: Methodist Hall, St James Road, Shirley, S015 5HE. Time: 10am-4nm

Contact: Panda Fairs

Tel: 01489 582673

JULY 17 DRONFIELD (stamps, postal history)

Venue: Coal Aston Village Hall, Eckington Road, Coal Aston, S18 3AY. Time: 9.30am-3.30pm Contact: HV Johnson & Co Tel: 01909 562927

SOLIHULL (stamps, postal history)

Venue: Knowle Village Hall,

St John's Close, Knowle, B93 OHN.

E-mail: guy.thomas@dhpub.co.uk

Time: 9.30am-2.30pm **Contact:** Andrew Vaughan Tel: 07824 775979

JULY 20 EAST GRINSTEAD (stamps, postal history, nostcards)

Venue: Chequer Mead Arts Centre, De La Warr Road, RH19 2BS. Time: 10am-3pm Contact: John Perriman

Contact: John Perriman Tel 01903 244875

JULY 23 PETERSFIELD

(stamps, postal history)
Venue: Community Centre,
Love Lane, GU31 4BW.
Time: 10am-4pm
Contact: Panda Fairs
Tel: 01489 582673

JULY 24 OLD BEXLEY (stamps, postal history)

Venue: The Freemantle Hall, Bexley High Street, DA5 1AA. Time: 9.30am-2.30pm **Contact:** Lorne Webb Tel: 01424 751518

To include an event in this listing, we need at least two months' notice. Send details to What's On, *Stamp Magazine*, David Hall Publishing Ltd, Suite 6G, Eden House, Enterprise Way, Edenbridge, Kent TN8 6HF.

JULY 30 EALING (stamps, postal history)

Venue: Ealing Parish Church, St Mary's Road, W13 9PR. Time: 9am-1pm Contact: T Brittain Tel: 07957 158299

LIVERPOOL (stamps, postal history, nostcards)

Venue: St Columba Church Hall, Hillfoot Road, Hunts Cross, 125 ONR. Time: 10am-3.30pm Contact: Terry Barnett Tel: 0151 486 2610 terryhuntsc@yahoo.com

MORLEY

(stamps, postal history) Venue: St Mary's Church Hall, Commercial Street.

LS27 8HZ. Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

WANSTEAD

(stamps, postal history, postcards) Venue: Our Lady of Lourdes

Church Hall, 51 Cambridge Park, E11 2PR. Time: 10am-3pm **Contact:** Simon Shaw Tel: 07534 496845

JULY 31 PETERBOROUGH (stamps, postal history)

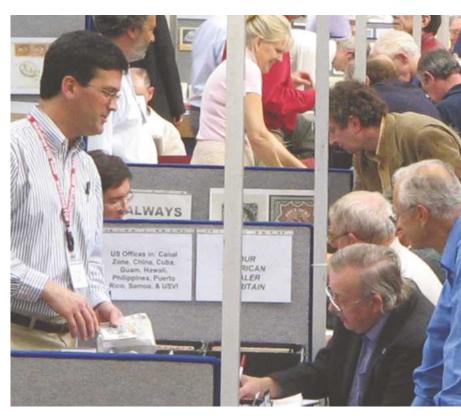
Venue: The Holiday Inn, Thorpe Wood, PE3 6SG. Time: 10am-3pm Contact: Richard Lewis Tel: 01945 700594

STEVENAGE (stamp, postal history, postcards)

Venue: Novotel, Knebworth Park, SG1 2AX. Time: 10am-3pm Contact: Simon Shaw Tel: 07534 496845

AUGUST 6 BECKENHAM (stamps, postal history, postcards)





Venue: Azelia Halls, Croydon Road, BR3 4DA. Time: 9am-3pm Contact: Ray McQuade Tel: 020 8395 9285

BILSBORROW

(stamp, postal history) Venue: Bilsborrow Village Hall, Bilsborrow Lane, PR3 NRP

Time: 10am-4pm Contact: Fred O'Reilly Tel: 01226 765069

BOURNEMOUTH

(stamps, postal history, postcards)

Venue: St Edmund Campion Church, 481 Castle Lane West, BH8 9TN.

Time: 10am-4pm Contact: Panda Fairs Tel: 01489 582673

CROYDON

(stamps, postal history, postcards) Venue: Shirley Methodist

Church Hall, Eldon Avenue, CRO 8SD. Time: 9am-3pm Contact: Ray McQuade

Tel: 020 8395 9285

LEICESTER (stamps, postal history)

Venue: Derby Room, The Holiday Inn, St Nicholas Circle, LF1 5LX. Time: 9.30am-3.30pm

Contact: John Suschitzky Tel: 0116 235 0441

LICHFIELD (stamps, postal history)

Venue: Boley Park Community Hall, Ryknild Street, WS14 9XU. Time: 9.30am-3.30pm Contact: JRS Fairs Tel: 07971 281267

RAWRETH (stamps, postal history)

Venue: Rawreth Parish Hall. Church Road, SS11 8SH. Time: 9am-3pm Contact: Barry Mead Tel: 07786 302722

SOUTH SHIELDS (stamps, postal history)

Venue: St Jude's Church Hall, St Jude's Terrace, NE33 5PB. Time: 9am-1pm Contact: Alex Sedgwick

Stamps Tel: 07948 979544

SWINDON

(stamps, postal history) Venue: Lawn Community Centre, Guildford Avenue, Lawn, SN3 1LA. Time: 9.30am-2.30pm Contact: John Puttock

AUGUST 7 LINCOLN

Tel: 01793 542767

(stamps, postal history)

Venue: Reepham Village Hall, Hawthorn Road, LN3 4DU. Time: 9.30am-3.30pm Contact: Tony Limb Tel: 07562 570562

OXFORD

(stamps, postal history) Venue: Botley WI Hall, North Hinksey Lane, off Botley Road, OX2 OLT. Time: 10am-1.30pm

Contact: T Brittain Tel: 07957 158299

SANDY

(stamps, postal history) Venue: Scout Headquarters, Sunderland Road, SG19 1QY. Time: 10am-3pm Contact: Simon Shaw Tel: 07534 496845

AUGUST 13 DERBY

(stamps, postal history) Venue: Nunsfield House

Community Hall, 33 Boulton Road, Alvaston, DE24 OFD. Time: 9.30am-3.30pm Contact: H V Johnson & Co Tel: 01909 562927

MIDDLEWICH (stamps, postal history)

Venue: Community Centre, Civic Way, off Leadsmithy Street CW10 9RX Time: 10am-4pm Contact: Fred O'Reilly Tel: 01226 765069

NORTON (stamps, postal history, postcards)

Venue: Norton Methodist Church Hall, High Street, TS20 200 Time: 9.30am-1.30pm Contact: Graham Whitewick Tel: 07849 904353

AUGUST 14 TORQUAY (stamps, postal history, postcards)

Venue: Torquay Boys' Grammar School, Shiphay Manor Drive, TQ2 7EL. Time: 9.30am-3.30pm Contact: Barry Mudie Tel: 07931 508886

WOKINGHAM

(stamps, postal history) Venue: St Crispin's Centre, London Road, RG40 1SR. Time: 9am-2pm Contact: T Brittain Tel: 07957 158299



WHAT'S ON: SOCIETIES

JULY 26

PE11 4AB.

Time: 7.30pm

JULY 27

Tel: 01778 426904

SPALDING &

DISTRICT SC

Competition: Letter E

Venue: The Frasier Room

Gosberton Road, Surfleet.

Contact: Derek Pollard

LYTHAM ST ANNE'S

Egypt by Richard Wheatley

Venue: The Drive Methodist

Church, Eastbank Road,

Contact: Tim Giddings

SOUTHAMPTON &

St Anne's, FY8 1LH,

Tel: 07703 183655

AUGUST 2

Time: 7.30pm

SELECTED UK PHILATELIC SOCIETY DATES FOR YOUR DIARY

JULY 13 BARNSLEY PS Any Collectables

Venue: Friends (Quakers) Meeting House, corner of Western Street and Huddersfield Road, S70 2BP. Time: 7pm

Contact: Philip Reynolds Tel: 07805 509469

BROMLEY & BECKENHAM PS

Members' Evening: The Southern Hemisphere

Venue: Middle Hall, Melvin Halls Community Centre, Melvin Road, SE20 8EU. Time: 7.30pm

Contact: David Rennie Tel: 020 8778 7001

JULY 14 SOUTHAMPTON & DISTRICT PS

Members' Afternoon: 90 Years Social Event

Venue: The Salisbury Room, St Boniface Church Centre, Hursley Road, Chandler's Ford, S053 2FT.

Time: 2pm **Contact:** Mike Vokes Tel: 023 8026 2551

TORQUAY & TEIGNBRIDGE SC

Buy, Sell & Swap

Venue: St Michael's Church Hall, Chudleigh Road, Kingsteignton, T012 3JU. Time: 7.30pm

Contact: Dave Cleaver Tel: 01803 297212

JULY 18 SOUTH MIDLANDS SC

Members' Night: Why?

Venue: Barford Memorial Hall, Church Street, Barford, CV35 8EN. Time: 1.30pm Contact: John Gledhill Tel: 01789 847117

JULY 20 FARNBOROUGH S&PC

Sale of Donated Material

Venue: Royal British Legion, 51 Cambridge Road East, Farnborough, GU14 6QB. Time: 7.30pm

Contact: Norman Kelsey Tel: 01252 514002

WAKEFIELD PS AGM & Prize Presentation

AGM & Prize Presentatio Venue: Thornes Junior

Football Club House, Queens Drive, WF5 9BE. Time: 7nm

Contact: Philip Reynolds Tel: 07805 509469

DISTRICT PS

Tony Hicker Entertains

Venue: St Joseph's Church Hall, Bugle Street, S014 2AH. Time: 7pm

Contact: Eddie Mays Tel: 023 8040 2194

AUGUST 3 SPALDING & DISTRICT SC

Competitions Venue: The Frasier Room, Gosberton Road, Surfleet, PE11 4AB. Time: 2nm

Contact: Derek Pollard Tel: 01778 426904

WAKEFIELD PS Members' Evening: My Favourite Postcards

Venue: Thornes Junior Football Club House, Queens Drive, WF5 9BE. Time: 7pm

Contact: Philip Reynolds Tel: 07805 509469

E-mail: guy.thomas@dhpub.co.uk

AUGUST 9 AXE VALE SC Members' Evening: Postal History

Venue: Bradshaw Rooms, Silver Street, Axminster EX13 5AH. Time: 7.30pm

Contact: Nicholas Arrow Tel: 07973 253951

AUGUST 10 BROMLEY & BECKENHAM PS

Members' Evening: I Also Collect...

Venue: Middle Hall, Melvin Halls Community Centre, Melvin Road, SE20 8EU. Time: 7.30pm **Contact:** David Rennie Tel: 020 8778 7001

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VECTIS PS One-Frame Competition: Letter B

Venue: Newport Conservative Club, Lower Pyle Street, Newport, Isle of Wight, P030 1XB. Time: 7.30pm

Contact: Mike Torreggiani Tel: 01983 821417

AUGUST 11 SOUTHAMPTON & DISTRICT PS

Members' Afternoon Venue: The Salisbury Room, St Boniface Church Centre, Hursley Road, Chandler's Ford, S053 2FT.

Time: 2pm

Contact: Mike Vokes Tel: 023 8026 2551

AUGUST 12 HAYLING ISLAND SC

USA Airmails by Vic Stone Venue: The Small Hall, United Reformed Church, Hollow Lane, Mengham, PO11 9EY. Time: 7.30pm Contact: David Carter Tel: 023 9248 6534

AUGUST 15 SOUTH MIDLANDS

Members' Night: Holiday

Venue: Barford Memorial Hall, Church Street, Barford, CV35 8EN.

Time: 1.30pm **Contact:** John Gledhill Tel: 01789 842112

CHANNEL ISLANDS SPECIALISTS' SOCIETY

Some 26 members and guests attended the Channel Islands Specialists' Society's weekend meeting, at the Three Swans Hotel in Market Harborough in April.

The traditional 'Three Sheets To Tell A Story' competition on the first evening attracted nine entries, with Alan Moorcroft's display declared the winner.

Saturday morning was reserved for the room and postal auction, comprising more than 700 lots, while the afternoon featured large displays by three members.

David Winnie focused on the postal history of Alderney, Gerald Marriner examined disruption to the mail service during World War II, and Bryan



ROGER E HARRIS

Elliston displayed the Guernsey Arms stamps issued during the same conflict.

Sunday brought a further round of shorter displays on various subjects, from pre-stamp mail to the theme of royalty.

The society also launched its new 93-page book, a study of the cachets used by French hotels in the Channel Islands at the start of the 20th century, on postcards which were posted in the hotel's mailbox and taken to the post

office or to the French mail boats by hotel staff.

Delivered By The Hotel's Care, written by Roger E Harris, is available from the CISS at £18, excluding postage. E-mail: books@ciss.uk



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Date of issue 16.05.2022

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in Faroese language

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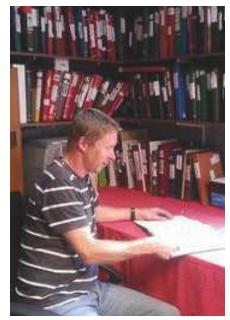
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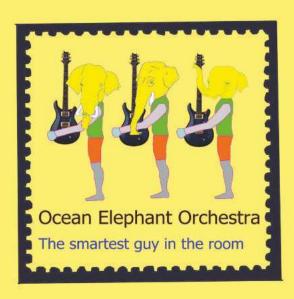
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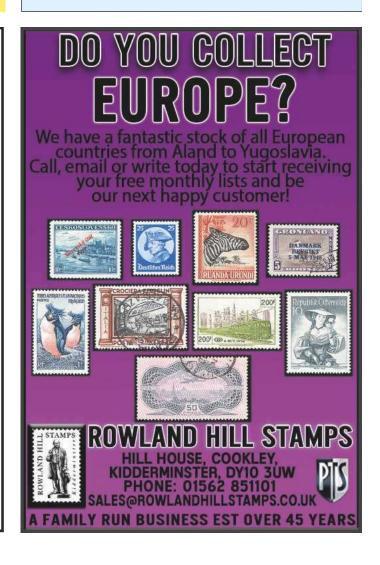
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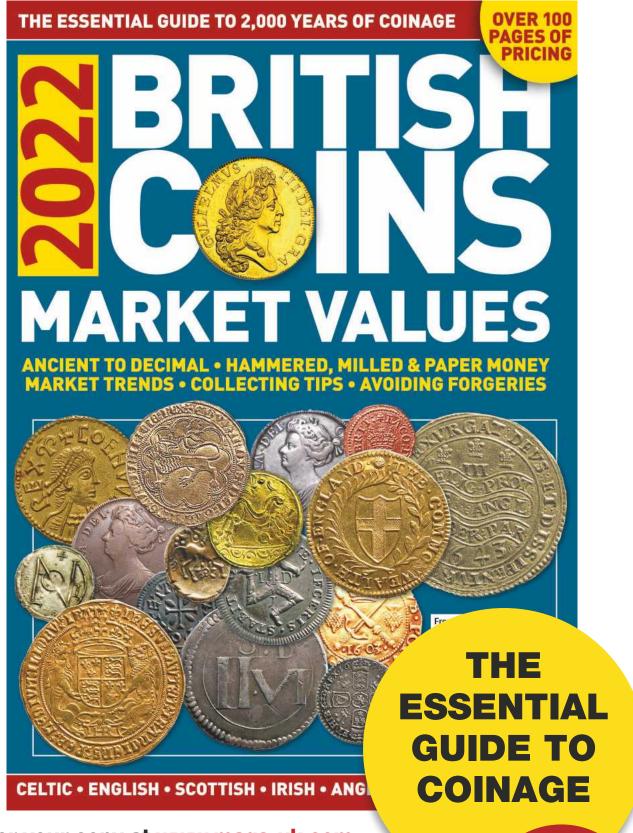
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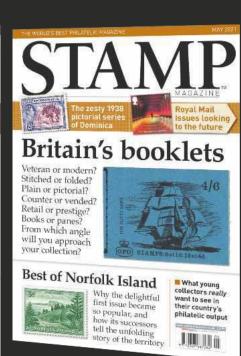
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B B B B B B B B STRANGE BUT TRUE

Speculate to accumulate

Panama was happy to commemorate its rather tenuous links with Christopher Columbus, until some obvious drawbacks sailed into view

■ Report by John Winchester

stablished in Cuba in 1928, the Sociedad Colombista ■Panamericana was dedicated to preserving the legacy of Christopher Columbus in the Americas, including maintaining the monuments associated with his voyages of discovery. One of its fund-raising ideas involved the production of commemorative stamps.

So far, so good, but the scheme soon attracted criticism, not least in the philatelic press, for being 'speculative'.

The SCP approached a number of countries to sign up to a deal whereby

it would oversee the printing of sets of stamps (in Belgium) to commemorate the exploits of Columbus, and deliver them at no cost, but would retain the right to sell remainders to the stamp trade, and the option of printing additional stock.

Several countries responded positively to the idea, among them Cuba, Panama and Ecuador. Of these, ironically, only Cuba could claim strong links with Columbus, having been visited by him twice; Panama had had only marginal contact, when the explorer



ABOVE: Panama 1b airmail stamp celebrating the voyages of Christopher Columbus, prepared in 1935 but unissued

sailed along its coastline, while Ecuador had none at all.

Panama signed up for a set of four surface-mail values, of 1c, 2c, 3c and 10c, with designs apparently depicting Santa Maria, the flagship of Columbus' first voyage.

But it was taken by surprise when this modest set was enlarged significantly, with the addition of a 12c and a set of five airmail values showing the ship between two globes, with a mail plane in the sky! Even more concerning, when the stamps were delivered in 1935 they included

imperforate sheets, perforation errors and colour varieties.

It was all too much for the members of the the Canal Zone Collectors' Club, who lobbied the President, Harmodio Arias Madrid, to suspend the issue to preserve the philatelic reputation of his country. He agreed.

Cuba cancelled its issue too. Ecuador's stamps were placed on sale, and occasionally turn up in old collections, but are ignored by most catalogues. ■



Act Now

Has the time come for you ... to do something different ...?



Hi, That's Me, Thankfully, a few years ago now ...

Something unexpected happens: certainly, that was what happened to me when a 'blue lights' ambulance and Police car whisked me, in an induced comatose state, down the M5 to Bristol Southmead Hospital with a bleed on the brain for an emergency craniotomy operation after I fell in the garden.

Weeks afterwards at the follow-up appointment the German operating surgeon told my wife and I that as he operated, he wondered the outcome of continuing ... apparently, it was likely I could have been unable to talk, eat, see or even to walk ... apparently it all looked pretty hopeless, was it worth continuing?

All somewhat dramatic, traumatic but true: I'm not going to say that I experienced some form of life-changing revelation after I made a complete recovery, thanks to the quick action of my wife and the operating team that saved my life ... but I am going to say that I firmly believe that as one door closes, the opportunity of another door opens ... and it is up to us whether inertia beckons OR as life's 'philatelic doors' swing, we make a simple conscious decision — perhaps to carry on collecting regardless ... which is what I did (or rather I gave up collecting at the age of 18 when I entered the stamp trade — so my choice is to carry on dealing, auctioneering and hopefully serving you).

So that's the choice open to you today: INERTIA OR UPA

You may never receive another Philatelic Bulletin or Stamp Magazine ... but guess what – you don't need to ... because all you have to do is contact my company ... chances are that whatever you collect we can assist you. UPA is the only UK based philatelic company today serving collectors in no less than 6 different ways – from Beginner to Medium to Advanced/ Specialist Collector via our Mixtures /traditional Approvals business/ eBay departments/ www.Top-upTwenty.co.uk instant-Purchase Price-Drop System (on-line), UPA 22,000+/- lot, All Lots Guaranteed 'No Buyer's Premium' quarterly auctions/ High value sales and valuation/buying departments ...

If you, like me, are passionate about stamps, **ACT NOW** – knock upon this Philatelic Door ... Go to:

upastampauctions.co.uk

or call my friendly Team: 01451 861111 and let them know how we can help you continue collecting, even if only we send you my 32 page Free Top Tips of The Trade...

So don't delay: Do it today, whilst you're thinking about it. Thank you,



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Are You THINKING of SELLING?

This is How The Stamp Trade Works

Philatelic Expert Lets You into his Selling Secrets so you can benefit from a totally different (and New) Selling Experience

If You want to learn how the stamp trade works, please read on... When I was 15, I did. I wondered if there was some secret source of supply? So, I bought my 1st stamp mixture, (wholesale I thought), broke it into 50 smaller units, advertised it in Stamp Magazine 'Classifieds', and waited for the orders to roll in... I'm still waiting, 51 years later !...

Wrong Offer ✗ Wrong Price ✗ Wrong Place ✗ (naïve seller) \checkmark = \bigcirc me but I was only 15 at the time!



ANDREW PROMOTING PHILATELY ON THE ALAN TITCHMARSH SHOW ITV

About The Author ► Andrew found his Father's stamps at the age of 10. A year later at Senior School he immediately joined the School Stamp Club. He 'specialised'(!) in British, but soon was interested in Queen Victoria which he could not afford. The 2nd to last boy wearing short trousers in his school year, he religiously bought Post Office New Issues on Tuesdays with his pocket money. He soon found that he enjoyed swapping / trading stamps as much as collecting them. Aged 19, eschewing University he quickly found a philatelic career in London, leading to creating his own companies in stamps. Andrew has authored many internationally published Stamp 'Tips' articles, appearing on Local Radio and National TV promoting Philately with Alan Titchmarsh. Andrew's area of expertise is unusual - in so far as his grounding in collecting and wide philatelic knowledge has given him a deep understanding of Philately. He has studied Philately for the past 51 years, in combination with Commerce and Marketing Expertise, enabling him to create synergies in 'lifetime' interlinked Stamp Selling Systems, selling unit-priced stamps through to handling collections & Rarities up to £700,000 each. Today Andrew is fortunate to be co-owner with his Wife, of Universal Philatelic Auctions (aka UPA) the Largest No Buyer's Premium Reducing-Estimate System Stamp Auction in the World, creating records selling stamps to

2,261 different bidders from 54 different countries 'in his international auctions. Andrew stopped collecting stamps aged 18 reasoning that his enjoyment of stamps would be in handling them and selling them... He loves working in stamps and looks forward to each philatelic day

Three years later, attending my first pub-Three years later, attending my more pair lic stamp auctions I wondered how some bidders seemed to buy everything, paying the highest price? It didn't occur to me that they were probably Auction Bidding Agents, paid by absent (dealer) bidders to represent them. I wondered why two collectors sitting side by side muttered to each other "he's a dealer" as if that justified him paying the highest price...

...but did it really? What was the real reason? How could a Dealer pay a higher price than a Collector? It doesn't make sense, does it? Collectors are customers. Customers usually pay the highest price, unless... for a Collector, this was...

Wrong Presentation Wrong Place X therefore Wrong Price X

Fast-forward 48 years later to a British Empire collection, lot #1 in an International Stamp Auction – Estimated at £3,000, but we were the highest bidder at £21,000 - YES - some 7×higher. Including Buyer's Premium in the extraordinary sum of £4,788 we actually paid GBP£25,788= upon a £3,000 estimate... however, we broke it down into sets, singles, mini-collections etc. We made a profit. Some might say it found its price. Others may say:

Wrong Estimate X Wrong Presentation X Wrong Structure Wrong Protection of Price

- Lucky for the seller that 2 well-heeled bidders saw the potential value that day or it could have been given away... the seller could easily have lost out couldn't he? or she?

So, by un-peeling the layers of obfuscation, hopefully we can all agree:

The Secret is Simple – it's ALL ABOUT: TIMING

Plus the 3 Philatelic 'P's -

Presentation Place and Price

Understanding the problem... I always remember the car trade had their own little 'bible' - Glass's Guide. I've no idea, I've not even looked - in this internet-dominated world, it may even have disappeared. Well, there was an insider Stamp Trade publication for Stamp Dealers called "The Stamp Wholesaler". There was nothing that special about it — and you would not have learnt much or found massively reduced prices by subscribing then - BUT - it was a forum, a paper focal point, a last 'bastion' in this on-line transparent world that we inhabit... whereby dealers (and auctioneers) can try and communicate with each other. I published my own articles there...

More recently in print, I discussed the outcome of my 10 years' simple research, asking dealers and auctioneers 'what is your biggest problem?'

To a man, (why are we almost all men), they replied - "my biggest problem is stock, if I can get more of the right stock I can sell it easily

Strange that, nobody ever asked me the same

question back – because my answer would have been entirely different (and I don't treat it as a problem) - I seek to satisfy more collector clients than any other stamp auction

This is the reason why my company has such massive advertising. This is the reason why we spend up to 8% of turnover – up to £200,000 per annum in marketing costs. (Most dealers don't even sell £200K per annum).

5 Why is that? Because, as the world revolved the Stamp Market, imperceptibly Changed, and incrementally -Massively

So, although few will tell you this, it's clearly evident that the problem for most Sellers of Stamps today is no longer absent stock - but absent collectors in the place they choose to sell their stamps in. Simply put, other Dealers, Auctions, Stamp Fairs have not invested in marketing to have a strong Customer-core. To be fair, this is not true of all – but it is true of most - so that a former competitor had 800 bidders in a recent auction. In my most recent 18,933 lot UPA 80th Auction we had 1,893 different bidders from 51 different countries, 95% of whom were Collectors. Some other well-advertised auctions only have 200 bidders (a high percentage of whom are dealers - so that, essentially they are Dealerdominated auctions) – so that when you sell through them – you're paying up to 18% (including VAT) seller's commission and the buyer is paying up to 25% **and** more in Buyer's Premium, credit card fees, on-line bidding fee, delivery and insurance etc... AND all of that so that your stamps may be sold, wait for it - TO DEALERS (and some collectors), but Dealers, that naturally must make a profit to survive...

Now, let's examine the cost implications – Example: Your stamp collection sells in public auction for £800. Upon a 25% buyer's premium, the dealer pays £1,000 and it could be more. He breaks it into £2,000+ selling price (much lower and he'll go out of business). The auction ocharges you a seller's commission of up to 18% (VAT included) upon the £800 sale price. This is GBP£144. Therefore you receive approaching £656 – which is approximately 33% of the dealer's £2,000+/- retail selling price - **BUT... now that we have identified the** problem...

Isn't the Solution Staring us Right in The Face?

Why Pay an Auction to Sell to Dealers: Sell to Collectors instead? In our example with buyer's premium, sellers commission, lotting fees, extra credit card charges, VAT and even insurance - you're already being charged in different ways up to 40% of the selling price to sell, possibly or probably, **to the** wrong person.

Why not direct that 40% cost you're paying to sell to Collectors instead? Sounds good, so why hasn't this been done before ?

Truth is, it Has been done before... Sometimes the 'old' ways are the best ways aren't they? But in today's enthusiasm to obscure the obvious so that money may be taken, almost surreptitiously, in numerous different ways, (without us apparently noticing until we see the cheque in our pocket) – the transparent 'seller pays' has been deliberately 'obscured' so much so that, amazingly, the latest 2017 European Auction Selling Legislation just introduced - now requires auctions that charge 'buyer's premiums' to warn the buyer in **advance.** Just imagine going into the petrol station, and being warned that the price you're paying to put fuel in you tank is not the real price, you have to pay a premium! Obviously, there would be an uproar...

How can you cut out the middleman and sell to Collectors instead? Well, I can think of two ways. 1). DIY - Do It Yourself selling on eBay. That may be fine for lower grade material – but, would you risk auctioning relatively unprotected rare material on eBay We don't and we're professionals, so we should know what we're doing. Or 2). Cut out the extra middle-man. Use my company UPA, which reaches collectors instead. Here's how it works: Continuing from our previous **Example**:

The auction sold your stamps to a dealer for £1,000 - but You received circa £656

UPA sells them to collectors for you for up to £2,000 – even after 40% commission you receive up to £1,200. Up to £544 more. Now that's amazing,

10 Sounds Good Andrew, but Can You 'Deliver'? Obviously, nothing is as simple as that, and as we auction stamps to collectors some collections may 'break' to the example £2,000+/- but the stamps may be sold for more or less – especially as we reserve all lots at 20% below, (Estimate £2,000 = £1,600 reserve) and not everything sells first or even 2nd time so prices may come down... Naturally, it's not that straightforward for a dealer either – he may sell at a discount to 'move' stock **OR**, like many dealers he may be sitting on the same unsold stamps, that you see time and time again, in dealer's stocks years later and still at the same unattractive prices... So, I think it is more reasonable for you to expect up to 36% to 50% more, indirectly or directly via my Collector's Secret Weapon: Universal Philatelic Auctions, which moves material more quickly, by incrementally reducing estimate (and reserve) price in a structured selling system...



Q.) What is the Collector's 'Secret Weapon'?

A.) It's called the Unique **UPA Reducing Estimate** System...



This is a rather long explanation, I don't want to bore you, but 20 years ago, when my wife and I set $\,$ up Universal Philatelic Auctions I detected that the stamp trade's biggest problem then was not what sold - but what didn't sell... So, because I didn't want to try to keep on offering the same either unsaleable or overpriced stock I created the unique UPA Reducing Estimate (and reserve) Selling System. Simply put, if a lot doesn't sell in the 1st auction we reduce the estimate (and reserve) by 11% and unlike other dealers and auctions WE TELL YOU - 'US' = once unsold. If unsold after the following auction we reduce by a further 12% and WE TELL YOU 'US2', if unsold after a 3rd UPA auction we reduce by a further 13% and WE TELL YOU 'US3' and so on till the lot finds its price, is sold or virtually given away...

12 Any Scientist will tell you that combinations of ingredient combinations of ingredients can produce powerful results. So we created the unique combination of my UPA Reducing Estimate System, married (in stone), with UPA's fair 'NO BUYER'S Premium' policy, PLUS each lot carries my total 'no quibble' guarantee - this formula is the reason why within the span of 4 auctions (one year)... 90% 95% of lots broken from a collection have sold.



Contact UPA: 01451 861 111

UNSOLICITED TESTIMONIAL:

Dear Folk at UPA,

I've dealt with the public for 37 + years, and as both a consumer, and a businessman, I have created huge numbers of orders from all over the world from a complete range of suppliers from all aspects of our daily lives.

But I don't believe I have ever encountered such sensitivity, such kind thought, such understanding as I have with you in our initial meeting, our subsequent successful transaction, and now this.

I recall well the item you highlight, and realise that this one item has such colossal personal value, I could never part with it.

It has been an absolute pleasure dealing with yourself, and I am more than willing for you to use this e-mail as commendation to others who may be thinking of disposing of their collection.

Many, many thanks for a memorable experience, and I will try to emulate your thought and care in my own business sphere.

Yours sincerely

D. E. B. Bath, UK

This Unique Philatelic Selling System Formula is the reason why we are the largest stamp auction in the UK today with more than 2,250 different regular

In Hindsight Dealers warned me 20 years ago that my idea wouldn't work. 20 years later I think I've proven that it does. (Reader: Please Request a complimentary UPA catalogue - using the contact details further below)

OK, Cut to the Chase Andrew, what's the offer? All of my Selling Systems are based upon selling to Collectors Globally, so that 95% of stamps sold by UPA are sold directly to Collectors. If you wish to benefit by up to 50% or more, depending upon your circumstance and type of material, by cutting out the middleman - then this offer may be for you. Generally 'time' is the enemy in our lives, and for most dealers not being able to sell stock. Now is the time to let 'time' do the 'heavy-lifting' and consider making 'time' work for you, so that at UPA you can make time your

AND the SMALL PRINT? Some lots are too small in value for us to offer this system. Other lots may not be suited to selling in this manner (e.g. surplus mint British decimal stamps best used for postage) - especially if the market is heavily compromised by stock overhang in specific areas. Some Collectors will not wish to use time and systems to leverage price, others will want to agree a specific price and know that they are paid precisely this amount. No client is treated like a number and no client is forced like a square peg into a round hole.

15 OK, What Do I Do Next?

- a). You contact UPA to discuss with Andrew or a highly-qualified Auction Valuer/Describer what you have to dispose of and your options bearing in mind your specific interests / requirements
- b). If you wish, get a 2nd opinion, but investigate what type of auction / dealer you are dealing with. Is it a Dealer's auction with relatively few collectors? Can you see where / how the Dealer sells? If you can't easily see any pricelists or high quality selling catalogues – that Dealer may sell your stamps to other dealers.
- c). Finally you ask U P A to collect your stamps, insure in transit for an estimated replacement retail value...

6 What Happens then? A member of my Team telephones/e-mails you to confirm safe receipt. 'Overnight' valuations, unless simple, are rare. Valuing stamp collections that have taken tens of years to create takes time. Depending upon your priorities / timescale I, or an experienced member of my Team will contact you to discuss your requirements and the options available to you for the sale of your collection. Provided only that you feel well-informed and comfortable do we agree strategy

17 How Strong is the Stamp and Cover Market? Everybody knows that the strongest areas are GB and British Empire. Post-Independence / QEII material sells but if hinged at considerable discount. Mint hinged material pre 1952 is regarded as the industry 'norm' and therefore desirable – but genuine never-hinged commands a premium. Europe sells but at reduced levels, Americas is good, as generally is Asia but the 'heat' has come off China which is still good and Russia which can still be good. East Europe is weaker. Overall, Rarities throughout can command their own price levels and real Postal History has good demand.

18 What Should I Do Next? Discuss your collection with U P A. Contact Andrew or an experienced member of his Team now...



Guarantee: I want You to be absolutely Sure So If You're not sure we'll transport and return your stamps for FREE up to £200 in actual shipping cost at our expense. It sounds generous (and it is), but it's far less than the cost of driving 100+ miles each way and 3 to 6 hours in your home valuing your stamps

My Double Cast Iron Guarantee: We can do a better job valuing your stamps in our office than in your home. If you don't agree I'll pay you an extra £50 for you to pay somebody trusted to open the boxes and put your albums back, in the same place, on the shelf they came from.

21 Act NOW: Contact Andrew or an experienced member of his Team using the on-line selling form at our website, by fax, telephone or by mail. We'll work harder for you not to regret the decision to sell all or part of your collection...



Author, Managing Director Universal Philatelic Auctions UPA



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