



**ifsd**a

international federation of stamp dealers' associations



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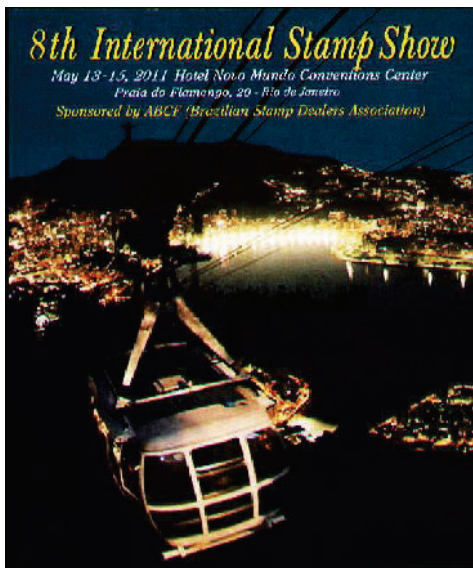
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## The President's Message



It seems that time is flying by and it's almost hard to believe that we are already in February 2011. The winter season for us in stamp business was excellent and shows that many collectors have turned towards completing their collections rather than putting their savings in a bank account with no or little returns.

During 2010 we were finally able to settle the dispute with the German association and we are happy to report that they have voted during an extra-ordinary meeting held on the 14th November, to remain members of IFSDA. During our telephone conference on the 9th December, I reported on the changes within the board of FIP, and Mr Tay Peng Hian, from Singapore was elected as president and Mr Surajit Gongvatana as vice-president. I had the opportunity to meet with Mr Peng Hian during the Johannesburg Stampshow 2010 and will report on matters discussed later in this magazine.

You will see from the vast amount of exhibitions this year and also in the near future, that there is an increasing number of international shows being held in the East in countries such as India, Japan, Indonesia and Thailand.

The report on the UPU Conference shows that it was hugely successful in bringing stamp collectors from developing markets together to promote future growth. Again it was noticeable that IFSDA was the only organisation supporting the WADP conference. This to me shows that the support for UPU is welcomed, and brings a different opinion from the trade sector into their view. These meetings always allow for constructive discussions between various postal authorities. I had the opportunity discuss the matter of France producing too many stamps with Mr Louise Virgille from LaPoste, who agreed for the first time with our concern in this matter. He promised that in 2011 the number of stamps produced will be reduced by 10%.

To my astonishment many of our associations have not responded to my request to correct errors in our handbook and website, which puts unnecessary strain into the running of the organisation. Our Webpage and print media publications can only be successful if we have contribution from our societies, so once again we encourage and welcome your participation. Please feel free to contact us should you require assistance in updating your association details.

*Ingomar Walter  
President*

## International Exhibitions and Stamp Shows

### 2011

**SYDNEY NATIONAL STAMPSHOW**  
Sydney, Australia 31.03. - 03.04.2011

**NORDIA 2011**  
Jyväskylä, Finland 01.04. - 04.04.2011

**INTERNATIONAL STAMP & COIN FAIR**  
Antwerp, Belgium 02.04. - 03.04.2011

**SPRING '11 POSTAGE STAMP MEGA EVENT**  
New York, USA 07.04. - 10.04.2011

**CSDA SPRING NATIONAL STAMP SHOW**  
Toronto, Canada 08.04. - 10.04.2011

**SALON DE PRINTEMPS**  
Angers, France 08.04. - 10.04.2011

**NUMISMATA**  
Vienna, Austria 16.04. - 17.04.2011

**SALONE DEL COLLEZIONISMO VENEZIA**  
Venice, Italy 29.04. - 01.05.2011

**JOHANNESBURG SAPDA SHOW**  
Johannesburg, SA 01.05. - 02.05.2011

**INT. BRIEFMARKENMESSE**  
Essen, Germany 05.05. - 07.05.2011

**LUGANO 2011**  
Lugano, Switzerland 06.05. - 08.05.2011

**ABCF STAMP FAIR**  
Rio de Janeiro, Brazil 13.05. - 15.05.2011

**VERONAFIL**  
Verona, Italy 20.05. - 22.05.2011

**CNEP CONGRESS**  
Metz, France 28.07. - 13.06.2011

**PHILLA'NIPPON 2011**  
Yokohama, Japan 28.07. - 02.08.2011

**AUTUMN STAMPEX**  
London, England 14.09. - 17.09.2011

**MULTILATERALE BRIEFMARKEN  
AUSSTELLUNG RÄTIA**  
Chur, Switzerland 17.09. - 18.09.2011

**INTL. STAMP & COIN FAIR**  
Antwerp, Belgium 01.10. - 02.10.2011

**ASDA NATIONAL STAMP SHOW**  
New York, USA 13.10. - 16.10.2011

**CAPE TOWN 2011**  
Cape Town, SA 13.10. - 16.10.2011

**INTL. STAMP EXHIBITION SINDELFINGEN**  
Sindelfingen, Germany 28.10. - 30.10.2011

**AUTUMN PHILATEX**  
London, England 14.09. - 17.09.2011

**SALON D'AUTOMNE**  
Paris, France 03.11. - 06.11.2011

**CHINA**  
Wuxi City, China 11.11. - 15.11.2011

**HABRIA'11**  
Hannover, Germany 18.11. - 20.11.2011

**MONACO PHIL**  
Monaco, France 02.12. - 04.12.2011

**SPRING STAMPEX**  
London, England 22.02. - 25.02.2011

**INTL. BRIEFMARKEN MESSE ESSEN**  
Essen, Germany 12.04. - 14.04.2011

### 2012

**SPRING 12' POSTAGE STAMP MEGA EVENT**  
New York, USA 17.04. - 21.04.2012

**DIE LIBA 2012**  
Liechtenstein 16.08. - 19.08.2012

**AUTUMN STAMPEX**  
London, England 26.09. - 29.09.2012

**ASDA NATIONAL POSTAGE STAMP SHOW**  
New York, USA 04.10. - 07.10.2012

**CENTAPEX 2012**  
Port Elizabeth, South Africa 17.10. - 17.10.2012

**AUTUMN PHILATEX**  
London, England 01.11. - 03.11.2012

**NORDIA 2012**  
Roskilde, Denmark 02.11. - 04.11.2012

### 2013

**SPRING PHILATEX**  
London, England 02.05. - 04.05.2013

**23. INT. BRIEFMARKEN MESSE ESSEN**  
Essen, Germany 02.05. - 04.05.2013

**AUTUMN PHILATEX**  
London, England 21.10. - 02.11.2013

**INT. EXHIBITION MELBOURNE**  
Melbourne, Australia 10.11. - 15.11.2013

### 2014/16

**SPRING PHILATEX**  
London, England 01.05. - 03.05.2014

**INT. BRIEFMARKEN MESSE ESSEN**  
Essen, Germany 08.05. - 10.05.2014

**AUTUMN PHILATEX**  
London, England 30.10. - 01.11.2014

**WORLD STAMP SHOW**  
New York City, USA 28.05. - 05.06.2016

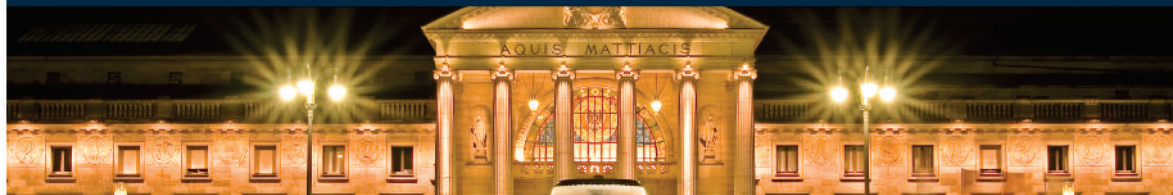






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332<sup>nd</sup> Heinrich Köhler Auction · March 2008  
Spain 1854, 1 real pale blue, magnificent block of 10,  
realised EUR 188,800.- · £ 147,846.- · USD 254,700.- \*

337<sup>th</sup> Heinrich Köhler Auction · September 2009  
Canada 1852/57, 6d, greenish grey, the unique block of 4  
Provenance: ex General Gill (1965), ex F. Carey Fox (1968)  
realised EUR 60,180.- · £ 55,967.- · USD 81,243.- \*



336<sup>th</sup> Heinrich Köhler Auction  
March 2009  
Bavaria 1849, 1 Kreuzer tête-bêche,  
block of 12, mint!  
Provenance: ex Ferrari (1923),  
ex Dale Lichtenstein (1992)  
realised EUR 377,600.-  
£ 351,000.-  
USD 509,760.- \*

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## UPU Workshop on Philately for Managers of Philatelic Bureaus in Africa

African philately came under the spotlight from 26 to 28 October 2010, when South Africa hosted the first UPU Workshop on Philately for Managers of Philatelic Bureaus in Africa.

A total of 45 delegates from 20 African countries attend the conference, which took place in Johannesburg. Countries that were represented included the Niger, Liberia, Madagascar, Sierra Leone, Tanzania, Zambia, the Comoros, Uganda, Malawi, Benin, Mali, Seychelles, Burkina Faso, Togo, Gabon, Central African Republic, Nigeria, Namibia, Swaziland and South Africa.



*From Left: Ms. Rodah Masaviru Mr. Dickson Rayori and a representative from Seychelles*

### Speakers

Ms. Pam Pokane, member of the Board of Directors of the South African Post Office, officially opened the conference. Two of the speakers, namely Ms. Marietjie Lancaster and Mr. Johan van Wyk, were also from the South African Post Office.

Other speakers were Mr. Jean-Francois Logette and Mr. Jean-Francois Thivet from the UPU, Mr. Louis Virgile –Vice President of the World Association for the Development of Philately (WAPD) from France, Mr. Bruno Delmer – Sales Director at Cartor Security Printers in France, Mr. Ingomar Walter – President of the International Federation of Stamp Dealers Associations (IFSDA) from Switzerland, Mr. Mohammed Bahloul – Head of the Philatelic Bureau in Tunisia and Ms Monika Podolska – Sales and Marketing Manager: Slovakia Post.

Ms. Rodah Masaviru, Secretary General of the Pan African Philatelic Union (PAPU) and Mr. Dickson Rayori responsible for marketing and

communications at PAPU, as well as representatives from ICASA, The Independent Communications Authority of South Africa, also attended the conference.

## Topics

A variety of fascinating and relevant topics were discussed. These included the state of affairs of philately and postage stamps in the participating countries, a presentation of Article 8 of the UPU Convention on postage stamp, a presentation of Article RL113, the philately market from stamp dealers' point of view, a presentation of the WNS system and a talk on how to effectively prevent illegal stamp issues.

Other topics that received attention were strategic planning for a philatelic bureau, developing a stamp issuing programme – the South African experience, the benefits of a website, innovation in philately, creating a youth policy, - Tunisia's and Slovakia's experiences, current and future techniques of security printing and special printing for postage stamps. IFSDA also contributed to the list of interesting topics in the form of a multimedia presentation on the future of philately and in particular stamp dealing, presented by Mr Ingomar Walter.

A talk on the personalised stamp: a fun medium for customers – France's approach and Slovakia's approach – highlighted the variety of possibilities offered by personalised stamps.

This Article is published courtesy of UPU and Setempe Magazine. Readers interested in receiving an electronic copy of all the presentations, photos and information about the events can contact Mr Ingomar Walter by emailing [president@ifsda.org](mailto:president@ifsda.org).



*Delegates and Speakers attending the UPU conference*



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## Registered Mail entering the USA Treated as Ordinary Mail

*The following editorial from the January February 2011 issue of the Collectors Club (New York) Philatelist is especially important news for members receiving registered mail from foreign destinations in the USA, or to those sending registered mail to the USA.*

**Warning to all who might receive registered mail from overseas: Inquiries by overseas senders regarding missing registered mail have discovered a disturbing problem.**

Since June 2009, all registered mail arriving in the U.S. from overseas is treated by the U.S. Postal Service as ordinary mail from its original arrival at the U.S. exchange office, and is not given the usual processing that is expected from registered mail.

A post inspector has commented that any such registered mail items can be considered the same as having a “*Steal Me*” label on them. The applicable regulation, taken from the USPS International Mail Manual, says: 752.13 Treatment of Registered Items – All registered mail by the country origin must be handled domestic First-Class mail stream from the exchange office to the office of delivery. A signed delivery recipient must be obtained at the time of delivery.



The second sentence show that simply because the recipient has to sign on delivery does not mean that the mail was given the secure handling expected of registered mail.

“Traveling in the domestic First Class Mail mailstream” means that the letter or package will be sent along with all other ordinary first class mail. Registered mail within the U.S. remains the same secure process as before, as does registered mail send to overseas addresses. The danger is restricted to arriving mail. The best alternative is to use either Express Mail or Courier Services. Be warned, and tell your overseas correspondents.

*(Source: Editorial by Robert P. Odenweller, The Collectors Club Philatelist, Jan. – Feb. 2011)*



## Executive Board Member Max Stern turns 90!



*Max Stern & Ingomar Walter in 2008*

Max Stern, Executive Board Member of IFSDA, turned 90 this month and we decided to highlight some of his accomplishments in 72 years of business as founder of Max Stern & Co.

Max Stern & Co. was established in Czechoslovakia (Bratislava) during the year of 1939, it then went on to become a retail business and eventually expanded into wholesale selling. In 1945 Max Stern concentrated on the world wide

export business. In 1946 he joined the American Stamp Dealers' Association and moved to Australia in 1948 to establish his first shop in the Mutual Arcade merely 4 years later.

In 1950 he joined the Australasian Stamp Dealers' Association, and only a few years later moved his retail premises to the then newly opened Port Phillip Arcade in 1956. Over the years Max Stern & Co. acquired the adjoining premises and now occupies a total of 9 shop spaces and in addition the first floor space above his retail environment, which is used as storage for accessories and bulk stock.

In 1980 Max Stern & Co. was appointed agent for the British Post Office and 1984 as agent for US post office. Over the years Max Stern has successfully applied for 22 agencies which include: U.S., G.B., Canada, P.R.C., Singapore, Channel Islands, Sweden, Austria, Papua New Guinea, Israel and New Zealand.

In 1999 Max Stern was awarded AM (member of the order of Australia) promotion for service to Philately in Australia. Max was the first person in Australia to be acknowledged as a valuer for the 'Committee on Taxation Incentives for the Arts', and in 2001 Max Stern was made a Companion of the Philatelic Order of Australia by the Philatelic Federation of Australia.

It is evident in the history of Max Stern & Co. that Max has lived a very successful and passionate life as a philatelist, and still to date the company has been under the personal management of Max Stern and he is actively involved in the day to day running of the business. His passion for the stamp trade and art has clearly inspired him to live a fulfilled 90 years and we certainly anticipate celebrating his 100th Milestone with him. IFSDA would like to congratulate Max Stern on his success in life and stamps.

## IFSDA Co-Operation Solving Payment Problems

From time to time, National associations receive complaints regarding non-payment or non-delivery by Stamp Dealers. Happily in South Africa such complaints are actually infrequent. Certainly so compared to other business types reflecting well upon a generally high ethical standard within our Trade.

However it should be interesting to the IFSDA membership to consider what emerges as a pattern from the complaints that one does receive:

Fact: Collectors and Dealers continue to buy and sell with Dealers who are NOT members of a formal trade association.

Reviewing the 10 complaints received by our association over a three-year period: 1 was against an association member amicably settled; 3 against an association member subsequently expelled and 6 against the same non-member. Happily a very small sample but I think it does indicate in which direction the problems lie... with the non-members and/or those that become non-members through expulsion.



With that in mind it is quite amazing how some problem situations arise which could have been totally avoided if use had been made of the IFSDA co-operative network. In South Africa we are presently assisting a Belgian IFSDA member recover €11000+ from a non-SAPDA member. It looks as though the legal remedy will be successful

here and the payment obtained but it would have been FAR WISER for our Belgian colleague to send an email or make a phone call PRIOR to extending credit. When making deals far from home, USE THE IFSDANETWORK!

Finally, consider that the Belgian colleague will recover his €11000 and do so with pretty much little trouble as the South African association has provided relevant assistance. In this context his IFSDA membership component of CHF20 annually is literally paid into infinity!

So many of us are guilty of thinking "What do I GET from my Association membership?" when there are underlying advantages of which the smoothing of problems is just one facet.



## South Africa Society News JOBURG STAMPSHOW 2010



SAPDA is pleased to report renewed activity and a growth in member numbers. We particularly welcome to our membership colleagues from the UK and USA who enjoyed our hospitality last year for the JOBURG 2010 exhibition. Clearly they had a good time in South Africa and did sufficient business at the exhibition to warrant that many of them are returning again this year as standholders for our National exhibition in Cape Town during October. Thank you for your support - it is good to have fresh material and fresh faces from abroad revitalising our market.

The JOBURG 2010 event was a huge success for virtually all the Trade participants. Even those of our visiting overseas colleagues who have narrow dealing areas



*Welcoming & Opening of JOBURG 201 Stampshow*

appeared to do substantial inter-Trade transactions so yielding happiness all round! Without doubt much of the Trade success is due to having had SAPDA representation actively involved within the exhibition organising committee. This ensured that floor plan layout, arrangement and type of stands were never negatively impacted. Pricing was held low in consideration of high travel costs and time to South Africa.



*SAPO CEO Ms Lefoka & FIP President Mr Tay Peng Hian*

IFSDA President Ingomar Walter presented a paper at the concurrent UPU philatelic services conference, partnered on the Johnson Philatelics stand and did all IFSDA members a favour by making early acquaintance with new incoming FIP President Tay Peng Hian RDP.

As you will read elsewhere Ingomar continued discussions with FIP regarding how dealers can be better advantaged at FIP events which in turn works to also help the FIP.

The concept of the partnership between stakeholders IFSDA-FIP-ASCAT and the Postal Administrations continues to be nurtured. All the elements for a great show were present: Outstanding venue in a single hall on one level with adjoining accommodations, generous support from the South African Post Office, the Philatelic Foundation of South Africa, WBHO and other sponsors. Add to this the strong presence of FIP and FIAP executives... JOBURG 2010 was certainly the place to be!



*Eager to start trading, exhibitors attend the opening ceremony*

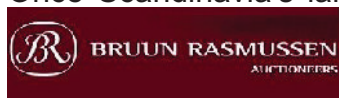
2011 began with a fresh SAPDA initiative of 9 members visiting Bloemfontein in January and running a Fair at the Anglo-Boer War Museum. Apart from some exciting moments freeing vehicles stuck in mud due to heavy rains a great time was had! Enough business was done to ensure that we visit the City annually.

In February SAPDA elected a new committee rich in new talent and ideas so we look forward to consolidating our Association and progressing to develop growth sectors such as Fair and Internet dealers in the coming months.

## Interesting News for Our Members

### Thomas Høiland Auctions Under New Ownership

Once Scandinavia's largest stamp and coin auction house, Thomas Høiland Auctions has been taken over by Bruun Rasmussen Kunstauktioner A/S of Copenhagen, Denmark.



Since being formed in 1948, Bruun Rasmussen has become a major fine arts and collectables auction house in Scandinavia. *"The acquisition of activities at Thomas Høiland Auktioner means we will be gathering forces and competences under one roof. The aim is to create a larger common platform for the buying and selling of coins and stamps, and one which can compete on the international auction market for the classic collectors' items"* explains Managing Director of Bruun Rasmussen Auctioneers, Claus Poulsen.

Thomas Høiland opened his first stamp shop in 1980, and held his first auction in 1991. He and some of his former employees have now joined Bruun Rasmussen to run its stamp auctions, the first of which is on April 1-2 in Copenhagen. For further information telephone +45 8818 10101 or go to [www.bruun-rasmussen.dk](http://www.bruun-rasmussen.dk)

### New Indian Association Formed

During INDIPEX 2011, on 15th of February, 11 stamp dealers from different provinces of India, came together and formed a new body called the Philatelic Dealers Association also known as PDA.

"This is a completely fresh beginning and each member has been carefully chosen. Nobody who has been black-listed, code-listed etc. by any other association has been included" says Mr Ashish Talwar, Secretary General of PDA.

The PDA has applied for membership in IFSDA, which will be discussed at the next board meeting. This new association would certainly bring to an end the rather unpleasant experience with the Indian Association in the past.



## Meeting the New FIP President Mr Tay Peng Hian

Shortly after his election in October 2010 in Lisbon, I had the opportunity to meet Mr Tay Pen Hian in Johannesburg for a brief discussion, in which we highlighted the position of IFSDA vis a vis FIP. I also specially took the opportunity to hand over the 4 page draft of the “EXHIBITION CONTRACT”, which is one of the more pressing subjects under discussion, and one which has been for some years now between the two societies.

I especially raised the topic of appointing an administrator or project manager from the trade once and exhibition has been announced by the board of the exhibition committee. The function of this person would be to foresee and execute the needs of IFSDA and attend to problems concerning the trade during a show. These administration would include adhering to exhibition and trade hours, ensuring sufficient lighting and security, ensuring adequate facilities required, ensuring that there are no conflicting dates with other major exhibitions, and establishing preferential accommodation rates with hotels or venues chosen for exhibitions. This should result in stand holders being able to enjoy the benefits of our association for example being given preferred accommodation rates and venues.

Mr Peng Hian was very surprised that these seemingly simple issues were not addressed and resolved in the past. He realises that the trade plays a very important role in setting up shows as they are financing a substantial part of the income through the rental received for stands. With this in mind he assured me that from now on matters concerning the trade will be given high priority in his agenda and that close contact with the President and board of IFSDA should be maintained.

In closing I must say that I was pleasantly surprised with the manner in which Mr Peng Hian responded to my concerns and suggestions. The pleasant atmosphere and open view allowed us to touch on major points in a matter of one hour.

*Ingomar Walter  
President*



# Buy and sell stamps at Scandinavia's largest auction house...

Bruun Rasmussen Auctioneers has taken over all activities at Thomas Høiland Auctioneers.

The aim is to create a larger common platform for the buying and selling of stamps in Denmark and we are now among the largest auctioneers of stamps in Scandinavia.

## Online stamp auctions

Online auctions are held at 6 pm on alternate Sundays (even weeks) at [bruun-rasmussen.dk](http://bruun-rasmussen.dk). The auctions feature material in all categories of stamps, postcards and postal history.

## Traditional auctions in Copenhagen

Besides the online auctions, Bruun Rasmussen conducts traditional stamp auctions twice a year in Copenhagen.

For further information, visit us at [bruun-rasmussen.dk](http://bruun-rasmussen.dk)

Contact the stamp department at e-mail: [stamps@bruun-rasmussen.dk](mailto:stamps@bruun-rasmussen.dk) or tel: +45 8818 1210.



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