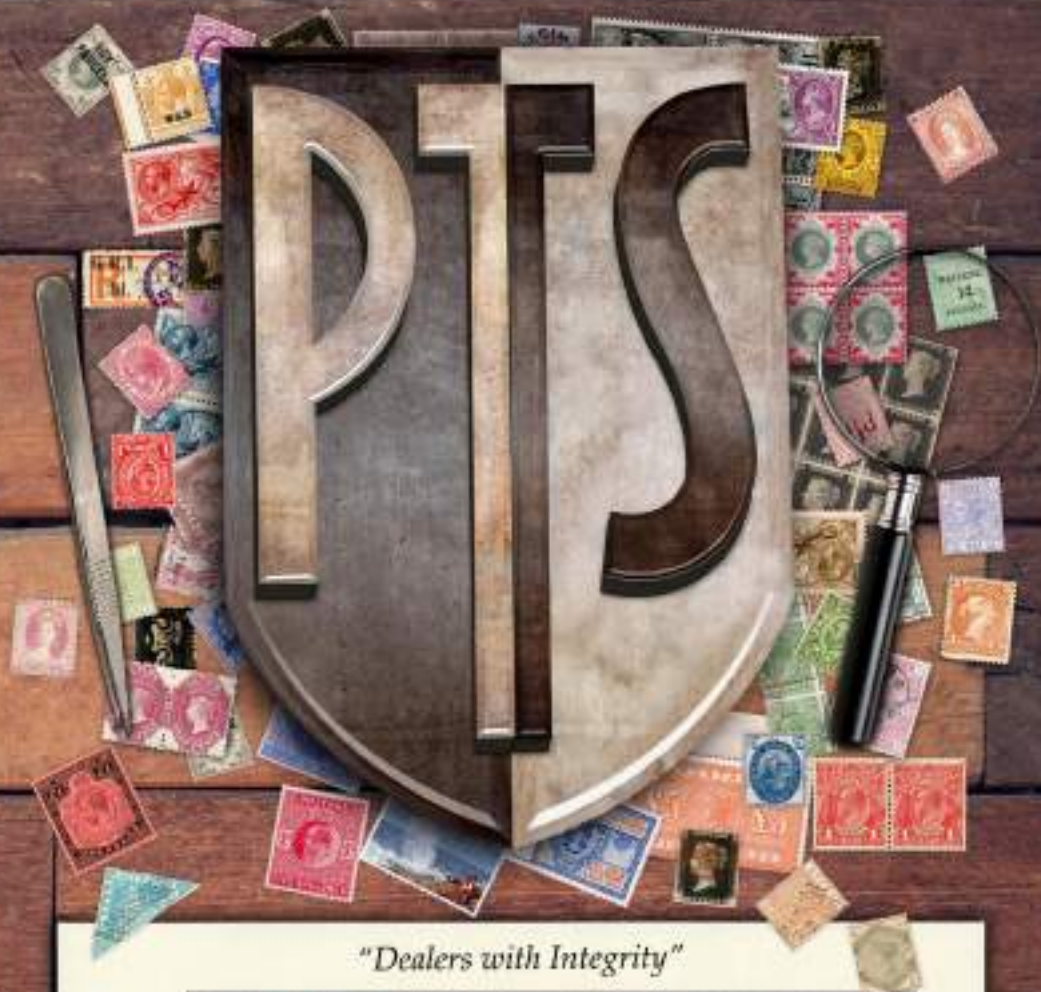


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COLLECTOR HANDBOOK

2020
EDITION



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Dear Collector,

This PTS Collectors Handbook comes at a time when our lives and stamp collecting habits look very different to how they did just a few weeks ago. Originally scoped for face to face distribution at our PTS and Stampex stand at the now postponed London 2020 International, we are delighted to still be able to connect with you all via the powers of mail and online distribution channels.

Without the possibility of attending our local stamp clubs, browsing our local stamp shops, visiting stamp fairs and viewing auction lots in person, we are seeing two significant movements in collector and trade behaviours. The first is the adoption of technology to connect, learn, buy and sell. Many of you have started using tools such as Zoom and FaceTime with friends and family and are now seeing the possibility of extending this to enriching your time spent on your hobby. You'll read more about some of the philatelic trends we are seeing in 2020 throughout this Handbook and I'm sure you'll agree that 2020 will be a milestone year when we look back on how our hobby evolved and fast-tracked its way to catching up on the 21st Century.

The second shift we have seen in recent weeks amongst our membership is the growth of good old-fashioned mail order and buying and selling stamps over the telephone. Along with the increase in online engagement, there is an increased need for collectors to feel comfortable with the person and company they are dealing with. Our 'Look for the Shield' campaign

continues to promote our PTS Members as dealers you can trust and you'll find a list of all of our members at the back of this Handbook; from dealers, auction houses, stamp shops, philatelic publications and suppliers of services to the trade.

I hope you enjoy the Handbook and I'd love to hear your thoughts on what we at the PTS can continue to do to promote and support the hobby. You can follow us on social media @ptsandstampex and sign up to the free monthly Stampex e-Newsletter (www.stampexinternational.com) which contains show updates and wider articles we think you'd be interested in.

Finally, our refreshed Online Directory provides you with even more insights into our members and can be found at www.thepts.net or scan the QR Code below. Keep safe, stay well and keep collecting. We are your shield.

Suzanne Rae
PTS Chairman
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WHY CHOOSE A PTS MEMBER?

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*In a market filled with many pitfalls,
it's good to know who you can rely on...*

Members of The Philatelic Traders' Society have all applied and been referenced prior to joining the society. They then have to abide by a strict code of ethics, which means you can be confident when buying or selling stamps.

The society was founded in 1929 by a group of established dealers who wished to find a society which would act for, and on behalf of its members, for the greater good of philately. This society would not only protect its members, but it would also protect the hobby, ensuring that customers could shop in confidence. Our society doesn't just cover dealers. Nowadays we have expanded and our 300 plus global members include auction houses, magazines, insurance companies and more.

We pride ourselves on the work we do, and our members proudly display the PTS shield as a mark of their integrity.

A full list of members can be found in the back of this handbook and a further list can be found online at:

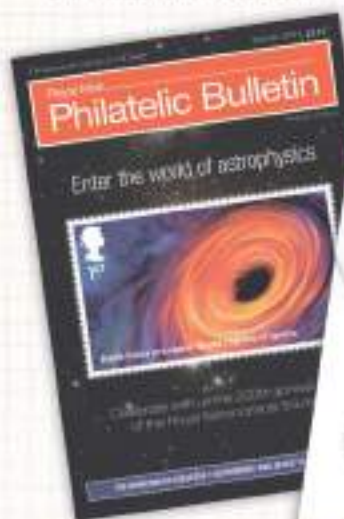
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BRITISH STAMP DEALING A Theory of Evolution

by PTS Member, Steven Scott of Steven Scott Stamps

Fleet Street was once synonymous with newspapers, Hatton Garden still has its diamond trade and The Strand remains the home of stamp dealers. But only just!

In many other careers, forty plus years of activity would qualify you for the retirement watch and end of term pension. Yet stamp dealing is not like that; not remotely.

I started dealing in my teens, placing my first advert in Stamp Collecting Weekly when seventeen. Decades on, I still consider myself a reasonably junior member of the trade by the standards of those who have gone before, and of course those who are still active today.

I've come to know many of the dealers whom I consider peers, as well as a few of the titans of previous generations: people who chose to deal in postage stamps but would have been captains of industry in whatever field they'd operated.

My personal hero was the late Max Stern. Max survived the Nazi concentration camps

and started life afresh in Australia, becoming a globe-trotting dealer active well into his nineties.

Not far behind him comes Jonny Jarosz, a Polish dealer whom I first encountered in the Strand Stamp Centre. He was largely responsible for nurturing my interest in stamps. I later ran my business from that same location for twenty years – a boyhood ambition fulfilled.

The pull of small pieces of paper (and envelopes) is immense. It has consumed Kings and Lords, and legions of humbler folk. I became hooked at ten, and despite various pulls in other directions, I still derive the same pleasure in being a part of the dealing fraternity.

As a child in the mid 70s I would spend weekends at local stamp fairs. A memorable highlight would be trips into 'Stampland', (The Strand and its environs!) in school holidays when sufficient pocket money and car wash round funds had amassed. This was followed by the excitement of working



Continued...

BRITISH STAMP DEALING A Theory of Evolution

...Continued



in The Strand from 1979 to 2016. In the 70s the area boasted the Strand Stamp Centre, that had been formerly an even larger congregation of Stamp Dealers a few doors down, the Covent Garden International Centre, the Embankment Collectors Centre and myriad independent

dealers as well of course as Stanley Gibbons and Royale Stamp Co.

The Holy Grail was the monthly Wednesday Strand Palace bourse when a further fifty or so dealers would congregate in the hotel ballroom. If that coincided with an auction at Stanley Gibbons and the launch of a new commemorative set at The Philatelic Bureau within Trafalgar Square Post Office you truly had the perfect storm, stamp style.

A handful of highlights included buying from his widow after his actual death, the effects of Postmaster General, John Stonehouse who famously faked the first rendition; watching an irate French dealer tear up a PUC £1 during the height of the boom when a potential buyer had the audacity to suggest it was repaired; taking an auction lot from its opening price of a hundred pounds to several thousand pounds when frustratingly just one other dealer had appreciated its rarity; my first stand at Stampex in the Old Horticultural Halls, and buying the visitors book from the Royal Yacht Britannia after its decommissioning.

To see as many dealers in one place now, in fact vastly more, you visit the internet. I know which venue I prefer.



Philately under 40 THE ONES TO WATCH

In an industry renowned for its aging demographic, we are constantly on the lookout for those young bright sparks who are keen to ensure that stamp collecting has a place in the world in years to come. Whilst ever revering those with long-earned experience, we're also watchful for the new, creative minds who are changing the format of the industry, bringing with them vision and style to an age-old hobby. It is these individuals who will ensure the longevity of philately, ensuring it remains current with new generations.

We asked the following individuals, nominated by their peers as 'the ones to watch', to describe what philately means to each of them. Here's what they had to say:



CONSTANZE DENNIS, 29

Senior Describer & Auctioneer at Grosvenor.

What philately means to you?

"For me, philately means that I am being paid to do my hobby and I'm not sure that anything quite beats that! As you can imagine, it's a delight to be part of a circle where everyone is passionate about the same thing as me. It's a world that's constantly exciting and interesting; every day something new appears on my desk."



VICTORIA LAJER, 34

Managing Director, Philately, Stanley Gibbons

What philately means to you?

"There is always something to learn and there is always someone willing to teach and share knowledge. Dealing with people on a daily basis who have such a passion for their stamps and collecting areas is a real privilege."



NICHOLAS CHALLINOR HALFORD, 32

Business Manager, Harmers of London

What philately means to you?

"Philately is full of passionate personalities who are enthusiastic to pass on knowledge and tell stories; as a people person I love this! People, stories and a physical connection with history is what philately means to me."



JOSHUA BARBER, 32

Specialist & Auctioneer, Spink and Son Ltd

What philately means to you?

"To me philately and postal history give a fascinating insight into our past, man's innovative and highly developed means of communication with one another. As we move further from tangible, paper-based methods of exchange, I think the manner and significance of how we have communicated in the past will appeal to new, younger collectors."

Continued...



JAMES LEIGH, 34
Director, John Curtin Ltd

What philately means to you?

'Working with stamps for me started as career choice rather than anything resembling a passion. Over the last 10 years this has come into question. I find that these little bits of paper are never off my mind, they are regularly the subject of my conversations, and they have been my excuse for many exciting trips away. I guess that stamps have become my passion and I am very grateful that they can afford me to enjoy them for many years to come!



SADIE MEDHURST GRIFFITHS, 31
Auctions Manager, Mayfair Philatelic Auctions

What philately means to you?

To the majority of people, stamp collecting is presumed a solitary endeavour reserved for the older members of society – one conjures up an image of a cantankerous grandfather pouring studiously through a dusty and aged album. This image could not be further from the truth, whilst the demographic is not the 'Instagram' crowd per se, the industry holds a charm that I haven't found anywhere else, it isn't a marketplace it's a community. Stamps hold history, each piece of paper tells us a story, I often like to think of the many hands they have passed through before they have reached my own and what joy they have brought to those lives, whether a war-time sweetheart receiving a long-awaited letter or the final piece to complete a lifelong collection.

Joining Rick Warren and Tim Francis at Mayfair Philatelic Auctions as a relative novice, I am never ceased to be amazed by the breadth of knowledge collecting and selling provides, from history to the geography of long-dead countries, politics and the monarchy to the simple appreciation of the variety of aesthetics through time.

The accessibility of material is also a huge benefit, with material starting in the low pounds, anyone can start a collection, even in times like these the marketplace is still strong with most auction houses like us offering free catalogues posted to your home and material for sale on their website. To those considering giving it a whirl, I cannot recommend it highly enough, stamp collecting is so much more than just a hobby, it's a lifestyle - and I'm sold.



RICHARD & SIMON WALKER, 38/35
Founders, 1st4stamps

What philately means to you?

Those who join the stamp collecting community aren't just starting a new hobby. Stamp collecting brings people together from different generations, a common interest that helps to foster relationships between the old and the young, as it did with the two of us and our father. For older generations, it's a great way to keep your mind active and to be part of a community of like-minded people. For us as children, it cultivated essential life skills including the ability to analyse and research. Stamp collecting not only requires a level of skill and patience, it's a really important part of history and by being involved in the stamp collecting community, we are all playing our part in preserving and shaping this part of history for generations to come.

If you think there is someone else who deserves a mention, have your say and tell us via social media [#onestowatch](#) [#philatelyunder40](#) or [email megan@thepts.net](mailto:megan@thepts.net)



ADDED VALUE BY PROOF OF PROVENANCE

The Karl Louis "Card Index"

Describing Philatelic rarities calls for more than just quoting catalogue numbers and values. Provenance is a philatelic pedigree of former owners from the inception of philately until the present day. Those collections held in the highest esteem by their contemporaries and containing the great rarities, the modern day "Large Gold" exhibits, can be traced back to the collectors who once owned the particular rarity and the auctions where they were sold and changed hands. Frequently, the further back a philatelic pedigree goes, the more coveted the rarity becomes. Provenance is a quality seal. As in Art, Provenance is an indispensable attribute: in this case, of valuable Great Britain stamps and covers.

*« Provenance is a quality seal.
As in Art, Provenance is an
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The most comprehensive Provenance files of rare Great Britain has been meticulously maintained by Karl Louis AIEP, FRPSL, Corinphila's Managing Director. Karl started his Great Britain "Card Index" more than 35 years ago. Consisting of approximately 75 000 records it is – to the best of our knowledge – by far the most comprehensive and important census of British Stamps in the philatelic world.

All Provenances given for items offered in the "BESANÇON" Great Britain 1840 – 1910 collection are based on information from the "Karl Louis Card Index" and we will provide as much information on previous owners and sales as possible. We believe that this will benefit both potential buyers and future collectors in the "BESANÇON" series of auctions to be held at Corinphila. For further details, especially of what kind of items can be found in the "Card Index" see: www.corinphila.ch





Several years ago, I cautiously ventured onto social media out of curiosity...

- **Do stamp collectors exist on Twitter and Instagram?**
- **Do they dare post pictures of stamps on Facebook?**
- **Is anyone out there willing to discuss the latest stamp issues with me?**

Wow! I was surprised by what I found! Some suggest that social media is the future of philately; I believe that it is already the most important avenue for the hobby to thrive. With a growing online presence, philately is becoming more accessible to people to enjoy than ever before. Maybe you too could be a part of this exciting movement?

A collective of philatelic communities are eager to share, teach and learn from each other by creating a new type of content that is just perfect for philately. Imagine being able to solicit feedback about a stamp or cover that you have recently acquired?

Perhaps you are unfamiliar with the postal markings that someone could help with, or are excited to share your knowledge about the issuing of a particular set in your collection? Well this can be done from your own home and with a community that spans the entire globe.

This includes all levels of collectors, from the novice right through to the published expert. It's a resource and a social club without any of the costs. Here are some suggestions on how to become a part of this philatelic movement and get the most out of social media.

FOLLOW GREAT ACCOUNTS

There are several engaging accounts that can educate, entertain and keep you in the loop with the latest in philatelic news. I encourage following societies like APS, RPSL and PTS. These societies typically post interesting

content and are great sources for news and upcoming events. If your local club has a social media account, follow them. If they don't, take the lead in creating one.

START FOLLOWING POSTAL SERVICES

The Royal Mail is particularly good at posting its new releases and providing a glimpse into the inner workings of their postal operation. Look for influencers in the hobby, those that have started podcasts, YouTube channels, creative blogs and more. I have listed several great accounts to follow at www.exploringstamps.com/gettingsocial

DON'T JUST POST PICTURES OF STAMPS

Creative content is more than just a picture. Share what you have learned about a stamp or cover and what you find interesting about it. Provide simple details about the date of issue or where the item may have been postmarked. Engaging content that shares a story or gives the community something to learn from provides tremendous value for your followers and the hobby.

COMMENT AND SHARE

Find someone's post interesting? Comment and let them know. Interact with those that you are following, ask questions and be curious. Fantastic discussions have grown from a single post describing the imagery of the stamp. Constructive encouragement builds communities, so it is important to be supportive when commenting or engaging with fellow collectors. Also consider sharing their post with others. By retweeting on Twitter or sharing a Facebook post, you are exposing the world of philately to non-collectors and potential newcomers.

A social media account takes minutes to set up, but weeks to grow an audience, so be patient. Interesting content will attract a following.

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Provenance:

ex 'Dublin Find' part sheet (1899)
Exhibited London International Exhibition (1906)
Illustrated in Gibbons Monthly Journal (1906)
ex Earl of Crawford (1913)
Acquired by R.B. Sparrow (1913)
Acquired by Charles Nissen (1913)
After 1913: The 'Dublin Find' part sheet split in many smaller multiples
Harmers Auction (1981)
Sotheby's (1990)



Provenance:

Dr. Byam (1961), J. Grant Glassco (1969), André Bollen (1982)



Provenance:

Charlton Henry (1961)
Lars Amundsen (1967)
Claude Cortier (1977)



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– The 'Dubois' Collection

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MARKET TRENDS

by Dean Shepherd Editor, Gibbons Stamp Monthly

While some things are evergreen items when it comes to their popularity with collectors – full margined mint Penny Blacks are never going to go out of fashion – like most industries, the philatelic fraternity is also susceptible to the ebbs and flows of current trends. Dean Shepherd talks to industry experts to get their take on what's hot and what's not in the current philatelic market.

THE EVOLUTION OF EXHIBITIONS

Anyone who has visited a philatelic exhibition over the past few years would have noticed a definite change in the number and quality of attractions that are on offer. Stampex International is a very good example of how exhibitions have evolved to offer more to seasoned collectors and to attract new people to the hobby.

As well as the world-class material in the competitive and invited displays, recent exhibitions have also included a number of added extras in their itinerary. A feature that has become a regular attraction at Stampex over recent years is the Court of Honour, which showcases award-winning displays from leading philatelists. The range of material on show can mark important anniversaries, such as Brian Asquith's comprehensive display celebrating the 50th anniversary of Concorde, or showcase specialist material, such as Frank Walton's collection of Wildings seen at Autumn Stampex 2018.

Other recently introduced attractions, which add something a little extra to the Stampex experience, are Stamp Talks and Exhibition Tours. Stamp Talks, introduced to the show last year, allow philatelic experts

to give an informal presentation about their specialist fields. They proved so popular with visitors that they will be repeated for Autumn Stampex this year.

Exhibition Tours were introduced to allow veteran philatelists to share their expertise with visitors. The tours are carried out by experts from the Association of British Philatelic Societies (ABPS) and offer a great way for stamp enthusiasts and novices to fully appreciate the world-class material on show.



COLLECTING TRENDS

Whilst there has been a noticeable evolution in stamp exhibitions around the world over recent years, the big question is, have there been any changes in the kind of material that collectors actually want? Speaking to the GB and Commonwealth experts at Stanley Gibbons, classic India remains very popular, particularly the iconic 1854-55 4a. red and blue. British East Africa and Malaya are still very much in demand, and there has been a definite increase in interest for British Levant and Morocco Agencies.



Generally speaking, classic issues printed by Perkins Bacon seem to be coming back in favour, but quality is of utmost importance. Revenue stamps and high value postage stamps used fiscally are definitely showing signs of growth.

Queen Victoria for GB remains as popular as ever, along with Edward VII. There are also signs of increasing popularity for revenue and Cinderella material. Postal history also seems to be getting more and more popular with collectors, evidenced by the increase of competition entries in this category. According to Stanley Gibbons, the concept of 'usage' has been gaining traction amongst collectors for the last five to ten years. High quality pieces will always find a home, and there has been a definite surge of interest in postal history from the Arabian Gulf area; pre-stamp GB postal stationery in exceptional quality has also been selling well.

As for favoured countries, demand for India and China remains strong. Stamp collecting in both countries has been very popular for many years. The main difference today is that the number of people who can afford to purchase higher-end material has increased dramatically in the last 20 years.

UNDER THE HAMMER

Auction houses have also seen a shift to more high-end material. Last year, Stanley Gibbons introduced a Signature

Auctions range to offer what SG describe as a 'premium auction experience'. These auctions are reserved for the finest material from around the world, offering the 'jewels of global philately'.

Major philatelic auction houses have stated that they are seeing a definite shift to classic stamps and early pre-decimal Queen Elizabeth material over recent times. Echoing previous comments on quality, they confirm that collectors are now more discerning about the standard of the material they are buying. While there is demand for Queen Elizabeth un-mounted mint for example, hinged items, however light, are apparently not performing well. One area of GB collecting that is gaining traction across all reigns, including modern GB, is errors, varieties and inverted watermarks.

QUALITY, QUALITY, QUALITY

In summary, while the hierarchy of popular collecting fields remain relatively unchanged, over recent years collectors are focusing their attention and their buying power on more high-end, quality items – a trend that I am sure is only going to become more important in the coming years.



Ready for 2020 LONDON?

Perhaps London 2022 is rather more realistic

When we started the year with the final preparations for London 2020 underway, no one could have foreseen a global pandemic. The coronavirus has swept through the country, indeed the world and brought about a dramatic change in how we work, how we connect with people and how we go about our day-to-day lives.

The government lockdown and social distancing advice has meant that a number of sporting events and shows have been cancelled including London 2020. The good news from the organising committee is that, in working with the PTS, they have cemented new dates for the show,

19-26 February 2022.

The International will replace the Spring 2022 Stampex exhibition.

They have also been liaising with the London 2020 FIP Consultant, Bernard Jimenez regarding the exhibitions. As a result, the Fédération Internationale de Philatélie (FIP) has agreed to move all classes, apart from the literature class which will be finalised in 2020, to carry forward to London 2022.

Frank Walton, Chairman of London 2020 comments,

“Since announcing the change in date, we have had positive feedback from all over the world. Collectors, commissioners, dealers and philatelic bodies have all shared with me their enthusiasm that we have been able to confirm an alternative date. We are delighted with the teamwork between the London 2020 Organising Committee, the FIP and the PTS and pleased that the show will go on. We look forward to welcoming everyone to London 2022.”

All information on London 2022 can currently be found on

www.london2020.co

WHICH STAMP SHOWS

IN ENGLAND SHOULD I ATTEND THIS YEAR?

Compiled by James Leigh from John Curtin LTD

Stamp fairs have been the mainstay of the stamp trade for the past 100 years and as the economics of shops become trickier, I can't see this changing any time soon.

There has been an undeniable drive over the last 20 years pushing people to buy stamps online or by post. But nothing quite beats the satisfaction of handling the items that you hope to purchase and the meeting of like-minded individuals who share your passion for little bits paper.

Here at John Curtin LTD we attend over 40 stamp fairs every year and at every one we find something that makes it worthwhile going back for (even if that is just the catering!).

The biggest show in our annual calendar is Stampex which is a show like no other. If you have not been, or have not been in recent years to see some of the new attractions, then my advice is come to a show, find me and then thank me for telling you the show's a must!

There are obviously other fairs that are well-worth a visit. The biannual two-day York show is held at the racecourse and has a few hundred loyal customers who are queuing as it opens on Friday morning, itching to see what they can find. York in July is a great city with lots of history, architecture, restaurants and the fabulous railway museum. The fairs at Salisbury in May and Stafford in June are also excellent shows for meeting a range of dealers whilst exploring a new part of the world.

There is also a monthly fair held on a Friday at the Royal National Hotel near Russell Square, London. We arrive at around 6.30am. It's a

pretty early start but such is the draw of this show, there are dealers travelling from as far as Manchester and Staffordshire just to take a stand.

Stamp fair organisers are very conscious not to have too many dealers with similar stock. They aim to offer the collectors a varied range of material that will have a wide appeal.

Most of the dealers are also willing to point buyers in the right direction should they not have the items you are looking for. Stamp dealing is a bit of a community; most dealers are not looking to become the next Alan Sugar – they just enjoy getting out and sharing their hobby.

If you are a keen collector but have never braved a show, then my advice is to dip your toes in and get your feet wet. Find a show that's not too far away, has 15 plus dealers and be sure to pack the list of things you want and your wallet!

Find a friendly looking dealer who doesn't have a table full of customers and have a chat. Collecting is a journey: the collector at the beginning of his journey will be looking for different pieces 30 years later. And even though a dealer may not have what you think you want; they may have something else that tells a story and could spark your interest.

www.jcstamps.co.uk

Follow us on social media @ptsandstampex to find out which shows around the UK and the world where a group of PTS members will be present



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THE BRITISH NATIONAL STAMP EXHIBITION

AUTUMN SHOW 30 SEP *to* 03 OCT 2020

With Autumn Stampex 2020 just around the corner we have a whole host of exciting exhibitions and activities planned for the upcoming show.

Sponsored by Stanley Gibbons, Stampex International is the largest philatelic exhibition in the UK, an engaging four-day showcase of philately. It is a great way for philatelists to come together to share their passion for the hobby and learn more about stamps.

Here we give you the low-down of what's going on and what you should look out for. More information can be found at www.stampexinternational.com and you can sign up for a monthly newsletter if you want to be kept up to date.

STAMPEX[®] Talks

Stamp Talks

The Philatelic Traders' Society and the ABPS are once again hosting a range of Stamp Talks for Autumn Stampex 2020.

The full schedule of talks will be available in the summer including timings and information on how to reserve a seat. There will be five talks in this year's programme, including:

- **The Chairman of the British Thematic Society Barry Stagg hosting a talk on "A Thematic Journey"**
- **Marcus Orsi, Chief Philatelist at David Feldman will be talking about the Court of Honour, which will cover the greatest collection of British Guiana.**

Exhibition Tours

We will once again be hosting exhibition tours. These offer an engaging and interactive way to understand more about exhibiting and how to get involved. The tours offer the opportunity to meet exhibition judges and get their firsthand insights. You'll enhance your understanding of how to start exhibiting or how to take your exhibit to a new level.



Celebrating the British Postcard

We are thrilled to be hosting a range of activities to celebrate the British Postcard. This will include an exhibition of Graham Winters' award-winning postcard collection, a children's colouring competition and a postcard station where you can compose your own cards.



Court of Honour

We are delighted to announce that the Court of Honour will be showcasing one of the greatest collections of British Guiana ever formed. This collection being the bases of the famous John DuPont collection and more recently expanded into the collection on display. The exhibit will display postal history, stamps and covers especially showing the well known "Cotton Reels" of 1850, including key pieces; the legendary "Miss Rose" cover, "Burrus" and the "Plantation" covers.

Which dealers will be attending?

The show boasts over 100 philatelic traders who form part of the Philatelic Traders Society. At the time of printing, confirmed traders include:

Abacus Auctions
ABPS
Alliance Auctions
Andrew Vaughan Philatelics
Anthony Baker
Argyll Etkin Ltd
Art Stamped
Auktionhaus Christoph Gärtner
AVH Auctions
BB Stamps Ltd
Beckett Philatelics Ltd
Benstamps
Behr Philately
Bill Barrell Ltd
Bridger & Kay Ltd
Candlish McCleery Ltd
Cavendish
classicphil GmbH
Cover story
Edmonds & Turner
Embassy Philatelists
Fyns Frimaerke Service
Grosvenor Philatelic Auctions Ltd
Goran Fredrikson
Heinrich Kohler & Corinphila
James Bendon
John & Mark Taylor
John Curtin Ltd
K and K Halls
Mark Bloxham
Mark Harvey
Martin Appleton
Martin Townsend
Mayfair Philatelic Auctions
Michael Chipperfield
Mint GB Stamps & Eric Wilding
Mulready Philatelics

North Staffs Stamps
Philangles
Prinz Publications
Richardson & Copp
Ritchie Bodily
Robert Danzig
Robert Uden
Ross Shiells
Samwells
Spink & Son Ltd
Stanley Gibbons Ltd
Stephen T Taylor
Thames Themes
The Magpie / Bill Pipe
The Stamp Centre
Thematix
Trevor Pateman



Stampex International

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OPENING TIMES

Wednesday 30 September 11 am to 7 pm

Thursday 1 October 10 am to 6 pm

Friday 2 October 10 am to 6 pm

Saturday 3 October 10 am to 5 pm

For information on exhibiting:

www.thepts.net

To hear more about the show visit
www.stampexinternational.com



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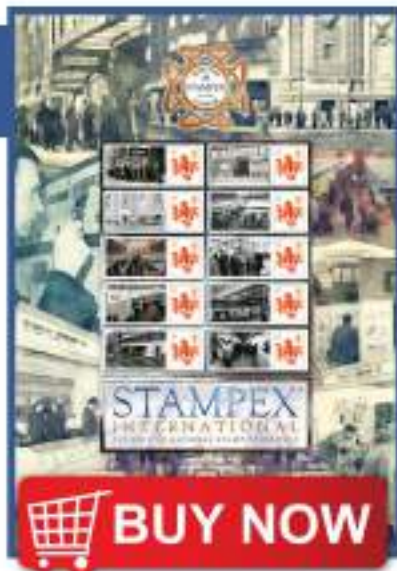
SMILER SHEETS

The End of an Era

SMILER is the name given to Britain's personalised stamps. They were first issued by Royal Mail (then The Post Office) and the PTS launched their first Smiler Sheet at Spring Stampex 2003.

The Smiler Sheets are known for their collectability. There are 34 to collect and rumour has it the Queen has every single one in her collection.

Here we celebrate the very last Smiler Sheet – which will be available to buy at Autumn Stampex 2020 and some of our favourites from the last 17 years. Buy your Stampex back issues and reserve a copy of the final Stampex Smiler Sheet at www.stampexinternational.com/smilers with trade discounts available for PTS Members.



WHY EXHIBIT?

By Bill Hedley,
the President of the Federation of European Philatelic Associations (FEPA)



You have spent years, and probably some of your hard-earned money, putting a collection together on a subject that interests you. Why not show it to others so that they too can enjoy the fruits of your labour and perhaps learn from it? Why not also get some recognition for the work you have done, and maybe ideas from friends on how you could take it further?

There are many ways in which you can exhibit your collection, from giving a display to a local club to entering international exhibitions. If you prefer not to exhibit competitively you are free to organise your display in whatever way suits you best. But if you decide to enter competitions you will need to follow their rules on frame numbers and classes.

You will also need to think carefully about what exactly you want to show and how you want to construct your exhibit to illustrate your theme to best advantage. There is extensive guidance available on putting competitive exhibits together and on what judges will be looking for. If you would like further information, a good starting point is the ABPS website (www.abps.org.uk).

Exhibitions in the UK are organised by regional Federations and Associations and at national level (Stampex and Northern National). All exhibitors are welcome to enter a national exhibition either competitively or non-competitively. An advantage of entering competitively is that you will receive feedback from the judges on how your exhibit could be developed further.

It is often said that exhibiting is the best way to learn about your own collection as it obliges you to study it in detail. This can be hard work but also very rewarding. Apart from the pleasure that creating your exhibit will give you today, it will stimulate the next generation of collectors. Eventually they may be the people who will want to buy your collection.



FORMING AN EXHIBIT

Thinking of putting together an exhibit but unsure where to start? Here, Graham Winters FRPSL, Chairman of the ABPS, shares his top ten tips for success:

1. DECIDE ON YOUR SUBJECT AND THE CLASS IN WHICH YOU WISH TO EXHIBIT IT.

Some subjects may not be appropriate for some classes, for example sports do not always fit well with Thematic rules.

2. DECIDE ON THE WAY YOU WISH TO TREAT YOUR SUBJECT - WHAT STORY DO YOU WANT TO TELL?

Some subjects may be treated in different ways, for example airmails can be aerophilatelic (with information about planes, pilots, airlines etc), or concentrate on just the postal history (routes, rates and markings).

3. READ THE RULES CAREFULLY.

Make sure you understand the mark scheme, how many marks for each section. Most have marks for:

- a. Treatment
- b. Knowledge
- c. Research
- d. Importance
- e. Rarity
- f. Condition
- g. Presentation

4. ALWAYS TALK TO SOMEONE WHO HAS EXPERIENCE

of judging/exhibiting the class you are intending to enter.

5. FIND KEY REFERENCES/SOURCES.

For instance, internet searches, library, newspapers, magazines, study papers, photographs, maps, official documents, letters, speeches, films. It is a good idea to write something yourself about your subject.

6. YOU NEED TO DECIDE HOW TO TREAT YOUR SUBJECT,

you need an eye-catching, original approach. Make sure the story keeps moving along don't repeat things or get "bogged down". Don't make my mistake by including too many multiple rates!

7. DECIDE ON YOUR PRESENTATION METHOD,

matting, border lines, use of colour, etc. How will you indicate rarity?

8. WHAT WILL YOU WRITE IN YOUR SYNOPSIS?

Purpose? Maximum of 2 pages.

9. CREATE A FLOW CHART/SPIDER DIAGRAM TO HELP PLANNING?

This is like an essay planning exercise.

10. PLACE RARE AND IMPORTANT ITEMS IN PROMINENT POSITIONS

11. SPEND A LOT OF TIME ON THE FIRST PAGE.

This page is key. This is the page that you can guarantee the judges will read. It needs to include

- a. Introduction
- b. Plan of exhibit
- c. Main reference
- d. A nice item

12. REMEMBER TO USE RUNNING HEADINGS.

Section heading paragraphs are a good idea, or whole pages in multi frame exhibits.

13. DON'T FORGET A CONCLUSION.

Stories must have an end, philatelic ones are no exception.

These are just some ideas intended to help with forming an exhibition. They will work across all classes.

There has recently been a decline in the number of exhibitors, and to improve this, the ABPS has introduced several new classes including Ephemera, Maximaphily, Astrophilately & Modern.

It is hoped that this will bring more fun to exhibiting & attract some new people.

Check out my new Vlogs on how to exhibit here: https://www.youtube.com/channel/UCuj1QjnJtPHSv7omCr_XH3A

180 YEARS

OF THE PENNY BLACK

2020 Marks 180 Years Since the First Adhesive Stamp

Here we take a brief look at the history of the Penny Black and offer a rare glimpse of two Mint Blocks held in private hands.

The Penny Black, invented in Great Britain, was the first ever adhesive stamp. The stamp features a profile of the young Queen Victoria and revolutionised modern communication when it first went into circulation on 6th May 1840.

‘The World’s First Postage Stamp’ was

whereby postal charges were paid by the recipient. After taking a substantial report to Parliament, Hill helped slash the cost of posting a letter. As a result, the pre-paid Uniform One Penny Post was introduced in the UK on 10 January 1840. It was an immediate success and the volume of mail posted rose rapidly.

To demonstrate that the postage had been paid, Hill introduced the concept of adhesive postage stamps. He utilised the skills of Perkins Bacon & Co, leading printers of cheques and banknotes at the time, who formed a design that could be stuck on the front of a letter. This proved such a simple and useful innovation that it spread around the world. Despite all the changes that have taken place in communications technology since, stamps remain in general use today – 180 years later.

These two Mint Blocks show wonderful examples of the Penny Black. These blocks, both held in a private collection, are worth an estimated £1 million each. The Karl Louis Index states that there are only three blocks recorded, two from plate 1b and one from plate 4. These are amongst the most valuable British philatelic items in the world.

created to satisfy the demand for rapidly transmitted messages at an affordable price. The Penny Black inspired a revolution in the postal service led by Sir Rowland Hill and transformed communications across the world.

Hill and his colleagues led a campaign in the late 1830s to abolish the old postal system



SORTING OUT YOUR GB IMPERFORATE PENNY REDS



This is the first of several articles by PTS Council Member, Bill Barrell of Bill Barrell Ltd focusing on classifying and identifying that most common, humble yet intriguing of British stamps, the GB Queen Victoria 1d red (SG7-44).

It is not a difficult issue to understand if a logical approach is taken. This first article will look at the imperforate stamps; subsequent articles will look at plating and the later perforated issues.

The first 1d reds were issued in February 1841 (SG7) and were printed from seven black plates. Until 1854, all 1d black plates and the first 200 1d red plates were made using the original 'Die 1'. From 1855, all 1d plates were made using 'Die 2'. *But what does this mean? How can we tell the die and why is this important?*

As we will later move onto the perforated issues we will need to be able to tell the difference between Die 1 and Die 2 so lets look at this right now. Having been used for 14 years the original Die was now starting to show signs of wear, so in November 1854 an impression from this older Die was taken and recut to create a new Die, called Die 2 and from this Die 2 a new series of plates were made commencing again with plate number 1.



Fig. 1 Proof from an early Die 1 plate.



Fig. 2 Proof in black from the 1855 Die 2.



Fig.3. Piece with combination of both Dies. The stamp at upper right lettered LE is from Die 2, the other two stamps are from Die 1.



Fig. 4 1855 Die 2 1d. plate 7 error imperforate, a real rarity and one to look out for !

DISTINGUISHING BETWEEN DIE 1 AND DIE 2.

It is pretty safe to assume that all your 1d red imperforates are from Die 1, all your 1d blacks most certainly will be. So let us study these stamps to understand and clearly recognise Die 1. This is a great starting point in understanding the penny red and will reward the collector. Fig.1 is a proof (imprimatur) from an early Die 1 plate in red-brown lettered 'SG', Fig. 2 is a proof in black from the newly created Die 2. Compare them, also compare them with your 1d imperforates, which should be from Die 1 and notice the overall stronger impression of Die 2. There are smaller differences that are very helpful and in the Stanley Gibbons Queen Victoria specialised catalogue SG illustrate 15 differences between the dies, some are more noticeable than others. I particularly look for the recut penultimate curl of the Queen's hair (see arrows above).

Fig. 3 shows an interesting and very scarce piece with three later 1d perforate issues showing a combination of the two dies. Notice the much stronger appearance of that lettered LE.

The one exception relating to 'all imperforate issued stamps being Die 1' is an incredibly rare error - the later 1855 Die 2 ERROR IMPERFORATE - strong impression but imperforate (see Figure. 4). This item is from Die 2 plate 7, listed but unpriced by SG as SG26a. This is certainly worth knowing about and looking for, the last discovery was several years ago by a collector from Germany.



Fig. 4. Watermark upright.

TOP TOP TIP when sorting GB line engraved used stamps.. blacks blues and reds are tough pieces of paper and provided they have no repairs or damage it is quite ok to put them into clean water to remove any rubbish on the reverse to help identify the watermark.

ALL YOUR IMPERFORATES SHOULD HAVE SMALL CROWN WATERMARK(see Fig 4), maybe you will find one with error watermark inverted? (see Fig 5).



Fig 5. Watermark inverted.

*Fig 6. Learn your alphabets - alphabet 1 letters above, alphabet 2 letters below.
If these images are not clear or large enough for you please email as below for better pictures.*



DISTINGUISHING BETWEEN ALPHABET 1 & ALPHABET 2.

So, with your Die 1 1d reds to hand we are now going to subdivide them between those with alphabet 1 check letters and those with alphabet 2 check letters. The alphabet 1 check letters in the lower squares are small, the alphabet 2 are broader and usually slightly larger - see images above. I have carefully selected actual stamps rather than time worn drawings. When sorted you will now be ready to attempt plating! Those with the smaller alphabet 1 check letters will be from Die 1 plates 1 to 131, those with the broader alphabet 2 check letters will be from plates 132 onwards.

TOP TIP re alphabet sorting - all your 1d blacks and almost all of your imperforate 1d reds with the Maltese cross cancellation will have alphabet 1 letters.

TOP TIP re alphabet sorting - some letters are easier than others, the letters 'G' and 'H' are the most difficult, learn about these more problematic letterings when in combination with more obvious alphabet 2 letterings such as 'A', 'B', 'Q' or 'R'.

Plating of the imperforates. "The alphabet 1 stamps will generally be easier to plate than those with alphabet 2, there is more known about them, there are more constant varieties, more information, they have been studied in greater depth and the impressions are usually clearer. The next article will look in greater depth at plating but a few pointers here to guide you. Plating is to assign the stamp to its original plate based upon certain characteristics, and usually adds value and interest. What are these characteristics ?

- **Colour or 'shade' of stamp: certain shades suggest certain periods of printing and therefore certain plates,**
- **Plating varieties: position of the check letters, constant varieties, plate alignment,**
- **Plating resources: Brown Fisher, imprimatur images, important books such as SG spec cat,**

The most prominent variety is found on Die 1 plate 77 where the engraver omitted to insert the check letter 'A' in the lower right corner square on the second stamp on the second row (Fig 7.) It was soon noticed and the letter 'A' was inserted (Fig 8.) Approximately 30 examples of this error are thought to exist, no unused examples are known but two exist on cover.



Fig 7.

Fig 8.

This series of articles will include plating, perforated issues and stamps that break the rules. These articles will be revealed on the Stampex website stampexinternational.com and will be shared in the free Stampex eNewsletter. Please do email should you want to chat bill@barrell.co.uk or alternatively I will be at Stampex and on the Friday will be hosting a day 'Line-engraved made easy', where leading experts will be at hand to answer your queries.

What will **AUCTIONS OF THE FUTURE** look like?

The world of philately has changed dramatically in recent years. Where once collectors visited their local dealers to secure the best pieces, they now increasingly rely on the expertise of online portals and international auction houses. Not least because they have access to marketplaces all over the world. This makes the selection particularly large and attractive.

Online auctions are absolutely trendy.

A leading company in this field is the online portal philasearch.com. More than five years ago its founders made it their business to turn the whole world into an auction room. We talked to the managing director Franz Fedra, who has been in the field of philately for over 40 years.

Mr. Fedra, what forms of auctions are there in the online sector?

Basically, there are two forms: a dealer or auction house list their lots online, including pictures and descriptions, the customers inspect them virtually and make their bids, which we then forward to the auction organizer. On the day of the floor auction, these bids are incorporated on site. Variation number two, and my absolute favourite, is the online live auction. For this the customer registers free of charge on philasearch.com. At the time of the online auction the server then takes over the task of an auctioneer: it calls up the lots at a moderate speed, so that the collector has time to think about it - do they want to bid, and up to what amount? Of course, they can also turn in a written highest bid for these lots beforehand in addition. However,

the auction house is not aware of the bid amount - in contrast to the first variation.

Why are online live auctions your favorite?

They simply offer the collector more leeway. Even if they have made a written bid, they can still enter the auction if they discover that someone has outbid them on their lot of choice. Many collectors also appreciate the fact that their pre-bid is not known to the dealer. I know this from many conversations. And on top of that, an online live auction is very exciting.

How can I be sure to get good goods at online auctions?

We at philasearch.com set a high value on excellent images and descriptions of the lots. This ensures that nobody will buy a pig in a poke. In addition, we are always ready to assist our customers.



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Kids Colouring Competition

The British Postcard is celebrating its anniversary this year, and we are celebrating alongside it. Create your postcard to be in with a chance of winning. The winning design will be printed and displayed at Stampex International!

The design of the postcard is entirely up to you but should celebrate something you love. Just send your design to the office. You will need to include your first name, age and a short sentence about your picture. We will also require your parent's approval and their contact email to let them know if you have won. Good Luck!



Name: _____

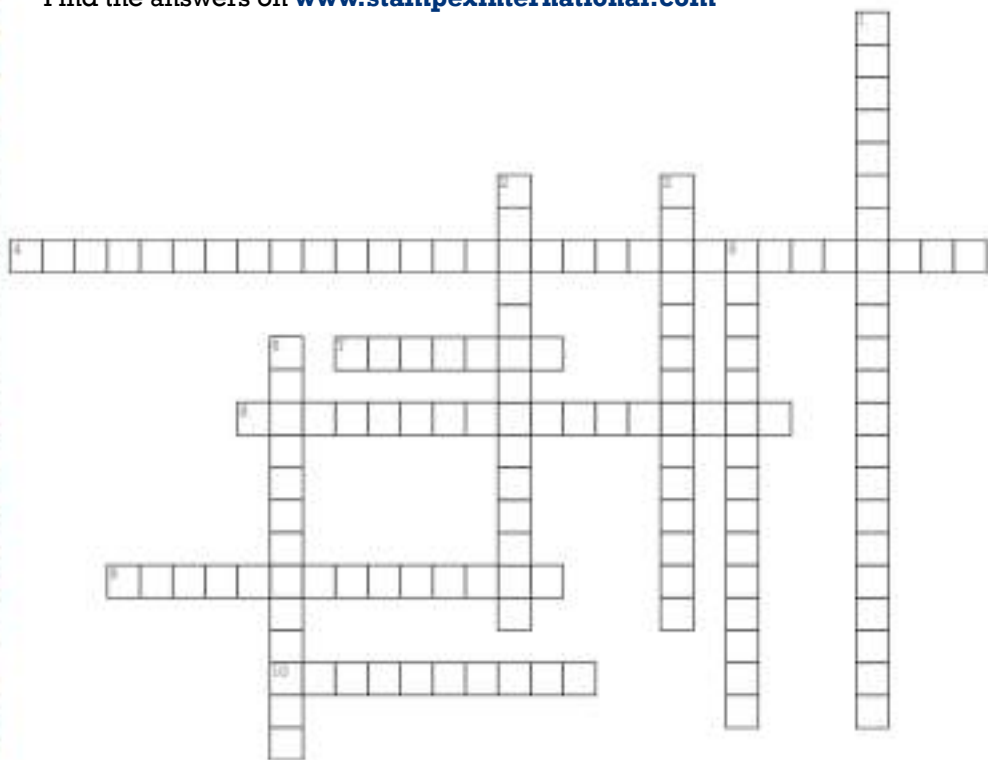
Age: _____ Describe your picture: _____

Parents email: _____

Parent's signature: _____
(as confirmation of approval)

Crossword Puzzle

Find the answers on www.stampexinternational.com



Across

4. What is the world's most expensive stamp?
7. Which show does the Philatelic Traders' Society run?
8. What are Cinderella stamps?
9. What was the name of the female photographer who took pictures of the Queen in 1952?
10. What was the name of the first adhesive stamp?

Down

1. What was the name of the special stamp issue launched on 8th May 2020 from Royal Mail?
2. Which recognised stamp dealer launched in 1856?
3. Which famous musician has a stamp collection as a child and famously created an "F" in stamps on one page?
5. In which museum can you find Mail Rail ?
6. Who invented the word "philately"?

As philatelists, we share our own common language. Terms used in our lexicon usually have very different meanings to non-collectors. Hidden in this puzzle are the philatelic nicknames of 76 famous stamps, sets, series and even a few forgeries.

W I L D I N G A L I P S L E N L E V O D L E S A B N
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D A R S P B L A C K J A C K O U X R B A E H C V T E
I N K O T O N U D A V L O L N P R R E L G A E C O S
N D R R H K S I M E M S E V O I I P A P O R F I M O
G D C O N A N T R B D C O R T T W S L Y T O I A M N
N U H O H O E V O I I N T N A I O G L E U E L I Y E
B N T T G T I S A F L A I N E R L C D K H L L N G U
A E G I N L S W O A F L N C I C L J A N Q O E V U L
N D N P L E S O Y M E I U H S E E T R U S T R E N B
T N E E R G E L P P A B C B H N Y N E I Y E L R A F
A I L F G V L L P R Y N L E N L G E T L A M R T O C
M H F P U O V E R R O A R Y S A N T Y M D T N E A R
S D L A R I Z Y A R C M G A G I I I R R A S D R C A
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B A G X S G P E O H P P E Z M T K Y P L L E A O T B
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L R I O E D A R R O V E M O A E E E U M U R M P Y R
P M S S P H M I D E R M O K E C R A M B O H O N I Q
R Z S N C A P E T R I A N G L E T D S W D S B O G U
Y I B O C S S I B L A C K S W A N N A R U O F N S I
S N I K A L A D Y M C L E O D R A G O N S G A F U T
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POSTMAN

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MISSIONARY
WEDDING
CERES
MOLDAVIAN

BULL
WILDING
CHALON
ONE CENT
MAGENTA
WUGA
CIA INVERT
PERSIAN RUG
Z GRILL
COLUMBIAN
POST OFFICE
ZEMSTVO
DOUBLE HEAD
POSTHORN
ZEPP
PREXIES

Can you Spot the Error?

Thanks to Mark Bloxham Stamps Ltd



The double zone of 2 1/2p has 'The Sweet Power' on the top left stamp.



Queen's head and value on the wrong side due to a perf shift



A common 'left stamp' has value in wrong



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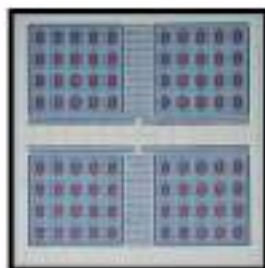


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PTS Guide Introduction

The Philatelic Traders' Society was formed in 1929 for the greater good of philately and to support those passionate about the hobby. Our reputation for honesty, integrity and professionalism spans the globe and the PTS shield is instantly recognised by collectors.

Those stamp traders using the shield are PTS trusted and abide by a strict code of conduct. As a collector you can be confident when buying or selling stamps with a trader displaying the shield.

As well as cataloguing a great selection of approved global dealers, the PTS also offers expertising. The PTS Expertising Committee offers a rapid and cost-effective expertising service for stamps of Great Britain, providing a professional written opinion on an item's genuineness and condition.

Information regarding The Philatelic Traders' Society, expertising, the code of conduct and activity can be found on our website, together with a full-list of our members: www.thepts.net

As a collector it is important to know who you can trust. We have included a complete list of PTS Members in our Collectors

Handbook for easy referencing.


"We have a variety of members that make The PTS such a dynamic Society. Each applicant is referenced before they become a member, this means that if a collector buys from a trader showing the PTS shield they can be rest assured that these dealers have integrity. Our members are enthusiastic and are always wanting to give back to their Society. We manage the membership closely and it is only the very best dealers who make it into the society."

MEGAN TESTER,
PTS COMPANY SECRETARY



www.thepts.net

MEMBER LISTING A - Z

Key:  Confirmed as Stampex Standholder at 20th April 2020 a full list of standholders is on the website



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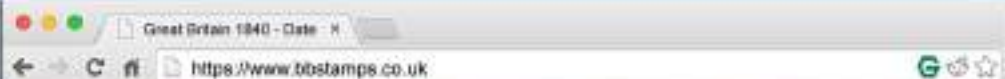
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