

Lot No	£	Lot No	£	Lot No	£	Lot No	£	Lot No	£	Lot No	£	Lot No	£	Lot No	£	Lot No	£
24275	£64.00	24381	£24.80	24456	£24.00	24517	£77.00	24620	£256.00	24752	£19.00	24876	£36.00	24948	£67.00	25008	£46.00
24279	£35.20	24389	£90.00	24457	£136.00	24518	£155.00	24625	£44.00	24753	£32.00	24877	£36.00	24952	£27.00	25009	£33.00
24280	£24.00	24390	£17.00	24458	£85.00	24519	£170.00	24626	£155.00	24766	£15.00	24882	£42.00	24954	£85.00	25010	£68.00
24286	£46.00	24392	£115.00	24461	£48.00	24521	£85.00	24627	£90.20	24769	£23.00	24887	£42.00	24958	£66.00	25011	£47.00
24289	£28.80	24393	£344.00	24465	£30.40	24522	£117.00	24631	£48.00	24773	£72.00	24891	£200.00	24959	£74.00	25012	£36.00
24291	£265.00	24396	£52.00	24469	£100.80	24523	£260.00	24632	£72.00	24777	£167.00	24897	£52.00	24960	£195.00	25013	£29.00
24305	£73.00	24398	£31.00	24470	£48.80	24544	£16.00	24644	£32.00	24778	£77.00	24900	£16.00	24961	£485.00	25014	£32.00
24307	£185.00	24402	£105.00	24471	£85.00	24547	£41.60	24652	£12.00	24779	£34.00	24901	£400.00	24962	£136.00	25015	£31.00
24309	£42.00	24410	£28.00	24475	£49.00	24551	£24.00	24655	£41.60	24781	£122.00	24903	£210.00	24963	£105.00	25016	£80.00
24322	£17.00	24412	£67.00	24478	£12.00	24552	£20.00	24663	£11.20	24782	£144.00	24904	£38.00	24966	£145.00	25017	£67.00
24328	£34.00	24414	£56.80	24479	£17.60	24555	£20.00	24688	£24.00	24789	£127.00	24905	£154.00	24969	£272.00	25018	£67.00
24329	£64.00	24422	£33.00	24483	£6.10	24558	£15.20	24691	£43.00	24806	£130.00	24906	£34.00	24973	£43.00	25019	£108.00
24337	£21.00	24423	£54.00	24485	£40.00	24564	£95.00	24697	£48.00	24819	£470.00	24908	£72.00	24975	£46.00	25036	£192.00
24347	£52.00	24428	£280.00	24488	£19.00	24568	£38.00	24704	£125.00	24831	£78.00	24909	£23.00	24976	£57.00	25037	£240.00
24357	£16.00	24429	£165.00	24495	£4.33	24570	£16.00	24710	£74.00	24844	£620.00	24910	£74.00	24977	£19.00	25038	£280.00
24358	£107.00	24431	£29.00	24497	£128.00	24572	£165.00	24716	£47.00	24851	£277.00	24912	£40.00	24978	£42.00	25046	£52.00
24360	£42.00	24432	£62.00	24499	£16.00	24573	£52.00	24726	£85.00	24853	£21.00	24920	£620.00	24981	£21.00	25051	£60.00
24367	£53.60	24443	£15.00	24502	£107.20	24586	£85.00	24731	£12.00	24856	£26.00	24922	£52.00	24991	£780.00	25052	£95.00
24369	£29.00	24445	£155.00	24505	£31.00	24588	£290.00	24732	£39.00	24857	£12.00	24928	£31.00	24994	£85.00	25053	£47.00
24372	£165.00	24446	£47.00	24506	£440.00	24589	£515.00	24733	£185.00	24858	£20.00	24932	£42.00	24998	£60.00	25054	£80.00
24375	£85.00	24449	£25.60	24509	£33.00	24594	£30.00	24735	£24.00	24860	£17.60	24933	£95.00	24999	£54.00	25055	£116.00
24376	£15.00	24450	£25.60	24510	£21.00	24608	£170.00	24736	£31.00	24861	£21.00	24940	£26.00	25001	£76.00	25056	£88.00
24377	£15.00	24452	£14.40	24512	£71.20	24609	£144.00	24737	£31.00	24864	£15.00	24941	£72.00	25002	£105.00	25058	£115.00
24378	£15.00	24455	£189.60	24514	£500.00	24615	£224.00	24738	£38.00	24867	£42.00	24947	£18.00	25003	£62.00	25062	£230.00

Your Loyalty Rewarded: 'Scale' UP at UPA

Dear Very Important Philatelist,

First, let me thank you for making the last UPA 91 auction such a success. Since Brexit, covid and all of the monumental events taking place in the world today affecting humanity, the economy and disposable income ... I am not just pleased but delighted to inform you that UPA sales and the UPA business-model has proven resilient through these challenging times.

Naturally I must temper this statement with a 'however' ... and that is for example none of us is getting any younger, we are several years post Brexit but delivering stamps to clients in Europe doesn't get any easier ... and some collectors have less money to add to their stamp collections ... so you may rightly ask – what has UPA been doing about it ... because this isn't just important for UPA but the stamp trade as a whole?

As you know UPA invests more time, more money and more resource into finding/propagating Philatelists than any other philatelic mail-auction in the world today – with a unique database of more than 64,000 different collectors and some dealers in 58 different countries, producing and delivering the biggest, most content comprehensive and most de-luxe catalogues in our industry, UPA has a 'pool' of more collectors bidding than any other philatelic mail-bid auction which is why **UPA has up to 1,000+ bidders more in EACH auction** than virtually any other philatelic auction house today.

Re-focus upon generous 'New Client/Returning Client Offers' within the past 5 auctions has resurrected/added up to 1,150 participating philatelists/collectors to our active auction clients ... Obviously this is a wonderful result powering and protecting

UPA for the future because without 'scale' UPA's unique collector-focused reducing estimate and reserve until sold or 'given-away' successful business-model system could not survive and thrive ...

... therefore, **NOW is the time to focus further upon 'SCALE' by Rewarding ALL UPA Bidders** ... You – in order to reward you for your loyalty. Thank you.

There is a nucleus of 1,000+ different collectors and some dealers who religiously bid in each and every UPA auction: regardless of content these UPA bidders always find something they want amongst 30,000+/- different auction lots ... I want to reward **You** – because without **You** UPA could not exist ... but I want to reward you in such a way that we can add more regular bidders like you – rather than those that may just come and go ... so to start with, commencing now - when you **win more than £80 total Auction Sales in one of our auctions** (this can include Late Sales (unsold lots)) ... we will credit your UPA auction account the **sum of £12 valid against winning bids in the following auction.**

Consequently – if you were to win £80 in each auction over the course of a year (4 auctions) you would save 15%.

Method in our Madness

Example: When you win £100 with UPA – you win £100 worth of stamps, you don't pay anything else* That's it. When you win stamps at other auctions with Buyer's Premiums and other add-ons ... it may cost you an incredible up to £130 to win £100 worth of stamps delivered ... and then perhaps the odd one may give you 'complimentary' free postage ... Pay more = Win Less. (* subject weight/location)

New Development: Looking ahead: Royal Mail's future changes in strategy such as invalidating use of outstanding decimal definitive machin stamps in favour of new bar-coded stamps – ultimately sooner or later we may have to reinstate charging postage and delivery. **NEW UPA Loyalty-Rewarded Auction-Credits** may become the UPA way of ensuring that when Loyalty-Rewarded UPA Collectors like you win £100 worth of stamps ... at UPA you can still pay £100. For the time being we want to give you this generous 'no holds barred-loyalty-rewarded bonus' so that your bonus is always ahead of a limited Post & Packing cost, until further notice.

This is a 'SCALE' Loyalty System: We will Review each auction - The more Collectors (and Dealers) that participate and WIN the more generous the reward.

Basically – It's a simple formula: **MORE BIDDERS = The MORE UPA Can Give Back to Collectors like You. Please Join 1,521 other collectors who participated in our last auction to GET STARTED earning more stamps NOW**, and let's target 1,600+ bidders in this wonderful £2.7 Million Pound auction, thank you ...

With thanks and Best wishes for Your success,



Andrew McGavin
Managing Director Universal Philatelic Auctions (UPA), Philatelic Expert & Author

Dedicated to De-mystifying Philately

UPA VIP | PUTTING COLLECTORS LIKE YOU FIRST