



92nd Edition

POSTAL AUCTION

COLOUR SUPPLEMENT

Closing Date: 5pm Tuesday 9th January 2024



Unique Reducing Estimate System

ALL LOTS 100% GUARANTEED NO BUYER'S PREMIUM COMPLIMENTARY COPY

Plate 2



31154



4149



11245 (image enlarged by 138%)



31163



30969

31526 (3x blocks of 4)



11493

Plate 3



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 4



646 647 648 650 652



653 656 660 667 — 881 —



872 * 882 * 887 888 889 — 906 — 909 954



955 981 984 986 1003 * 1052 * 1090 * 1100 1138



1139 1143 1144 1145 1173 1174 1175



1272 — 1275 — 1347 1705 * 1833 1834



1403 1408 1526 1527 1799 1836 1869 1880



1853 * 1856 * 1857 * 1864 * 1925 * 1934 1996 2009



2010 — 2011 — 2027 2028 2077

Plate 5



1881



1882 *



1923 *



2029



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1915



1920



2054



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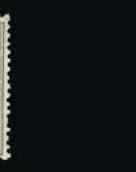
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NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 6



2751 2765 2795 2821 2822 * 2839 2843 * 2847 2931 *



2973 * 2976 2982 3088 * 3089 * 3114 3115 3116



3161 3166 3175 * 3177 3178 3179 * 3184 * 3185 * 3192 3293 *



3212 3213 3214 3216 3217 3218 3219



3215 3234 * 3294 * 3295 * 3296 * 3297 * 3298 *



3388 * 3389 3390 3391 3405 3406 3417 3420 3424 3426



3430 3432 3434 3435 * 3438 3439 3440 3441 3442 3443



3444 3446 3448 3462 3463 3464 3467 3518 3523



3470 * 3480 * 3488 * 3493 * 3521 3526 3583 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 7



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Plate 8



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Plate 9



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 10



5938 — 5950 * — 5953 * 5954 * 5957 * 5958 * 5973



5996 — 6014 * — 6015 * 6016 * 6024 6027 6029 6030



6032 6082 * — 6083 * — 6098 6102 6103 6104 6105



6107 6115 * 6118 * 6119 * — 6121 * —



6109 6126 * 6157 * 6172 * 6210 * 6258 * 6300 *



6245 * — 6301 * — 6343 * 6387 * 6416 *



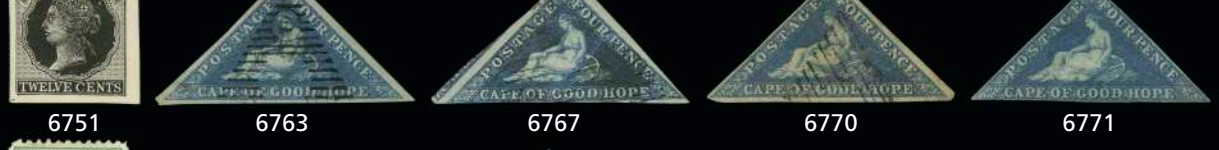
6426 * 6542 * 6681 6687 6688 6690 6692



6697 6711 6712 6714 6717 6750 6750



6751 6763 6767 6770 6771



6755 6777 6780 6781 6787



6823 6792 6796 6798 6800

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 11



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 12



7776 * 7777 * 7806 * 7808 7810 * 7820 7831 — 7832 * — 7834 *



7849 7859 7863 7865 * 7882 * 7885 * 7891 7893



7175 7906 * 7910 * 7935 * 7936 * 7965 * 7975 *



7977 8073 * 8080 * 8088 8132 8193 * 8224 8245 8317



7993 * 8047 * 8265 * — 8266 * — 8267 * 8268 *



8342 * 8343 * 8346 * 8348 * 8360 * 8428 8429 *



8420 8421 8367 * 8431 * 8432 8433 8464



8445 * 8453 * 8454 * 8456 * 8462 * 8466 * 8494



8465 8496 8500 8524 8525 8529 8534 * 8541 8543

Plate 13



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NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 14



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 15



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9862 *



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MAINTAIN YOUR POST-FREE STATUS - WIN £50+ EACH AUCTION

Plate 16



Plate 17



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 18



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 19



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 20



12320

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— 12526 * —

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Plate 21



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

QUIZ

Which Type of Collector are You?

START HERE

COLLECTOR: GENERAL? ADVANCED? SPECIALIST?

BUDGET: MODEST? MEDIUM? SIGNIFICANT?

YES

Unit Prices?
Per Stamp

NO

Learn about **Top-UpTwenty**, On-line Instant-Purchase Price-Drop Selling-System e-mail updates

Consider **Approvals** but Take Auction 1st £55 Free Offer

Up to 20,000 lot NO Buyers Premium £2M **World Auctions**

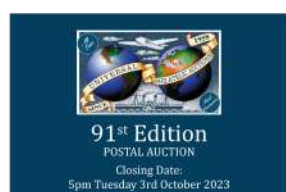
Try **Approvals** Est 62 years— 1st £25 Free

Collect **Classic GB** 1840-1940 – send wants list

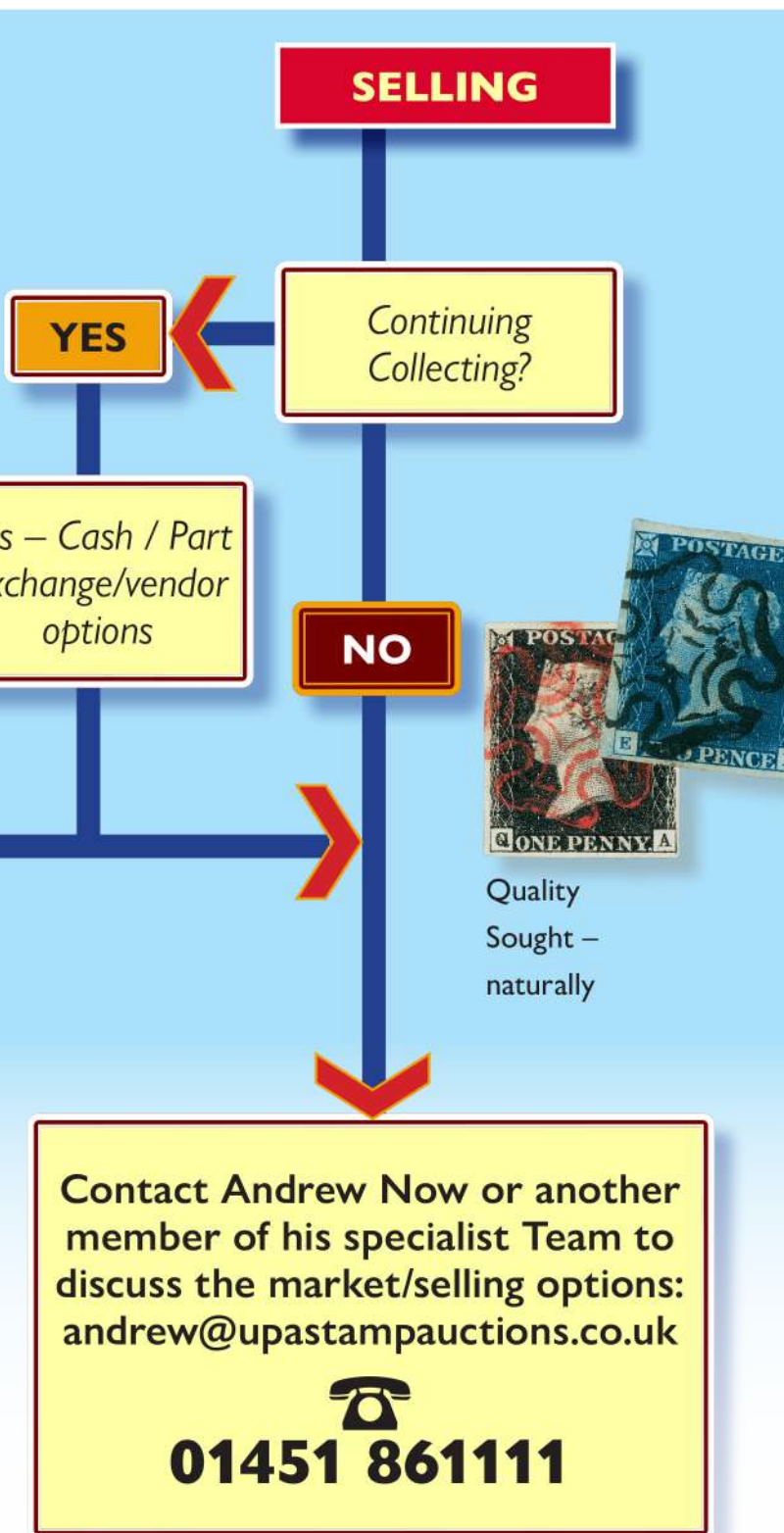
Take **World Mixtures** 1st 500 Free Trial

Join 2000+ Regular Bidders in 52 different Countries – Unique, All Lots Guaranteed Reducing Estimate **Auctions + £55 Free Trial Offer** when you win £75+ – **It's easy to Request your FREE Catalogue Now**

It's Easy to Select Yours Now at **UPA**



De-Mystifying Philately – QUIZ



‘money spent in the wrong way soon mounts up ...’

Successful and enjoyable collecting depends upon understanding the relationship of your budget to your interest.

Offers and services can be confusing can't they, and money spent in the wrong way soon mounts up.

In philately, sometimes it is hard to decide which way to go. Your passion may exceed your resource, so just what may be best for you?

Often, it is not what you collect but how you collect

This is the reason why my team and I have devised this quick and easy philatelic route-map QUIZ which does not ask you what you collect – but helps you to determine by your answers just which type of collecting service may best suit you ...

Presently you may find few philatelic companies other than UPA which can offer you integrated philatelic selling systems, but obviously once you determine which philatelic services best suit your collecting interest – you may have a clearer idea of which way is best to go – depending upon your levels of specialism and philatelic budget, of course

Check out our Philatelic QUIZ right now and see for yourself. To select your choice, visit our website or call my team

Dedicated to De-mystifying Philately

Andrew McGavin,

Veteran Philatelic Auctioneer
Philatelic Expert & Author
Managing Director
Universal Philatelic Auctions (UPA)

Visit: www.UPAstampauctions.co.uk

Fax: 01451 861297 ~ info@upastampauctions.co.uk ~ T: 01451 861111

Participate in this Philatelic Route-Map to Enjoyable Collecting.

Find UPA also on-line at www.top-uptwenty.co.uk

New Instant-Purchase Price-Drop Selling-System



Plate 22



13168 13169 13144 13166 13167 13190 13170



13189 13217 13202 13203 13201 13199 13171



13200 13198 13197 13206 13204 13205 13213 *



13221 13219 13218 13215



13257 13220 13256 13207 *



13258 13216 * 13210 13209 13243 13236 13248 * 13235



13234 * 13251 13253 13252 13254 13242 * 13261



13262 13263 13259 13226 *



13266 13260 13264 13230 *



13265 — 13229 * — 13227 * 15357 * 15340 15338 15339

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 23



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 24



13732 13570 13577 13462 13468 13469 13736 13590 13589



13599 13478 13475 13668 13669 13723 13735 *



13607 13606 13680 13626 13500 13712 13638 13651



13446 13657 13461 13569 13565



13561 13575 13460 13571 13562



13656 13463 13586 13585



13540 13490 13541 13542 13678



13491 13477 13479 13602 13484

Plate 25



N 19

13488



R 21

13597



R 21

13476



T 22

13482



R 21

13598



S 22

13601



S 22

13596



S 22

13483



T 22

13480



N 19

13494



13624



T 22

13481



J 17

13702



V 34

13883



S 21

13486



N 19

13710



V 34

13968



13758



13774



13798



13738



13810



13832



13804



13745



13781



13852



13817



13806



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13766



13764



13728

NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 26



13763

13746

13791

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13847 *



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13851

13861

13838



13840

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13761



13980 *

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13776

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13870



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13820



13803

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13805

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 27



13831



13862 *



13916 *



13921



13920



13940 *



15392



15389 *



15391 *



14029 *



14031 *



14024 *



14026 *



14055



15511



31122 *

31095



13726



31135



31016



31119 *

MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 28



Plate 29



15772 *



8469



15770 *



15777 *



15782 *



— 15790 * —



15774 *



15776 *



15778



15786 *



15795 *



15802 *



15788 *



15789 *



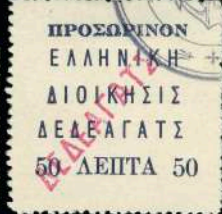
15798 *



15804 *



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15833 *



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15842 *



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15870 *



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16009 *



16063



16066



16089



16125 *



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16160



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16163



16164



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16172 *



16180



16202 *



16211



16222



16241



16276



16279

NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 30



16300 16303 16333 16349 * 16380 * 16381 16388 16392 16397



16415 16479 16492 * 16534 16546 16548 16556



16558 * 16559 * 16560 * 16561 * 16562 * 16563 16566



16578 * 16587 * — 16590 * — 16693 16694 16702 16705 16706



16707 16708 16709 16715 16716 16752 16767 * 16844 16845



16571 — 16582 * — 17046 17047 16846 16946 *



16847 16848 16851 16853 16864 16873 16893 * 16902 * 16903 * 16915 *



16917 16926 * 16927 * 16928 * 16935 * 16955 *



— 17037 * — 17062 17063 17097 17202

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 31



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 32



Plate 33



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 34



17965 *



18030 *



18049 *



18051 *



18052 *



18053 *



18046 *



18055



18064



18066



18076



18090



18104



18104



18104



18109



18109



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18114



18119



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18122



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18223



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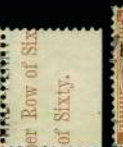
18222



18224



18225



18238



18235



18303



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18323



18359



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18382



18393



18399



18421



18700



18701



18427



18449



18450



18451



18447



18452



18619



18622



18666 *



18692



18703 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 35



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 36



1948 1955 1975 1976 1978 1979



1980 1986 1995 1996 1997 2002 2009



2002 20042 * 20043 20044 20051 20052



20054 20058 20059 20067 20094 20102 20103 20104 20118



20119 20120 20123 20171 20172 20245 20273 20384 * 20392



20205 20213 20214 20215 20239 * 20243



20292 20293 20306 20307 20308 20309 20310 20438



20419 20420 20427 20428 20430 20439 20441 20445



20437 20440 20442 20454 20455



20447 20448 20449 20450 20451 20452 20453 20530 20531

Plate 37



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 38



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 39



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 40



— 23178 * — — 23180 * — — 23181 * — 23477 * 23544



23329 23419 * 23547 23549 23550 23551 23556 23583



23396 * 23399 23638 * 23649 23651 23657 23668



23669 23670 23671 23687 23689 23842



23708 23737 23812 * 23814 * 23843 23778



23816 23840 — 23873 — 23879 *



23882 * 23889 * 23892 * 23899 * 23911 * 23922 * 23934 23936 *



23941 23951 * 23953 24032 24053 24011 *



23809 *

Plate 41



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

from / respond to: **Andrew McGavin**

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

1 ▶ 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 ✗
(naive seller) ✓ = 😞 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



2 ▶ Three years later, attending my first public 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 ✗
therefore Wrong Price ✗

3 ▶ 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 7x 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 ✗ Wrong Presentation ✗
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 ✓

4 ▶ 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 evolved 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 Dealer-dominated 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...

6 ▶ 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 charges 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 ?

7 ▶ 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 ?

8 ▶ **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...

9 ▶ **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, isn't it? 🍷

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...

11 ▶ **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 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 bidders.

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)

13 ▶ **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 friend. 👍

14 ▶ **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?**

- 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
- 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...
- Finally you ask U P A to collect your stamps, insure in transit for an estimated replacement retail value... 📞 📧 📧

16 ▶ **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... 📞 📧 

19 ▶ **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 😊

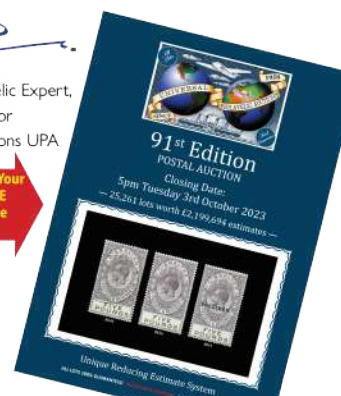
20 ▶ **My Double Cast Iron Guarantee:** We can do a better job valuing your stamps in our office than in your home. If you don't agree I'll pay you an extra £50 for you to pay somebody trusted to open the boxes and put your albums back, in the same place, on the shelf they came from. 😊 😊

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... 📞 📧



Andrew McGavin, Philatelic Expert,
Author, Managing Director
Universal Philatelic Auctions UPA

Request Your Next FREE Catalogue NOW ➔



UNIVERSAL PHILATELIC AUCTIONS

4 The Old Coalyard, West End, Northleach, Glos. GL54 3HE UK

Tel: 01451 861111 • Fax: 01451 861297

www.upastampauctions.co.uk • info@upastampauctions.co.uk

Plate 42



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— 25049 * —



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— 25174 * —



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25437 *



25461 *



25462 *



25528



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 43



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 44



26402 *



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26425 *



26428 *



26432 *



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26414 *



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26751 *



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26915



27059 *



27060 *



27073



27079



27080



27082



27187



27206



27061 *



27017



27118



27110 *



27089 *



27066 *

Plate 45



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 46



27892 27893 27899 27900 — 27904 * — 27906 27907 27914



27916 27920 27922 27923 27930 27931 27942 28020



27945 — 27953 * — 27996 * — 27998 —



28006 * 28007 * — 28008 * — 28017 *



— 28021 — 28022 * 28023 28042 28074 * 28075 28115 *



28019 * 28026 28145 28178 28179 28188



28218 28219 28221 28232 * 28236 28287



28278 28416 * 28492 * 28534 28541 28566 * 28579



28568 * 28604 28652 28699 * 28728 28730

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 47



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 48



30312 30320 30321 30322 30324 30325 30327 30328 30333



30336 30338 30339 * 30343 * 30348 * 30350 * 30354 30355 30356 *



30363 30364 30365 30367 30368 30377 30379 *



30383 30386 30389 30395 30399 30400



30401 30402 30403 30404 30415 30421



30419 30423 30425 30426 30427 30428 30435 *



30442 30443 30451 30455 30474 30475 30500



30505 30509 30514 30517 30522 * 30523 30532



30550 * 30600 * — 30602 * — 30613 30622 *



30616 30624 * 30737 30742 * 27419 27418

Plate 49



120 — 110 * — 382 418 * 427 421 *



428 437 432 * 433 * 441 497 *



498 * 532 * 533 * 627 * 609 *



951 1041 * 1084 * 1171 1172 1170 * 1676



1351 1381 1683 2338 2357 2356



2359 * 2415 2456 2458 2457 2840 * 2841 * 2981



2616 2647 2644 * 2636 * 2635 * 2634 * 2761



2632 * 2711 2730 2762 2828 * 3173 * 3144 *



3287 * 3288 * 3285 * 3286 * 3259 3279 3262 * 3280 * 3809

NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 50



3830 3816 3817 4305 3811 3813 3819 3820 3823



3822 3824 3843 * 3876 3934 3935 3943 3908



3949 3950 3912 3911 3913 3919 * 3915



3978 * 3967 * 3977 * 3962 * 4016



4031 3987 4023 4026 4035 4067 4036



4037 4038 4039 4040 4056 4194



4203 4206 4214 4215 4186 4208 4093



4211 4094 4241 4096 4232 4240 4101



3155 3979 3914 4213 4091 4280

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 51



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 52



Plate 53



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 54



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US



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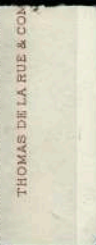
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17159

Plate 56



17115 * 17150 * 17161 17154 17176



17156 * 17167 * 17189 * 17195 * 17181 * 17185 * 17206



17197 17208 17209 * 17216 17256 17262 *



17263 * 17264 * 17265 * 17269 * 17266 * 17277 * 17281 *



17276 * 17280 * 17288 17289 17303 17302 * 17306 * 17362



17370 17357 17392 17435 17379 *



17436 17458 * 17456 18138 18202 18141 *



17284 17286 * 17340 17465 * 17464 * 18424 * 18841



18295 * 18858 18844 18852 4452 4457 4463 * 4496 *

Plate 57



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 58



19529 19525 19524 19533 * 19523 19528



19527 19530 19564 20110 20078 * 20168 20184 *



20186 20206 * 20204 20202 20217 20269



20584 * 20587 20586 20588 20607 20609 * 20608 * 20610 * 20661 *



20298 * 20666 * 19985 19996 20867 20937 21293



21202 * 20861 21127 21229 * 21228 * 21252 * 21257 * 21288 *



21294 * 21311 21277 21292 21303 * 21320 * 21317 *



— 21316 * — 21341 * 21337 * 21362 * 21386 * 21398 * 21397 *



21373 * 21402 * 21476 21576 21622 21669 21658 21670

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 59



21676 21671 21699 22026 22038 * 22076 * 22088 * 22101 *



22108 * 22312 22313 22314 22261 * 22591 22713



22211 22228 22266 * 22329 * 22430 * 22582



22717 22720 22721



22722 22724 22725



22735 22740 23004



22807 * 22832 * 22965 22997 23015 23068



23113 23070 * 23155 23168 23300 23305



23301 23307 23308 23309



23310 23490 23514 * 23515 * 23521 * 23528

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Plate 60





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Top-Up Twenty is an **online only** service, providing collectors with an opportunity to 'top up' their collection with exclusive lots in between our quarterly auctions.

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How does Top-Up Twenty work?

- Every weekday we offer 5 new lots for sale.
- Each lot will price-drop on a weekly basis until it reaches reserve or sells, whichever is first.
- Top-Up Twenty is active all year round, except for the weeks between the auction closing date and the Unsold Lots closing date when we are busy with auction despatch. We won't be adding new lots or price-dropping old lots during this time, but any available lots previously added will still be available to buy.
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tut@upastampauctions.co.uk

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Plate 61



26488 26515 * 26644 * 26643 * 26651 * 26664 26657 * 26680 26711 *



26744 * 26745 * 26794 26809 * 26839 * 26844 26855 26859 *



26903 * 26889 * 26884 26901 26910 27069 27087 *



26869 27251 27252 27288 *



26871 27345 27347 * 27413 27501



26878 27396 * 27477 27561 *



26996 27068 * 27208 * 27188 27568 27560



27220 27117 27135 * 6909 6843



6764 6799 6773 6819 6839



6813 6811 6812 6841 6853 6861 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 62



6916 6917 6866 6869 6868 6882 * 6883 * 24968 * 27658



27713 * 27717 27725 * 26087 *



27741 * 26088 * 26086 * 26125 * 26208 26209 28050



28052 28058 28097 28090 28103 28154 28155 28176 28177



28146 28156 28262 * 28261 28259 28260



28198 28200 28205 28207 28264 28288 28210



28265 28268 28267 28249 28247 28248 28252



28206 28204 28270 28269 28182 *



28250 * 28181 28180 28256 28257 28258

MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 63



28183 28184 28185 28273 28275 28277 *



28186 28289 28189 28446 28633 28692 * 28709 *



28286 28445 28448 28643 * 28653 * 28731



28729 28732 28737 28736 28745 28749 28758 28761 28762



28765 28767 28770 28771 28773 28774 28775 28784 28808 *



28831 28841 28843 28844 28847 28848 28852 28855 29080 *



28764 28791 28951 * 28968 * 28969 * 29001 *



29089 * 29102 * 29430 * 29429 29428 — 29441 * —



28868 29085 29448 29447 29449 29519 29879



29881 29877 29880 29884 29885 29895 29886 29887 29889

Plate 64



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 65



25454 * 352 30757 30758 * 30776 30786 30788



30756 658 * 30769 30784 30816 * 30790 30796 *



7613 8434 — 30962 * — 30964 30970 * 30975 31182



30978 30985 30983 30977 30984 30981 30979 30982 30980



30976 31070 30986 31023 31076 31077 31011 31015



31131 31061 31065 31062



31060 31067 31068 31049 31048



31056 31041



31059 31042 31012 31040 31013



31045 31046 31018 31050 31051 31052 31055 31039 31017

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 66



MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 67



Plate 68



NO BUYER'S PREMIUMS, NO PAYMENT CHARGES – CAN SAVE YOU UP TO 27%

Plate 69



31489 * 31494 31499 31500 31501 31506 * 25159



31493 31496 * 31511 31528



31531 31539 31558 * 31560 29657 * 31563 31565



27422 31019 31110 31150



31120 * 31121 * 30987



30988 31100 31096 31103 31063



31033 31104 31097 31142

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Let's Get Back to The Future ...

Why do we fear the future when they tell us the future is bright? Perhaps it's not quite so bright but maybe it's not so gloomy after all ...?

That's the point about Philately – we spend too much time thinking about what may be and too little time 'doing'. The passion to 'collect' is human nature so what goes around comes around – effectively it's all about direction and ultimately timing.

A collector telephoned and we talked about him wishing to sell his stamps. Naturally I asked him why he wished to sell, and he said that he didn't wish to sell his collection, but as he was approaching 70 years of age, he didn't wish to burden his partner or family who wouldn't know what to do with his stamps should anything happen.

I mentioned that I am 69 years of age and have no desire to throw in the towel although I wouldn't mind burning a little less midnight oil ...

It was difficult but I managed to resist the 'below the belt' temptation to ask if the family were thinking about ... selling diamond rings or jewellery

for example because they wouldn't know what to do ...

He didn't really want to sell, and he didn't need the money then, so I managed to come up with I'd like to think a novel solution ... "We will pick up your stamps, value your collection and return them to you" on a cost basis as a labour of love. So that's what we did so he had a 'benchmark' course of action for his executors in a long time to come.

Ultimately with 64,000+ collectors in 58 different countries in our database good stamp collections inevitably arrive ... so whilst 51 years ago I took the decision to give up collecting stamps then reasoning that I cannot serve two masters – my joy and expertise would be served by the transient pleasure of handling philatelic material ... but if I could help a fellow Philatelist, he might return my company the favour in years to come ...

But seriously folks/whoever – it's time to intelligently give ourselves permission to collect whatever we collect – because ...

**Collecting: It's Not Vanity
Philately: Protects Your Sanity ...**



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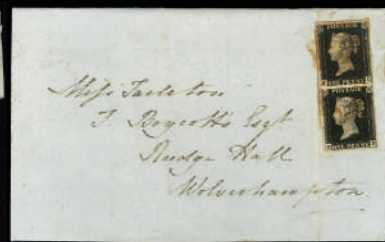
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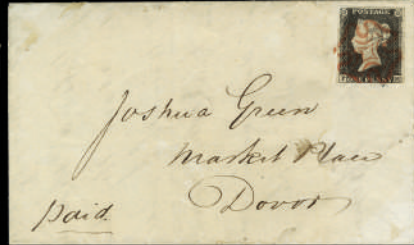
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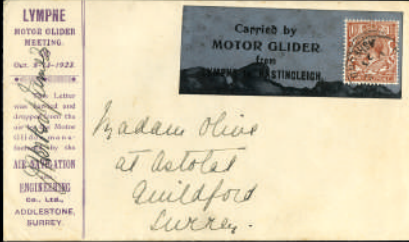
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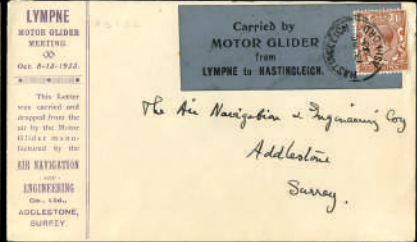
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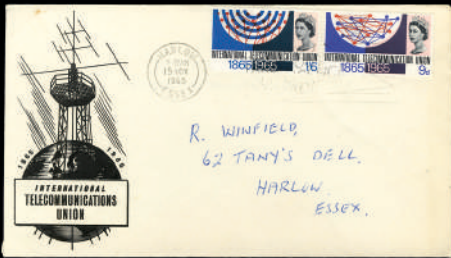
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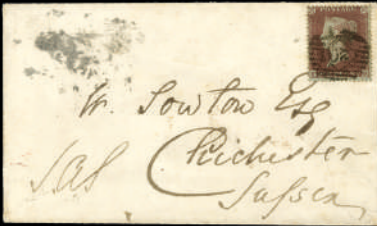
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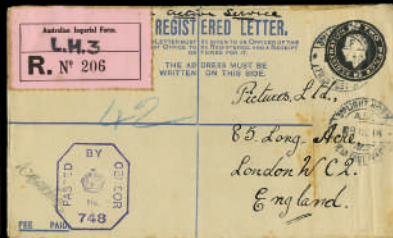
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15282



15301



14282



14384

Plate 73



13809

13808

13797



13818

13769

13729

13786



13834

13830

13822

13768

13799



13765

13750

13751

13801

13811



13772

13790

13739

13755



13843

13814

13807

13767

13740



13770

13725

13748 *

13754

13773



13753

13829

13828

13824

13788



13823

13833

13760

13789

13815



13757

13787

13778

13785

13762

MAINTAIN YOUR POST-FREE STATUS – WIN £50+ EACH AUCTION

Plate 74



24781 * 24774 24790 24800 * 24824 24828 *



24838 24859 * 24876 24871 24910 24909 24916



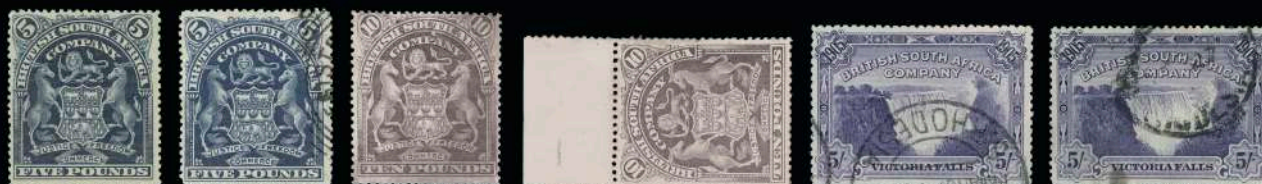
24833 24961 25607 25610 25611 25649 * 25660 25661 25664 *



24971 * 24978 * 25600 * 25603 25604 25713 * 25715



25716 25736 25756 25729 25731



25730 25732 25733 25734 25739 * 25755



25762 25759 * 25769 25772 25872 25836 25835



25837 25834 25841 25844 25840 25918



25848 25850 25931 25920 25906 26383 26384 26386

PLEASE SEE 'THE GALLERY' AT THE FRONT OF THE CATALOGUE FOR LOT NUMBERS FROM 30753-31607