



93rd Edition

MAIL AUCTION

COLOUR SUPPLEMENT

Closing Date: 5pm Tuesday 9th April 2024



32503 (images enlarged by 142%) 32507

Unique Reducing Estimate System

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

Plate 2



31863



11658



11746



31867



31959



32036



32002



31873



31985



11456



31866



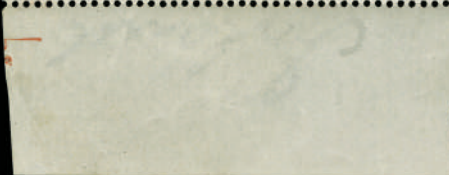
13563



32242



32005



32184



31981



32004



14018



32257



31982

Plate 3



— 72 * — 76 78 79 83



84 303 * 324 342 366 * 368 376



246 * 349 371 * 463 * 464 * 492 494



502 506 * 507 * 513 * 516 * — 518 * —



522 523 532 536 538 539 541



543 578 489 * 604 615 *



628 * 635 640 591 *



650 654 681 684 821 * 828



830 831 839 847 873 * 874 * 879 884 885



886 887 888 889 892 893 897 * 906 919

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 4



916 917 921 922 925 926 1024



927 943 * 958 969 * 991 * 1017 1026 1027 1028



1055 * 1065 1073 1068 1071 1075 * 1077 1078 1079



1080 1081 1085 1104 * 1105 * 1106 1107



1108 1187 1253 1274 1563



1564 1574 1576 1579 1583 1605 1285



1617 1384 1627 1632 1669 * 1679 * 1688 * 1717 *



1623 1653 1662 1686 1687 1698 1710 1719 * 1750



1767 * 1773 1781 1783 1785 1790 1793 *

Plate 5



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

Plate 6



3019 3020 3021 3022 3023 3024 3028 3042 3043 3046



3049 * 3095 3096 3097 3099 * 3100 3105 *



3113 3141 * 3142 * 3147 * 3148 * 3223 *



3114 3123 * 3186 * 3310 3315 3317 3322



3324 3326 3327 3328 3329 3330 3332 3337 3339 3340



3341 3344 3345 3347 3372 3384 3403 3484 * 3491 *



3425 * 3437 3440 3441 3442 3443 3445



3447 3448 * 3451 3452 3460 3461 3469



3470 3476 3477 3492 * 3495 3503 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 7



3444 3509 3518 3523 3524 3498 *



3504 * 3525 3526 3544 3547 3566



3548 3549 3551 3552 3559 3563 3564



3565 3567 3568 3596 3582 3613



3626 3627 3628 3629 3631 3672 3682



3683 3684 3685 3687 3688 3689 3698



3703 3705 3706 3710 3712 3716 3721



3735 3738 3739 3756 3766 3984 *

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 8



3743 3765 3805 4000 * 4072 * 4079 *



4066 4071 4076 4081 * 4095 4096 4097 4098 4099



4110 4111 4112 4113 4114 4115 4134 4139 4142



4121 4122 4123 4124 4125 4127 4128 * 4155 *



4131 4143 4144 4145 4183 4184 4186



4159 4160 4165 * 4166 * 4187 4188 4189 4210



4217 4219 4220 4223 4231 4234



4242 * 4269 4270 4313 4347 4352 4370 — 4403 * —



4406 4407 4417 * 4419 4420 4421 4456 4457

Plate 9



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

Plate 10



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 11



5474



5835



5845



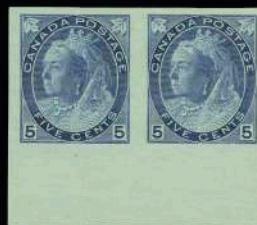
5854 *



5882



5915



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5979 *



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6083



6447 *



6091



6092



6097



6100



6119 *



6245



6265 *



6267 *



6428 *



6429 *



6081



6325



6599



6321



6431 *



6434 *



6435 *



6442



6485 *



6494 *



6503



6608



6610



6611



6619



6628 *



6633



6628 *



6628 *



6628 *



6628 *



6628 *

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 12



Plate 13



7104



7047



7028



7150



7151



7181



7179



7182



7183



7184



7185



7192



7196 *



7197 *



7245



7265 *



7285



7287



7212



7219



7301



7342



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7344



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7004



7347



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7349



7350



7351



7007 *



7019



7021



7022



7023



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7357



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7360



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7380



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7389



7391



7392



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7397



7408



7588 *



7302



16166



7497 *



7557



7560



7563

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



8060



8558



8566



8647



8650 *



8671 *



8654



8703



8704



8711



8712



8737



8742 *



8748



8816



8718



8735



8775



8777



8778



8779



8783 *



8784 *



8785 *



— 8796 * —



8812



8818 *



8853



— 8841 * —



8859



8860



8861



8862



8885 *



8844



8856



8863



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8905 *



8906 *



8916 *



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8933



8934



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8951



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8968 *



8994



8995



8996



9000



9001



9003



9009



9010



9011

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 16



9012 9013 9021 * 9022 * 9023 *



9031 * 9035 * 9042 9043 9044



9046 9067 9070 9072 9076 *



9061 * 9060 * 9059 * 9134 9394 9408 9412



9080 * 9092 * 9115 * 9195 9378



9385 9389 9400 9413 9414 9423 * 9423 *



9404 9470 * 9479 * 9627 9628 9661 9665



9667 9674 * 9676 * 9700 9747 * 9748 * — 9749 * — 9833



9837 9841 9842 9844 9846 9869 9894

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



SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 20



12546 12854 12548 15696 12603 12600 12560 12602 12604



12559 12601 12557 12558 12598 12591 12592 12582 12587



12580 12585 12586 12584 12606 12595 12596 12597 12589



12552 12583 12608 12554 12570 12567 12594 12593 12556



12569 12550 12547 12549 12562 12565 12568 12578 12576



12571 12572 12575 12573 12574 12605 12564 12563 12566



12577 12625 12623 12621 12620 12618 12627 12622



12611 12613 12615 12624 12612 12616 12610 12614



12638 12640 12867 12694 12771 12709 12789 13053 12866



12752 12674 13006 12855 15631 12701



12824 12823 12830 12848 12829

Plate 21



12827

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12763 *



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12805

13051



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12653

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**

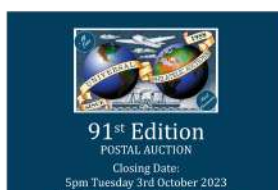
Try **Approvals** Est 62 years— 1st £25 Free

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

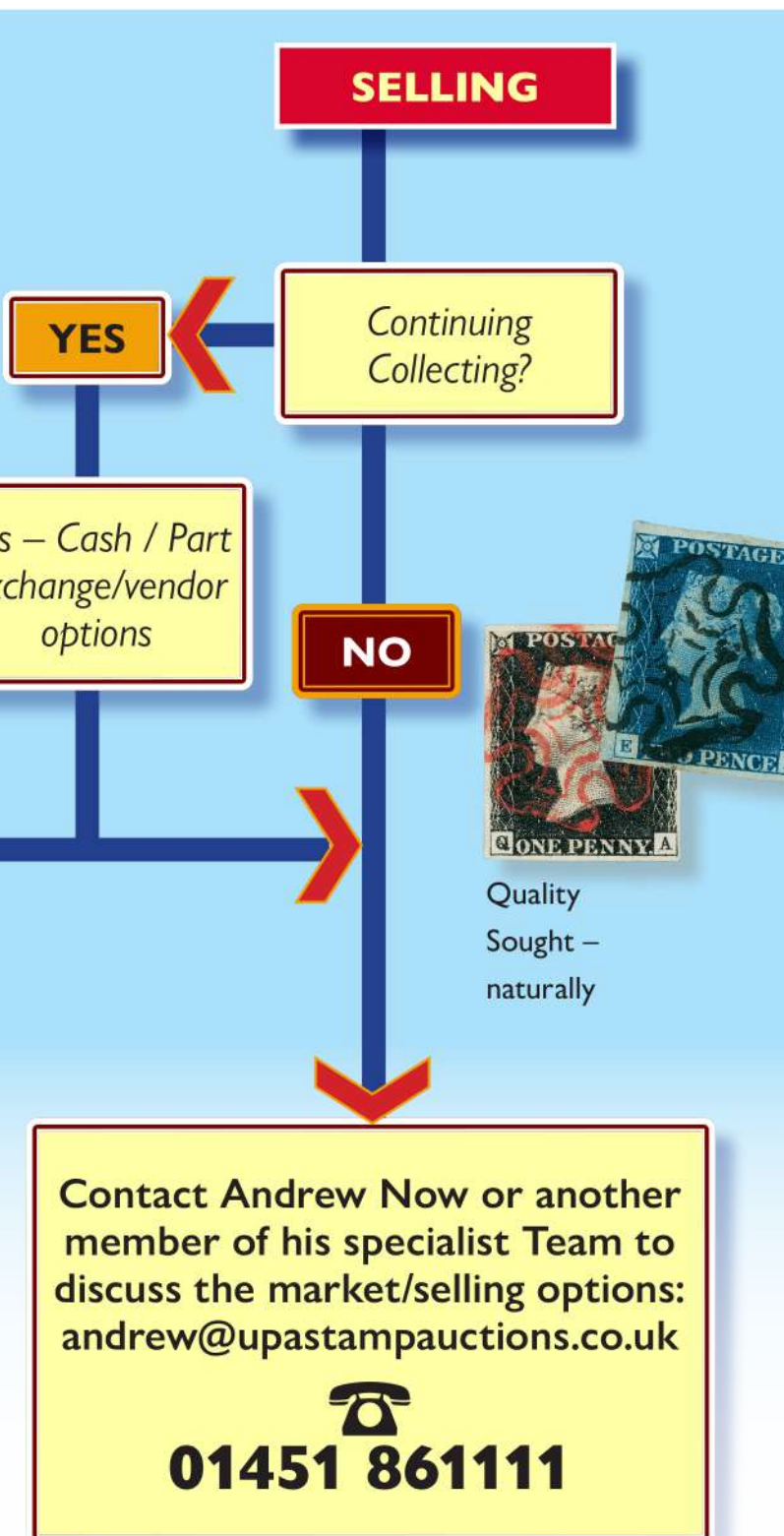
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De-Mystifying Philately – QUIZ



'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



12655 12656 12647 12669 12658 12672 12670 12671

12642 12649 12664 12643 12673 12668 12666 12661 12665

12654 12667 12657 12648 12857

12859 12941 12919 12984 12982 12917 12886 12873 12894

15836 12983 12911 12915 12918

12943 12862 12953 12958 12922 12858 12959 12954 12863

12860 — 12923 * — 12945 12921 12893

12946 15829 12861 — 12938 * —

12891 12939 12927 12888 12908 12907 12904 12909 12892

12906 12920 12940 * 13001 12999 13003 13002 13000 13007

13008 13004 12987 13011 12972 12973 12977 12976 12964

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 23



12978 *



12965



13024



13025



13013



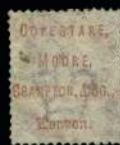
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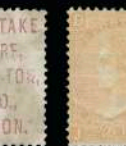
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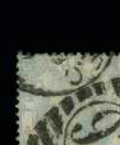
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SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 24



13355 13351 13348 13349 13010 13356 13369



13374 13373 13345 13344 13364 13365



13375 13370 13376 13363 13367 13371



13366 13372 13377 13407 13399 13415



13038 13503 13400 13429 * 13516 13562 13540 13548 13447



13522 13520 13492 13486 * 13485 * 13559 13561 13560 13618



13583 13570 13586 * 13549 13569 13595 13596



13597 13572 13621 13606 13602 13571 13599



13601 13600 13598 13627 13628

Plate 25



13626

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13614 *



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— 13636 * —

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13633 *

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13699

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13761

13682

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

Plate 26



13727

13669

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15684



13889

13886

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13988 *

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13902

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13986 *

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14138 *

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14165 *



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13883

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13881

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DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 27



13826

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13999

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SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 28



14027



14031



14194



14053



14092



14081



14003



14002



14201



14008



14191 *



14103



14199



14192 *



14083 *



14066



14069



14073



14056



14061



14054



14074



14011



14099



14096



14070



14059



14067



14068



14006



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14071



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14009



14012



14055



14035



14072



14065



14095 *



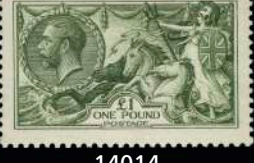
13981



14019



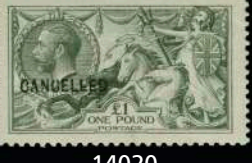
13983



14014



14015



14020

Plate 29



14064

14193 *

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14010



14000 *

14017

14016

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14305 *



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14255 *

14256 *

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14473 *



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15990

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

Plate 30



11987



12021



12023



12256 *



12266 *



12080 *



12269 *



12303 *



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12359



12373 *



12383 *



12424



12442



12425



12462



12465



12466



16002



16003



16004



16005



16006



16007



16008 *



16009



16011



16015



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16040



16041



16042



16053



16057



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16062



16065



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16071



16072



16073



16074



16075



16076



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16078



16079



16080



16081



16082



16083



16092



16093



16102 *



16104



16108



16116 *



16143



16144



16145



16146



16148



16164 *



16180 *



16122



16135



16169 *



16182 *



16183 *



— 16184 * —



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 31



SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 32



16766 * 16768 * 16774 * 16784 * 16792 16794 16800 16804 16805



16806 16810 16814 16815 16816 16819 16826 16828 16829 *



16830 * 16899 * 16900 * 16901 * 16907 * 16920 16923 16926 16929



16699 16874 16932 * 16933 * 16971 16974 *



16977 * 16978 * 16979 * 16980 * 16981 * 16986



16960 16962 17090 17091 17095 17098 * 17099 17106 17107



17144 * 17195 17201 17202 17203 17205 17223 17242 * 17244



17263 * 17270 * 17273 * 17275 * 17285 * 17287 * 17288 * 17310 * 17311 *



17298 * 17299 * 17303 * 17306 * 17361 17362



17364 17368 17369 17371 17375 17379 17380 17384 17386

Plate 33



17374

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17549

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17481 *

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17502

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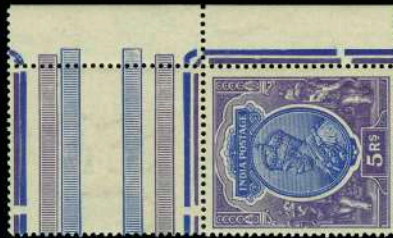
17643

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

Plate 34



17523



17526



17589 *



17553



17664



17666



17675 *



17676 *



17678 *



17679 *



17680 *



17681



17695 *



17697



17698



17699



17700



17701



17682 *



17702



17718



17732



17735



17738 *



17739 *



17740



17763



17775 *



17778



17794 *



17810 *



17693



17717



17726 *



17785



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17853



17860



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17878



17879



17883

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 35



17891 17892 17893 17917 17936 * 17937 * 17939



17940 * 17943 17953 * 17963 * 17973 17975 * 17977



17865 17867 17929 17959 17962 * 17967 * 18004 18075 *



17983 * 18085 * 18078 18083 * 18091 18109 18122 *



18115 * 18128 * 18140 * 18140 * 18140 *



18150 * 18152 * 18183 18191 18191



18192 18192 18200 * 18200 *



18201 * 18199 18340



18168 18206 18208 * 18211 18213 18216 18341

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 36



Plate 37



18579 18580 * 18586 * 18588 * 18601 * 18602 18623



18591 * 18593 * 18599 * 18607 *



18604 * 18605 * 18609 * 18628 * 18629 * 18636 * 18642 *



18624 18625 18630 * 18635 18637 * 18648 18652



18638 * 18639 * 18645 * 18651 18647 18658 *



18667 * 18677 * 18678 * 18680 * 18682



18684 18688 * 18690 * 18697 18700 * 18709 *



18710 * 18715 * 18718 18719 18720 18721 18743 *



18734 * 18736 * 18737 * 18740 * 18744 *



18750 * 18754 * 18756 * 18761 * 18763 * 18767 * 18770 * 18772 * 18778

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

Plate 38



18745 *



18805 *



18779



18780 *



18787 *



18788



18822 *



18786 *



18790



18791



18793



18800 *



18806 *



18807



18808



18809



18810



18813



18814 *



18815 *



18820



18821 *



18823 *



18824 *



18825 *



18826 *



18827 *



18828 *



18830



18856



18875



18878



18869



18883



18889



18890



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18892



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18906



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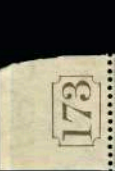
19042 *



19049 *



19061



19059



19093



19124



19149



19152 *



19410 *



19155



19168



19169



19322 *



19395



19422



19423



19424



19425



19433 *



19434 *



19437

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 39



19441 19442 19443 19444 19465 19467 * 19470 *



19474 19475 19485 19486 19513 19515 19522



19523 19524 19525 19526 19528 19529



19535 19541 * 19551 19553 19554 19555 19559



19413 * 19426 19447 * 19566 19569 19571 19572



19542 19574 19589 * 19592 * 19600 19601 19603



19605 19606 19607 19608 19610



19614 * 19615 * 19629 19635 19697 19725 19836



19875 19877 * 19880 19882 * 19887 19892 19966

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 40



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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

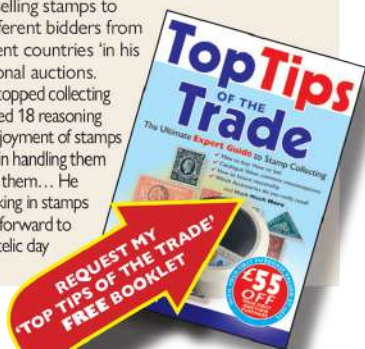
1 ▶ If You want to learn how the stamp trade works, please read on... When I was 15, I did. I wondered if there was some secret source of supply? So, I bought my 1st stamp mixture, (wholesale I thought), broke it into 50 smaller units, advertised it in Stamp Magazine 'Classifieds', and waited for the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

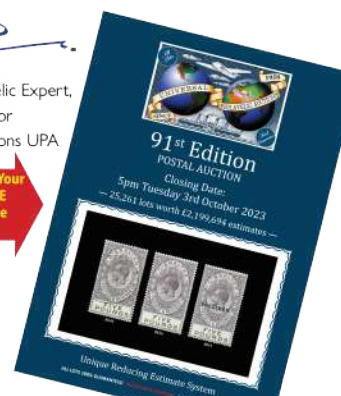
20 ▶ **My Double Cast Iron Guarantee:** We can do a better job valuing your stamps in our office than in your home. If you don't agree I'll pay you an extra £50 for you to pay somebody trusted to open the boxes and put your albums back, in the same place, on the shelf they came from. 😊 😊

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



DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 43



21961 * 21966 21968 21969 21980 * — 21981 * — 21984 *



21987 * 21990 21991 22002 * 22007 * 22021 22032 * 22034 *



22051 22062 * 22069 * 22077 22081 * 22083 * 22087 * 22094 *



22153 22154 22251 22256 22257 22269 22270 22271



22273 22275 22279 * 22288 22303 22304 22336 22337 22339



22343 22344 22348 * 22359 22360 22364 22365 22369 22371 22378



22380 22384 * 22385 * 22386 * 22392 22406 22413 *



22403 22424 * 22427 22430 * 22431 * 22437 22438 22440 22441 22446



22414 * 22415 * 22447 22449 * 22450 22452 22475 22508



22509 22510 22514 22517 22525 22621 22628 22631 22635 22638

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 44



22643 22644 — 22660 * — 22662 22663 * 22666 * 22669 22671 * 22675 *



22674 * 22685 22688



— 22687 * — 22690 — 22693 * — 22714 22944



22706 22740 * 22763 * 22768 22971 * 22981



22721 * 22945 22950 22965 22990 * 22999 * 23011 * 23200



23015 * 23149 * 23203 23204 23457 * 23514



23125 23153 * 23160 * 23217 * 23219 * 23313 * 23320 *



23205 23369 23410 23413 23445 23455



23468 * 23521 * 23528 23529 23548 23562 23567 23568

Plate 45



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

Plate 46



24471 24475 24484 24486 24487 24490 24491 24493



24495 24497 24513 24515 24520 24523 24524 24534



24535 24542 24549 24552 24553 24555 24557 24558



24556 — 24584 — 24585 24592 24593 24598 24599



— 24610 * — 24629 24630 24632 24634 24735 * 24736 *



24743 *



24737 * — 24797 — 24799 * 24804 *



24812 * 24819 * 24830 * 24851 * 24854 24867 * 24965 *



24845 * 24921 * 24925 * 24973 * 24999 25030

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 47



SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 48



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Plate 49



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

Plate 50



26851 * 26852 * 26912 * 26913 * 26915 * 26944 * 26945 * 26853 *



27028 * 27029 27030 27181 27183 * 27184 27187 * 27193 *



27142 * 27174 27177 27188 * 27196 * 27199 * 27203 * 27204 *



27194 * 27197 * 27198 * 27200 * 27201 * 27267 *



— 27216 * — — 27231 * —



27221 * 27222 * 27224 27225 * 27251



27233 — 27261 * — — 27265 — 27268 * 27273 27280 *



27290 * 27297 * 27299 * 27304 * 27313 27314 27370 27373 27416 *



27426 27433 * 27434 * 27435 * 27436 * 27438 27439 27451 27452 27458



27468 27485 * 27488 * 27489 27496 27499 * 27510 27515 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 51



— 27463 * — 27552 27648 * 27667 27668 27698 27700



27538 * 27539 * 27546 * 27654 27658 * 27672 * 27675 27692



27553 27693 27731 27785 * 27829 27883 * 27895



27702 * 27704 * 27708 27709 * 27716 * 27722 27798 *



27891 27913 * 27934 27935 28069 *



27955 * 28066 28070 * 28075



27901 28093 28096 * 28122



28024 28026 * 28123 28124 28130



28027 * 28147 28161 * 28197

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 52



28031 * 28198 * 28201 28203



28060 * 28204 28215 28216 28217



28218 28219 28280 28352



28302 28353 * 28355 28356



28281 28420 28452



28357 28425 28440 28441 28466 * 28467 *



28442 28453 28455 28469 * 28470 *



28487 * 28492 28499 * 28619



28471 * 28508 28516 * 28620 28622



28519 * 28521 * 28623 28624 28626 * 28638



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Plate 53



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

Plate 54



29070 * 29079 29092 29098 29112 * 29113 * 29115 *



29121 29122 29124 29125 29126 29127 29129



29141 29143 29146 29147 29150 29159 29160



29080 29169 29123 * 29145



29120 29171 29174



29161 29165 29167 29170 29173 29176 29178



29179 29180 29181

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 55



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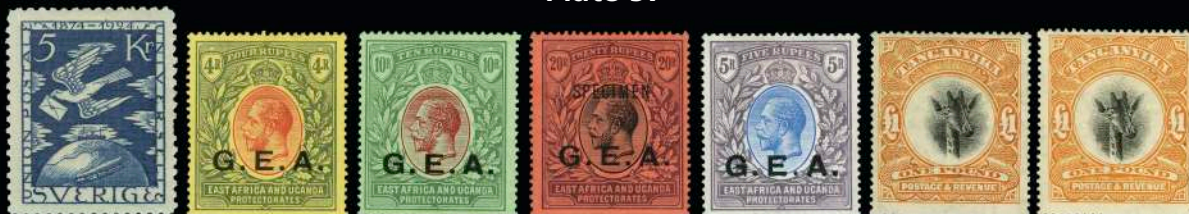
29592

SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 56



Plate 57



30283 * 30384 * 30388 30389 * 30394 * — 30397 * —



30399 30404 30416 * 30417 30422 * 30445 30455



30454 * 30463 30490 * 30539 * 30544 — 30564 * — 30569 *



30576 * 30604 30625 * 30647 * 30653 30674 30690 30692



30684 30707 30751 30795 30804 30805 30806



30812 30813 30814 30816 30818 30820 30824 30825 30826



30828 30836 30840 30890 31023 31041 * 31109 31114 *



30886 * 30963 30963 31017 * 31032 31126 *



31185 31190 31193 31196 31197 31198 31203 31205 31223



31225 31231 31236 31240 * 31244 * 31245 * 31248 31250 * 31253

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

Plate 58



31254 31257 31269 * 31273 31276 31279 31287



31294 31313 31314 31325 31329 31346 31365



31333 31352 31366 31380 * 31381 31424



31383 31384 31385 31386 31387 31425



31389 31402 31409 31416 31453 * — 31510 * —



31579 31580 31583 * 31592 31595 31674 31676 * 31680 * 31686 31696



31519 * 31586 * 31598 * 31612 * 31614 31616 * 31617



31626 * 31677 * 31679 1567 1782 3833 * 6966 *



6895 * 7056 6925 7195 * 7218 7246 7409



7299 7582 * 9616 9516 *

DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 59



5548



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31742



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31776 *



11657



11420 *



11661



31809



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31865



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31860



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12607



12590



12553



12551



12581



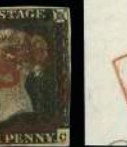
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31864



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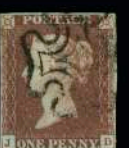
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SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 60



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31897 31892 31873 31869



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Plate 61



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

Plate 62



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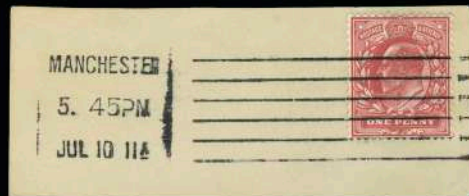


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DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US

Plate 63



SPEND £80+ TO EARN YOUR LOYALTY BONUS CREDIT NOTE

Plate 64



32171 32193 32205 32250 32256 * 32262



32212 32239 32240 32241 32242 32253 * 32280



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22272 * 22254 * 24063 32501 32502 32503 32504 32505

Plate 65



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

Plate 66



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DO YOU HAVE A VALUABLE COLLECTION FOR SALE? CONTACT US



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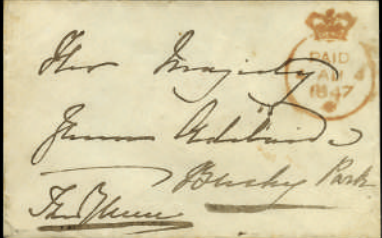
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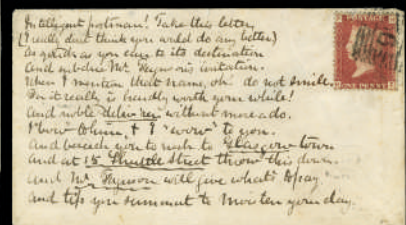
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Plate 68



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Plate 69



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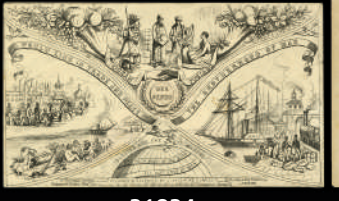
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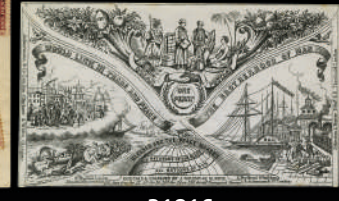
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Plate 70



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31982



31983



31995



31984

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

Plate 71



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