

# The Messenger



July 2018

Waldo Public Library  
Gather at 1:00, Meeting Starts 2:00  
Saturday, July 7th

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## What You Missed:

Meeting Attendance: 33

Last month we had to change locations at the last minute. I hope everyone got the word. We met at the Westport Library and it was a wonderful space. Thanks to the Kansas City Library system for being so accommodating.

We had a great meeting and auction. If you were unable to attend the meeting you missed out about the US tagging program. There was some discussion about the new delivery method of this newsletter. At present we will continue to email to those that have it and mail to those that do not.

## President's Corner:

Armen Hovsepian broke his hip and had surgery on June 24th. Also fellow member, Bill Johnson has been seriously ill and also recently discovered that he has Parkinson's. We wish them well as they convalesce. We hope you are both back soon.

## Upcoming New U.S. Issues:

06/29 Federal Duck Stamp \$25 (Single pane and self-adhesive only)

07/04 O Beautiful (Sheet of 20, 20 designs)

07/14 Scooby Doo (Sheet of 12)

07/27 World War I (Sheet of 20)

This design will have a First Day Issue ceremony (11:00am) at Kansas City's own National WWI Museum and Memorial. Tickets are free but limited to the event. You can check it out by going to the museum's website.



## What You Will Miss (if not there):

This month's program is "The Other Things I Collect" by Dale Smith.

And of course, a great auction, buy it now items and wonderful philatelic fellowship.



Scott #1094

It's the Fourth, so how patriotic has the US Stamp program been over the years. Read more about it on pg. 2.

## Philatelic Happenings:

### JULY 29th- E & D Auctions

Located at 3025 Merriam Lane. The auction consists of 566 lots of worldwide material to fit any collecting interest or budget. Highlights would be quality U.S. Classics and significant Japan & Ryukyu Islands. Download a catalog today at [www.eanddstamps.com](http://www.eanddstamps.com).

Viewing hours are July 23-27 1-6pm and July 28 10am-4pm. Viewing and registration is 10-1pm Sunday July 29th. Auction starts promptly at 1:30pm.

### August 24th & 25th- Gladstone Stamp Show

Gladstone Community Center  
6901 N Holmes St., Gladstone, MO  
Hours: Friday, 10am-6pm  
Saturday, 9am-5pm

More info at:

<https://gladstonestampcollectors.club/>

**Philatelic Ramblings:**

Have nothing to do on Sunday mornings or you want to get out of doing those chores? Maybe you just want to talk stamps! Well now you have somewhere to go. A group of club members meet every Sunday morning at Winstead's at Roe Ave and I-435. Some start arriving at 7:30am and others arrive as late as 9:00. Come and go. Bring an item or two to show or that you have a question about. It is good fellowship with no rules except to be nice to the waitress.

**Come have a cup of joe or more at Winstead's 10711 Roe, Overland Park, KS**

**Show and Tell:**

There is a new signup sheet for the show-and-tell portion of the meeting. It will be on a clipboard up by the podium. Sign up with your first name and last initial. Please keep your presentation to 5 minutes if possible. *Any longer and we will make you the program!*



Old Glory-#3780a

**How Patriotic is the US Stamp Program?**



In the beginning, it was quite sparse, as far as overtly patriotic stamps. Of course, George Washington our 1st President was one of the two first official issues in 1847, Ben Franklin being the other. It wasn't until Scott #13 to find a more patriotic design. George again but this time with the five-pointed star in the design. Several more in the intervening years with George but then came #116 & #121 depicting the Shield, Eagle & Flag. It took until 1869 for those truly patriotic designs.



Then it wasn't till 1903 for two more interesting designs. Both were printed with carmine ink, there is the famous profile of George Washington surrounded by the flag on the first one and a stylized border of the Stars and Stripes on the other.



Scott #116 & #121



Scott #301 & #319



From Trans-Mississippi Series #288



#5052

Presidents, Statue of Liberty, Statute of Freedom and many more patriotic subjects, but the flag had been missing. Oh, it was depicted in many stamps but none issued honoring the US Flag itself. Many had the US Flag in its design, such as #288, John Frémont hoisting the flag at the Rocky Mountains. It took until 1957 for the first US Flag design honoring Old Glory itself, #1094.

So how many flag issues have there been? At a minimum, 240 not counting all variations. There has been much discussion of late in the stamp world of how USPS has worn out the flag and they need a different subject for the forever definitive design. Perhaps so, but while many decried the new commemorative issue honoring the bicentennial of the 1818 Flag Act and the new definitive design, I happen to like them both. It is an improvement, in my opinion, over a photograph of the flag.



JMC

## ***So it is time to sell your stamp collection(s)—by Dale Smith***

Perhaps you have grown tired of working on your current topic, new material is hard to find and you want to sell to get the money to collect a new topic. Possibly you have inherited a collection that you want to sell. Or that spouse who has tolerated the growing volume of philatelic treasures is demanding that you reduce the clutter. Or perhaps the years have passed too fast and you have lost interest in stamp collecting. Or perhaps like many of us collectors our ability to see or physically work on our collections is not what it used to be.

What are the steps to take to make sure you get fair value for your collection? What is a fair value? What are the different ways to dispose of your collection? I will try to answer from a stamp dealer's perspective. Dealers must always add new inventory to keep customers coming to their table. I am aware of possible mistrust of a dealer's offer. Is it fair, would another dealer offer you more? Who should I go to?

The answer is fairly simple. Get at least 2-3 appraisals from different dealers. That way you can determine approximately what your collection is worth. Let each dealer know that you are going to get several appraisals. Should a dealer really want your collection they will make an aggressive offer. A dealer's offer depends on their need for your material. If you have a topical collection you should focus on a topical dealer. If you have a cover collection you should approach a dealer that specializes in covers. U.S. or worldwide collections go to the dealers that focus on that material.

What will dealers offer you? Sales of collections go in cycles and we currently are seeing a large volume of material coming to the market. Dealers have seen an increase in collectors wanting to sell. Auction houses are seeing so much material that some have enough for the next 2-3 auctions. This means that unless your collection has rare and high dollar items you will be offered less than perhaps just a few years ago. Dealers as a rule of thumb will offer 20%-40% of current catalog value depending on their need for your material. I am hearing some dealers are offering 5-10% because they have so much inventory on hand. That is why you must have more than one dealer appraise your collection.

A problem arises when you don't have a variety of dealers to go to. If you are a topical collector you should approach the dealers that advertise in Topical Time because they support ATA and probably are looking for topical material. Or you could call the American Philatelic Society for the name of dealers in your area. They have dealer members and can refer you to those when you contact them. Or attend a stamp bourse and take your collection to the "Stamps in your attic" table. You could receive a quick survey and learn a rough estimate of what to expect from a dealer.

The other problem is when the volume of your collection is many albums, boxes and a potpourri of collectible stamps. Too large to send at a reasonable price and costly to send back should the dealer not be interested in your material. Sometimes a dealer will pay the shipping costs if they buy your collection. It does not hurt to ask. There are dealers that advertise in Linn's, Topical Time and other philatelic press that will travel to your location to appraise your stamps. There has to be some value in your collection to warrant the travel costs. You will probably have to wait until one of their representatives is in your area. You should have a comparison value from a local dealer to make sure you are being offered a fair amount for your collection.

Here is a rule of thumb in determining the value of what you have invested in your collection. If you have used inexpensive stamps bought from the many mail order vendors, Cancel To Order stamps or you realize that you did not spend much money to acquire your collection it probably will have little value to a dealer. Most of this will be common material that every dealer has. If you purchased higher value material or expensive stamps and philatelic material, that usually retains and grows in value over time.

Different philatelic collectibles can vacillate in popularity over the years. I always see a lot of first day covers in collections. Artistic hand drawn and painted covers of very limited quantity can bring decent prices. Non-cachet first day covers before the 1930's can be pricey. But if you like most of us collected

the wonderfully engraved covers of Artcraft, Art Master, Cachet Craft, or the colorful Colorano First Days that were made in the thousands you will find your collection is not as desirable today. Even auction houses turn these covers away for the most part. Unless they are special in some way dealers can't even get 10 cents for such covers.

Your collection has to be kept in a clean dry environment. Away from extremes in temperature, moisture, bugs and vermin that can inhabit a basement, garage or attic or a storage shed. The condition of your stamps has to be good. I have seen stamps scotched taped into an album. Front or back. This leaves a terrible oily stain on the stamp. Hinged stamps will always be in your collections. They can be desirable. Less so when heavy hinged. Even less so when the gum on the back is pristine, but the hinge was placed on the front of the stamp and folded back! I have seen this more than once.

Mint non-hinged are the most desirable stamps. If they are hinged that could reduce the value as high as 30%. Perhaps more depending on the rarity of the stamp and how heavy the hinge mark is. Most dealers want complete sets of stamps. Many topical collectors will separate out the stamp they want and throw the remainders in a shoebox. You should keep them together somehow for that day you will sell your collection.

I have seen some wonderful albums with pages designed by the collector. Very beautiful pieces of artwork. Or very expensive albums that are getting harder to resell. Dealers need the stamps and covers for their inventory. Unless they sell stamps by the album those wonderful pages are usually recycled or trashed. It is a tremendous amount of work and time for a dealer to break down a collection. It takes time to identify and place the stamps in cards or pages and then file them into the inventory. If the stamps are identified with a Scott or other catalogue number this speeds up the time a dealer can work up your collection. They usually will pay a premium for stamps that are identified and in good condition. Time is money.

I will close with one last bit of advice. Don't sell just the higher value material and be left with the less expensive. Sell it all. You will have difficulty selling the lower valued items. Let the dealer move the more common material. Also be wary of part of your payment now and the rest later. Yes most dealers are honest and trustworthy. But I have heard more than one story of a collector having great difficulty getting the promised later payments. If a dealer wants your collection they will find the money to pay you outright.

***Not ready to sell but are in a buying mood. Check out page 5.***

### ***Last Month's Newsletter:***

Did you identify this stamp's Scott # and what this stamp represents?

Forgot all about this in the newsletter of last month with our change of venue. So here is the answer: This stamp is from Columbia and is #684 from the Departmental Issues of 1958. In 1957 it had also been issued but in different colors, orange and black (#652).

It was this issue that taught me at a young age to pay attention to the color descriptions and the notations after a stamp or series of stamps in Scott's catalogue. I had acquired this stamp from a group of stamps from my Grandfather's office.

By the way, he is picking coffee. Can't you just smell it?

*Do you collect worldwide or a particular foreign country. Tell us about some interesting aspect of your collecting interest. Send me your story for a future newsletter..*



## Shows, Auctions or Internet-How Do You Buy?

We all know how much the philatelic world has changed from when we were young. If you were like me you grabbed on to stamps anyway you could. Soaked them off envelopes, went to the post office to buy the new issues and were really lucky if someone gave you their old collection. My collection started with my Dad's and what his uncles in the War (WWII) would send him. One was in the Pacific and the other in Europe. My grandfathers fellow friends and employees at Phillips Petroleum would give him any envelopes with foreign stamps on them. Stamps came in from around the world. So I was fixed with a steady stream of stamps. Then I found Barr & Co. Mrs. Barr had THE stamp shop in downtown Tulsa. Her guiding hand and voice is still with me today after all these years in how I collect and what I collect. About the same time I discovered the world of approvals from companies like H.E. Harris, Littleton and Jamestown Stamp Companies. Going through those packets when they arrived sent me to another time and place. What fun!



I went away from actively collecting for several decades as many of us did. And when I came back, what a change it was. So few existing stamp stores in the country. Many of the companies I bought from through the mail did not exist anymore. So what did I discover? A whole new world. Shows or bourses (by the way, a word I dislike intensely but another topic for another day), auctions and the internet.

### Stamp Shows-

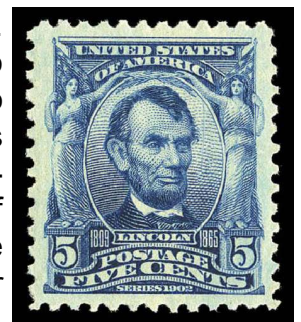
I personally like buying at shows. You get to see, feel and touch (with tongs, of course) the merchandise. You may and I say *may* pay more but you can visual inspect the stamp before you buy. Also you can learn a lot from talking with the dealers and other buyers at these shows. The really big shows usually have a post office, classes/seminars and exhibits that give an added dimension to your buying and knowledge of the hobby.

### Auctions-

I was scared to death the first auction I went to. Seemed intimidating to me. But I soon overcame those fears and love buying at auctions. We are lucky to have a local stamp auction (E & D Auctions), where you can inspect the lots ahead of time and then either bid from the floor on auction day or leave bid(s) with the auction house. There are hundreds of auction houses around that have an online presence that you can look at the scans and bid online. Not as satisfying but a good way to get some hard to find material for your collection.

### Internet-

The internet has e-bay, Hipstamp and others that you can buy or bid on stamps. This is different than an auction house in that you may and in most cases do not really know who you are buying from. The advantage is you can enter into a search on one of these sites, such as Scott #304 MNH single and up pops one or more of that issue and whether it has a buy-it-now price or it is in an auction that you can bid on. So you can compare price, centering and condition. If you have a trouble locating a particular item, you can probably find it on the internet. Especially when you collect a very narrow or specialized area of our hobby.



There are still a few shops around the country and I try to seek those out if traveling. And I do still buy from the Post Office but I typically buy from the caves (USPS catalog) as opposed to going into the post office. Why do I seek out the store fronts and love shows, because when I want something I want it then. I don't like waiting and more importantly I can inspect it. I have found that typically most dealers are not more than the internet but about the same in price when comparing apples to apples on condition and centering. Especially if you factor in the shipping costs associated with e-bay etc. It is also very hard for the dealer you are physically facing to switch



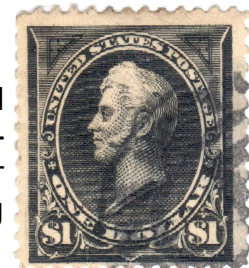
On the Type I, the circles around "\$1" are broken by the oval frame line around Perry's picture. On the Type II, the circles around "\$1" are complete. (The only other difference is that the both the 261 & 261A have *no watermark*, while the 276 and 276A are watermarked, but this requires the stamp in hand to verify.)

*Info from the Swedish Tiger's website*

the stamp on you as I have had happen on the internet. When looking for the above mentioned stamp, I ran across a listing for US Scott #261A. It was in an auction and did not have a buy-it-now price. The starting bid was fairly low and since the catalog price for the used VF was \$800 and the Mint hinged VF price was \$2,100. I thought why not bid on this since it would be unlikely that I would ever own a mint copy let alone a MNH stamp. The cancel was nice and did not obstruct the design. Much to my surprise I won the bid and for considerably less than the Scott value. So I paid and waited and waited and waited. After several e-mails that were never responded to, I finally received it. I

opened it up and was about ready to mount it in the album when I realized that it had a different cancel and was the wrong stamp. It was US Scott #261, which is the cheaper and more common variety between the two issues. So I sent an e-mail to the dealer. No answer. A month later I get a response, "Did you receive your order?" This auction closed in January 2018 and that is the only response I have gotten.

Usually on these sites you can leave feedback. So I did and needless to say I will never buy from this dealer again. Did I save anything buying on the internet? Doubtful. And if there is a watermark that I do not detect I over paid for this. Hopefully, I did end up with a nice copy of #261 at less than the catalog price of that issue. Just not what I bid on. So buyer beware!!!



*What I got instead of #261A*

What do I wish for? A store like Mrs. Barr's here in the Metro area and those stamps that would come my way from relatives and friends.-JMC

### **Stamp Collecting Tips:**

Looking for more information on our hobby? Looking for an example of every stamp that the United States has issued? Curious about the plating or need help in identifying some of the early US issues or how about Fancy Cancels? Need a checklist for US or Canadian stamps? Do you need a glossary of philatelic terms? Well, check out [stampsmarter.com](http://stampsmarter.com), you will be amazed at the information on this website and it is expanding all the time.

Hope you enjoyed this month's newsletter and thanks to Dale for his contributions. You can contribute too by emailing me or the new editor for next month's issue. Happy stamping and see you Saturday. *Jim Mc*