

THE PROCESS OF USING THE WEB TO FIND STAMPS THAT WARRANT GRADING

- **Websites used to find stamps**
- **Programs used to view and measure stamps**
- **Pricing to determine if stamp price + cost of grading warrants proceeding**
- **Process once purchased**
- **Preparation to send to PSE**
- **PSE Registry - What is it about**
- **Few of My Beauties**

SITES FOR FINDING EXCEPTIONAL US STAMPS (Page 1 of 2)

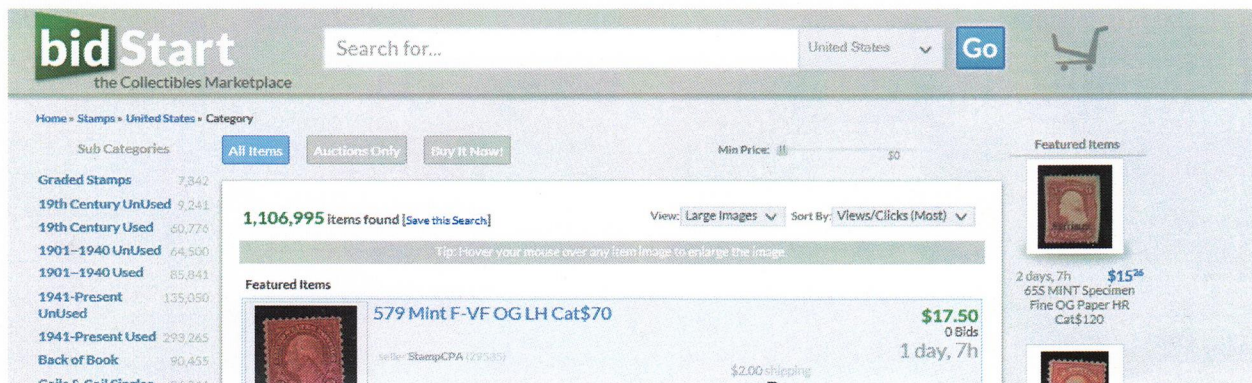


eBay Pros:

- *Large quantity of issues*
- *Ability to narrow search*
- *Usually mailed very timely*
- *Sellers are required to accept PayPal (therefore no delay before item is sent to buyer)*
- *Higher quality overall than I have found on other continuously running auction sites*

eBay Cons:

- *Sellers over glorify their stamps - XF is often stated when poorly centered, short perfs or other faults - most sellers ignore or fail to mention perf indents or thins*
- *PayPal guarantee is great if able to send in stamp to the experts immediately, guarantee of value only when you can send in and get back within 30 days of delivery date of item*
- *Does not have as many possible sorts as some other sites - most clicks, sort by numerical order within country,*



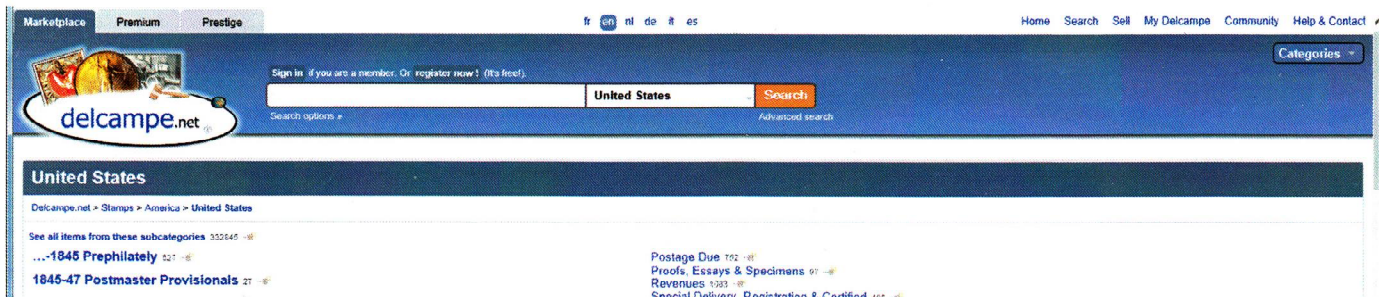
bidStart Pros:

- *More stamps than other sites - a larger percentage are used*
- *Ability to narrow search - more choices than eBay for searches*
- *Many payment methods accepted if want to write check*
- *Less professionalism on many listings which gives opportunity to find bargain*
- *View of listings allows enlarging of stamp without going to full page listing*

SITES FOR FINDING EXCEPTIONAL US STAMPS (Page 2 of 2)

bidStart Cons:

- *Delay of mailing item if must wait for check to clear*
- *Stamps less expensive and therefore most listings are less descriptive*
- *More stamps misidentified than on other sites*



delcampe Pros:

- *More foreign sellers - good opportunity to find bargains*

delcampe Cons:

- *Delay of mailing item if must wait for check to clear and coming from overseas*
- *Not near as large of selection as eBay or bidStart*
- *Dealing with foreign currencies and mailing costs from foreign countries*

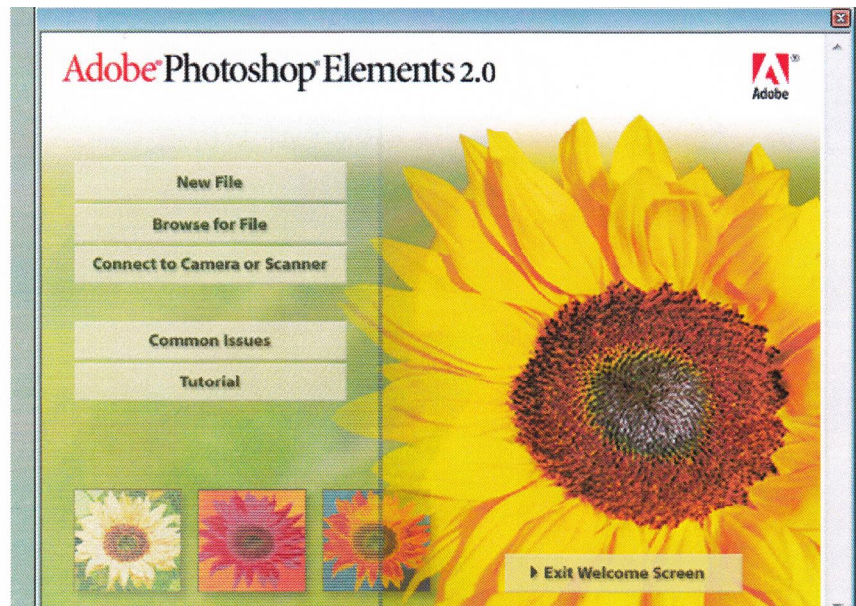


StampAuction Network Pros:

- *All the large auction houses list their auction on this site- Regency, Siegel, Kelleher, Apfelbaum and HR Harmer to name a few*
- *Better Stamps and better description and identifying of faults if any*
- *Firm commitment to ID of stamp*

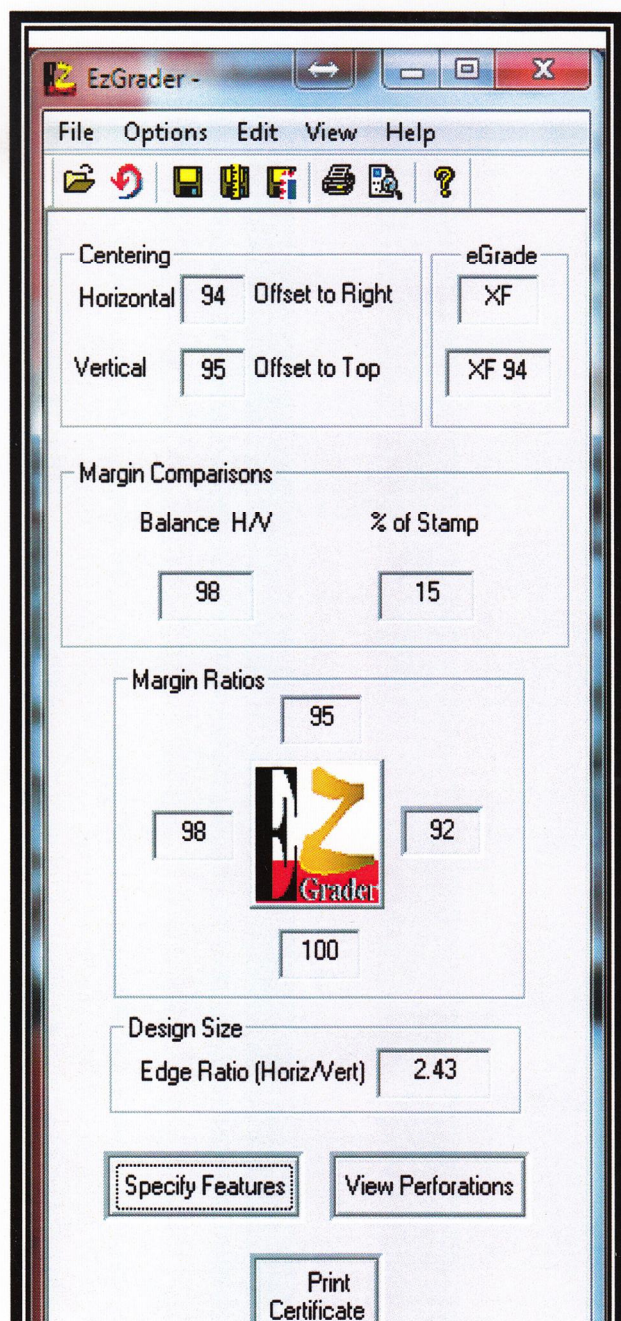
StampAuction Network Cons:

- *Competing with other knowledgeable buyers - less chance to get a super bargain*
- *Rarer and high value stamps can get very expensive*
- *Many times selling series rather than single stamp wherein if you need only 565 you do not want to buy 560-670 just to get 565*
- *You have to register and give references to bid in these auctions*



Photoshop Elements 2.0 - old and was free with scanner but much simpler than new Photoshop Elements programs.

This program used to clean up background around stamp, to magnify to look for short perfs, bends and also thins if back is shown. Sometimes you can see perf indents which hurt grading 10-20 points.



EzGrader - Program cost \$59.99

This program used to measure centering and balance of stamp. Balance is as important as the centering - with Horizontal centering being more important than Vertical.

The stamp measured here received a 100 Jumbo as margins normally 12 for this issue but 15% meant it was 25% large than normal.

Process & Pricing to determine if should buy a stamp

- Pull picture off site (eBay, bidStart or other), and put in folder for month - Dec 2013 with notation as to number and condition - i.e. 369 used - always verifying that the picture is not a 'Stock photo' and the one being viewed is the one you will receive.
- Clean up background with PhotoElements2 if needed and enlarge to look at closely
- Measure with Ez Grader



This stamp has 87% Horizontal center but only 56% Vertical Centering with 83% for balance.

Scott Market Quarterly (SMQ) prices as follows:

Cat No	Condition	F 70	FVF 75	VF 80
369	Used	110	165	250

The price on this stamp on eBay is 179.99 Plus estimate of 40 for grading putting total cost at 220.00.

My estimate is the best this stamp might get is 80 because of the light post mark which can add 5-10 points to grade. Centering alone would be 75 at best.

Since this is such a difficult stamp to secure especially in sound used condition - I would probably take a chance and buy it if I needed it to complete a set.

A bargain is when my total cost to purchase and get graded is half or less of the SMQ Price.

Process once I have received the stamp

- I scan the picture on my scanner in a nice black display folder
 - At this point I am verifying that the stamp I received is the one I thought I purchased. Some sellers think as long as it is same catalog number you will not care.
- If previously hinged or used, I check for thins or disturbed gum in watermark fluid
- Measure the scan with EzGrader and print the EzGrader Cert that the program has. I will file the graded cert with the EzGrader Cert in my inventory.

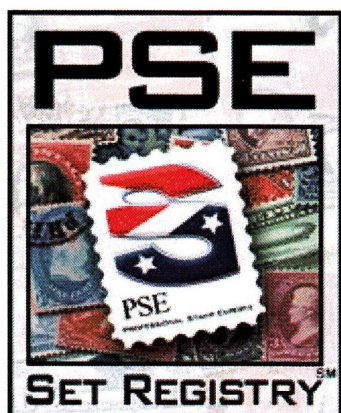
Process to send in to PSE for grading

- Put in Display Folder and fill out PSE Submission Kit which is an invoice listing everything being submitted.
- Have different categories and prices depending on stamp Scott Catalog Value and each category has to be on separate Submission Kit
 - **Economy is \$20**
 - i.e. **Scott 551 and up and C-4 and up with max Scott Catalog Value of \$200**
 - **Regular is 5% of Scott Catalog Value with Min cost of \$30.00**
 - **All regular issue stamps, and other items of philatelic value other than Covers, Postal Stationary, Postal Cards, and specialized items**
- Have to pay with submission or use credit card
- Need to mail Fedex or Insured. If much value cheaper to do registered mail but will take a week till you are notified that it has been received. Then wait 30 days to receive certs.

PSE Set Registry

Why do I do all this?

- My love of finding the best possible stamp for that issue
- Listing my graded stamps in the PSE Set Registry
 - What is the PSE Registry?
 - Where you can compete with other collectors to build superb sets 'Grouping of certain issues'



United States Stamps

- 19th Century Regular Issues
- 19th Century Commemoratives
- 20th Century Regular Issues
- 20th Century Commemoratives
- Commemorative Year Sets
- Shanghai Overprint Issues
 - Airmails
- Special Delivery Issues
 - Parcel Post Issues
- Postage Due Stamps
 - Official Stamps
 - Revenue Stamps
- Federal Duck Stamps
- Newspaper Stamps
- U.S. Design Number Sets

- Within each group shown above is multiple sets with each set being 3 stamps to 50+ stamps

Here are 3 of my sets that were top of the population for 2011

Betsy's Stamps	Farley Special Printing Issues 752-771 (NG)
Betsy's Stamps	Postwar 1940s Commemoratives (NH)
Betsy's Stamps	1925 Lexington-Concord Issue (NH)

Few of My Beauties (Page 1 of 2)



C10 - Used. Cost of Stamp was 7.42 plus 25 to have graded.

Graded 100 Jumbo. It is only C10 used to achieve 100 Jumbo. Est. SMQ 1,000-1,500 for 100J.

it is more difficult to find nice used stamps as mail handling damages many of the stamps.



957 MNH - 1948 stamp. Cost was 50 cents plus 25 for grading.

Graded 100 and is the only 100 issued for this 1948 stamp

SMQ is given as \$200. but since I own it and it is the only one - it is not for sale-period.

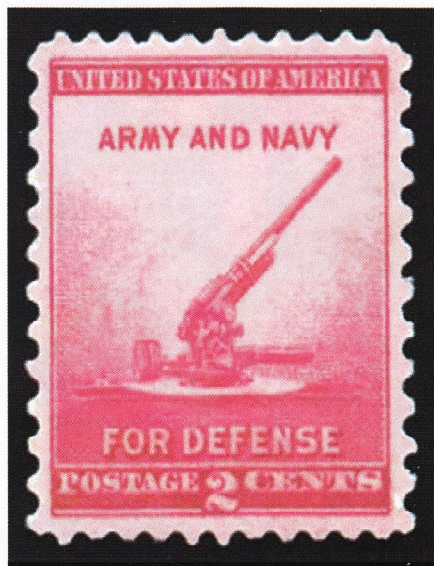


Few of My Beauties (Page 2 of 2)



No. 567 - MNH. Paid \$200.00 for stamp and 25 to have graded.

Graded 100 - 1 of pop of 5. SMQ is 850 for 98 - est SMQ for 100 is 2,300.



Scott No 900 - 1940 stamp. Cost of stamp was 10 cents and cost to grade was 25.

This is my second one to get graded 100 as sold my first 900 and 901 both the first of each to be graded 100 for over 1K to a another collector.

I have not been able to find another 901 to equal the one sold.