

Philatelic Society of Lancaster County



An Affiliate of the American Philatelic
Society: James Buchanan Chapter, # 173
Chapter 118 of the American Topical Assn.

Club Meeting: Wednesday, 9 May 2012

Bourse opens at 6:30 PM and Meeting starts at 7:00 PM

Bluebird Commons / Woodcrest Villa. **Tonight's host:** Diane Meek

Stamp Trading to Begin Following the Evening's Program

Message from the President

Many thanks to all who contributed to LANCOPEX 2012. Extra appreciation is extended to Truylde Greiner for her contribution of lunch for show dealers and club members working the event. Feedback received was outstanding regarding Len Kasper's lunch and snack service for the show dates.

Earlier this year I mentioned that South Sudan had declared its independence and had issued some stamps. I have yet to find any ads for them. Conditions there are unsettled, and creating a philatelic agency probably

isn't a high priority item.

There are some other areas in the news that may be issuing stamps. The northern portion of Mali was overrun by rebel forces in early April, and an independent state-Azawad with its capital at Gao-was declared. The rebels claim control over three regions: Gao, Kidal, Timbuktu, and part of Mopti. Azawad has received no support from any other governments, so its long term stability is highly doubtful.

New Zealand has announced that it will issue local stamps

for postcard use in Kiakoura on the coast of the South Island and for Te Papa, the nat'l museum in Wellington.

This year marks the 100th anniversary of the sinking of the Titanic and the 75th anniversary of the crash of the dirigible *Hindenburg*. To commemorate these events the National Postal Museum in Washington has opened an exhibit of relevant materials-philatelic and otherwise. The April 16th issue of *Linn's* carried details of the exhibit which will run through January 6th, 2014.

See you on the 9th. Bob

May Program: Spring PSLC Auction

The auction will include at least two dozen lots from the estate of Alton Kraft of Grand Island, Nebraska that



was donated by his daughter in March. Lou Difelice and Paul Persen prepared the lots so that they sell. Included are supplies, discount postage, post cards, covers,

albums, a hi and lo v UV light, a signed Herman Herst first edition, and much more.

A number will be assigned to you when you arrive and register. Please place this number on all your lots. Attach an item/lot description including catalogue number, value and condition if appropriate, and minimum bid accepted. This will speed things up a great deal.

• Fiscal transactions will only take place after the last item has been sold. Further, the auction committee recommends the following:

• Bring cash whenever possible to pay for the items you win. • Keep a running total of items you have won and sold based on the prices realized. • Finally, be sure to firmly attach your sales information (lot description, cat. value, min. bid etc.) to the item. This will insure that you are correctly credited with sale.

The rules are the same as in previous auctions. • Minimum bids are \$1.00. • The minimum increment when bidding is 50¢. • Members are limited to 10 lots each.

Volume 75, No. 5

May, 2012

Inside this issue...

Minutes & Treasury
National Topical Show
Lancopex Feedback
Tri Star Snacks
Herst's Local Stamps
Club Notes & Shows
Preparing to Sell

VISITORS ARE ALWAYS WELCOME

PSLC Meets the 2nd Wednesday of the month (except August) at The Bluebird Commons in Woodcrest Villa, 2001 Harrisburg Ave, Lancaster. PA 17601 at 7:00 PM. Dues are \$10.00. For club info, call Lucy Eyster: 717.735-2586

President:

Bob Epler:
betinnahef@msn.com

Past President:

John M. Bray:
jonboy@dejazzd.com

Secretary:

Joy Bouchard:
jib672@yahoo.com

Treasurer:

Lou Difelice:
loudifelice@gmail.com

APS Rep:

James G. Boyles:
jboyles@dejazzd.com

ATA Rep & Membership:

Lucy Eyster:
lucyeyster@yahoo.com

Newsletter Editor:

Paul Petersen; 717.299.5640
pcpetersen@comcast.net



National Topical Show is Coming

When: Fri thru Sun, 23-25 June

Can we count on you?



This is Lancaster's first ever National Stamp Show! Our club will be staffing the registration table, and we have been given a free club table for PSLC to sell our covers and meet potential members. Plan on volunteering a few hours when you come to the show to browse and shop for stamps with the 41+ dealers.



Three work shifts are available:

- Friday & Saturday: 10-12:30; 12:30-3:00 and 3:00-6:00.
- Sunday: 10-12:30; 12:30-3:00.

Sign up with Eleanor Wheeler at 892-1547 and/or erwheeler@verizon.net.

□ Sign-up for APS trip to Bellefonte. Monday 26 June. \$45 includes lunch. Bus leaves The Host at 8:00 AM and will return at 6:30 PM. To register, please contact Lucy Eyster at 735-2586 and/or lucyeyster@yahoo.com

April Minutes and Treasury

Paul Petersen (Acting Sect'y) and Lou DiFelice

Opening: Paul Petersen opened the meeting at 7:05 PM. He remarked that club members enjoyed an informative pre-meeting dinner locally with tonight's speaker, Bill Schultz.

Member: Lucy Eyster introduced U.S. collector, Doug Milligan. There were 31 members in attendance.

New Book: RD Noble displayed and recommended the book *Large U.S. Banknotes Identification Guide*, (2010) by Bob Pipes and Steve Einform and published by APS.

Lancopex: Jim Boyles

gave an update, and the sign-up for club volunteers for the event was circulated. Lucy added that she and Sara Mylin have accumulated door prizes.

Hosts: Paul circulated the sign-up sheet for snacks this year. (The schedule is now complete for 2012.)

U.S. Classics Society: Those interested in attending a monthly U.S. Classics Society meeting in the Balto/D.C. area should contact Dennis Shumaker at 717-426-3870.

Drawing: Hiltrude Lu won a half-sheet of the new Ed-

ward Hopper (sailboat) Forever stamps. These will be mailed to her on Tuesday.

April Program: Bill Schultz of West Chester gave the presentation entitled: **The Dollar Rate: 1792-1845**. Following the talk/discussion was a post-program quiz with a cash prize. This was won by Eleanor and Dick Wheeler.

Treasury Report

Opening: \$3,449.70 (1 Mar)
 Income: \$1,040.15
 Expenses: \$654.02
 Closing: \$3,835.83 (31 Mar)
 3-CDs valued at \$6461.85

Lancopex: A Retrospective

The newest item this year at Lancopex was the addition of a **lunch and snack service** by club member Len Kasper and his son. Thirteen dealers rated it highly and two dealers noted that they brought in their own lunch. One of these shared the positive remarks by his customers who used the service. Another dealer enjoyed the food and service but missed the ladies' home baked goods. A final comment was that the new service was a "major asset to the show and our stomachs."

Augmenting this service was a free lunch, free that is to stamp dealers and club members who worked the show. This was donated by Truude Greiner. She added that she has not been able to do as much for the show as she used to (What about

staffing the Youth Table for two full days?), and she wanted to do something special for dealers and club.

This was the second year using the muscle of the teens from Grace Baptist Church who are raising finances for their youth group. This made hauling those frames easier.

Taking this further, the teens came in on Friday AM and Saturday PM to assist dealers in packing and toting their wares. This, too, proved quite beneficial.

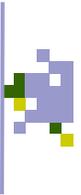
Fifteen of the 20 (75%) dealers completed feedback forms. Qualitative and quantitative metrics from the dealers were similar to the last few surveys. Several, however, noted the influence of both world and national economies on their business.

Nine dealers (64%) met

their goals for the show while four did not. One stated that he did not set goals. Two dealers stated the economy in general has been disadvantageous to their shows. Two others added that customers were spending less and purchasing lower priced items. A first-time dealer stated that many customers walked by his table to visit other dealers that they knew.

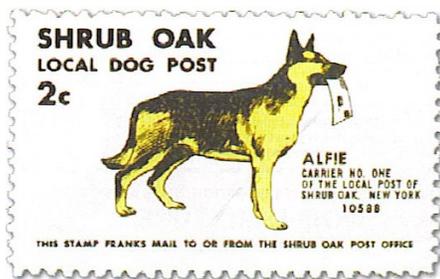
This is our 2nd year with the **Fri/Sat format** replacing the Sat/Sun format. Ten (67%) favor Fri/Sat, while three (20%) prefer Sat/Sun, though one noted this was OK. One dealer prefers a one-day format while another suggested changing the date as not to conflict with the Adamstown Extravaganza.

Future recommendations: Seven dealers responded to this item. Two recommended to do everything the same. One added that we should keep the →



Herman Herst's Local Delivery Stamps

PSLC members know of Herman "Pat" Herst, Jr., the stamp writer, dealer, auctioneer, and collector. His 1960 *Nassau Street* was a best seller in the non-philatelic world. It's about the stamp trade and characters who lived it. Growing up in the Depression, he started to sell stamps, eventually owning his own Nassau Street shop in the stamp district of lower Manhattan.



Known in philatelic circles around the world, Herst's life experiences in philately are well-documented in his many books and columns in myriad stamp journals. And while many question the veracity of some of his humorous anecdotes, they love him nevertheless.

After 25 years on Nassau Street, he relocated his stamp business to Shrub Oak,

NY, a small village on the northern border of Westchester County north of the city.

Once in place, Herst realized that the Shrub Oak post office had no local delivery service between Friday and Monday. Most of his business was mail order, many thousands of postal items a year.

According to Lewis E. Tauber (*Stamp Magazine*, December, 2011, Pg. 121) in 1953 Herst discovered an obscure postal law from 1862 that allowed supplemental postal services. He then started a private mail service between his house and the Shrub Oak PO on weekends to pick up and deliver his business correspondence.

In doing so, he printed Cinderellas to prepay the transport of the items between home and PO at 2¢ each. Herst first employed his children and later his German Shepherd, Alfie. These philatelic items have been sought by collectors

Tauber questions whether this service was a gimmick or not, but Herst's actions spawned similar private mail services across the country. Another Herst Cinderella contains an illustration of an oak tree as pictured on Pg.-4 of this newsletter.

Lancopex Retrospective Cont from Pg. 2

church youth group to help the dealers load and unload their vans. A dealer recommending adding more space (place the exhibits in the lobby) to allow for more dealers. One noted that he only made one third of what he made at Lancopex when it was on Sat/Sun.



Sara Mylin, Len & son at Tri Star Snacks

What's special about Lancopex?: Excellent show organization and implementation.

- Friendly customers and show people (2).
- Great people (3).
- Good customer base.
- Great location (2).
- It is a good show climate among club members, dealers, and guests.
- Jim Boyles.
- Quality of the exhibits and space set-ups for the dealers.
- I just enjoy being here.
- An excellent venue-great friendly club members.
- The show exceeds everyone's "social needs" through collecting.

How does Lancopex compare to other stamp shows of a similar venue on a scale of 1-10 (low to high)? The 2012 mean was 8.43. This is a little lower than the 8.55-8.8 the last few surveys though this was not significant.

One dealer was hoping that closure of **Some Sunday Stamp Shows** in December would bring more business overflow to Lancopex.

Club Notes: Programs/Hosts & Stamp Shows

2012 Programs and Hosts

9 May: Spring Club Auction. **Host:** Diane Meek

13 June: Postal Card Series of the 1970s-Patriots. John Brownell. **Host:** Ron Hess

11 July: U.S. Telegraph Stamps. Don Smith. **Host:** John Brownell

8 August: Picnic. No Host

12 September: Fall Club Auction. **Host:** Lou DiFelice

10 October: Congressional Exhibit of Signed Covers. Joseph Pitts (R-PA-19th). **Host:** Lucy Eyster

14 November: The USPS: The Present and Future. William. P. Snyder. **Host:** Lou Leidig

12 December: Dinner. No Host

2013 Programs

9 January: Winter Auction

13 Feb: ATA DVD: Americana: Collecting the Presidents.

13 March: The Sharples Co.: Philatelic & Deltiologic Edification. Bill Schultz

10 April: Peel 'n Stick; Lancopex Prep

Local Stamp Shows

Nojex: McClean, VA, Fri-Sun 1-3 June.

Scopex: Bellefonte, Sundman Hall at APS: Sa/Sun 16-17 June.

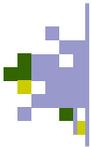
National Topical Stamp Show (American Topical Assn): Fri-Sun 23-25 June at the Host. All day bus trip to APS. (See Pg 2.)

Lancopex Awards

Club Member Wins Gold & Silver

Moline Plow Company by **Richard Colberg** won a Gold and the PSLC Award.

Lititz, PA Postal History by **Richard Colberg** won a Silver and the Woman Exhibitors Sterling Award.



Musings: May-2012

Selling your stuff, Part. 2

At some point we all think about the disposition of our collections whether philatelic, numismatic, deltiologic, or other. We seek a good home, one where it will receive as much TLC as we provided ourselves. Further, we desire a fair price for our lifespan labor of love.

Last month, I briefly listed some means to dispose of a collection along with the importance of choosing wisely how we go about this. Further, it is paramount that we have a realistic idea of what we have as to catalog value (the ideal) and an estimate of what we would get for our materials (the real).

Some of our collections contain stamps with a catalog value of 20¢, and this will increase to 25¢ with the 2013 *Scott's Catalogues*. The same is true with some of our covers, especially first day covers, even those from the 1940s! Here we may receive only 10¢ to 50¢ each.

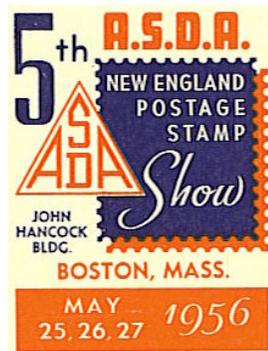
Something that I have been writing over the years is to set apart the pricey stuff in our collection(s) from the mundane. This would make it easier for our executors should we suddenly go over to the other side.

In the April Newsletter I referred to editor John Leszak's column in the January (2012) issue of *Mekeel's & Stamps* magazine (pgs. 6-8) where he provides a dealer's perspective of buying a collection or parts thereof.

One of the dealer's prime commodities is **time**, the time needed to pre-

pare a purchased collection to sell. The dealers need time and place to sort out what was purchased. He/she must research it, organize it (stock pages, sleeves, glassines, and more), price it, store it, transport it, and finally sell it and pay the tax man.

The more one can do now for her collection, the more likely the dealer can evaluate it on the spot and make a decisive offer. If a lot of labor is needed, the offering price will be lower. If the good stuff is set aside in one album or box, the dealer will not have to sift and search to locate it. (Keep the 20-25¢ stamps and the 50¢ covers far away.) Fur-



ther, when he/she gets home with it, much of the work is done.

One experience Leszak shares is when a collector presented a decent collection and asked for 18.5% of catalog value or \$2,450. He related that other dealers only offered 15% over

the phone. Leszak looked at it and offered \$5,200 (or 32%! The collector was astonished. But Leszak saw some great stamps and knew he could turn them over quickly. At his next stamp show, he sold the collection for \$5,500, a quick \$300 profit requiring little work. He was willing to accept less profit for less prep time for the sale.

In another example, Leszak comments on two brothers with identical material. As they grew up in the 1950s and 1960s, their savvy father bought each of them sets of select worldwide stamps. One brother kept his well organized and in good condition. The other brother did not. When their father died, they decided to sell. Despite equivalent holdings, Leszak offered the first brother twice as much for his stamps as compared to those of the brother who was less careful. John estimated that he would need at least 100 hours to prepare the lesser cared collection for sale.

What goes into dealer's thinking when deciding to buy a collection? Leszak lays it out:

- 1.) **Will it be easy to sell?** Does he know a buyer? Will there be a profit? If there is not supportive evidence here, the dealer may decline the purchase.
- 2.) **Is the material in good shape?** Is it a mess? How much

work will be needed to put this material in a salable condition?

3.) **How much similar material has sold in the past?** Has he made a profit on it? How much of it does he already have in stock? Do a lot of collectors already own this material? If he buys it, will it sell quickly or could it sit around for years?

Some dealers accept material that is already priced, but this should be based on recent catalog values. Leszak once had to reduce his offer when he realized that the prices on the cover sleeves were made with indelible marker and were way too high. He had to remove all the sleeves, purchase new ones, and re-price them all for sale, necessarily taking much more time.

So is there really a formula for the value of a collection? Perhaps Leszak sums it up (Pg. 8): *"The Secret formula for buying or selling stamps is based on supply and demand sprinkled with the popularity of the material for sale, blended with a cup of knowledge and a pinch of serendipity and a full measure of pure dumb luck. If anyone tries to use a mere percentage of this formula, the recipe will be spoiled."*

There you have it, PSLC members. Now let's examine our collections for both fun and profit. Ed. □



This document was created with Win2PDF available at <http://www.win2pdf.com>.
The unregistered version of Win2PDF is for evaluation or non-commercial use only.
This page will not be added after purchasing Win2PDF.