

Phila-telling Around

MEETINGS - 2ND WEDNESDAY OF EACH MONTH
STAUFFER MANSION - 7:30 P.M.
1241 Lititz Pike, Lancaster, PA 17601
Next Meeting - Wed. JUNE 8, 1994

FOR INFORMATION ABOUT OUR ORGANIZATION
CALL MARILYN SHIRLEY (717)872-2479 OR
MIKE SHIRLEY(717)394-0186

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JUNE 1994

June Hosts

This month we have several hosts and hostesses. They include - MIRIAM AMERDING, TRUYDE GREIDEN, MARY HUSSON, MARILYN SHIRLEY, JIM LYMAN, DICK SHAFER, MIKE SHIRLEY, AND DAVE STRAYER. A special "Thank You" is extended to this committee for their fine food and clean-up cooperation.



At one of our club meetings JIM LYMAN was heard to comment "I haven't exactly made the greatest impression in my field. You've heard of *Who's Who?* Well, I'm in *Who's He?*"



JUNE PROGRAM

ANYTHING BUT STAMPS NIGHT

The big night will fast be upon us. We hope that you have put together a display and are ready to tell us about it. Bring your spouse or a friend and encourage him/her to participate. There will be an award for best in show for a member and one for a non-member. The winning exhibits will be judged by a panel of three, drawn by lot.

The evening's schedule is as follows:

- 7:00-7:30pm - Set-up Time
- 7:30-8:00pm - Welcome by Club President
- Viewing Displays
- Noshing (Throughout the Evening)
- 8:00-9:00pm - "Show and Tell"
- 9:00pm - Awarding of Best-in-Show ribbons and Gifts.
- Drawing for Door Prize

We are already aware of some unusual items that will be on view, so don't be bashful, bring yours along and add to the evening's fun. If you don't have an interest in anything but stamps, come anyway. You never know when someone else's passion may inspire you to try a new pursuit. See you all on the 8th of June.

MAKE COLLECTING PAY WITH MARKETMAN
(Article from GLOBAL STAMP NEWS)

PART II

Let's look at some more interesting items. In 1952 the first anniversary of Laotian stamps was marked by a souvenir booklet containing specially created miniature sheets, each containing one value (the 3.30p airmail is omitted as this was not part of the original 27-stamp issue). The booklet should be in fine condition, the sheets uncreased and without tropicalization of the gum, and there should be a slim paper binding band holding it together, which can be slipped off easily to check the contents. Do not buy without this!

I must tell you a little now about proofs and other special sheets. The artist himself pulls a very small number (from 6 to 24) "artist's proofs" to check his workmanship before the original die is hardened. These are always monochrome and may show only part of the design; often they are signed, and they are rare and always worth buying when seen.

Later, "deluxe proofs" may be printed in full color, sometimes from the original hardened dies and sometimes from later printings. These usually have all values of a set on one sheet, they have the printing house name at the bottom, they are fairly limited (at least 200 as a rule) and so far as investment goes you can take them or leave them; their following is small, but many collectors find them striking and scarce enough to be desirable.

Later, the entire sheet-printing plates are used to create what are wrongly called "color trials" (wrongly, because the colors are known in advance) and these come in imperforate strips on stamp paper with different color combinations.

They are purely speculative and I do not recommend them, but they do have more following than a final category of oddity: the imperforate sheetlets containing four copies of each stamp only. The deluxe prints are mostly for presentation to notables and are on stiff card; these rather dull sheetlets are prepared to sell to ill-informed speculators and should be shunned.

For some Laotian stamps, proper miniature sheets exist, and these are always collectable. The 1963 Freedom from Hunger sheets exist in two forms - on white paper it is common, on yellowish paper scarce and worthwhile. The 1962 Anti-Malaria and 1964 Phra Vet sheets were never placed on general sale and are scarce and very worthwhile. Don't overlook the imperforate 1962 Philatelic Exhibition sheets available at the exhibition itself - the set of two is listed normally at the same price as the pair of perf sheets but are in fact far scarcer.

The 1952 UPU Admission set exists with diagonal red lines surcharged across the design; these were sets supplied to the UPU, but they do come on the market occasionally and are worth picking up, as are three regulars - the 70¢(1951, 80¢(1952) and 10pi(1951) - which exist with "Specimen" overprints and were provided as gifts with the magazine France-Asie at that time.

Apart from the 1954 Jubilee and 1956 Buddhist Anniversary, all the stamps are still quite cheap. However, most stocks in dealers' hands have been hinged, or are printed off-center: refuse these completely, no matter what discounts you are offered or what claims may be made about the availability of better copies. You are not simply filling gaps cheaply - your aim is to create a collection, carefully assembled and protected, which you can always be proud of. If you think this is perhaps too restrictive, let me explain one small but important fact to you.

When a dealer is offered a collection to purchase, he immediately does two things. He flips through to see whether the "key" stamps are there - for he can always fill lesser gaps, the value lies in the few goodies that are always in demand. And when he sees those goodies, they are the stamps he always checks out carefully. If they are badly centered, or hinged, or in any way less than perfect, he immediately downgrades the entire collection. After all, if you don't care enough about the good stamps, he figures, you are going to be even less careful over the rest. It's always the presence of fine examples of all the top stamps in any album that established its value.

I have a friend, a keen philatelist of many decades experience, who has built up and sold many a fine one-country specialized collection. He now has quite a large sum of money available at any time to begin a new one, and is quite ruthless in selling off earlier ones to subsidize his new interest. His aim is simple, and unlike that of most collectors I know. It is also the most sensible rule I know for an investor.

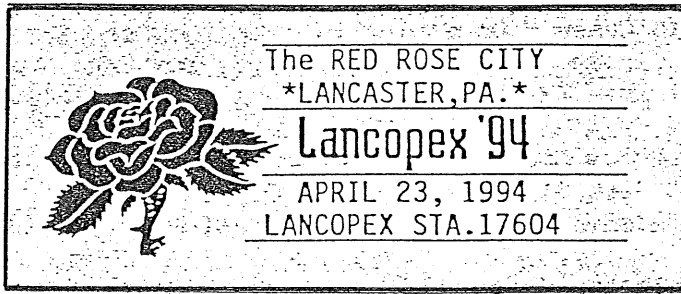
He studies the country's stamps and postal history carefully first, and figures out what is the very most expensive single item. This he buys first: he calls it "breaking the back of the collection."

Once he owns the costliest item, he says, "I can relax and enjoy building up the rest, because I know if I've chosen well I can sell that one first purchase for enough to cover the cost of nearly all the rest, when I decide I have had enough pleasure out of it".

That is because as a general rule very valuable, very scarce items always rise in price far, far faster than cheaper and more common ones. Most collectors start at the other end - they buy cheaper sets and gradually work their way up, while the rarities move every year further and further away from their reach. Yes, George's system does involve having one large sum to spend. It also involves having great faith in your own ability to pick the right country, and the right item, at the right time. That's what sensible investment is all about.

NOTICE

The June meeting will be held at Stauffer Park as usual BUT not in the Mansion. We arranged to have our "Anything But Stamps" program to be held in the CARRIAGE HOUSE which is just across the walkway from the Mansion. In fact, you pass the Carriage House to get to the Mansion. You are in for a treat. Wait until you see it. Plenty of room - We could accommodate a hundred if we had to. The rent for the night is the same.



LANCOPEX '94

A month before the scheduled show, Park City Mall had informed the club that the space allotted to LANCOPEX would be cut in half because more kiosks were being installed.

Dealers were told that their spaces would be cut accordingly. While all of the dealers brought less material to sell, they were in accord in their belief that they still had as much display space as they enjoyed at other stamp shows. Unfortunately, the lighting was relatively poor and dealers had to depend on small table lamps to illuminate their wares.

The fifteen dealers present were satisfied with their sales and indicated they would return for future shows. Cover specialists occupied three of the tables, the rest carried U.S. with a representation of worldwide material. Security was not a problem as no reports of shoplifting were received.

Cards were passed out with space for the recipient's name and address plus a small questionnaire. They were rewarded for their cooperation by having a chance to win a

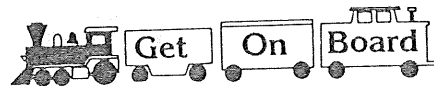
philatelic prize in a drawing to be held later in the show. The idea was to determine how many people were passersby mildly interested in the show and how many people came specifically to view the stamp exhibits and to buy from the dealers. The results should be available at the July business meeting.

Many hands were available for setting up and tearing down but the number of people on hand to man the various tables thinned out each afternoon. Particularly missed were the Greiners' operation of the Youth Table. At least one new member was recruited and there is a possibility of more.

The number of exhibition frames was also reduced to 32 with maybe half of these devoted to young collectors. A surprising number of people lingered over the exhibits. Oft times, at many shows, the exhibits are ignored as attendees crowd around the dealers' tables or the U.S. Post Office booth.

It was thought that special cover sales were down, possibly because there were three different ones available. The club made a faux pas in attempting to sell T-shirts in addition to mugs that were left over from a previous LANCOPEX. It seems the club was in direct competition with a store selling these items, without however, the specialized logos and inscriptions of LANCOPEX. One wonders if a more generic inscription might be used on these items making them timely year to year. After all, a mug commemorating LANCOPEX '92 for a T-shirt extolling hardy members of the club who braved the snow storms of '94 will not seem fresh next year.

At the May meeting a discussion of possible sites for LANCOPEX '95 were discussed and mostly discarded. A suggestion to double the amount of dealers to generate more revenue was voted down when it was pointed out dealers would be unhappy since their sales might be cut in half as a result. Another problem, a different site would not generate the large number of shoppers passing through the show. One more kiosk would just about seal the fate of LANCOPEX at Boscov's Mall. Anyway, the committee responsible for staging LANCOPEX '94 wishes to thank everyone who participated for their support and hard work making the venture a successful team effort.



SPECIAL WELCOME to our new member of our club -- MR. THOMAS PANTANO, 324 Susan Avenue, Strasburg, PA 17579. Please make an effort to search Tom out at our next meeting and welcome him.

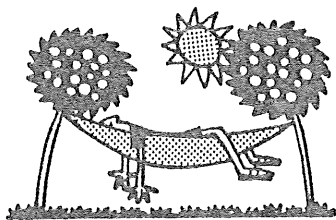
"THINGS BETTER LEFT UNSAID"

Murphy hadn't been to confession for twenty years and he decided to go. He said, "Bless me Father, it's twenty years since my last confession." The priest thought, my God, we're here for a week. The priest said, "Get on with it," and after three hours, he was still going strong.

The priest was falling asleep listening. Just then the priest left the confessional to answer a sick call, but Murphy didn't know he was gone.

After six hours, Murphy finished his confession, looked up and saw that the priest was gone, and all he could see was the fellow in the opposite side of the confessional. Murphy said, "Where's the priest?"

And the fellow said, "I don't know but if he heard what I heard, he's gone for the police."



Dopey and Sneezy recently engaged by the Newsletter Staff as proof-readers abruptly resigned after working on one issue. Citing burn-out, overload, sudden myopia, deleterious tremors, meltdown - They left unceremoniously late one night after correcting the first page of the May Newsletter. Wi Wisk Thim Weill!

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