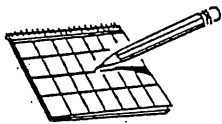


MEETINGS, 2ND WEDNESDAY OF EACH MONTH
TIME: 7:30 P.M.
LANCASTER TOWNSHIP COMMUNITY CENTER
Lincoln Highway West, Maple Grove
Lancaster, PA 17603
Next Meeting - Wed. January 10, 1996

FOR INFORMATION ABOUT OUR CLUB
CALL MARILYN SHIRLEY (717)872-2479
OR MICHAEL SHIRLEY (717)394-0186.

VOL.7, # 1 NEWSLETTER FOUNDED SEPTEMBER 1990 JANUARY 1996



From the President

GREETINGS,

Happy New Year!! As we begin 1996 so begins my term as LCPS president. I am very excited and enthused. We begin the new year with a new meeting place after many years meeting at Stauffer Mansion. As you already know, our new home is the LANCASTER TOWNSHIP COMMUNITY CENTER. I hope you can all make it to the meeting so you can all see our new home. I for one am excited because I have not seen it yet.

This being our first meeting this year, I plan to outline what we hope to accomplish this year. I will be open to any suggestions and ideas as what you want as club members. Some of the events that I hope to accomplish as a club are the Stamp Show, Dealer Bourse, bus trip to any major show or museum, picnic, Christmas party, or any other event you want to do as a club. Also, I plan to have a lot more stamp auctions, because I believe there is a great demand for stamp auctions in this area. So I hope to see you all at the meeting and bring a friend if you like.

PETER S. BILLIS



The host and hostess for the JANUARY meeting will be MIKE SHIRLEY AND MARILYN SHIRLEY. (I heard thru the grapevine they are serving snowballs and icicles.)

JANUARY PROGRAM

BUSINESS MEETING
AND
PLANNING SESSION

THE 1995 CHRISTMAS PARTY

What might be the start of a new tradition was begun this year as the Christmas Party was moved from the Brunswick Hotel to Willow Valley. Some forty-eight members and guests mingled over punch and snacks before sitting down to a family style dinner, twelve to a table.

The entrees were platters of Roast Sirloin of Beef and Chicken Cordon Bleu served with bowls of dried corn, scalloped potatoes, French green beans and rolls and butter. For dessert were chocolate ice cream and angel food cake.

DON WEBER served as M.C. with DICK SHAEFER giving the Invocation. BRETT NEWSWENGER, FRED and MARY HUSSON'S grandson, entertained by playing both religious and secular carols on the piano. We were all amazed how BRETT'S technique has improved over last year. At his current rate of progress, he ought to be playing concertos come next Christmas. After an exchange of Christmas presents, according to Mr. Right's story read by MARY HUSSON, everyone settled down to listen to the Christmas Thoughts expressed by DON WEBER. We then heard from outgoing President MIKE SHIRLEY, who briefly reviewed his year in office noting in a tone of wonder how it could come and go so swiftly. If MIKE represented the "not-so-old order", incoming President PETER BILLIS, 31, represents the new blood which the club and, in fact, any organization, needs to perpetuate itself. He has a number of innovations he wishes to pursue in 1996. We should all back him up and make 1996 a standout year for the club.

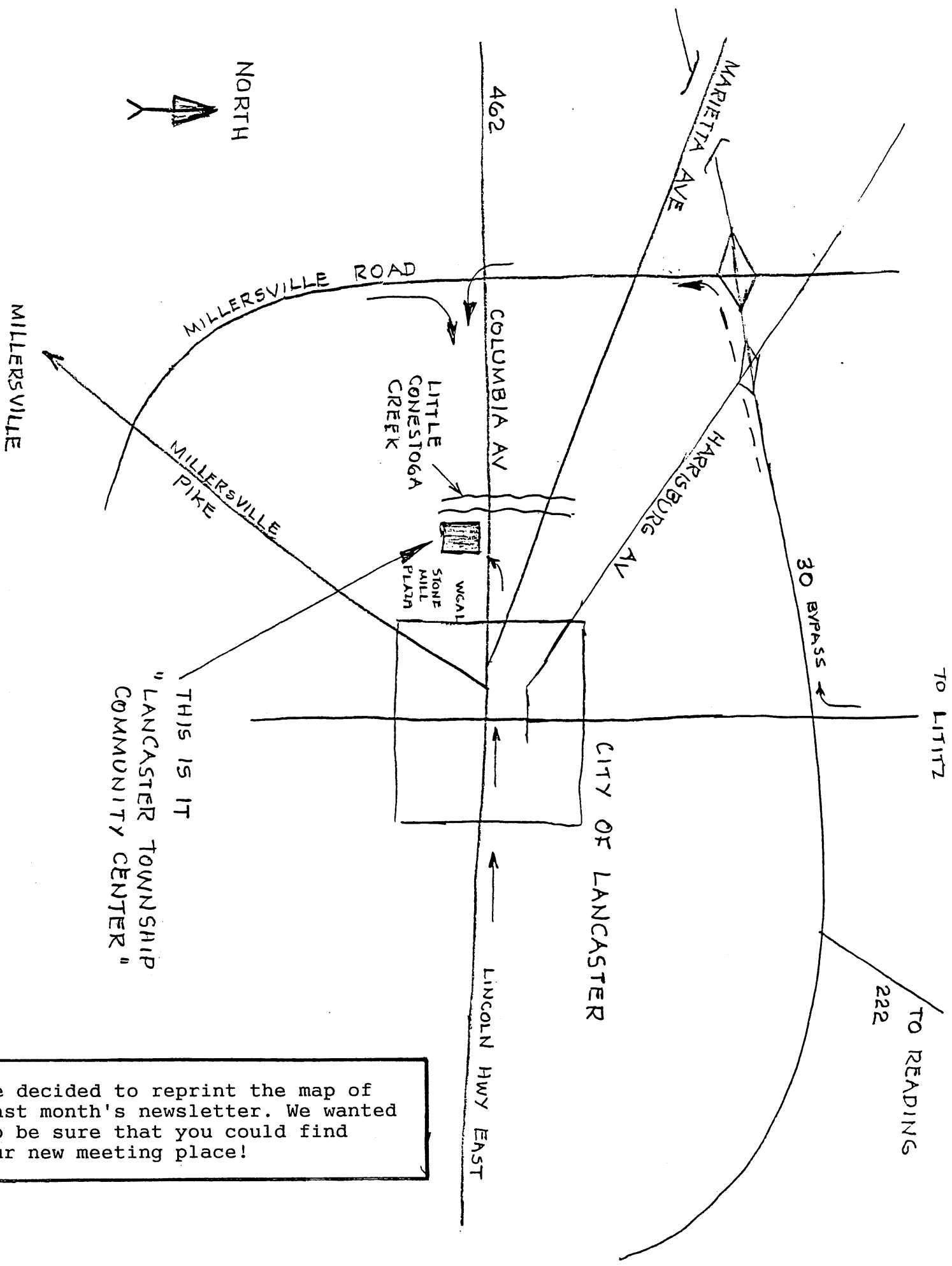
We played games with paper and pencil, the first involved matching a column of country names with another column of holiday greetings in their native tongues. In the second game one had to guess in order which holiday received the most greeting cards. The final and most difficult was to associate a characteristic of some twelve cartoon character children with pictures that would rhyme - for example, a pictured of a child with mittens would match one of two kittens.

Finally, when it was announced that JESSIE ALLISON would play a selection of carols to which we could all sing, LUCY EYSTER hopped from table to table hastily handing out song sheets containing the lyrics of many favorite carols. Unfortunately, JESSIE'S program didn't include any of them. With a HO-HO-HO and an exchange of holiday greetings we then departed in a mellow, sentimental mood even though the punch was non-alcoholic.

The Christmas Party Committee did an outstanding job and we should all feel indebted to them for making our "evening out" a pleasant experience, so let's hear it one more time for LUCY EYSTER, MARY HUSSON AND HARRY RAPP. From the cleartoy candy basket table favors, the professional looking program, to the games we played and the run involved in the exchange of presents, the Committee did an outstanding job ... and so another year ends and a new one begins.

REMINDER 1996 DUES

Another year! Another dollar! Yes, it's that time of year again -- time does fly! We are asking you to pay your yearly dues of \$5.00 at the January Meeting. If you cannot attend or forget your checkbook, please make checks payable to L.C.P.S. and send them to DICK SHAEFER, 1861 Beverly Drive, Lancaster, PA 17601.



THIS IS IT
 "LANCASTER TOWNSHIP
 COMMUNITY CENTER"

We decided to reprint the map of last month's newsletter. We wanted to be sure that you could find our new meeting place!

TO DEAL OR NOT TO DEAL

BY R. WINSTON HARRIS

Editor's Note:

What collector has not, when viewing bulging stockbooks, shoe boxes of stamp-filled glassines, sheet files, filled with "investment" mint panes of U.S. Commemoratives, toyed with the idea of becoming a stamp dealer? Especially so, if one also has a spouse at every opportunity saying "When are you going to get rid of that stuff?" Visions of your untimely demise (in your case it would seem untimely if you lived to 102) flash through your mind and you can visualize your grieving spouse calling in the local junky and selling everything by the pound, after all, paper is bringing \$225. a ton. This is all just a prelude to the following article which strips the glamour and illuminates the pitfalls in being a novice dealer.

** ** * * * *

There is fun and fortune afoot in rare coin or rare stamp dealing. And may a collector has successfully converted his or her hobby into a full-time occupation. You may be wondering if you too can become a rare coin or stamp dealer. The answer lies within you and only you can answer the question. The collecting of coins or stamps offers its own rewards. It doesn't matter if it's the knowledge of history and far-off places that attracts you....or whether your fulfillment comes from an interest in the engraved arts. ..or if it's purely your fascination with the tremendous dollar profits in coins (stamps) that tunes you in. All of these things not only make you a good candidate for an avid collector, but also a potential future dealer!

I've often been asked by serious collectors "What must I do to become a rare coin (stamp) dealer?" First, I suggest a close scrutiny of one's personal motives before anything else so that you can determine "is dealing for me?" It is a terrific business...but one you should not enter without considerable forethought. The dangers are many...but the rewards second to none.

Are you the kind of person who is willing to SERVICE other people's interests at your inconvenience? Do you understand fully that successful dealing can only be achieved through REPEAT business? Are you willing to read untold thousands of articles on coins and/or stamps just to keep yourself tuned in? Are you willing to help others resolve their collecting problems? If you can honestly answer "yes" to these questions...dealing is undoubtedly your calling.

Previously published figures indicate that more than 90% of all people entering into the rare coin or stamp professions are OUT-OF-BUSINESS in less than six months! These failures continue for a variety of reasons ranging from overestimation of one's coin or stamp interest to a general misunderstanding of how important BUYING is to successful dealing.

I once read an article which claimed that some 89% of all coin dealers were found to be the THIRD CHILD in their families. The article went on and on but did not attempt to explain why his interesting statistic had occurred. My thoughts are that perhaps the third child in a family tends to learn "value" and "quality" (important dealer traits) quickly and more dramatically than other children because of "hand-me-downs". When you think about it, with two children, "hand-me-downs" do not often occur because the children are often of different sexes. However, with three children, numerous "hand-me-downs" result ranging from clothes to beat-up bikes. This early exposure probably makes the THIRD CHILD more aware of quality differences...better preparing him or her for coin or stamp dealing.

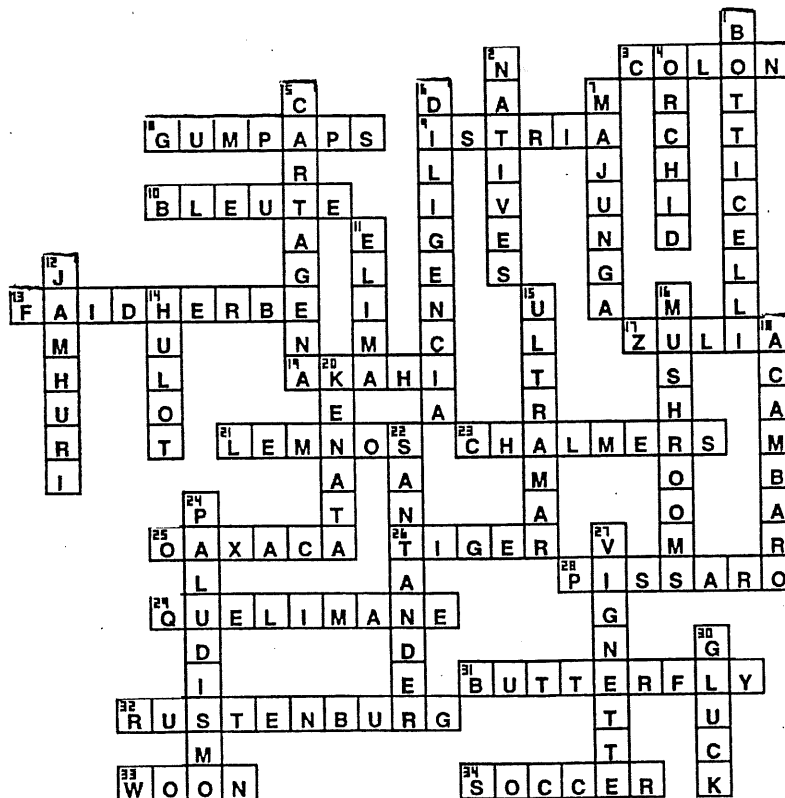
If you are an avid collector, it is quite natural for you to think of yourself as becoming a full-time dealer. What better avocation could you have than mixing your hobby with your job? And, if your interests are to WORK HARD and you are willing to SERVICE each client promptly and fairly, you are sure to be a huge success.

Recently, inexpensive books begun to come out on the "How To" of coin and stamp dealing. I've personally found the books of Mr. George Heath, a very successful coin and stamp dealer, to be well written, reasonable prices, and of real value to hopeful dealers.

My personal tip to hopeful dealers is to first investigate the business by reading extensively about their hobby. Next, consider starting out on a part-time (Vest Pocket) basis ...with small investments at first. Always try to attract quality material for your inventory and selling will present few problems. Learn to BUY meticulously...since your profit is determined mainly by how well you buy. Decide later whether it is a full time dealing job you really want...or simply a wholesome pastime one.

Yes, dealing can be and is a lot of fun. It's also hard work...but a labor of love. If your interests are there...rewards will be more than worth it.

Note: This will be a 3-month series of articles relating to one another - (Next Month - " Advertising - Success or Failure")



This is the answer to last week's puzzle. I only answered 2 definitions without consulting "Scott's"! This mind-bender is courtesy of "The Curcuit", May-June 1995 issue.

ATTENTION ALL
L.C.P.S. MEMBERS

This month our meeting will be held
at our **NEW MEETING HOME!**

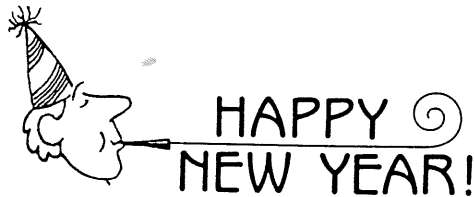
Please consult the map in last
month's newsletter for directions to
the Lancaster Township Community
Center located at Maple Grove on
Columbia Avenue just west of WGAL-TV
station. Meeting time 7:30 P.M.

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MARILYN SHIRLEY, Data Processor
MIKE SHIRLEY, Graphic Arts/Layout

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JANUARY