

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., September 11,, 1996

FOR INFORMATION ABOUT OUR CLUB
CALL MARILYN SHIRLEY (717)872-2479

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GREETINGS,

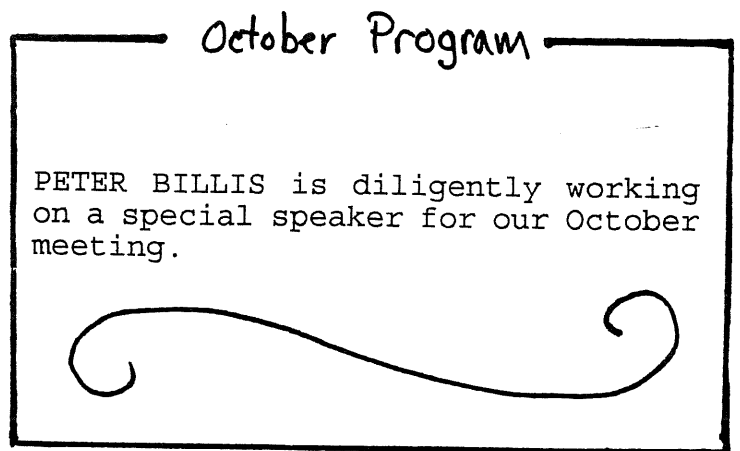
How is everyone enjoying this cold autumn? Before you know it there will be snow on the ground, which means we will all be locked in our homes working on our stamp collections. I am sure everyone who was at our last meeting found something of interest in the large group of stamps Leslie brought in. For those who missed out, I understand we will have a group of stamps to pick from again in our November meeting. It was a lot of fun and a big success last month. Also, I would like to remind everyone to think about becoming officers because in our November meeting we will be electing a new Vice-President, Secretary and Treasurer.

At our next meeting the program will be a speaker talking about something of interest to everyone. I also want to make an announcement about our next stamp show. It will be on MAY 3 & 4 of next year. Jim is going to say more about the show. I hope you will all make it to the meeting.

Peter Billis, President



Our host for October will be JIM LYMAN. We're looking forward to some "Halloween Treats" from JIM.



JUST FOR YOUR APPROVAL!!

Haven't you been tempted at some point in your stamp collecting career to answer one of those ads in Linn's that reads "100 different Art stamps or 50 large stamps from 50 countries only 25 cents, approvals accompany." You probably never considered the trials and tribulations the person experiences when working "after hours" on his kitchen table, knee deep in junk stamps and operating under the nom de plume of the Ajax Stamp Company. Chances are not one neophyte approval dealer survives a year in this perilous business. Read what a veteran successful dealer has to say on the subject:

APPROVAL QUACKS

Col. Gary Wilson

After being an approval dealer for over 22 years, I have run into just about every situation that any approval dealer may come across. Although I always state in my ads that new customers should supply a want list and/or areas of interest, seldom do. Only after I receive their returns do they let me know that I have sent material out of their collecting area, so therefore your first selection is more or less a lost cause.

I have had customers that only collect red stamps and customers that only collect stamps that were issued on their birthday or some occasion.

The best return came from a collector who I sent stamps to which had no gum as they were issued that way. The customer returned the selection stating that they would not buy the stamps because of the missing gum. OK, I guess he wanted the rare regummed variety?

Several years ago, I had a customer that whenever I sent long sets on approval, the customer would remove several of the stamps. I didn't find

out until I would send the set to another customer and he would advise me that stamps were missing. I don't have time to check every set but then I did start checking until I caught the culprit. I never suspected this man as I always sent him over \$500. in approvals per selection and he would always purchase \$100-\$300 from each selection. He had been a customer of mine for over 5 years, so I never suspected him, but sure enough, it was him and after I confronted him with this fact he quit buying approvals.

I also allow my better clients to carry accounts with me and with each selection I advise them of their account balance. This works great for me as it insures me of a monthly income so I don't have to depend on other purchasing selections. However, this can certainly backfire. I allowed one customer's account to exceed \$1,000. and he wrote to me and said not to send any more approvals. I maintain excellent records and when I showed him his balance, he said that he didn't owe me any balance. He has yet to pay anything and I am in the process of having him expelled from the APS.

Occasionally I have some trouble with new customers returning my approvals. I furnish them with a preprinted return envelope but some will still claim that they returned my stamps. I normally write back and state that I will report them to the postal authorities. I have caught 3 this way!

On occasion you will receive requests for approvals which are well written with references and an APS number. Better check these out, as many of them are false APS numbers. One time, a person requested approvals and gave me a 3 digit APS number as a reference while another a 9 digit number. I simply throw these into file 13.

Another approval quack requested approvals and sent an extensive want list for French Colonies. I proceeded to go through my inventory and worked up a very nice selection for him which I forwarded. A few days later he returned every stamp stating that he has changed to British Colonies. File 13!

Do I accept personal checks? You bet I do and so far not one has ever bounced in all the years I have been in business. However, I do occasionally sell wholesale to some dealers and unfortunately the same does not hold true.

Frankly, I cater to better buyers -- those who spend over \$50 or more per selection. I do this for a living and I have to run my business this way because the smaller buyers do not prove profitable. I have another dealer who services all my smaller accounts and I receive a percentage of his sales. This works out well for both of us and in this way everyone is happy, including the customer.

Now, don't get me wrong, not all my customers are quacks. In fact, the large majority are really very nice people and I have become close friends with many. But if you are in this business for any length of time, you will also encounter your share of quacks.

Approvals are really one of the best ways for a collector to build his collection as he can inspect the stamps in his own home, with no pressure. Unlike price lists, you never have to make refunds as whatever they buy they keep.

Is it work? Sure it is, but those checks look very good in your mail box and if worked correctly a person can make a very nice living or supplement his current income.

Would I do anything else? No! I work right out of my home and I am my own boss and have no one to answer to but my customers.

So, quacks or no quacks, let them come as I can handle or have encountered just about everything.

Happy dealing or collecting!

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NOTES ON THE SEPTEMBER PROGRAM

A stamp auction was supposed to be the program for September. No lots were submitted so the auction was not held. Fortunately, arrangements were made to purchase a stamp mixture from LESLEY BOTTE. Unfortunately, the stamps were dumped out on the tables before the meeting began, so it was first come first served. Nine members paid \$2.00 each for the privilege of going through the mixture taking as many stamps as they needed. Since the mixture cost \$40 and the club collected \$18, the club treasury put up the other \$22.

Should we secure another mixture, say for the November meeting, it should be held until the business portion of the meeting is concluded so everyone gets an equal chance at the stamps. Everyone who participated enjoyed themselves and added quite a few stamps to their collections at only .01 to .02 cents per stamp.

ON THE CAMPAIGN TRAIL!!!

Like birthdays and tax deadlines that time of year is at hand when we must select a slate of candidates for the offices of Vice-President, Secretary and Treasurer. New officers will be elected at the November meeting.

**THE TRIP TO THE
1996 PHILADELPHIA NATIONAL
STAMP EXHIBITION**

On Saturday, September 28, 1996 ten members and guests met at the Eden Theatre parking lot for the bus trip to King of Prussia. Alas, PETER BILLIS had problems securing the van so the group went to the show in private vehicles. LUCY EYSTER and LESLEY BOTTE went on Friday, the opening day. The show was held in a spacious, 40,000 sq. ft. Convention Center.

The area covered by exhibition frames immediately caught everyone's eye, there being 312 frames broken into 12 categories such as Thematics, U.S., Military Postal History, Italy, etc. A sparse crowd circulated through the exhibition area. In attendance were 81 dealers divided 50/50 between stamps and covers. Foreign material seemed to be prevalent 60/40 over U.S.

A great disparity in prices existed for the identical material so careful shopping was a necessity. A Youth Table was set up but few young collectors were in evidence. Many goodies filled the table with the usual box of stamps to be sorted, all free.

A minimal amount of food was available, mostly pizza and drinks. However, the Convention Center was part of the hotel complex and lunch was served in the dining room.

There was no auction, at least in the hours we spent at the show. Not much in the line of freebies such as stamp papers, periodicals, etc. The show was strictly for philatelic and related items. No jewelry, baseball cards, coins were to be seen.

The show was well attended and members all came away with new material to add to their collections. The floor area was well protected by a number of guards patrolling with walkie-talkies.

The shopping mall was not within walking distance as we had presupposed. It would have been necessary to drive three or four miles.

We stayed at the show five hours, too long for some, maybe not long enough for others. In any event, the show made for a pleasant day out.

LCPS OFFICERS

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LUCY EYSTER, Vice-President
MIRIAM AMERDING, Secretary
DICK SHAEFER, Treasurer

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