

PHIL - A - TELLING AROUND

PHILATELIC SOCIETY OF LANCASTER COUNTY  
POST OFFICE BOX 982  
LANCASTER, PA 17603

MEETINGS - 2nd Wednesday of each month  
STAUFFER MANSION at 7:30 P. M.  
1241 Lititz Pike, Lancaster, PA 17601  
Next Meeting - Wednesday, September 9, 1992

For information about our organization  
call Marilyn Shirley at (717) 872-2479  
or Michael Shirley at (717) 394-0186

Vol 3, No 8

FOUNDED MAY 20, 1938

SEPTEMBER 1992

PHILATELIC CONTEST

Write an article -- factual or fictional  
-- based on the stamps illustrated below.  
Please submit your article to the news-  
letter staff at the OCTOBER meeting. The  
winner will be announced at the NOVEMBER  
meeting. An award and a reading of the  
article will be part of the Christ-  
mas Party Program. The newsletter staff  
will judge the entries. Criteria for judg-  
ing will be for fictional, origin-  
ality, story line, style; for fact-  
ual, research, style, interest gen-  
erated. In all cases, stamp must be  
identified by Scott number.

You may use one or more stamps  
in your story, as it suits your  
purpose.



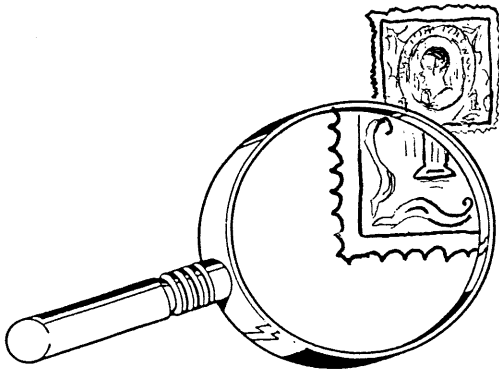
September Host

Jim Lyman will be serving as the  
September Host.



SEPTEMBER PROGRAM

President Lesley Botte has con-  
tacted her good friend, Auction  
Agent and Dealer, Victor Krevins  
regarding a slide presentation for  
the September meeting. After a  
conversation with Lesley's husband,  
Richard, we were told "Victor has  
slides of wonderful stuff most of  
us will never see!" This sounds  
like a meeting you will NOT want  
to miss.



If most collectors are like myself, when given the opportunity to buy a collection comes along, my reasoning powers desert me and, as with Croesus and his gold, I must have that collection to add to the umpteen thousands of stamps I already have. Invariably, I'll see one or two good items in the collection and convince myself I can't go wrong no matter how much I pay. To put buying a stamp collection in proper perspective, please read this article that appeared in the "American Philatelist" written by Bill Olcheski.

#### HOW TO BUY A STAMP COLLECTION

At some point in your collecting years, you will be offered a chance to buy a collection. The opportunity may come from a fellow club member, a friend, or an estate. This is a good way to build a collection if you follow a few simple rules.

First ask yourself if you really need or want the material being offered. If you have absolutely no interest in foreign revenue stamps, a collection of them won't be a good buy at any price.

Next consider how many of the items in the offered collection are already in your album. Although you may want a few duplicates for swapping, your money could be more wisely spend on new materials.

Know your seller. If it is a fellow club member, then you should have some idea of his or her reputation in the club. You should ask such questions as: What sort of material does he or she buy and sell at the club auctions? How knowledgeable is the person about the stamps of the area collected? Why is the collection being sold at this time?

Before you spend any time evaluating the collection, be sure you have a clear understanding with the seller that you will get the collection if your bid is acceptable. If you are dealing with a person who only wants an appraisal and has no real desire to sell, forget it. Such collectors will let you spend hours appraising their collection, then sell to the first person who offers them a few dollars more. Many dealers make free appraisals if they end up buying the collection. If the seller refuses the appraisal -- which is an offer to buy -- then it is reasonable for the buyer to charge an appraisal fee. This should be made clear very early in the process to prevent misunderstandings.

With those details out of the way, you are ready to begin. A quick flip through a few pages of the offered album will reveal much about the seller. Does the collection consist of mint or used stamps or a mixture of the two? Are the mint stamps hinged? This could be a major consideration as you put a value on the collection. Are the stamps neatly mounted? Does the collection include damaged stamps? If so, are they clearly identified? Are the stamps encased in mounts making it impossible to examine the backs of them without removing the mount from the page? Such mounts can hide a multitude of philatelic sins. The front of the stamp may look fine, but what about the unseen back? Is it thin, torn, or stained? Are you able to check watermarks and perforations?

A reader recently wrote that he purchased a beautiful collection of first day covers, all sealed in mounts. After he got the collection home, he realized that all he had was the fronts of the envelopes: the backs had been cut away before the covers were mounted.

The next thing to consider is the collecting habits of the seller. Look at sets, like the Famous Americans or the National Parks or the definitives of a year like 1938. If the collection was amassed during tight economic times, chances are good the collector will have only "short sets" of the key items. He might have the one, two and three cent values of the Famous Americans, but not the five, or ten cent values. The definitive set probably won't extend through the two and five dollar values.

However, if the seller acquired the stamps from friends and relatives rather than through purchases, you may find a gem. I have a family friend whose father was an optician in Florida in the 1920's. His trade was mostly with the Caribbean Islands. The glasses had to be shipped in insured parcels whenever they were mailed for repair or exchange. This required the sender to use high-value postage to cover the mailing cost. The optician was not a stamp collector, but he liked the colorful stamps and threw them into a cardboard box. Many years later his daughter was able to sell them to a stamp dealer who was happy to buy them for his stock.

The amount asked may be much more than you want to pay. If so, this is a good time to terminate the transaction. If you feel you can live with the price asked, take another look at the collection. Perhaps you will be able to sell some of the stamps you don't need and thereby recoup some of your investment. If the collection is strong in certain countries you may be able to sell those pages to a specialist in those areas.

If you are dealing with a large world-wide album, count the stamps on about twenty-five typical pages. Divide by twenty-five to get an average and then multiply by the number of pages. This will give you a rough idea of the number of different stamps in the collection. Since much of the collection probably will consist of common stamps, you can check the stamp publications for a general idea of what price is being asked for a collection of 1,000, 2,000 or 5,000 different stamps. Then make a reasonable guess about the value of the rest of the collection. Be honest and be fair. If you get a reputation for paying a fair price, you will be surprised about how many offers come your way. If the collection has some extra good stamps, be sure that your offer reflects your awareness of these stamps and their value. This will benefit everyone.

In addition, there often are opportunities to buy collections from dealers. The dealers constantly are buying collections, most of them for resale. The same general rules apply for purchases from a dealer as from a private collector. Look carefully at what you are buying and be sure it fits in with your budget and your collecting interests. If dealers know you are looking to buy collections, they often will take your phone number and give you a call when something interesting turns up. Often the dealer takes enough from the collections to cover his or her cost and then will offer you a good price on the remnants.

One word of caution. If the offer looks too good to be true, it probably is. If you are buying an expensive collection, be sure a knowledgeable collector looks over the collection with you. There are thousands of forgeries around. They look genuine to the amateur, but their value usually is far less than that of the real item.





Volunteer

Paul Westcott and/or Sarah Brown have chaired the Christmas Party ever since its inception. Sarah now feels it is time for others to take her place. She is willing to act as a consultant to the new committee. We hope that the club members will think about it. A chairperson and two assistants will be required. If you are willing to share the effort and your ideas, please see Sarah at the September meeting for a preliminary discussion.

The Veterans' Hospitals at Lebanon and Coatesville were contacted by Sarah Brown with a view of holding a stamp workshop at one of the facilities. She was thanked for the good intentions of the L.C.P.S. but the hospital representatives didn't think it would work out.



WHO, ME?



N O T M A F A U L T !!!!

The Newsletter Staff disclaims any responsibility for typos in the publication because we never get an opportunity to proof read the copy between the time Marilytn data processes the maeterial and runs it olff.

Don't forget, we are looking for a logo for the Newsletter masthead! You still have a few days before the meeting to get your sketch down on paper. Paste your drawing on a white surface 8½ x 11.

signed Him Lyman  
Sarah Brown  
Mikey Shirlee

## THE SUMMER PICNIC

On Wednesday, August 12, thirty-nine members of the LCPS and their guests gathered at the Manor Community Park, Pavillion No. 2 for an evening of good fellowship, food and games. No one was disappointed on any count. Maybe a future project for the club might be to compile an LCSP cook book to sell or give away at the LANCOPEX Stamp Show of '93. Everything was delicious from the salads, cooked dishes to the deserts. Ahhh, those two cherry cheese cakes, drool!

Everyone was asked to guess the quantity of nails, cents and the face value of U.S. stamps contained in three jars. The prizes for the closest tallys were to keep the contents of the jars.

Another game, definitely for the out-of-doors, involved two teams of ten players lined up facing their "opponents". The head of each line was given a full 2-liter Pepsi bottle filled with water. The players had to turn the bottles upside down and hold their thumbs over the mouth of the bottle as the players passed the bottles down the line. The team that retained the most water in the bottle was the winner. Each member of the victorious team was awarded an I.O.U. good for one LANCOPEX mug at the September meeting.

Marilyn and Sarah who devised and conducted the games, then called for fourteen male volunteers to sit around a picnic table where they were given a good-sized potato and a steak knife. The object was to peel the potato in one continuous curl before the curl broke. The trick was to peel the potato in a curl thick enough that it would not easily break and narrow enough that it would produce a lengthy coil. Jim Lyman and Dick Shaefer were the winners. Ben Heller's grandson, Ryan Detering won the prize for the smallest potato curl. Their prizes? An enormous potato! (As fitting, Ryan's prize was a potato "nubbin") A table game for all involved a sheet of

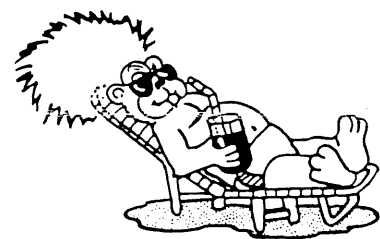
paper with the letters STAMPS down the left margin and the words "Countries, Automobiles, Flowers, movie stars, and cities" across the top. The one who filled in all the boxes first was the winner. Two prizes -- LANCOPEX mugs -- went to Dr. Neihardt and Jim Lyman.

The final game played, "inchy pinchy" had everyone form a large circle and each person turned to the one on the right and said "inchy pinchy" and squeezed his/her cheek. This was repeated twice more, on the ear lobe and nose. I don't think we'll give away how the winners were selected, or what their prizes were (mirrors??). However the names of the winners were our very good sports, Dr. Herb Tindell and Ben Heller.

The games ended with a "cake walk". Prizes consisted of cake pans, cake of moth crystals, cupcakes, pancakes and finally a real cake.

Dick Shaefer and Dan Anspach manned the grill, keeping a steady stream of hot dogs and hamburgers flowing.

A final thanks to Picnic Chairman, Bob Allison, Chefs Dick Shaefer and Dan Anspach and to Sarah Brown and Marilyn Shirley who provided the entertainment.



A special thank you is extended to the LCPS picnic committee for their cooperation and enthusiastic help with the August picnic. Everyone seemed to enjoy themselves.

Bob Allison  
Picnic Committee Chairman

AREA STAMP SHOWS

September 12-13 -- Harrisburg Coin  
and Stamp Show  
September 19-20 -- VALPEX 1992  
King of Prussia  
September 25-26 -- Keystone  
Federation Stamp Exhibit  
York Fair Grounds  
September 26-27 -- 1st Annual  
Sussex County Stamp Show  
Georgetown, DE

(Detailed information on the above  
shows can be obtained at the  
club meeting.)



We're a Friendly  
Bunch!

LCPS OFFICERS

Lesley Botte, President  
Dan Anspach, Vice-President  
Jim Lyman, Secretary  
Ben Heller, Treasurer

NEWSLETTER STAFF

F O R S A L E

September Special --- Unused,  
unsigned, U.S. Duck Stamps  
10% off.

--- Lesley Botte

Jim Lyman, Editor  
Sarah Brown, Researcher, Reporter  
Mike Shirley, Design Layout  
Marilyn Shirley, Typist



SEPTEMBER