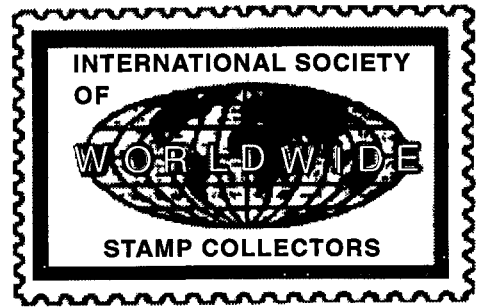


The Circuit

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The Official Journal of the International Society of Worldwide Stamp Collectors

Aspects of Rural Life of Zimbabwe

by Augustine Enabulele, S.J., (# 1463)

The majority of Zimbabwean people live in villages in the rural areas of the country. Most village communities consist of extended family groups under the leadership of a headman or chief. The villages are generally self-supporting in food, and each community also supports the many traditional activities that enrich the lives of the people both materially and culturally. Six of these activities are illustrated in this series of stamps. Other activities include building thatching, basket making and pottery, and are usually gender-based, being passed on from father to son or from mother to daughter. Since independence in 1980, many villagers have worked hard to build schools, clinics and dams to improve the quality of their lives.

CARVING

Functional carving skills produce a wide variety of selection of artifacts for village life, from weapons, bowls, head rests and wooden spoons, musical instruments, pestles and mortars and stools to delicately carved combs that are used as toilet items

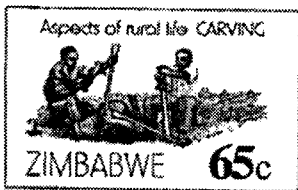


Fig. 1

and adornments. Craftsmen require not just a skill with their iron tools, but also a knowledge of trees and the different types of timber that are sustainable for each artifact. (Fig. 1)

WINNOWING

This is the process of separating the chaff from the grain. It is an activity that prepares grain and cereals for storage in the grain bins of the village. The granary (dura) is a very important building in the village, which has to secure the storage of food against the

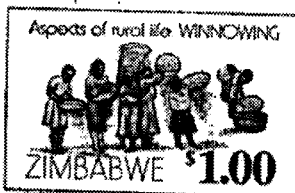


Fig. 2

weather, insect pests and wild animals. In traditional Ndebele culture, the granary enclosure contains both the threshing floors and the grain bins. It is recorded that the grain can be stored up in maximum of five years. Ndebele and Shona are the two major cultures and languages in Zimbabwe besides English. (Fig. 2)

DANCING

Among the indigenous peoples of Zimbabwe, dance is the most developed of all the performing arts. Dance and music are integral parts of the entertainment life of the village. Dance also has specific functions—for example, in the celebration of weddings, religious occasions, rituals, the harvest and other important



Fig. 3

times, and of the seasons. Several types of dancing are performed throughout Zimbabwe and these include mbakumba, muchongoyo, cinyabera and mbira. Dance music is provided by a range of different drums, percussion instruments, the mbira (a kind of hand piano), maimba (xylophone) and stringed and wind instruments. (Fig. 3)

PLOUGHING

The cultivation of land for agricultural purposes began on the highveld of Zimbabwe about a thousand years ago. The first

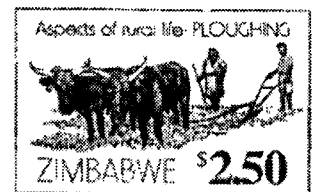


Fig. 4

See "Rural Life," continued on page 3.

**PLEASE NOTE—NEW
RATES FOR MEMBERS' ADS!
SEE DETAILS, PAGE 3.**

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Phone or send your questions to the appropriate volunteer. Please include a self addressed stamped envelope or an IRC for a reply. Please note: Editor does not mail out the Circuits. If you have any questions about your Circuit mail service, please contact Tom Fortunato or Tony Zollo. Thank you!

ISWSC President's Column

by Tony Zollo (#856), President and Executive Director, ISWSC

This will be the first issue of "The Circuit" in the new millennium. I first want to take this opportunity to say I hope you and your families had a happy and healthy holiday season and to extend wishes for the New Year, as well as for a wonderful new millennium!

The new millennium has significant tidings for our hobby. The increasing growth of email and the Internet will undoubtedly continue to decrease the art of letter writing and the use of postage as a means of communication. Added to this is the decreasing interest in philately by younger people, and an average age of philatelists that seems to be ever increasing. The decreasing subscriber numbers for *Linn's Stamp News* and other philatelic publications further supports these facts. This does not bode well for the hobby we all love.

The only way to defeat this trend is to actively market our hobby to prospective new philatelists. Surprisingly, one of the major factors in stamp collecting's decline is its largest hope of survival. By this I mean using the Internet to advertise philately to new participants. It is by far the best way to currently reach young people and other interested novices. The activities of the ISWSC and other organized philatelic organizations are critical in this effort.

The ISWSC's youth outreach activities were very successful under the efforts of Al & Millie Feinberg. Unfortunately, Al's untimely death left a void that

(See "President's Column," concluded on next page.)

REGIONAL SECRETARIES

These secretaries represent the ISWSC and distribute stamps to youth programs in their region.

Australasia

(Seeking to fill this position)

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“Rural Life,” continued from page 1.

implements were axes, which broke up the soil in preparation for the crops, such as millet. The use of manufactured ploughs drawn by oxen belongs to the modern era, while in many communal areas and



Fig. 5

on small plots of land, the soil is traditionally prepared using a badza — a metal implement with a broken handle. (Fig. 4)

This is a process of using mortar and pestle to grind cereals such as maize and sorghum, prepared foods such as dovi (peanut butter), and medicinal herbs. The average mortar is about a metre long and is made from softer wood than is the pestle, the wood of which is extremely hard. Pestles can be decorated with a carved band around the bottom section. The first recorded use of these domestic utensils is in the latter part of the sixteenth century.

(Fig. 5)

FETCHING WATER

The settlement of any area requires land for crops and a source of water, usually a river or stream. Traditionally women and young girls carry water from the river on their heads and bring it to the village for the purpose of cooling, cleaning and drinking. Water is stored in a large variety of special bowls and containers that keep it cool and fresh. (Fig. 6)



Fig. 6



“President’s Column,” conclusion:

has not been completely and permanently filled to this date. The efforts of Dave Nelson, John Rose and others have helped to keep parts of the program alive. However, there has not been any person responsible for the over all coordination and management of the program.

On the election of Jeff Hayward to the position of VP for Charitable Services, that void will be filled. Although the totals from the election are not yet in, we have achieved a quorum and Jeff is running uncontested for that important position. On assuming the position, he will be responsible for dividing up the various activities and re-invigorating our various charitable and outreach activities. I ask that anyone willing and able to assist him in this important activity contact him directly (see his address in the listing to the left).

I consider our outreach and charitable activities

Dues Information:

Single/Dealer/Club membership, \$10*

Youth membership (under 18), \$8*

Family membership (up to 4 persons in one residence), \$17*

*=plus 250 large commemoratives for the Youth Program or equiv. donation in US \$. Dues above are for one year and include six newsletters per year. You may sign up for three years at a time. For an application or further information send SASE or IRC to: ISWSC, PO Box 150407 Lufkin, TX 75915-0407 USA.

Advertising Policy:

For reasons of accountability, *only members of the ISWSC, APS or ASDA may place ads.* All ads dealing with philatelic concerns are acceptable. We reserve the right to edit out objectionable language. Advertisers are expected to respond to all inquiries, so be sure you can handle the responses before you offer to trade, buy or sell. If you have a bad result from answering an ad, contact the editor. We will try to resolve the conflict.

Display Rates (Camera Ready)* per insertion:

Full page, \$75**; Half page, \$40**; Quarter page, \$20**; Per column inch, \$5. Six repeat insertions of the same ad for the cost of five ads (one free). We will also offer a two-sided insertion for \$125 per issue. *Camera Ready means ready to paste up or scan and print. Reductions and typesetting extra. **Discounts for three or more insertions of same ad. Yearly display rates available. Write to ISWSC past president Tom Fortunato (see p.2) for special rates.

Classified Rates per insertion:

First 30 words, including name, address, and zip code are \$3. Additional words are 20 for \$1. NOTE: State abbreviations = one word. “PO Box 12345” = two words. Zip code = one word.

Make all checks payable to ISWSC in U.S. funds.

Send text and payment for ads to the Editor, Marian MacLeod.

For all addresses, refer to page 2.

to be the single most important activity of our society. I will ask Jeff for a column in the next issue of this newsletter with his plans and ideas for the program. I can tell you that has already begun thinking and planning and will no doubt re-create a program that even Al Feinberg would have approved!

So, as we enter a new millennium, the membership of the ISWSC will be in a position to give something back to our hobby and insure its continuation and activity. In doing so, we will all benefit from a secure and popular hobby!

Wishing you health, prosperity and many pleasurable hours of stamping.

Until next time...



Selling a Stamp Collection: What You Need to Know

By American Stamp Dealers Assn., Inc.

Things You need to find out before selling a stamp collection:

Did the collector spend substantial sums on the collection?

Ask yourself the following questions to help determine the value of the collection to be sold. They are the same questions that a dealer asks himself or herself before making any determination about the potential value of

as postal history in addition to the value of the stamp(s) attached to them. Historical value considers the writer or recipient, the place of origin or destination, the date the cover was mailed. They can also bear a design (cachet) or be a "First Day Cover" — one which is issued to coincide with the first-day-of-issue of a specific stamp, and carries that stamp on it.

your collection.

If the answer is yes, did the owner buy single items, packets, lots or collections? Can you determine how much money he/she spent or how regularly the owner bought? Can you find any bills of sale, invoices or canceled checks from dealers or auction firms? Is there an insurance policy or a will with instructions?

Are the stamps singles, pairs, blocks or sheets, or are they a complete unit (set) as issued — a series starting with a low value, with each following stamp increasing in value to a final high (i.e. 1 cent, 5 cents, 8 cents....25 cents....\$5)? If they are in larger multiples, do not detach or separate them, as stamps often have greater value as multiples.

These figures may be helpful, but one cannot depend on any of them. A collection which is made up of many low-priced items is not worth as much for resale as a smaller collection with a few high-priced quality items. The value of stamps, like the value of anything else, is what a willing buyer will pay a willing seller. This is never a fixed figure. The market fluctuates in varying degrees and at unpredictable rates.

The importance of condition cannot be over-emphasized. The tiniest tear, the most minute thin spot, the faintest crease, or the smallest stain can reduce a stamp to a fraction of the value it would have had in perfect condition.

CATALOG VALUE VERSUS MARKET VALUE

How is the collection stored?

Is it in albums, mounted on album sheets, or stock cards, or is it loose in shoe boxes or cartons? Does it list the catalog value or original purchase

What determines the value of a stamp collection?

Prices listed in a stamp catalog are revised yearly. A given stamp may be bought or sold above or below catalog prices, depending upon the condition of that particular stamp. Condition refers to freshness, color soundness, centering, gum, perforation, and margins.

price next to each item? Stamps should be stored with care in a dry place away from extreme temperatures, preferably in a bank vault or safe. See that the collection is handled as little as possible.

Condition refers to freshness, color soundness, centering, gum, perforation, and margins.

What is the condition of the collection?

Are the stamps mint or used? Are they attached to an envelope. If they are, leave them attached!

The sale price of a stamp varies depending on who buys it — retail shop owner, auction or mail sale bidder, dealer at a stamp show, or another collector. Each sector of the market has its own markup and price structure.

Mint (not cancelled) stamps are those which have not been postmarked. Postally used stamps have gone through the mail and bear a cancellation mark. Envelopes (or covers, as they are called in philately) can have value

The price paid for a stamp also depends on the role of the buyer — whether it is a retail shop owner, show dealer, another collector or bidder in a mail sale or public auction. When selling stamps you must remember that unless you sell to another collector or through auction, you will only obtain a wholesale price from a stamp dealer, since he must resell the collection at a profit or keep it in inventory until it is sold.

(See "Selling Your Collection," next page.)

"Selling Your Collection," cont. from previous page:**OBTAIN A PROFESSIONAL APPRAISAL****Estimating
the value of a
stamp collection**

A professional appraisal by a member of the American Stamp Dealers Association is recommended. ASDA members adhere to a strict Code of Conduct. They are responsible for reviewing your philatelic material and placing a fair value on the stamps, with regard to the quality and the current market price. Appraisal fees vary, depending on the appraiser and on the size of the collection. However, it is the practice of most dealers and auctioneers to waive the appraisal fee if the collection is subsequently sold to them or consigned to their auction.

An appraisal can be prepared based on several approaches:

1. Catalog value
2. Insurance (replacement value)
3. Potential auction realization
4. Retail (over-the-counter) value
5. Wholesale value (what the dealer will pay that day)

MAKE YOUR OWN INVENTORY

(Recommended only for those with stamp knowledge)

If you have some knowledge and experience in stamp collecting, you have an edge when selling a collection. Start by preparing an inventory or list of your stamps. The most common method of preparing a collection for sale is by marking in pencil the catalog value (keeping in mind that a catalog value is a guide and may not represent the true market value) of each stamp or row of stamps in the margin of the album page, according to one of the current stamp catalogs. (If you can't buy one, you can find one at most libraries in their reference sections.) It is important to note that many U.S. and worldwide stamps feature the same design, and can be incorrectly identified unless the collector is familiar with perforation varieties, watermarks, or color shades.

**Methods
of sale**

There are several methods of sale to be considered. The appropriate method depends on the nature of the collection, the value of the material, the preference of the person selling the collection, and some-

times the geographical location of the sale.

DIRECT SALE TO A DEALER

Selling to a dealer has two advantages. The seller receives an agreed amount of money immediately, and there is no fee.

CONSIGNMENT TO A DEALER

The seller can place the stamps with a dealer on consignment. The seller should ask for an itemized receipt, a minimum price should be set, and payout terms should be arranged before the collection is consigned. If possible, the seller should have photographs of any expensive stamps in the collection, and these should be made part of the receipt. A time limit, in writing, should be placed on the sale and on the payout.

CONSIGNMENT TO AN AUCTION HOUSE

Auction offers the greatest potential for the highest sale price. The customary fee to the auction house is 10% of the sale price. There may be a wait of a few months between the time of consignment and the date of the next auction. On a consignment of sufficient value, most auction houses will, at the time of consignment, give a cash advance against the estimated sale price.

OUTRIGHT SALE TO AN AUCTION HOUSE

This is the same as an outright sale to a dealer.

PLACEMENT IN A MAIL SALE

Consignment to a mail sale can be a way to dispose of a large number of items with a smaller selling price. Fees vary and the seller should inquire about all charges.

PRIVATE TREATY

Retail dealers and auction houses often act as agents to offer collections in their entirety for sale privately. Commission fees vary.

SALE AT A STAMP SHOW

Take the collection to a local or regional stamp show. There you can show it to several potential buyers at one time and obtain the highest price offered.

WHERE SHOULD IT BE SOLD?

When the decision has been made as to the appropriate method of sale for the collection, the seller needs to have assurance of the sound reputation and financial responsibility of any dealer or auction house. The seller should ask for references, and should contact the American Stamp Dealers Association to ask whether

(See "Selling Your Collection," next page.)