

The Circuit

AFFILIATE OF: APS & COPO

The Official Journal of the International Society of Worldwide Stamp Collectors

Looking Back: The Year in New Zealand Stamps

By K. M. Crowe (# 459)

New Zealand Post released a total of fifty-five (55) stamps in 1993 plus two (2) Health issues; a mix of the good, the bad, and the ugly! The January 1993 release of six Royal Doulton was disappointing in that the 45¢ internal letter rate featured a Toby or character jug (Figure 1) and even Doulton collectors admit these are very ugly jugs. The reason English pottery graces six New Zealand stamps was a New Zealand sponsored tour of the Doulton factory's collection of old wares. The 80¢ value (Fig. 2) does show New Zealand's Maori art on a cup and plate, but it was a set we could have done without.



Figure 1.



Figure 2.

and talking movies all got a stamp (Fig. 3).

Four stamps in March acknowledged 100 years of Women's Vote (Fig. 4). New Zealand was the first country in the world to grant women that right, although South Pass City in Wyoming (USA) had given women that same right back in 1869 and was nearly denied statehood for that reason!

The 80¢ bird definitive, sold only in booklets of ten, continued the bird series begun in 1988 and still

current. The new stamp depicts a falcon on the wing (Fig. 5).

The set of six issued in May showed Thermal Wonders, the boiling mud pools and geysers of the central North Island city of Rotorua and is my pick for best set of the year (Fig. 6).

The World Wildlife Fund block of four (shown in Nov./Dec. 93 issue of *The Circuit*) seems to cram too many threatened and rare species onto each stamp so the scale of each is all wrong.

The booklet stamp showed the Mercury Tusked Weta, which looks like a cockroach so joins the Doulton Jug stamp as an equally ugly stamp. However, there are only 23 of these little critters left in the world (yes, 23!!!) so I guess it deserves its own stamp (Fig. 7).

A round \$1.00 Kiwi stamp in blue appeared in June, identical to previous green and red issues. In July, two Health stamps were issued (Fig. 8).

September brought a booklet of ten showing an underwater montage of local fish and seafoods. I was surprised the Hoki fish wasn't depicted as it's one of the bigger export earners, at \$3 million to the USA alone. If you've ever eaten at the US restaurant chain Long John Silvers, that fish is Hoki! The booklet has two adverts for the Fishing Industry Board along the sheet edge.

A Christmas block of four plus two singles were designed by an Auckland art student and released in September (Fig. 9). The stamps were a smaller.



Figure 4.



Figure 5.

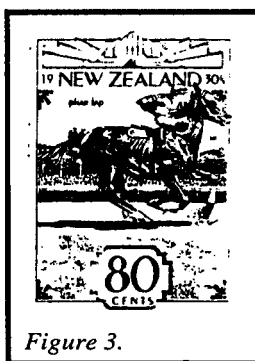


Figure 3.



Figure 6.

(Continued Page 2)

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Deadline: Next Issue
April 20, 1994

Items received after deadline
will appear in another issue.

New Zealand 1993 (Continued from Page 1)

format than the last two Christmas blocks, so not as attractive. October saw a five stamp set plus one booklet issued of

dinosaurs and coupled with the New Zealand release of the movie 'Jurassic Park,' which took only a week to break all New Zealand box office records and caused 'dinomania' with the local children.

Australia and Canada also issued dinosaur sets on the same day, which will go down in history as one of stamp collecting coincidences! (Fig. 10/11)

The Australian set was far and away the best of them. The dinosaur booklets also had adverts, for TV 3's program 'World Around Us.'

The last release of 1993 was another Emerging Years set of six featuring the 1940s, with World War II, aerial top-dressing of farmlands, hydroelectric power, marching girls, the Americans, and Victory.

The Americans? - I hear you ask. Yes, with battles in the South Pacific during the later years of WWII, American servicemen were based in New Zealand before heading off to battle, and the war wounded were evacuated to New

Zealand hospitals. Many New Zealand girls left as war brides (including my father's sister!) and the common complaint from the local boys about the American troops was that they were 'overpaid, over sexed, and over here!' The stamp itself has a design error, as the US flag depicted was not introduced until 1959!

Other stamp news for last year was the auction of New Zealand's rarest stamp, the 1903 inverted Lake Taupo. Although bid up to \$155,000, it failed to meet the reserve. The stamp is pictured

correctly as Scott's illustration # A19, so check your collection; if your copy has the lake upside down, you're rich!!

By the time you read this we'll be well into 1994, early issues are a round \$1 face value Round the World Yacht Race issue, in a set of six. Others planned are a booklet featuring Tourism, a totally unneeded and unwanted \$20 face value issue. The Emerging Years will continue into the 1950s, with the 45¢ value depicting rock'n'roll!

Aland Bedrock Definitives

Set of 2
issued:
9/23/93
Designer:
C. Hemmingsson



Figure 7.



Figure 8.



Figure 9.



Figure 10.

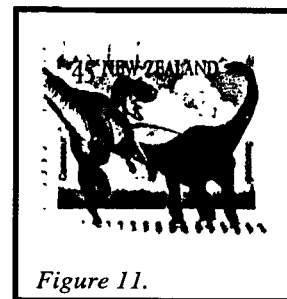
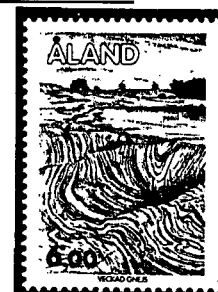


Figure 11.



THE PRESIDENTS COLUMN by Tom Fortunato (#379)**Topical Collectors are Worldwidors, too!**

I dare say that there are many more topical or thematic collectors than there are worldwide collectors. But how many topical collectors realize that they are, in fact, worldwide collectors without even knowing it?

Both worldwidors and topicalists are probably the most knowledgeable stamp collectors around. The two collecting areas greatly compliment one another. Here in the USA, the American Topical Association has a membership of nearly 6600 members. Beyond, there are hundreds of thousands of casual topical collectors who don't belong to any organized philatelic group. The numbers are even more staggering around the world!

So odds are that you know a topical collector out there somewhere. Introduce the ISWSC to him or her. We can learn from one another if you just give it a try!

As I write this column in late January, word has just reached me that so many of you took the opportunity to vote in the last election, actually a rather good turn out considering that it was an uncontested vote. Thanks to all of you, especially those who took the time to add notes of support and criticism. Peter Bylen, our vote counter, was amazed at the wonderful words many of you wrote. Your comments were read and appreciated. Don't ever hesitate to let any of your officers know what's on your mind. ••

Swap Circuit Manager Retires

After originating and operating the Swap Circuit for the past three years, Dalene Thomas (#101) is retiring. More than 160 members are involved with this ISWSC service, which works on a simple take one - add one basis.

Swap circuits now in circulation should be returned as listed to Dalene. New circuits will be started by the new manager, Jan Roderick (#669) as old ones are retired.

Anyone wishing to join the swap circuit are requested to contact the new manager, Jan Roderick (#669) at 12 Red Oak Road, Asheville, NC 28804.

The ISWSC wishes to thank Dalene for her work on behalf of the Society as she pursues other philatelic projects. ••

ISWSC Meeting Planned for STaMpsShow '94

Start making plans to attend the APS STaMpsShow '94, scheduled for August 18-21 in Pittsburgh, PA. The ISWSC is trying to schedule a meeting at the event for Saturday, August 20. As usual, final meeting dates and times will come at the last minute, but we will inform you when things are set. If you plan to go, write to Tom Fortunato with a SASE who will send details when known, including possible group rate motel accommodations. Members residing in greater Pittsburgh are urged to write as well. ••

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IRAN OVERPRINTS by Dave Creson (#170)

Iran enjoys a vast unpopularity mainly due to the many forgeries of most issues. Not long ago a friend shared with me some interesting material. It was the Iran overprints, Scott 235-340. This material came to me usually in sheets of 24 and was mostly mint. Here is what I found.

This group was stop gap issues until the new Shah issue could be received from a foreign source. The grouping was locally printed. The issues were NOT valid for postage until overprinted by postal authorities so the non-government printer could and did run as many copies as they thought they could sell anywhere. Most basic copies found are NOT forged. Many would be classified as remainders. Scott catalog is 20 to 100 times too high in value on many issues. A more realistic value can be found in Gibbons. (Or most any other catalog for that matter.)

The data I gathered is as follows: The 1913 OP (Scott 235-9) are nearly

(Continued on Page 10)

Secretary-Treasurer's Report *by Carol Cervenka (# 498)*

Health problems plagued me during January and on into February. A hospital stay and lengthy recuperation have kept me from completing ISWSC work as quickly as I'd like. My apologies to all who were accustomed to a speedy response from me, and had to wait. I'm feeling much improved and have almost caught up at this writing.

As some of you know, ISWSC had a deposit "lost in the mail" in November '93. While the missing deposit has not turned up, I'm happy to report that all ISWSC members whose checks were lost, have reissued checks except for one. This presents a dilemma for me; technically the member is "paid," even though we don't have the money. Should I continue to hound the member (2 letters, one phone call), or give up and delete his name from our rolls? Any suggestions?

Members who have been dropped from the rolls since the last newsletter will be found with your roster update pages. Current members on the "endangered" list are: 883 Keil; 890 Martin; 891

Imbert; 905 Boryk; 906 Gent; 907 de Leon; 981 Hudson; and 984 Ahil. Last issue I asked you to contact any members appearing on this list to encourage them to renew. It worked so well, I'd like to ask you to do it with this list. Our members are important to us and we'd like to keep as many as possible. If we've failed them in some way, we'd like to know about it so it doesn't happen again. It is really upsetting to receive a resignation at renewal time from a member who is dissatisfied because of no response from a service manager. Let me know if you don't receive a timely reply and I'll check up on the situation - PRONTO!

Within this issue you will find an Income and Expense Report covering 1993. If you have any question or would like additional information, please feel free to contact me. And, please don't forget to include a SASE! I'm happy to report that our income exceeded our expenses this year! ••

Regional Secretaries Reports

AustralAsian Region

by Peter Scannell (# 453)

Promotion of the ISWSC is going well in the AustralAsian region. We now have 27 members. Requests from local junior stamp clubs for stamps through the AustralAsian Youth Program countries to grow. About 7500 used stamps were posted to junior clubs mainly in Australia but also in New Zealand, Philippines and Malaysia to help in their activities with children from June - December '93. Recently we have had write-ups of the Leader to Leader project and AustralAsian Youth Program from both the Australian Philatelic Federation and *Stamp News*, an Aussie monthly magazine, resulting in strong interest from numerous junior clubs as well as from those who wish to join.

An ISWSC Sales Circuit has recently been started in Australia involving Australia and New Zealand members only. Sixteen local members are involved with a good mixture of both buyers and sellers. Sixteen is a small number for a sales circuit, but you have to start somewhere. The 15% commission earned on sales will fund club projects in the AustralAsian region.

Member Chris O'Hara (# 972) of Australia wishes to advise that Adelaide, state capital of South Australia, will be holding the Aero-Astropex show later this year. Contact Chris for further information if you intend going. Chris is having a lot of difficulty finding a United States member that has US revenues to exchange. Anyone interested? Please write to Chris if you are. ••

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GERMANY AND JAPAN Price Lists.

I have used Japan and mint and used Germany, also Manchukuo. Send large SASE for lists. Grant Dyer, 2553 Kopf Lane, West Lafayette, IN 47906-5769 (2/3)

PACKING UP 40 plus years of accumulating stamp doubles into manila envelopes, wide assortment of stamps - \$5.00USA. \$10.00USA brings stamps plus postcards, covers, valentines and unknown paper collectables. State clearly your dislikes, will try my best to send only desirable material. D. Westrate, PO Box 333, Augusta, MI 49012-0333 (2/2)

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Mail Sale # 10 Results by George Land

Mail Sale # 10 became history on January 15. Again, new records were set for number of lots offered and sold, plus net sales made. We had 71 bidders competing for 196 lots. Forty-five bidders got at least one lot each. Sale prices ranged from \$1 to \$57. The highest bid received was \$82 (on lot # 195). The second highest bid on this lot knocked the sale price down to \$26. This provided a \$56 savings to the buyer.

The important thing to remember is that to win lots you must always list the absolute maximum you are willing to pay. This maximum will never be used unless necessary to top the second highest bidder. Of the lots sold, 69% were bought at less than what the bidder was willing to pay. On the other hand, you are taking a real risk if you simply match the Minimum Bid. Of those lots with a MB, 70% were sold for a price higher than the listed minimum.

Thirteen winning bids were ties that were sold to the earliest postmark. Early bids at realistic maximums are the best ways to insure receiving lots. I am happy to report that no bids were received after the closing date.

Some lots were very popular. Thirty-two people were interested in lot 179 while lot 180 was right behind with 28 bids. Future sellers should note that popular lots include: Multiple countries and single country collections, plus large lots with a variety of material. Also, retired sales and exchange books (OMNI, etc.) generated much competition, along with philatelic supplies (album pages). Among countries, Thailand and Vietnam were popular.

All ten lots without MB's were sold, often with considerable competition. Unsold lots totaled 23% of the listing. Generally, these were individual stamps or sets, usually with a low catalog value. Countries not receiving much interest included Britain, Canada, France, Germany, Japan, Netherlands and Spain.

The co-managers thank the membership for your bids and for sending material for future sales. We hope your tolerance toward our shortcomings will continue, we are merely amateurs in this game. We continually marvel at how Dr. Wallace Johnson conducted the sales all alone for years.....whew! ••

LOT#	Sale Price	High Bid	# of Bids	LOT#	Sale Price	High Bid	# of Bids	LOT#	Sale Price	High Bid	# of Bids
1.			0	70.	2.25	2.25	3	141.	1.00	2.50	1
2.	11.00	12.00	2	71.	3.25	4.00	2	142.			0
3.	11.00	12.00	2	72.	2.00	T	2	143.			0
4.			0	73.	2.00	2.00	2	144.	2.25	2.75	2
5.			0	74.	2.00	T	2	145.	3.75	4.75	2
6.	24.00	27.00	1	75.	2.00	2.00	4	146.	2.00	2.50	4
7.			0	76.	2.50	2.75	2	147.			0
8.			0	77.	9.50	21.00	3	148.			0
9.			0	78.	3.50	3.50	1	149.			0
10.	4.50	5.50	1	79.	3.75	3.75	6	150.			0
11.			0	80.	3.75	4.75	6	151.	4.50	8.50	1
12.	2.00	3.50	6	81.	8.25	11.50	1	152.			0
13.	8.00	8.00	2	82.	1.00	1.00	1	153.	3.00	3.00	2
14.			0	83.	1.25	1.75	1	154.			0
15.	9.00	9.00	1	84.	10.00	10.00	3	155.	31.00	31.00	3
16.	40.00	46.00	2	85.	5.00	7.00	3	156.	24.00	35.00	2
17.	4.00	T	5	86.	2.25	2.25	3	157.	7.50	7.50	1
18.	50.00	50.00	1	87.	3.00	3.00	3	158.			0
19.	9.50	11.00	4	88.	2.00	2.00	1	159.	22.00	23.00	3
20.			0	89.	2.50	3.75	2	160.	5.50	T	7
21.			0	90.	6.50	8.50	2	161.	2.25	3.50	4
22.			0	91.	3.50	3.75	1	162.	7.50	7.50	8
23.	1.75	2.00	2	92.	18.00	20.00	2	163.	2.75	3.00	2
24.	3.25	5.00	5	93.	7.00	8.50	2	164.			0
25.	3.25	6.00	4	94.	6.25	8.00	1	165.	26.00	42.00	10
26.	3.25	6.00	5	95.	7.50	8.50	1	166.	3.50	T	7
27.	8.00	9.50	1	96.	3.25	3.75	2	167.	1.50	T	5
28.			0	97.	2.25	T	3	168.	1.75	2.50	5
29.	19.00	20.00	5	98.	3.50	3.50	2	169.	3.25	3.50	6
30.	3.00	3.75	3	99.	10.00	12.00	1	170.	8.50	18.00	5
31.	2.25	4.50	1	100.	32.00	42.00	8	171.	57.00	62.00	3
32.	3.00	4.00	1	101.	32.00	35.00	5	172.	26.00	30.00	10
33.	9.00	9.50	3	102.	3.25	3.50	2	173.	19.00	38.00	18
34.	6.50	6.50	3	103.	21.00	23.00	2	174.			0
35.	7.00	8.50	1	104.	8.00	8.50	3	175.	37.00	60.00	8
36.			0	105.			0	176.	16.00	62.00	7
37.	45.00	60.00	1	106.	8.00	T	2	177.	16.00	31.00	8
38.	26.00	39.00	1	107.	2.25	3.25	1	178.	26.00	26.00	14
39.	13.00	13.00	3	108.	2.75	2.75	2	179.	24.00	28.00	32
40.	5.50	T	3	109.	2.75	2.75	4	180.	17.00	22.00	28
41.	6.50	8.50	3	110.			0	181.	11.00	11.00	16
42.			0	111.	3.50	T	4	182.	4.50	5.00	5
43.	16.00	32.00	6	112.			0	183.	3.25	4.00	2
44.	6.50	6.50	4	113.	3.50	3.50	3	184.			0
45.			0	114.	1.00	1.25	1	185.			0
46.	1.50	1.50	2	115.	4.75	6.00	1	186.	4.00	5.50	1
47.	3.00	3.00	2	116.	5.00	5.50	1	187.	6.00	8.00	1
48.	6.00	6.00	1	117.	5.00	8.50	1	188.	4.00	5.00	1
49.	1.75	1.75	4	118.			0	189.			0
50.	5.50	7.50	2	119.			0	190.	2.25	2.25	1
51.			0	120.	3.00	3.25	1	191.	2.25	3.50	2
52.	3.50	3.75	1	121.	3.50	T	3	192.	4.00	T	7
53.			0	122.			0	193.	19.00	34.00	3
54.			0	123.	4.25	6.00	2	194.	26.00	27.00	5
55.	5.00	6.50	1	124.			0	195.	26.00	82.00	4
56.			0	125.	2.50	3.75	3	196.	6.50	7.00	4
57.			0	126.			0				
58.	3.75	T	2	127.	6.00	6.50	1				
59.			0	128.			0				
60.	1.75	1.75	2	129.	5.00	5.00	1				
61.	7.50	8.00	3	130.	3.00	3.50	2				
62.	6.25	6.25	1	131.	4.75	5.00	2				
63.	1.00	1.50	1	132.			0				
64.	2.00	2.00	2	133.	9.00	14.00	2				
65.	1.50	1.50	1	134.			0				
66.	5.00	6.50	3	135.	4.25	5.50	3				
67.	11.00	15.00	1	136.	10.00	16.00	2				
68.	9.50	11.50	1	137.	3.75	4.75	3				
69.	2.25	2.25	3	138.	2.75	4.50	3				
				139.	2.75	4.50	3				
				140.			0				



Beginner's Column by Al and Mildred Feinberg (#361)

In a recent issue of *The Circuit*, Douglas Casey (# 750) raised an interesting question. He was concerned that most commercial stamp album pages were printed on both sides. I sent him a personal letter stating some ideas to cope with his problem. Since other collectors may be faced with the same problem I decided to print the letter to the Beginners Column. So here it is:

Read your pleas for help in *The Circuit* and after many years putting up with the same problems you have, I'll tell you how I solved mine.

First I would like to say there's no certain way to collect stamps. Everyone's collection is unique. There is no right or wrong, only whatever suits you. Our hobby is a very personal one. It reflects our own ideas.

What I did may be a little costly but for myself I intended to stay with the hobby for many years. I purchased the "pages only" for the entire world that go with the Scotts Specialty Series Album. I sorted out the pages alphabetically and then purchased #4 Scott Specialty Binders which of course are loose leaf. Each #4 Binder holds 400 pages. ***The pages, incidentally, are printed on one side only.*** I only installed the pages that I had stamps for, that way my albums didn't have a lot of blank pages. As I purchased stamps, I added pages. This worked out very well. I now have about 20 albums.

I realize this can be very expensive, so here are some other

ideas. Just buy the "binders only" that I mentioned above and buy blank pages. That way you can make up your own pages to suit yourself. This would be a lot less costly and you'd have the fun of designing your own pages.

Another way that is even less costly is to just get a three-ring binder and again make up your own pages. If by chance you have a computer you can buy software that will allow you to design pages that will look much better than pages that are already printed.

As you know by now, there is no way you can possibly fill all the sets of stamps. This is what I do. I buy complete sets only of low to medium priced stamps. On sets that catalog above \$50.00, I'll buy a short set. Usually you can get them for 25 - 50 percent of the latest Scott catalog. I filled many sets that way at less than half the cost if I tried to buy the complete set.

Finally I'll say this, if you intend to collect stamps for a long time, try my suggestions on buying as above. If you're just doing it to pass the time just buy the lowest priced stamps in the set.

Keep one thing in mind. Don't buy stamps as an investment. Buy them just to please yourself. Someday you may sell your collection and I wouldn't want you to be disappointed in what you are offered for them.

Ours is one of the few hobbies that you can enjoy and still get some of your money back when you sell. ••

Letter to the Editor:

Enclosed is a submission for *The Circuit*, again to be titled "Rick's Ramblings."

Sorry I got so hot under the collar about the typos in my last piece. I appreciate the complexity of your situation and the hard work you do. Please accept my apologies. •• Richard St. Clair (# 884)

Editor's Note: It was kind of you to write and your apology is accepted. Perhaps we all can better understand why you reacted that way after reading your short article in this issue. I certainly can see how one might feel "the world is out to get me" after such a traumatic event. ••

A Contest for the Well Read Stamp Collector

It's time for a contest for the more studious philatelists among us. This one is tough and we will learn something from it. It is doubtful that anyone will get all the answers correct, so the member with the most correct answers will win one year free membership dues and a nice philatelic prize. In case of a tie, the member whose answers are received earliest will win. You have three (3) months after publication to send in your answers.

Send your answers to: Philatelic Quiz, 42 Maynard Street, Rochester, NY 14615-2022 USA. (Name of the winner and the answers will be printed in *The Circuit* later.) Good Luck!! ~

1. Who devised the system from which is derived the modern perforation gauge?

2. What is "blueprint" paper and when was it used?

3. Cartridge paper was used for printing the 1853 issue of what country?

4. Where were the first typewritten stamps produced in 1895 and who made them?

5. When referring to philately, what is a bridge?

6. In proper sequential order, since 1840, state the first five nations to issue stamps on a national basis and give the year their stamps were released.

7. Which country was the first to honor an historic foreigner on a national stamp, who was depicted and in what year was the stamp issued?

8. What was the first official name of what is now known as the Universal Postal Union?

9. The first bi-colored invert found on any national stamp came from what country and in what year?

10. Who was Jean De Sperati and what was his claim to fame in philately? ••

The Tong Show By C. Hewins (# 483)

The devices used to handle stamps are called tongs. Although correct usage is plural, there's only one of them. Does that make the phrase "a pair of tongs" a paradox?

How did they get named that, anyway? Tongs in Chinese culture are like social clubs, aren't they? Although one heard they're not always all that sociable to each other. But then, one can hear most anything. Especially "Lunch is ready."

The most similar objects in size and shape are tweezers; once again, one is referred to as a pair. Of course, pants, slacks, shorts and lower hippy underwear are also called pairs, but that's another matter, although the basic shape is similar.

Then there are fireplace tongs, which perform the same basic function, on a larger scale; they're another single item called a pair, but with handles or grips on the opposite end, like scissors, another uni-pair. (Did you ever try to snip anything with one scissor?) The terminology makes more sense here, since most scissors can be separated. Isn't it comforting to find something in this day and age that makes sense? Makes sense to me, even if it doesn't make cents. Or incense. This is enough to make one incensed. Nonsense.

Stamp tongs have smooth rounded ends to avoid damage, unlike tweezers (and just where did the word come from? Don't ask!) But since their forms are so similar, as well as their methods of operation, would it be logical to name them similarly and functionally, something like stamp squeezers?

And if you felt you got squeezed when the catalog switched to "retail value," thus causing you to "take a bath," at least it was a dry wash. ••

Iran (Continued from Page 3)

all are forged. The best test I found is the missing dot on original overprint. Look top right fourth dot from the right. If the dot is there it is a forgery.

The Lion with Petals overprint, (Scott 247-90) have several color overprints. All colors but Rose are unauthorized for postage (possibly a postal forgery). There are eight basic overprint types. Forget Scott and Gibbons illustrations except for a general idea of design. If the overprint is not messy and soaked through it usually is a forgery. (Messy is good in this case). It is very VERY difficult to authenticate this issue any further. The Overprint of Three Lions with Circle and writing on outside border, (Scott 321-340) comes in several colors also. All overprints except Blue are forgeries. Original Overprints have the lion with straight back and the tail where it should be. North East outside border has a break in the line. Any others are forgeries.

(Continued on Page 12)

Private Locals (Continued from Page 9)

collecting set which contained 200 assorted stamps including definitives. I found these so interesting that I began to collect anything I could afford or persuade my parents to buy for me. Now when it comes to stamps I find I do not have the self-control to limit myself to a geographic area or selection or theme.

My eventual aim is to have at least one stamp from every territory listed in the catalog. I am some way short of this but I am having a lot of fun trying. I have no stamps from territories which no longer issue stamps such as Abu Dhabi and Indian and German states but I shall keep looking.

I have recently begun to specialize in the stamps of Great Britain and also collect local issues. These are used by the small privately owned islands around Britain's coast which have no post office. The local stamps are used to carry letters from the islands to the mainland, where the post office takes over, so letters must also have ordinary stamps of the correct rate affixed to them.

Local stamps depict many themes, some of which are birds and animals, transport, sport and famous people. I have stamps for Eynhallow, Lundy, St. Kilda, Staffa and others and hope to add stamps from the other islands to my collection. ••

Rick's Ramblings by Richard St. Clair (# 884)

I was very moved by past president Dave Nelson's column in *The Circuit* (Jan-Feb 94). I could not sit silently but had to show my support for his grief and loss over the terrible kidnapping and murder of Polly Klass and for the grief of all her family and friends.

I lost my elderly (aged 83) grandmother to a brutal and senseless murder 30 years ago. It made headline news in the Boston area. I was only eighteen at the time, but thirty years later I am still profoundly affected by that horrible event. Thankfully I have been able to grow and heal over the years through therapy, medication, and support groups. I deeply understand the heartaches of losing a loved-one to murder.

The Roxbury Comprehensive Community Health Program offers a program called LAMP (Living After Murder Program), created to comfort and advocate for survivors of murder victims. I have received much support through the fine people in this program.

Stamp collecting has proven to be a wonderful therapy for me in my recovery from the Post-Traumatic Stress Disorder from my grandmother's murder and other major traumas in my life. I need my hobby as a practical matter of survival. Studying stamps and postal history relaxes me and helps me to forget the anxieties that PTSD plagues me with. To me, philately is a way of life. ••

Leader-to-Leader Report by Al & Millie Feinberg (# 361)

As coordinator of the Leader to Leader Program (L2L) I'm running into a problem. I seem to be getting information about junior clubs wanting to be matched from second and third hand sources. I realize that everyone involved is trying to help but we are starting to cross hands. We are sending the same messages to the same people. I appreciate any help and suggestions anyone has to offer but it is difficult to organize this program in this manner.

To save unnecessary postage and confusion, we must have some basic rules.

1. Any junior club in the UNITED STATES that wants to be matched must contact me with all necessary information.

2. Any junior club IN ANY OTHER COUNTRY that wants to be matched with a foreign country again must contact me with all necessary information.

3. Any junior club IN COUNTRIES OTHER THAN THE USA that wants to be matched with clubs in their own country should contact the ISWSC regional secretary for their region.

Now for the news so far (Jan 31). I have sent out many information packages with introduction to our L2L-program. Several members have also been sent info packages at their requests. I wrote a letter to the Editor of the Junior Philatelist's journal, *Philatelic Observer*, to introduce JPA members to our L2L program.

Donations: Beverly Chapman (#802) sent envelope full of cut squares from postcards and envelopes.

Nathan & Beth Crampton (#910) sent 100 glassines each containing 75 stamps. ••

Raech's Ruminations by R. H. (# 363)

I have just one, and I never really knew much about it. To me, it was merely a curiosity but, thanks to K. M. Crowe (# 459), I have been enlightened. I'm talking about his article in *The Circuit* (Nov-Dec 1993) dealing with those stamp adverts of early New Zealand. Thanks for the information!! I'm never too old to learn.

As some of you know, I've been submitting my baloney to *The Circuit* for awhile now. I'm glad that our editor has seen fit to include this stuff frequently. I only hope you find it interesting. I try to present subjects that get you to think and, maybe expand your collecting interest a bit. With that thought in mind, let's move along.

Worldwide Stamp Collectors — that's what we are. Some of us limit our collecting to a specific time period. Others collect anything and everything they can get their hands on. I'm pretty much of the latter, but I do exclude certain countries for whatever reason. Now to the question — how far do we go? Specifically, do some, many or most of us include all variations (varieties) listed in whichever catalog(s) we use? Do we include all the perforation varieties, watermark differences, color shades, etc.? Or do we limit our collecting to a single copy of

each stamp, disregarding the rest? Do we care whether one perforation variety or whatever may be more valuable than another?

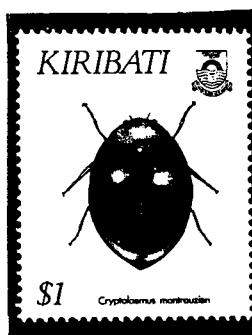
I remember when I started collecting. I was interested in collecting nice, clean, used copies of any stamp I didn't already have. Life was nice, and so simple. Then I discovered the Scott Catalog. There was only one volume back then! — ah! Life was so simple. In looking through that wondrous tome, I was dismayed to find that many other variations existed of the stamps I had. If you must know, I still haven't completed too many of those older sets. As I continue to think about it, I haven't completed too many recent sets either! What do you think? Should I work on one set at a time, completing one before going to the next? Which set should I start with? What do I do about those commemoratives — forget them? So I consider commemoratives as individual sets? What about new sets? When do I begin collecting them — after I've completed all those older incomplete sets? Does this mean I'll now have to complete those early New Zealand Adverts starting with the one I have? How did I get myself into this? It's a puzzlement! ••

KIRIBATI INSECTS

Set of 4

Issued:
August 23, 1993

Designer:
Ian Lowe



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Translators Needed: Can you read and write a language other than English? If so, we need your help. Due to increased demand, the ISWSC is looking to build up our translation register and seeking a manager to coordinate requests. To donate your services as a translator or manager, write to President Tom Fortunato (# 379).

So You Want To Be a Stamp Dealer — Part Two *by Jack Sackett (# 356)*

Now that you have finally decided to be a stamp dealer, what type of a stamp operation will you have? A stamp store, work stamp shows or bourses, service want lists, sell approvals by mail, or run an auction or mail sale, or a combination of several? Yes, more decisions are to be made, so let's take a look at them.

A stamp store sounds great, doesn't it? Let's take a look at the pros and cons of operating a stamp store. Are there enough collectors in the area to support the stamp store? I don't mean lookers, browsers, and talkers; I mean buyers. How about a good location, adequate parking, rent, heat, insurance, phone service, and advertising? Yep, that all adds up to a large monthly payment, and you haven't even purchased stock and supplies yet. If you have the money, give it a try. My guess is that during the first year you will have plenty of time to break down collections, catalog stamps and place them in stock. Of course, you will add other sources of income, like selling approvals by mail, do operate a bid board. You not only use your own stock but solicit items from your customers. Most collectors have philatelic items that they want to sell. The bid board will not be a big money maker but it will generate interest and sales. At this point you will need every dollar you can get.

One good return from operating a stamp store is that you will be offered the chance to buy collections. A word of caution on trying to buy every collection that is offered. Do not use all your cash buying collections of packet material, damaged and stuck down material. Keep enough cash back to buy a good collection when it comes through the door. You will end up with enough packet and damaged material without deliberately buying a whole collection. Don't be afraid to offer a fair price for a collection. If it is a

good collection, you will make a profit. Ninety percent of the collectors that offer a collection will have a good idea of its value. They may even have had offers from other dealers. Do give yourself time to look at the collection as to value and condition. Do not be rushed. Consider how much of it is readily saleable. How much will go into stock? How much of it will be thrown into the 3-cent per stamp box? Yes, you should have a three-cent box for customers to go through.

A quick word about auctions, and it will be quick, because I don't know much about auctions. Just how to bid in them. I do know that it would take a lot of cash to operate a successful auction. Printing catalogs, buying customer lists and postage will eat your cash up in a hurry. After you get established in business you could try a mini-mail sale. Advertise in your society's newsletter *The Circuit*; the rates are very reasonable. Attempt to move some of your excess stock that way. This venture should help you develop a mailing list.

Working stamp shows and bourses is a good idea, but should be done along with your regular philatelic business. Working stamp shows and bourses alone leaves you with a lot of dead inventory setting on the shelves between stamp shows. Working shows will increase your customer base. It will give you the chance to buy material from other dealers and from collectors.

Working stamp shows can be a lot of work, but it can be very rewarding, especially if you like dealing with customers face to face. It can be fun and a real learning experience. Try to work shows within a days drive of your store or home; this will help cut expenses. Do not work a show or bourse only once or twice. It takes time for customers to get used to

seeing you at your table at the show. Soon they will remember you and look for you. Cater to these customers, pay attention to their wants and needs. It will pay off in sales. Soon you will be smiling all the way to the bank. Solicit want lists from customers. It is time consuming to service them, but supplying items from the lists will promote good will and bring added sales.

Remember that most collectors will know more about their particular area of stamp collecting, than you do. Pick their brains and learn from them. Everything that you learn will help to make you a better dealer.

Next time we will take up selling approvals by mail. There is much to cover on that subject.

Happy Lickin' and Stickin'. ••

Iran *(Continued from Page 10)*

Various other Overprints (Scott 308-18) were done in black or rose only. They were overprinted with rubber stamps. The overprint lettering is wide with more ink at the edges than near the center. All others are forgeries. Well over 90% of this issue of stamps are found to have forged overprints. Cancellations are forged as well and even forged covers exist. I found that the above stamps with overprints, while a truly philatelic minefield, still have their charm and you can buy this material ever so cheap. I discovered also that there is a philatelic study group based in England which is APS approved. This fun project would never have happened except through a trading partner. ISWSC attempts to help its members find trading partners whenever they express an interest. ••



International Society of Worldwide Stamp Collectors

MEMBERSHIP SERVICES

Listed below are services offered by ISWSC, along with the names and addresses of people to contact for further information. ISWSC is an all-volunteer organization, and we ask you to please send a stamped, self-addressed envelope with your inquiry, or a 29 cent US stamp (or IRC) when specified or appropriate. **Please - you must give your membership number when inquiring or requesting any service.**

The Circuit: Our Society's newsletter is issued every two months, and is filled with a variety of articles to help beginner through advanced philatelists with their collecting needs. Members may place buy, sell or trade ads for a small fee. New members have their names, addresses (if allowed), and member interest codes printed in *The Circuit* to encourage exchanges. Members are invited to write articles and share their experiences, talents and knowledge. Submit articles, etc., to the Editor: Rita Kallal (# 26), P.O. Box 1513, West Monroe, LA 71294-1513 USA (*Articles for the "Kid's Page" section are also welcomed. If you would like to submit items for this page send them to: Albert & Mildred Feinberg (# 361), 3340 Dale Road, Bensalem PA 19020 USA*)

ISWSC Sales Circuit: (Available USA only.) This service of ISWSC has been reorganized to provide better service at a lower cost to members. For details, please send #10 SASE to: ISWSC Sales Circuit Manager, Judy Hungerford (# 513), 219 Stanford Avenue, Berkeley, CA 94708. (Additional Sales Circuits are presently being considered for other countries. Regional secretaries will keep you informed through *The Circuit*.)

OMNI Exchange: (Available to USA and Canadian members only.) Exchange your duplicate stamps for those you need without a big cash outlay!. There are two exchanges available, based on Scott Catalog value; one for stamps cataloging 20 cents each and up, another for stamps cataloging 50 cents and up. To get started, purchase blank exchange books, mount your stamps entering Scott # and value, and send them to Tom Allison. Your Omni account will be credited with the value of the books sent in and you will start to receive books of stamps from which to choose. The catalog value of stamps you keep will be deducted from your account. When books have completed circulation, a commission of 10% of the catalog value of stamps taken will be charged against your account as fee for this service. The only cash involved is for blank books (3 for \$1.00) and postage for mailing. Write: Tom Allison (# 42), Box 252, Wilmette, IL 60091-0252 USA (**Canadian members** may contact Dr. Tannenbaum (#163), 17 Briardale Rd. Montreal, Que. H3X 3N7)

ISWSC Swap Circuit: This is a "one for one" exchange not concerned with catalog value. Interested collectors submit their names to the manager, who creates the swap circuits. An assortment of 100 or more worldwide stamps is sent to the first person on the swap list. That person takes out stamps he/she needs and replaces then with other duplicates to bring the contents back to the number received. The packet is then sent to the next name on the list. Every member of the circuit is to maintain the quality of the stamps sent. A onetime application "fee" of 100 commemorative stamps (no US) is requested. Overseas members find this type of exchange especially helpful as no currency is needed. Send mint 29 cent (US) stamp (or IRC) when seeking information. Write to: Joan Roderick (# 669), 12 Red Oak Road, Asheville, NC 28804 USA

ISWSC Auction/Mail Bid Sales: All members may participate in the Society's periodic stamp auctions/mail bid sales. You may submit single stamps, set, packets, collections or other philatelic items for the auction. Payment will be made for sold items less a commission. Unsold items will be returned to you. Any member may bid, following the ISWSC Auction rules. For additional information contact: George Land (# 241), 4024 Fairlands Drive, Pleasanton, CA 94566 USA

Stamp Identification: Almost all worldwide collectors have stamps they can't identify. Simply make a photocopy of the unknown stamps (do NOT send the stamps themselves), along with a description of color and any other features. If identifiable, you will be sent the Scott and/or Stanley Gibbons catalog number and value. If not, it will be submitted for publication in *The Circuit* for help from the general membership. Write to: Tom Fortunato (# 379), 42 Maynard St., Rochester, NY 14615-2022 USA

(Continued on reverse side)

ISWSC Lapel Pins: Beautiful four color cloisonne lapel pins featuring the club logo are available for only \$2.50 plus shipping costs (USA - \$.75, Canada/Mexico - \$1.00, elsewhere - \$1.75). Write to: Carol Cervenka (# 698), Rt. 1 Box 69A, Caddo Mills, TX 75135 USA

International Collector Contact: At times members will want to contact a collector in a country where ISWSC has no members. To assist members, ISWSC maintains lists of over 3,500 stamp collectors in other nations. You may request up to 3 names in any one country by sending a SASE or IRC with each request. Contact: Tom Fortunato (# 379), 42 Maynard Street, Rochester, NY 14615 USA

Translation Service: Translation of short letters and documents is available via multilingual members. Contact: Carol Cervenka (# 498), Rt. 1 Box 69A, Caddo Mills, TX 75135 USA

Back Issue Service: Previous issues of *The Circuit* are available at a nominal cost. For price and availability contact: Peter Bylen (# 695), PO Box 7193, Westchester, IL 60154 USA

ISWSC Youth Program: Bona fide youth organizations may request stamps to be used by their group. Please send the age and number of children/youth served. Other supplies will be sent as available. Contact: Ken Costilow (# 142), 621 Virginius Drive, Virginia Beach, VA 23452 USA (Youth groups in Australia, Canada, New Zealand, Eastern Europe, Southeast Asia and the United Kingdom, please contact the appropriate Regional Secretary.)

International Leader To Leader Project: This service pairs leaders of junior stamp clubs in the USA with leaders of junior stamp clubs in other nations for the purpose of exchanging program ideas, joint activities and penpaling/stamp trading between the members of each group. Many program materials for youth leaders are also available. Contact: Albert & Mildred Feinberg (# 361), 3340 Dale Road, Bensalem PA 19020 USA

Trading Partners: The collecting interests of most members are identified in the ISWSC Roster, with up-dates published in each issue of *The Circuit*. The majority of members are active traders. Please write to establish an understanding of the needs of the prospective trader before sending stamps. If you are listed as an active trader, please respond to ALL trading inquiries, even if you only send a postcard to decline. Please read your copy of ISWSC Trading Standards.

ISWSC Membership Roster: Available to members only, the Roster is published annually, with bimonthly up-dates sent with each issue of *The Circuit*. \$2 in the USA, \$3.00(US) in Canada, and \$4.00(US) elsewhere. Contact: Carol Cervenka (# 498), Rt. 1 Box 69A, Caddo Mills, TX 75135 USA

Sponsoring New Members: ISWSC members can *earn 1 year free dues* (at surface rates for overseas members) for every 5 members they enroll in the Society in a calendar year. If you have someone you would like to recruit, simply sign your name in the sponsor space with you membership number on the ISWSC application and ask the prospective member to use it when applying. Gift memberships also count, and are a great way to give a year-round gift to a collector friend. For additional applications, contact: Tom Fortunato (# 379), 42 Maynard St., Rochester, NY 14616-2022 USA