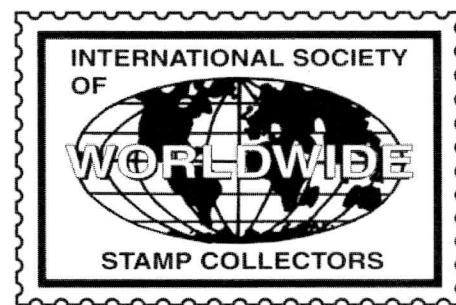


The Circuit



Affiliate of APS (#151) & ATA (#89)

January/February 2009 • Volume 27 No. 1

www.iswsc.org

The Official Journal of the International Society of Worldwide Stamp Collectors

How To Be a Successful Trader or Seller

by Dr. Joanne Berkowitz (#98)

I was asked to write an article about how to put together trade and sales booklets that sell. I don't mean to brag, but my trade and sales booklets do extremely well. I have gotten two nice checks this year to plow into more stamp purchases. I have about \$10,000 in OMNI trades, both stamps taken by others and material added to my collection. So... here's how I do it. I hope it helps to make you all successful traders and sellers.

General Considerations

First of all, material from a single country or related areas, such as Portuguese Colonies, sells better than generalized worldwide. Take the time to put your material in Scott order. Please don't reuse hinges – nothing annoys a buyer more than having to stop and replace loose stamps. If I have seen the stamp over and over in booklets, even if it has a high catalog value, I don't bother submitting them. Good examples are early Germany and early Great Britain. I rarely submit items with a catalog value under \$1.00 to the Sales Circuit, unless it is something I don't see often or is a hard to identify stamp that I am sure of the ID. Material in the 50¢ to \$2.00 range is best in the OMNI Exchange.

Condition

Remember that Scott values are for stamps in Very Fine condition. Most of the material from early Great Britain that I see submitted is not even close to Very Fine and should be sharply discounted or, preferably, not submitted at all. Most of us have the material already in average to poor condition and the only stamps that will find buyers are really nice looking stamps. Classic stamps sell if in Fine condition. Mid-range material from the 60's to 70's sells, even if it is not

expensive. Stamps easily obtained from soaked kiloware does not sell. Good examples are the stamps of Australia, Canada, Great Britain, Scandinavia and the like. Don't submit damaged stamps; no one wants them. Most material in a sales circuit should be priced at 25-35% of catalog. If the Scott value is for unhinged and your stamp is hinged, be sure to adjust the price accordingly.

Identification

Make sure the items are correctly identified. If I am not sure of an ID, I don't submit it. If there are two nearly identical stamps with widely discrepant prices, assume the one you have is the cheaper one. Beware of reprints and forgeries. The early stamps of Iran in most collections are reprints or forgeries. Don't even bother submitting that stuff unless you are an expert at telling the good from the bad. Read the small print after the listings in Scott.

Sources for Material

Don't have good material? Visit a stamp show and buy collections of countries on pages. They are often deeply discounted. Small countries and dead countries sell well. Complete sets do well. Back of the Book material is often a good seller. Hard to identify material that you have taken the time to really study and identify is good, even if it is inexpensive. An example would be the watermark varieties of early Brazil or Mexico. Many of us would love to have someone else do the work on these. But if you can't be sure of the identity, don't submit the stamp.

eBay can be a good or a bad place to buy collections. You need to study the item carefully and take the time to make sure your bid is reasonable. I

Continued on page 17

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MAY/JUNE ISSUE DEADLINE:

March 20, 2009

Executive Director's & President's Report

by Dr. Joanne Berkowitz (#98)
ISWSC Executive Director & President

Happy New Year! With the advent of the New Year, I am going to take the time to clean up a lot of little reminders, updates and miscellaneous items.

We now have a copy of our brochure/application on the website that you can download. It fits on a piece of 8 ½ by 11 paper-two sided. Please make some copies to give to others that you know are worldwide collectors. If you are going to a stamp show or club, please distribute some there. I can mail you copies if you do not have the ability to download and make your own. The club cannot survive if we do not continue to attract new members.

I have been using some free covers and other free material in mailings to renewing and new members. If you have renewed recently, you may recall having received a pretty cover with your letter. These materials were a gift to the club from the Cyprus Postal Authority and came to us because our previous director, **Dr. Terry Myers** (#736), was a new issue buyer. If any of you subscribe to a new issue service from a postal authority or other postal representative, would you ask them for any promotional material they would be willing to donate to the club? I would be happy to send you a letter on letterhead with the request that you can enclose with your correspondence. Postal authorities are more likely to be helpful if the request comes from a current customer. They can mail material to our Post Office box. I pass it all on to our members; my own collection only goes to 1972.

If, for any reason, you are not going to renew your membership, please let us know so we can take you off the mailing list. Most members who resign do so because they are no longer able to maintain their collection due to illness or disability.

The March/April newsletter is our directory issue. Please make sure we have any updated information before the end of January.

Members may place a free 30 word classified ad yearly in *The Circuit*. You don't need to be selling anything. You can use the ad to solicit trades or seek particular wanted material as well.

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Dues/Advertising Policy

Dues Information:

Single/Dealer/Club 1 yr. membership: \$15.00*

Single/Dealer/Club 2 yr. membership: \$27.00*

Single/Dealer/Club 3 yr. membership: \$39.00*

Youth 1 yr. membership (under 18): \$12.00*

*Plus 250 large commemoratives for the Youth Program or equivalent donation in U.S. funds.

Dues include six newsletters per year. You may pay for up to three years at a time. For an application or further information, send a SASE or an IRC to:

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joannebe@pacbell.net

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 advertisement, contact the Editor. We will try to resolve the conflict.

Display Rates (Camera Ready*) per Insertion:

Full page: \$75.00

Half page: \$40.00

Quarter page: \$20.00

Per column inch: \$5.00

Six repeat insertions of the same sized ad for the cost of five ads (one free). We also offer a two-sided insertion for \$125.00 per issue.

*Camera Ready means ready to paste up or scan and print. Reductions and typesetting extra.

Classified Rates per Insertion:

First 30 words, including name, address and ZIP Code are \$3.00. Additional words are 20 for \$1.00.

NOTE: *State abbreviations* = one word; "P.O. Box 1234" = two words; ZIP Code = one word.

Make all checks payable to "ISWSC" in U.S. dollars. Send text and payment for ads to *The Circuit* Editor (see address on page 2).

Ventures in Printing:

Entirely Recess-Printed CMP Stamps—Part 4

by Sandy Stover (#2325)

Editor's Note: This is the sixth article in a series, adapted from a book on classic multicolored postage stamps currently being written by the author.

The last three articles focused on seven recess-printed classic multicolored postage (CMP) stamps, all of which were issued before World War I. Only thirteen additional recess-printed CMP stamps were issued later in the classic era, and these



Figure 1—Spain, Scott 427, *Columbus Leaving Palos*, 1930.

therefore deserve at least a listing and some illustrations:

- Spain, Scott 427/29: *Columbus Leaving Palos*, 1930; Bister brown, blue, black brown (Figure 1).
- France, Scott B81/B90-92: *Red Cross Nurse, Mothers and Children* (2) and *"The Letter"* by Fragonard, 1939; Dark slate green, turquoise blue, red (Figure 2); Brown, sepia, purple (Figure 3).
- Haiti, Scott B1/CB1-2: *Pierre de Coubertin*, 1939; Carmine-lake, vermillion, dull blue, yellow, green, black (Figure 4).
- Mexico, Scott C110: *College at Morella*, 1940; Deep purple, red brown, orange (Figure 5).
- Nicaragua, Scott C253: *50th Anniversary, Pan American Union*, 1940; Blue, red, greenish-yellow, salmon ([?] Scott: "multicolored") (Figure 6).
- El Salvador, Scott 586/C69: *Sir Rowland Hill*, 1940; Dark blue, light blue, black (Figure 7).



Figure 2—France, Scott B81, *Red Cross Nurse*, 1939.

private firms: Waterlow and Sons (Spain), American Bank Note Company (Haiti), Security Bank Note Company (Nicaragua) and Wright Bank Note Company (El Salvador). While granted there may be examples here of Robeson Lowe's "gaudy polychromy", certainly several of these stamps deserve a higher evaluation than that.

Beaune-Lambert

The French stamps deserve our very special attention. The most important antecedents of United States multicolor stamp production are precisely these four French stamps, for they were the first (and only) CMP stamps to be printed using the *Beaune-Lambert method*. United States collectors know about this technology primarily because of its adaptation by the Italian Giori family in development of the latter's own printing inventions—and thus as precursor to the use of



Figure 3—France, Giori recess presses by the United States beginning in the 1950's. Although the historical record is murky, it is not an exaggeration to state that Serge Beaune was the initial inventive force that resulted, two decades later, in the "golden" era of United States multicolor *intaglio* stamp production.

Beaune invented a method for recess-printing multiple colored inks in *one* impression, thus virtually eliminating the problem of registration error. Patented in the 1930's, his modification of a 1929 Chambon machine (Figure 8) enabled the inking and wiping of the printing surface, and then the printing of the stamps, all within a *single revolution* of the printing cylinder. In 1943, M. Pouget, who was then Assistant Director of the AFT, attempted bravely to describe the method in English. His discussion is verbally complicated at points, but enlightening and philatelically historic, and therefore worthy of a longer quote:

No change has been made in the stereo-block [copper plate impression] rollers [of the 1929 machine], but the inking and wiping systems are entirely different.

With exception of the two Spanish items, these remaining recess-printed CMP stamps were produced in the last two years of the classic era. Only the French and Mexican stamps were printed by government presses: Atelier de Fabrication de Timbres-Poste (AFT) and Talleres Impression de Estampillas y Valores Mexico. The rest were printed by

Continued on page 12

Auction Introduces New Minimum Bid

Welcome to Auction #35! Please note that, as a trial, there is a new minimum bid interval of 50¢, doing away with the 25¢ interval for the lowest priced lots. Let's see how this change goes.

We need your lots! If you have stamps or other material to sell, please contact me. I'll assist you, if necessary, in organizing and describing your lots. Sold lots are subject to a 20% commission on the sales price. This commission goes directly to the ISWSC to support its operations and is comparable to what is charged by most commercial auction houses. It's simple – use the form below (or a reasonable facsimile) to submit a lot for sale in the next auction. There's still plenty of room for lots in Auction #36, which will appear in the May/June issue of the newsletter and on the ISWSC website (www.iswsc.org).

ISWSC AUCTION #35

Closing February 28, 2009

Lot #	Description	Minimum Bid
1	USA. #210, MH, F/VF. Nice stamp. 2007 CV \$50	\$20
2	USA. #399, 5 cent blue, Golden Gate, U, F/VF. CV \$10	\$3
3	USA. #400, U, 10 cent value, 1915 San Francisco Expo, F/VF. CV \$20.50	\$9
4	USA. #405, Plate Number Singles (4): 7298, 7359, 7534 (MNH); 7535 (MH). Bonus: #499, PNS 7802, disturbed gum on tab. 2007 CV \$52	\$12
5	USA. Kansas Overprints, complete, #658-668, MH, F/VF, very nice color. 2007 CV \$257.75	\$65
6	USA. Nebraska Overprints, complete, #669-679, MH, F/VF. Beautiful! 2007 CV \$322.25	\$80
7	USA. Baker's Dozen! Thirteen (13) copies of 1936 Third International Philatelic Exhibition Issue S/S of 4, MNH, #778. CV \$22.75	\$7.50
8	USA. #806b, Booklet pane of 6, MNH. Very nice. CV \$22.50	\$7
9	USA. 1947 Centenary International Philatelic Exhibition (CIPEX) S/S of 2, MNH, #948, Fourteen (14) copies! 2007 CV \$7.70	\$3
10	USA. Eight (8) copies, 1956 Intl Philatelic Exhibition Issue S/S of 2, MNH, #1075. 2007 CV \$16	\$5
11	USA. #1213a, Booklet pane of 5 + label (slogan 2), MNH. Designs on LS slightly clipped, priced accordingly. CV \$16	\$2
12	USA. Booklet Panes! All MNH: #1280c, pane of 6, shiny gum; 1393b, pane of 5 + label (slogan 5); 1395b, pane of 6, shiny gum; 2116a, pane of 5. CV \$6.25	\$1.50
13	USA. 8 FDC's, #1498a, on large (4 ½ by 10 ½) white envelope w/Post Office Dept cachets, several diff Detroit postmarks. All unaddr (one has evidence of addr label). CV \$35+	\$6.50
14	USA. State Flags of 1976 Bicentennial, #1682a, sheet of 50 stamps. CTO on cover, Washington, DC 20013 cancel, 02/23/76, FD of Issue.	NMB
15	USA. American Bicentennial S/S's, #1686-1689. All 4 sheets issued MNH. Bonus (not incl in CV): Another 4 sheets all CTO with Philadelphia cancels (FDC). CV \$19	\$5
16	USA. Mint sets for 1980. Face value \$4.20. CV \$15.95	\$4
17	USA. Submarines! #3377a, M S/S. \$4.90 face value. CV \$20	\$10
18	USA. Block of 4, #E18, MNH. CV \$11	\$3
19	USA. Special Delivery Plate Blocks (of 4 stamps, w/plate numbers), MNH: #E20, E21, E22, E23. Beautiful! CV \$15.25	\$5
20	USA. Booklet of 10, #BK155, MNH. CV \$12.50	\$3
21	USA. 382 stamps, U, on-paper. Only commems counted, from 3 to 42 cents, includes 24 se-tenants, 6 plate blocks. Values to \$4.60 + \$1.00 Airlift. Also 82 recent foreign.	\$2
22	USA. Picture Postcards. 41 used, nice stamps & cancels, all diff, from decade 1900-1910. Historical, nostalgic Americana!	\$4
23	Andorra (Fr.). #B1, MNH, F/VF. CV \$20	\$9
24	Australia. 401 stamps, M & U, mostly diff, some dups, from #2 to 1990, many M, includes 29 diff A1/A4 types. CV 301+	\$20
25	Australia. Several hundred stamps, M & U (mostly U); in old album (poor condition) plus 6 oz off-paper. Good starter collection, lots of common but good stamps. CV ?	\$10

Lot #	Description	Minimum Bid
26	Belgium. 136+ mostly M stamps, ID'd in ISWSC Sales Circuit book. Several nice M sets: #545-52, 553-54, 556-59, 580-81, 718-19, B631-37, B653-59, B660-62, B663-68, B669-71, B672-77, B678-83, B684-89, B690-95, B696-98, B699-704, B705-11, others, singles, M & U. What a great lot and a great price! CV \$166+	\$20
27	Bulgaria. Interesting collection: 548 stamps, diff, on Scott pages, from 1881 to 1946. 305 are pre-1940, CV \$212 (1/2 are M). CV after 1940 is \$67.80, all M, complete sets. Total CV is \$280	\$35
28	Canada. Winnie the Pooh FDC w/Canada Post complimentary folder. All four stamps (#1618-21) used on colorful cover, w/special commem cancel (10/01/96). CV ?	\$2
29	Cape of Good Hope. #3, U, faults. Priced accordingly. CV \$225	\$10
30	Cape of Good Hope. #3a, dull red, looks great, has internal tear only visible from rear. CV \$225	\$17
31	Christmas Island. Fish! #22-33, MNH, complete set of 12. Beautiful! CV \$45.50	\$25
32	Confederate States of America. #7, unused, President Davis, close cut at bottom. CV \$13	\$6
33	Cuba. Animals! All MNH: #2461 (block of 4), 4479-82 (set of 4). CV \$10+	\$2
34	Cuba. Tropical Birds! #3328-34, complete set of 7, MNH. CV \$95.50	\$35
35	Cuba. Baseball! Famous Cuban ball players, complete set of 5, MNH, #4440-44. CV \$5.25	\$2
36	Cuba. Establishment of Local Mail Delivery in Havana 150th Ann, set of 2, MNH, #4537-38; also Friendship Among People Institute 45th Ann, #4550. CV \$3.70	\$1
37	Cyprus. #206-18, MNH, complete set of 13. Nice quality stamps! CV \$63	\$25
38	Denmark. Ret OMNI pages. 24 U stamps: #28, 38, 39, 40, 54, 57, 58, 63, 64, 75, 98, 106, 108, 118, 121, 122, 124, 156, 157, 159, 196, 227A, 997. CV \$16+	\$2
39	Fiji. FDC. Skinks (not skunks)! #1084-87, set of 4 U on beautiful colorful FDC. W/Post Fiji Philatelic Bulletin. CV \$5.50	\$1
40	Fiji. Queen Elizabeth II, 80th Birthday. Complete set of 4, #1088-91, MNH. Also, complete set of 4 U on FDC, w/Post Fiji Philatelic Bulletin. CV \$12	\$4
41	Fiji. Queen Elizabeth II, 80th Birthday. #1092 S/S of 2 stamps (a & b), MNH. Also #1092 S/S U on official FDC. CV \$9.50	\$2.50
42	Fiji. Golf! Vijay Singh! S/S of 5 MNH stamps, #1097 a-e, Post Office sealed, w/colorful Vijay Singh portrait card. W/Post Fiji Philatelic Bulletin. Exquisite! CV \$5.75	\$2
43	Fiji. 2006 World Cup Soccer Championship! #1098-1101, complete set of 4 MNH. Also, colorful official FDC w/all 4 stamps U. With/Post Fiji Philatelic Bulletin. CV is for the MNH stamps alone! CV \$11	\$3
44	Fiji. Spectacular! Rare Birds! "Teri" Purple Swamp Hen S/S, #1102 (sheet of 2 stamps) #a-b, MNH. Also, gorgeous official FDC w/both stamps cancelled. W/Post Fiji Philatelic Bulletin. CV \$9.50	\$2
45	Fiji. Extinct Megafauna! Colorful, unique: #1103-06, complete set of 4, MNH. Also, official FDC w/all 4 stamps U. W/Post Fiji Philatelic Bulletin. CV \$10	\$3
46	Fiji. Christmas in Bloom! Colorful Flowers, set of 4, MNH, #1115-18. Plus beautiful official FDC w/all 4 stamps U. W/Post Fiji Philatelic Bulletin. CV \$11.50	\$3
47	Finland. #326, MNH. CV \$12.50	\$5
48	Finland. 46 stamps, MNH, F/VF, plus 2 booklets complete (#402c) and 1 pane (402c), #1963-1972, and includes airs C9-C10 and 13 semi-postals. CV \$129.45. Nice deal!	\$12
49	Finland. Europa issues, all MNH: #437, 483, 526, 546, 679-80, 693-94, 937-38. Pristine! CV \$32.55	\$15
50	France. #335-340, MNH, complete nice set of 6 stamps. CV \$22.20. WOW!!!	NMB
51	Germany. 200 U diff on stock card. Includes 45 commem and semi-postals. Est Value \$10	NMB
52	German Democratic Republic. Booklet, complete, MNH. Has 3 panes of stamps: pane of #330c; pane of 333a; pane of 477b (ID's are my best guess). CV ?	\$5
53	Gibraltar. #2, MH, gum disturbance, some paper adherence, small CR. 2007 CV \$60	\$15
54	GB. #3, U, "17" in cancel, light CR. CV \$17.50	\$2
55	GB. #20, U, light cancel. CV \$11	\$2.50
56	GB. #27, U, wide R margin, CR across center. Priced accordingly. CV \$100	\$15
57	GB. #45a, U, light cancel "198", deep lilac, plate 6. CV \$160	\$35

Lot #	Description	Minimum Bid
58	GB. #96, U, light cancel, small scuff on bottom. CV \$140	\$25
59	GB. #101, U, F/VF, light cancel. CV \$14	\$3.50
59A	GB. #111-116. Short set, all stamps F, good margins, medium cancels. CV \$44.85	\$10
60	GB. #132, U, light cancel. CV \$19	\$9
61	GB. #133, U, F/VF. CV \$35	\$9
62	GB. #292-308, complete MLH set of 17 stamps. Very nice! CV \$126.90. Only	\$40
63	Guernsey. Ten complete sets, mostly M, plus 4 stamps (48 total stamps) in retail sales book. Retail is \$8.60 (less than CV), now only	\$4
64	Hong Kong. Letters of the Alphabet Official Souvenir Cover. Prepared in 2006 with se-tenant strips spelling "Kung", "Hei", "Fat", "Choy". CV ?	NMB
65	Hungary. Exceptionally nice lot! 270+ stamps, more M than U (some CTO), ID'd in ISWSC Sales Circuit Book. Sample: U or CTO: #1043-47, 1088-95, 1148-55, 1160-67, 1176-80; Mint: 1212-18, 1233-40, 1268-71, C175, C206-08, just too many to list. Most complete sets, period of 1953-1961. 2006 CV \$103+. Don't miss this one!	\$20
66	Hungary. 165 diff U on stock card. Est Value \$3	NMB
67	Iceland. Europa issues, all MNH: #328-29, 340-41, 348-49, 357-58, 367-68, 375-76, 384-85, 389-90, 395-96, 420-21, 439-40, 447-48. Pristine! CV \$37.25	\$17
68	Iraq. 2 Ret OMNI books. 68 diff U stamps: #2, 4, 95, 96, 107, 109, 124, 134, 135, 138, 154, 156, 210, 322, O16, O90, O92, O98, O120, O125, others. CV \$30	\$7.50
69	Ireland. All MNH: #1666, 1667, 1669a (pair), 1670-71 (pair), 1683, 1685. CV \$10	\$3
70	Ireland. All MNH: #1672, 1673, 1677a (horizontal strip of 5, #1674-77). CV \$8.25	\$2
71	Ireland. Most Unusual Item: Golf, 2006 Ryder Cup Matches. Lithographed w/3-D plastic affixed, serpentine die-cut 9 1/4, #1682a-b, MNH. CV \$4	NMB
72	Ireland. Irish Inland Waterways. #1687-90, MNH. CV \$7.60	\$2
73	Ireland. All MNH: #1691-94 (Irish Music Groups), 1695, 1696, 1698, 1699. CV \$14.20	\$5
74	Ireland. "Our Special Day" (Weddings), complete booklet, #1700a, MNH. CV \$12.50	\$4
75	Ireland. "Greetings". Complete booklet, #1702a, MNH. CV \$12.50	\$4
76	Ireland. 64 diff U on stock card. Est value \$2	NMB
77	Japan. Ret OMNI pages, 26 M & U stamps (couple dups): U: #609, 622, 646, 670, 690, 952, 1430, 1432, 1586, 1760, C25, C26, C41; MH: 645, 663, 660, 674, 772, 808, 837, 879, 937. CV \$10+	NMB
78	Japan. 200 U stamps, all diff, large, off-paper. All 80+ yen denominations	\$7
79	Labuan. #23, MNH, VF, Watermark 2. Very nice stamp. 2007 CV \$140	\$35
80	Marshall Is. Legendary Aircraft of the US Air Force! #641, sheet of 25. Mint, beautiful and pristine! Bonus (not in CV): Poland postcard of jet fighter and Poland Battle of Britain cover w/cachet & #3002, stamp of Hawker Hurricane! CV \$16	\$4
81	Marshall Is. Events of the 20th Century (1910-1919)! Historical! Immaculate! #646, mint sheet of 15. CV \$18	\$4.50

AUCTION RULES AND INFORMATION

1. Bid increments: \$1-10 = \$0.50, \$10-30 = \$1.00, \$30-100 = \$2.00, Over \$100 = \$5.00. Bid in these increments only. Odd amounts will be lowered to the next increment. All bids are in US dollars.
2. High bidder wins at one advance over second-highest bidder.
3. If there are tie bids, the earliest postmark wins.
4. If only one bid is received, lot goes at the minimum bid listed by the owner.
5. State the highest you are willing to pay. Your high bid will be used only if necessary. No "buy" bids or requests for percentage increases will be accepted.
6. Lots are returnable for items misdescribed or misidentified. No returns on large lots or collections, etc.
7. The Auctioneer reserves the right to decline unreasonably low bids.
8. Lot information will be sent to successful bidders with invoice. Invoice will include postage. Payment is expected in U.S. funds within 10 days.
9. Lots will be shipped and billed by Mike Crump and payment should be sent to him at the address on the invoice. PayPal can be used: ExecutiveDirector@iswsc.org. There will be an additional 10% fee to cover the PayPal transaction. PayPal users should notify the Auction Manager by e-mail when payment has been made.

Lot #	Description	Minimum Bid
82	Marshall Is. #649. Mint sheet of 50 US state-named warships! From the USS Alabama to the USS Wyoming! Impressive sheet. (Folded along perfs at 2 bottom rows and along R margin. Small separation of perfs on R margin). CV \$20	\$5
83	New Zealand. Four recent sets (#1186//1198). U, plus 13 New South Wales Duty Stamps (listed in Barefield Catalog). CV \$15+	\$8
84	New Zealand. 305 stamps, M & U, spread evenly from the earlies to the 1980's. Includes Healths and Officials. Some dups. CV \$172+	\$10
85	Papua New Guinea. Ret APS Sales Book. 146 U stamps, some dups, #365/739 (1973-1990). Nice group of stamps and a good value. You won't be sorry! (Note: Some duplication w/the following lot, lot 86). 2006 CV \$147+	\$30
86	Papua New Guinea. Ret APS Sales Book. 157 U stamps, some dups, #569/934 (1982-1998). Wow! Good value! (Note: Some duplication w/previous lot, lot 85). 2006 CV \$245+	\$45
87	Peru. Ret OMNI Book, 80 diff U stamps. Mostly common but nice stamps including: #318, 319, 320, 323, 361, 362, 364, 375, 376, 378, 379, 380, 427, 438, 440 and many airmails. CV \$17+	\$4
88	Philatelic History. Scott's US Stamp Catalogue Specialized, 1951 Edition. Good condition, yellow hardbound, gently used.	\$5
89	Saar. 78 M & U, 1920-1948. Almost all diff. Great buy! CV \$51	\$3
90	Scandinavia (Norway, Sweden, Finland, Denmark). 600 U stamps, large, off-paper. All different!	\$14
91	Spain. Civil War issues, 1937. 36 stamps, MH, on pages. Scott unlisted. "Asistencia". "Beneficencia". Overprints: "Arriba Espana, Viva Franco".	\$5
92	Sweden. Mint booklet, #1588a (1585-1588) complete. CV \$6.50	\$1
93	Switzerland. #141, U, F/VF. CV \$15	\$3.50
94	Switzerland. #197, U, F/VF; 232, MNH, F/VF. CV \$6.75	\$1.50
95	Switzerland. #206, U, F/VF. CV \$8.75	\$3
96	Switzerland. 13 complete sets, MNH: #321-15, 400-01, 416-17, 500-01, 510-14, 535-39, 546-50, 555-57, 594-95, 614-15, 667-70, 671-74, 829-33. CV \$24.45	\$7.50
97	Switzerland. #B290-91, CB1, MNH. CV \$7	\$2.50
98	Switzerland. #B303-07, MNH. CV \$5.30	\$1.50
99	Switzerland. 8 complete semi-postal sets, MNH: #B355-59, B374-77, B378-81, B390-93, B398-401, B402-05, B406-09, B422-25. CV \$14.85	\$4.25
100	Switzerland. #B536-40, complete set, MNH. CV \$5.50	\$2
101	Switzerland. #8010-8013; 10011-10013, both MNH complete sets. CV \$4.50	\$1.50
102	Vietnam. ISWSC Sales Circuit Book. North Vietnam (40+ stamps), South Vietnam (50+). Many nice mint, stamps, sets, some used. Better Values. Most value in North Vietnam. Don't miss this one! CV \$185+. Now only!	\$20
103	Worldwide. HBO. Incredible! 2000 Summer Olympics, Complete Collection! Mint issues in binder. Includes stamps and S/S's. CV \$290+. Only!!!	\$45
104	Worldwide. HBO. Olympics/Sports. MNH 34 sets and singles, S/S: Solomon Is., Samoa, Chile, Costa Rica, Belgium, Yugoslavia, Russia, Denmark, Taiwan, Hungary, Bermuda. CV \$65+	\$20
105	Worldwide. Ret OMNI Book w/125 mostly U stamps. Curious country mix: mostly Germany but several M & U Poland, couple of Belgium, GB and US, DDR, Greece. Wurttemberg (U): #59, 60, 61, O54, O56, O121, O122, O123, O124, O139, O155; Germany (U): 2, 3, 4, 5, 6 (faded), 14 (creased), 16, 17, 49, OL3, OL4, OL5, many others in 100's. Some dups. Due to odd mix and some dups, this lot is specially priced at less than 10% of CV. CV \$143	\$10
106	Worldwide. HBO. 1000 M & U stamps, values to \$2.25. Some complete sets. Bermuda, Brazil, Jamaica, Ivory Coast, Gold Coast, GB, Venezuela, Russia, Montenegro, many others. CV \$250+. Suggested bid	\$50
107	Worldwide. HBO. 155 M & U higher value stamps. 102 have CV of \$1 to \$2.50; 53 values of \$3 to \$7.50. Included: Dahomey B-9-10*, J3-4*; Ned. Indies (U) 8, 10; Canada 208*, 241*; US (U) J32, J34; GB (U) 191, 249, 301, 373, 399, 300*, 303*; Venezuela C58*, (U) C89-90, C92, C110, C126, C162, C177, C205, C235-6, C254-5, C269-71, C277, many others. CV \$375+. Suggested bid	\$50

Lot #	Description	Minimum Bid
108	Worldwide. HBO. 1000 M & U stamps, values to \$1.75. Some complete sets. Barbados, Bermuda, Brazil, Denmark, Jamaica, Ivory Coast, GB, Venezuela, Russia, Fr. & Port. Colonies, many others. CV \$250+. Suggested bid	\$50
109	Worldwide. 250 stamps, ID'd on sheets, 25 per country. Australia, Belgium, Brazil, Czech, Denmark, Germany, GB, Japan, Malta, Mexico. All 20th century, values to \$1.00. CV \$82+	\$12
110	Worldwide. British Asia. 100+ stamps, more M than U. Very nice material! Bahawalpur, Pakistan, India, Jhind, Nabha states, Mesopotamia, Iraq. All higher values. Best: Bahawalpur (all M): #1-10, 14, 15, O17-24, O30, O62, O63; Jhind state 57*; India 223-26*; too many to list. Iraq – 39 stamps. CV \$200+. Great deal!	\$20
111	Worldwide. British Africa. SWA (90 stamps), Egypt (16), Sudan (4), Bophuthatswana (#5-21 MNH set). Mostly mint, many complete sets, all ID'd. More than 130 stamps, nice quality, lots of value. CV \$330+	\$35
112	Worldwide. Ret Sales Circuit sheets, M & U. 194 stamps, all higher values! Austria (20 stamps), Belgium (20), Denmark (35), DDR (15), German States – Bavaria, Danzig, Saar (39 stamps), GB (21), Neth (33), few Neth. Antilles and Indies. CV \$301.15. Less than 10% of CV!	\$28
113	Worldwide. Ret Circuit sheets, M & U, 200+ stamps. All higher values. Includes: NZ (100+ stamps), Japan (50+), Canada & Newfoundland (40+), Portugal (28), few Port. Colonies, etc. CV \$175+. Only!	\$15
114	Worldwide. Ret Circuit sheets, M & U, 208 stamps. Too many to list but includes Australia, Br. Guiana, Gibraltar, Ireland, Italy, Jamaica, Norfolk, Falklands, Norway, St. Lucia, others. All nice stamps. All higher values. 2007 CV \$173.35. Great deal at less than 10%!	\$15
115	Worldwide. Mystery box – 14 oz, off-paper, U stamps, large and small, sets and singles. Looks mostly common to me but who knows? A sorter's dream. Dig in for only	\$2.50
116	Worldwide & USA. HBO. 4 pounds net on-paper, wide variety, many dups. Free! Yes, free to first bidder! Can't beat this offer! You pay for postage!	

ISWSC AUCTION #35 BID SHEET ~ Closing February 28, 2009

PLEASE PRINT CLEARLY OR ATTACH AN ADDRESS LABEL.

MEMBER #:

NAME:

ADDRESS:

PHONE:

E-MAIL:

LOT #	BID	LOT #	BID	LOT #	BID	LOT #	BID	LOT #	BID

Mail to: ISWSC Auction #35; c/o Mike Crump; PO Box 331908; Atlantic Beach, FL 32233 or e-mail to: desoto1947@yahoo.com

Lot #	Description	Minimum Bid
BARGAIN BIN! The following items have run in a previous auction and are back with drastic reductions in Minimum Bid amounts. There are some real bargains and some outright steals! Good bidding!		
BB117	USA. #372, MNH, straight edge top, F/VF. CV \$22. Was \$7.50, now	\$4.50
BB118	USA 3 FDC's. Artcraft Cachets, clean, unaddr #1293, 1294, 1295. 2004 CV \$48.50. Reduced!	\$12
BB119	USA. #C64b, MNH, airmail booklet pane of 5 + label. CV \$7. Price now reduced to	\$3
BB119A	GB. #180, U, nice clear round cancel, rough perfs RS (priced accordingly). Now reduced to less than 10% of CV \$110	\$9
BB120	Japan. Sensational! 13 large souvenir sheets, MNH, #2701/2833. CV \$174. Price slashed to	\$35
BB121	Mexico. #161, U, block of 10. 1884 issue. LC. CV \$110. Now reduced to	\$25
BB122	Switzerland. #50, U, nice circular cancel, 1 Franc gold. CV \$120. Price cut from \$36 to	\$25
BB123	UAE. #156, U, F/VF, LC. CV \$13.50 marked down to	NMB

END OF AUCTION**Abbreviations:**

& = And

+ = Plus

// = Incomplete

ADDR = Address (ed)

ANN = Anniversary

APS = American Philatelic Society

BKLT = Booklet

BLK = Block

BOB = Back of Book

CAT = Catalogue (d)

COMMEM = Commemorative (s)

CPL = Complete

CR = Crease

CTO = Cancelled to Order

CV = Latest Scott Catalog Value

DEFIN = Definitive (s)

DIFF = Different

DUPS = Duplicates

EST = Estimate (d)

F = Fine, off center, but perfs
don't touch design

FD(C) = First Day (Cover)

G = Good, perfs cut into design

HBO = Held by Owner

HC = Heavy Cancel

HH = Heavy Hinged

INCL = Include (s) (ed)

LC = Light Cancel

LH = Light Hinge

LS = Left side

M or * = Mint

MLH = Mint Light Hinge

MH = Mint Hinged

MNH or ** = Mint Never Hinged

NMB = No Minimum Bid

NG = No Gum

OG = Original Gum

RET = Retired, Returned

RS = Right Side

SE = Straight Edge

S/S = Souvenir Sheet

TH = Thin

U = Used

UNADDR = Unaddressed

VF = Very Fine, wide margins

VG = Very Good, perfs touch
design

W/ = With

W/O = Without

XF = Extra Fine

AUCTION LOT SUBMISSION FORM**PLEASE PRINT CLEARLY OR ATTACH AN ADDRESS LABEL.**

MEMBER #:

NAME:

ADDRESS:

PHONE:

E-MAIL:

LOT

DESCRIPTION:

CATALOG

VALUE:

MINIMUM BID:

Mail to: ISWSC Auction Manager; c/o Mike Crump; PO Box 331908; Atlantic Beach, FL 32233

Sales Circuit Changes Announced

by John Baumert (#1246)
Sales Circuit Manager

Two changes have been implemented in the Sales Circuit in an effort to provide intermediate and advance collectors with the items they need in their collections while at the same time not ignoring the needs of the less advanced collectors.

The Sales Circuit

As a reminder to our readers, the sales circuit allows USA members of the ISWSC to sell their duplicates or unwanted items by placing them in sales books that the Sales Manager circulates to buyers. A sales book contains spaces for 100 single stamps. An item is priced by the seller. When a member purchases an item, he/she marks the book with their ISWSC number and forwards the sales amount plus a small fee to the Sales Manager. The Sales Manager organizes the sales books by category (e.g. USA, Great Britain, etc.) and mails a package of up to 9 sales book at a time to members. A member forwards the circuit on to the next buyer. A sales book is distributed no more than three times. It is a great way to get rid of unwanted items or to find that one stamp that completes a set or just fills a hole in an album.

Changes to the Sales Circuit

Over the past year, I have seen more and more sales books that are submitted to the Sales Manager that barely exceed the minimum net value of a sales book. (I have required sales books to meet a minimum net sales value of \$20.00). I have also received correspondence from buyers about the quality of the items in the sales books.

There are currently 290 sales books in the inventory. Of these, 140 have a net sales value of \$35.00 or less, 125 have a value of between \$35 and \$150, while 25 have a net sales value exceeding \$150.

The **first change** is that the **minimum net sales value** of a sales book is raised to **\$35**. This eliminates many of the lower value books. These books posed problems for buyers later in the circuit. If the initial buyer bought several stamps from a sales book in the low \$20 range, the later buyers would be receiving sales books with little or no value and also spending approximately \$5 in postage to forward these books to the next buyer.

The **second change** primarily affects the buyers. Circuits will be divided into two groups. **One group**

will consist of all sales books, from the minimum net sales value to the highest sales value. **The second group will consist only of sales books** with a sales value **exceeding \$150**. Buyers will get to chose to which grouping they would like to belong. The first group benefits the less advanced collector in that it provides the opportunity to select from low to higher value stamps. The second group benefits the intermediate and advanced collectors in that they do not have to wade through lower value items which they are more likely to already possess.

Both changes occurred January 1, 2009. Current buyers and sellers have been notified of the changes. Sales books already in inventory will not be affected by the first change. They will be circulated until all interested buyers have seen them or the value of the book drops below the old \$20 minimum value.

Hopefully, buyers who dropped out of the Sales Circuit because of the quality of the circulated material may like to rejoin and try out the new changes. To other USA members, join us in the Sales Circuit and find those elusive items. I challenge the sellers to submit sales books that exceed the \$150 value so we can provide lots of good stamps to the intermediate and advanced collectors.

As a reminder to sellers, the categories of sales books are:

1. USA, US Territories and UN
2. Canada and Former Provinces
3. Great Britain and Commonwealth
4. West Europe and Colonies
5. East Europe and Russia
6. Asia
7. Africa
8. South America
9. Central America and Latin West Indies
10. Topical
11. Miscellaneous Countries
12. Worldwide Mixed Countries
13. 1840-1940 Classics

Miscellaneous Countries (Category 11) and Worldwide Mixed Countries (Category 12) are the least desirable circuits while single country sales books seem to sell well.

KEN WOOD'S BASIC PHILATELY. Large paperback, 68 pages. \$5.00 postpaid or send your SASE for scans of sample pages. Robert Velardo (ISWSC #2576); 209 Decker Ave; Staten Island, NY 10302—USA. [01-02/09]

Ventures in Printing

Continued from page 4

On the circumference of the stereo-block roller as many ink-reservoirs are fixed as there are colours to be used.... By means of [inking rollers] composed of a core covered with a layer 2-3 mm. thick of a special substance slightly plastic and having a great affinity for ink, the latter [coloured ink] is carried from the reservoir to those parts of the engraving to be printed in the respective colours. [Each inking] roller, which coincides exactly with the stereo-block cylinder, is

worked by wheel gear and its diameter corresponds to the length of a sheet of stamps. The substance on [each inking] roller [had earlier gotten] a transfer design of the stereo-block, then [was routed so that] all the parts that are not to be printed in that [particular] colour are removed....

In this way the stereo-blocks get three successive inkings which together make up the whole. The ink deposited on the surface is removed by a [wiping] roller covered with a

substance similar to that on the inking roller. Before being used this substance undergoes a special preparation. The motion of this [wiping] roller is the reverse of that of the stereo-block cylinder.... It cleans the surface of the blocks like a razor, with one sweep without emptying the grooves or mixing up the inks. The [wiping] roller itself is cleaned as it revolves by a scraper that moves backwards and forwards and by a jet of dissolving fluid that is squirted out then sucked up with the help of a mechanical device fitted with a combined suction forcing pump and a decanting trough (Pouget, pp. 30-31).

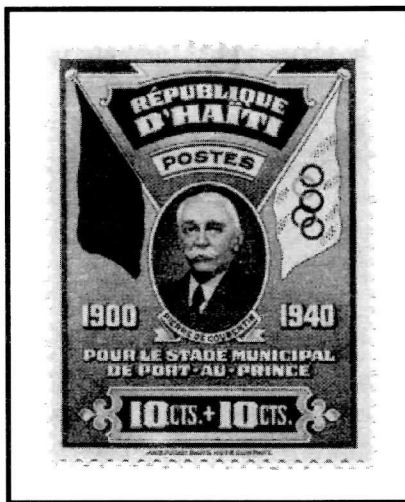


Figure 4—Haiti, Scott B1, Pierre de Coubertin, 1939.

Giori Connections

Not a security printer, but rather a printer of illustrated books and art prints—and an artist himself—Serge Beaune has received scant biographical attention in the English-speaking world. In his 1961 study of the Giori press, stamp-printing expert George Brett made very brief remarks on the history of multiple Giori generations. It was third generation Gualtiero Giori, head of his family's Milan firm in the years following World War II, who achieved prominence as the inventor of the Giori presses later to be used by the United States. But earlier, Gualtiero's father had been associated with Serge Beaune in "development in 1934 of what was perhaps the first successful multicolor intaglio press in the world." With

admirable foresight, the elder Giori "visualized the special usage" that Beaune's multicolor process would have when adapted to security printing. In 1936, the Giori's Milan plant installed the first (French) Lambert (seven-color) production presses (utilizing the Beaune process), and the elder Giori and Serge Beaune

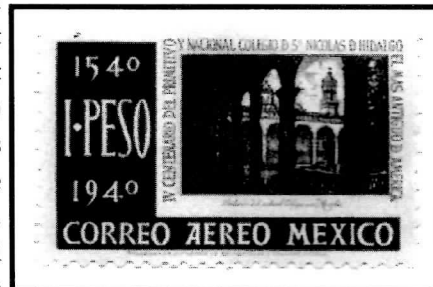


Figure 5—Mexico, Scott C110, College at Morella, 1940.

"continued to work together after this in perfecting the press and the process" (Brett, p. 79). Focused as it is on the Giori family, Brett's brief history is tantalizingly skimpy about Beaune. It acknowledges the importance of Beaune's contribution to Giori advances in printing, yet it says little about how or when the association between the Giori family and Beaune began, or ended, or what the nature of that association was.

Brett also acknowledged that a 1939 French stamp was the first "multi-color intaglio engraved stamp from a single plate at one impression" and identified the press, in agreement with Pouget, as a 1929 "French developed web-fed Chambon intaglio press... later adapted to use the Serge Beaune process" (Brett, p. vi). But adapted by whom? L. N. Williams agreed with Brett, but added that the press underwent an "Edouard-Lambert adaptation incorporating the Serge-Beaune patent" (Williams, p. 241). This explains the often used term, *Beaune-Lambert method*, but it leaves

murky the degree of Beaune's involvement with the French AFT and its printing of the four charity stamps—other than as process inventor and patent-holder.

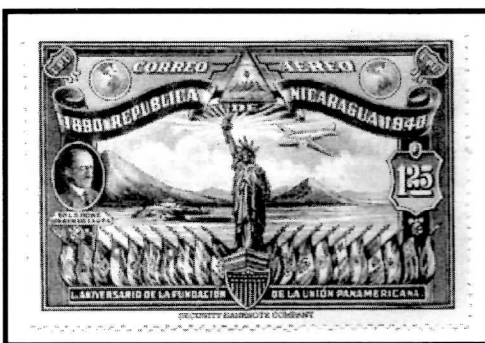


Figure 6—Nicaragua, Scott C253, 50th Anniversary, Pan American Union, 1940.

Add to this a brief 2006 account by Klaus Bender, who focused primarily on the Giori Company's post-1940 involvement in banknote printing. Bender noted that "Serge Beaune, whose machinery Gualtiero Giori already knew from the plant in Milan, had developed the basic concept for multicolor intaglio printing." Giori's new banknote machines would incorporate the

Beaune process. But then a gently negative note by Bender: "The Frenchman was a capable engineer and inventor, but a less capable businessman." Thus, the younger Giori "bought up Beaune's patents" and used a team of Italian designers and mechanics to further develop the new Giori presses (Bender, p. 54).

Uncelebrated Renaissance Man?

So Beaune remains an enigma. The impression is sometimes of (1) a "hands-on" mechanical genius, exploring (along with the elder Giori) all of the lucrative possibilities within the security printing world; and at other times (2) an artist/printer/inventor, disinterested in business matters and perhaps alioof from the world of security printing, envisioning and designing a revolutionary

intaglio process, which he patented but let others modify and turn into profit. The two impressions are, of course, not totally incompatible. But they are sheer sketches—speculative and inadequate biographically.

If today you Google Beaune's name, a few philatelic sites will appear, repeating minimal technical information, sometimes with pictures of a 1930's Beaune-modified Chambon press (TD3; www.comte-lavalette.com) (Figure 8). There are also several Beaune patent documents viewable on-line, both Canadian and American (including: *Process for the Mechanical Printing of Etchings, Copper-Plate Engravings, Heliogravures, etc.*, 1930, patents1.ic.gc.ca; and *Method of Preparing Wiping Rollers for Printing*, 1936, www.google.com/patents?id= etc). A printing firm is sometimes mentioned: *Société des Procédés Serge Beaune*, located in Creteil, France. But in far greater numbers, his name occurs on sites—usually French antiquarian booksellers—



Figure 7—El Salvador, Scott 586, Sir Rowland Hill, 1940.

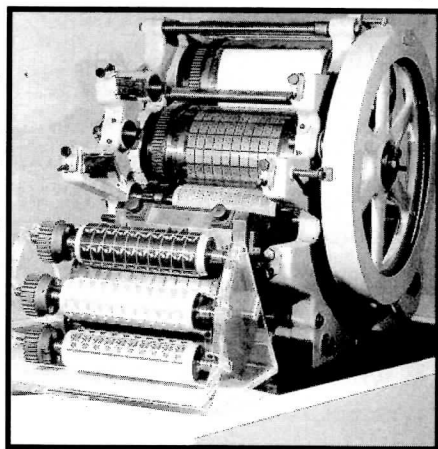


Figure 8—"TD3" (*Taille Douce: 3 couleurs*) Beaune-Modified Chambon Rotary Press

where he is known as an illustrator, or as a printer of illustrations. I have even been able to download examples of Beaune's art: a 1912 oil painting (*Enroute to Vespers*; www.jacksonauction.com) (Figure 9) and an illustration from Anatole France's *The Amethyst Ring* (www.leg.it) (Figure 10). There seems little doubt that these diverse references are all to the same person. Perhaps biographers have wrongly neglected this ingenious printer who, in the spirit of Leonardo da Vinci, excelled in both technology and the arts—even if he could not, as we say, "turn it into a dollar".

Robson Lowe Makes an Exception

Red Cross Nurse (Figure 2) draws attention because it is the earliest of the four French stamps. It is obviously three colors and, perhaps, slightly "gaudy". But the



Figure 9—*Enroute to Vespers* Serge Beaune, Oil on Board.

other three French stamps, especially "*The Letter*" by Fragonard (Figure 3), are noteworthy for the same reason as discussed earlier in connection with the Chilean *Columbus* stamp: they are not obviously multicolored. They are *near bi-colors*. If you look too quickly, you might even mistake "*The Letter*" as monochrome brown!

Robson Lowe wrote glowingly about "*The Letter*":

In the same year appeared the last of the fine stamps of France that come within the period of this review. It was a label of forty plus sixty centimes value and printed in deep brown and purple, being sold partially for the benefit of the Postal Museum in Paris. The engraving was made from a picture by Jean-Honoré Fragonard (1732 to 1806), who worked for Louis XV and Madame du Barry. The original was entitled "*La Lettre*" and the stamp is worthy of the lovely masterpiece. It is in this stamp that the highest level of French art is produced (Lowe, 1943, p. 56).

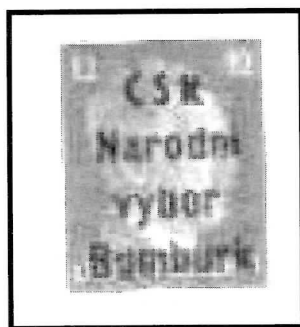
Did Lowe realize that "*The Letter*" is multicolored, and therefore (at least technically) in violation of his two-color dictum? I do not know. Were he alive, what would he say? Given his sharp wit, perhaps: "What of

Whatzit? Tamils in Sri Lanka

by Richard Barnes (#2425)

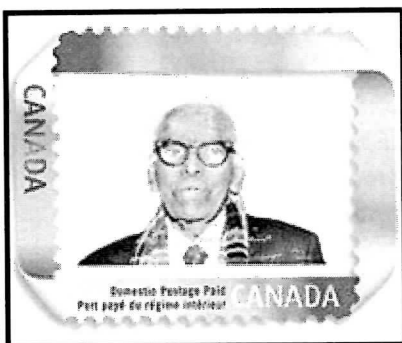
Whatzit? Coordinator

I received a letter from a friend who specializes in Ceylon/Sri Lanka. On his last trip to Sri Lanka, he was offered (on a street corner) two different sets of stamps portending to be issued by the rebel Tamil government. In Sri Lanka, the Tamils are an ethnic minority who have been engaged in vicious and bloody fighting against the island's government for many years. His companions persuaded him not to purchase the stamps—just in case they were stopped by the police or, later, by customs. After he got back home, he contacted various stamp dealers in Sri Lanka for these liberation stamps. He was firmly told that Tamil stamps were unobtainable in Sri Lanka. None of his fellow collectors or dealers this side of the pond have any knowledge of these stamps. Does any member have these stamps or knowledge of how to obtain them?



**Whatzit 27.1.1—
Germany, Scott S38,
type A118 with
unknown overprint.**

1). It appears that they were all used for postage surrounding a memorial service for Prabhakaran in



**Figure 1—Canadian “vanity”
stamp depicting Vellupillai
Prabhakaran.**

Canada Post will print a “vanity stamp” allowing anyone to create a Canadian stamp with a picture of their choice on it. This stamp pays for both domestic and international postage on a regular letter. A “large order” of a stamp featuring a photograph of Vellupillai Prabhakaran, the mastermind behind the Liberation Tigers of Tamil Eelam (a terrorist army), was printed and delivered (Figure

Toronto. I could not find any philatelic reference to this stamp and I do not know anyone who has this stamp. Has any member more information on the Canadian Prabhakaran stamp?

Does any member have a Whatzit item or story, perhaps the pleasures or frustrations of the search concerning a Whatzit, that you could share? I hope that other members can help to broaden the scope of the Whatzit column by sharing their interests. I do not want to bore members with my limited areas of interest.

I received, from a member, Whatzit 27.1.1, Germany, Scott S38 type A118, 12 pf red, but with an unknown overprint. There is a town of Rumburk in the northern Czech Republic, which seems to indicate CSR is the Czech Soviet Republic. All I can find is a note in the Michel Czechoslovakia catalog of a 1945 private speculation overprint on this set of Hitler busts by Herkunft und von der Zentrpostbehörde in Prague that reads CSR BOHNEN UND MAHREN. If I have done my translation properly, these overprints were done during the short American occupation at the end of WWII. Can any member provide information on these overprints that showed up following the close of WWII?

The next Whatzit, (27.1.2) is a Danish 110 ore plumb/purple stamp showing an iron bridge. What is the purpose of this stamp? Who issued it, etc?

The last Whatzit (27.1.3) is probably a local Baltic revenue. This blue stamp also depicts a bridge, but a stone bridge. Can any member confirm the use, timeframe and origin of this stamp?

Whatzit 26.5.3, the green 1D building, has been identified as Yugoslavia Dom (building) revenue #3 in the J. Barefoot catalog. We are still looking for information on the other Whatzits.

Member participation is what makes it interesting to write this column. Please continue to send in your Whatzits, comments or notes.



Whatzit 27.1.2



Whatzit 27.1.3

Richard T. Barnes

11715 - 123rd St NW

Edmonton, AB T5M 0G8 CANADA

rtbarnes@shaw.ca

Report

Continued from page 3

When I am not working on stamps, I volunteer for the Friends of the Sacramento Public Library, sorting books in their warehouse. I often come across older Scott Catalogs. I rarely get a whole set at one time, but I get scattered volumes from 2002 to 2005. I currently have 2005 Volumes 1, 2 and 3. If anyone wants them, they can have them for the princely sum of \$2.00 a volume plus media mail shipping cost of about \$2-3 a volume. Drop me a postcard or e-mail—I'll keep your name on my catalog list as other volumes become available. It is totally unpredictable when catalogs come in and I cannot guarantee I can complete any set, but I hate to see them go to waste. If you are someone that only needs one volume, this may help you. I'm sorry

but more recent ones don't usually come my way.

For those of you who participate in our OMNI Exchange or Sales Circuit, I want to update you on our insurance policies. A loss of items in the mail sent regular First Class is covered up to \$200 per loss. Since our policy is to reimburse losses at 30% of catalog value, we try to hold any First Class mailing to \$600.00. Certified Mail losses are covered to \$2,500. Water damage is not covered, so please protect your mailings from dampness. (I use the plastic bags that vegetables come in from the grocers.) "Mysterious disappearance" (ghosts??) is not covered. Losses valued at less than \$50 are not covered.

And finally, a hearty thank you to everyone who has stepped forward to volunteer for Board positions, Election Chair and Grab Bag Coordinator and to everyone who sends their dues in before they need to be reminded. Stamp collectors are great folks!

Membership Update

New Members

- 2593 **Tatiana Diachenko** (exp. 11/30/09)
PO Box 50
Smiltene LV-4729—LATVIA
midri38@mail.ru; A, G, EE, FDC's, map
viewcards, coins
- 2594 **Keith Robertson** (exp. 11/30/10)
8 Taylor Terrace
Hamilton 3200—NEW ZEALAND
A, D, Int, EE
- 2595 **Andrew Simmons** (exp. 11/30/09)
4324 North Dayton Street, Unit B
Chicago, IL 60613-1427—USA
andrew.b.simmons@gmail.com; B (1990 to
present), G, Int (40), DD New Issues from
countries visited
- 2596 **Thomas Wasniewski** (exp. 12/31/09)
2555 Woodfield Boulevard
Franklin, IN 46131-6918—USA
t.wasniewski@comcast.net; A, G, Int (50), DD,
USA, Netherlands, Poland, Germany, Austria,
Switzerland, Canada
- 2597 **Igor Malcevski** (exp. 12/31/09)
22702 Saddle Road
Leavenworth, WA 98826-9763—USA
igor@premier1.net; A, F, Beg, DD, Yugoslavia,
Hungary
- 2598 **Hidemi Williges** (exp. 12/31/09)
330 Taraval Street, Apt 3
San Francisco, CA 94116-1967—USA
williges@gmail.com; A, G, Beg, DD Trains,
Chess

- 2599 **Robert Loveless** (exp. 01/31/10)
16008 Lutheran School Road
Tomball, TX 77377-3739—USA
lovefran@swbell.net; B, G, Int(40), EE

Reinstated

- | | | | |
|------|----------------|------|------------------|
| 17 | Thurner | 2504 | Osmolskis |
| 2369 | Ausmus | | |

Resigned/Did Not Renew

- | | | | |
|------|-----------------|------|-----------------|
| 748 | Sigg | 2453 | Kassim |
| 808 | Luong | 2510 | Loveland |
| 1026 | Altman | 2543 | Black |
| 1641 | Nyhlen | 2544 | Peron |
| 2354 | Novitski | 2545 | Horvat |
| 2440 | Chau | 2550 | Oerding |

Address Changes/Corrections

- 1839 **Ole Teglenaard**
Sneum Kirkevej 17
DK-6731 Tjaereborg—DENMARK
- 2547 **Thomas Duffy**
317 Crowells Road, Apt D
Highland Park, NJ 08904-3350—USA
- 2587 **Kevin Connors**
274 Skinner Lane
Hebron, CT 06248-1349—USA
- 2591 **George Meyer, Jr.**
19 Homesdale Avenue
Southington, CT 06489-3743—USA

New Members: Welcome! To join any of our programs, see page 2 for contact information.

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Trader/Seller

Continued from page 1

recently bought a collection of Turkey on eBay for \$338. After placing about \$2,000 catalog value in my collection, I had material netting \$350 to place in the Sales Circuit. I won't sell it all, but if I sell half, my Turkey collection will have cost me \$160 or so. I chose a country that I don't often see in the Sales Circuit and I spent many hours identifying early, overprinted and difficult to identify stamps (and I still have a dozen or so I can't identify). I learned a lot, had many pleasant evenings at my desk and my overall outlay will be minimal. So, if you do your homework and look for material other people avoid because of identification issues, you can do well.

On the other hand, I avoid buying large mixed lots of stuff unless a VERY careful look shows me some good material. Collections on eBay are often bid way too high. I love "junk boxes" and "mystery lots," but

they are a mixed bag when it comes to trade or sales material. Sometimes, most of the box goes to various philatelic charities.

As we progress from beginner to intermediate to advanced, our philatelic duplicates do the same. A beginner will rarely have material to sell. Start with the Swap Circuits. An intermediate collector will have material to trade at catalog value and later, to sell. Review your returned material from exchanges or sales circuits. Aim to dispose of at least half of the material in any submission. If you are not making your goal, you need to change the type of material submitted. If your booklets are coming back to you with 90% of the material still there, you are spending too much time on the wrong material. Look at the booklets that sell for ideas.

I'm sure others among you have ideas on this topic as well and I would love to hear them.

Editor's Note: Please see page 2 for the author's contact information. The author would like to thank John Baumert (#1246) for his assistance with this article.

Finley To Coordinate Grab Bag Program

ISWSC member **Ramona Finley** (#649) has kindly agreed to coordinate the Stamp Grab Bag program. This once a year program works as follows:

1. Submit 100 used stamps (off paper), all in one category, either all CTO, all Large or all Small. Use 1" by 1" to distinguish large from small. Do not send damaged, obliterated, or otherwise undesirable stamps.
2. Stamps should be in a packet, not loose, one packet per envelope. Multiple submissions are OK. To encourage further trading, you are welcome to enclose a memo or ID in your glassine packet or you may remain anonymous.
3. Each submission MUST include a SASE. Submissions without a SASE will be sent to the Director of Stamp Outreach as a donation. You are requested to indicate the stamp category (Small, Large or CTO) on the lower left hand corner of both the envelope and your SASE to help minimize errors. One word will do.
4. February 2009 is the 4 week "open window" for mailing to:

Ramona Finley
1144 E. Fork Road-Finley Ranch
Dubois, WY 82513

5. Neither the ISWSC nor Ms. Finley accepts responsibility for the quality or quantity of glassine contents—YOU are the program. Please use discretion—if you don't like the exchanges, please

don't send them all back as new offerings.

6. In your SASE, you will receive the same category of stamps that you submit.
7. Please send stamps that are of the quality that you would like to receive. Your comments, after receipt, are solicited.

This program is open to all members of ISWSC. So, why not give it a try? The worst that can happen is that you lose 100 unwanted duplicates and some postage stamps. On the other hand, you just might find some usable stamps or, better yet, a new trading partner.

\$12.00 LOTS FREE SHIPPING. 100 different large stamps. You choose: all 3 countries China, Hong Kong, Singapore; all 3 countries Monaco, San Marino, Vatican; small British islands; Africa; South and Central America; Arab nations. **TRADE WITH ME:** I send first 150 different large stamps, many \$1.00 up, many 2004-2006, you return 150 different large; Or all on paper mix for all on paper mix; Or you send first large stamps \$500.00 on paper Germany mix, all 70¢ to \$5.00 each—\$9.95 + \$2.00 shipping; or \$500.00 Germany on/off paper mix all \$1.75 to \$5.00 each—\$16.95 + \$2.00 shipping. Expect many of a kind. This is a mix. Most stamps years 2003-2006, 4 countries Iceland, Greenland, Faroes, Finland many high values. Alvin Lambert (ISWSC #1135); 1314 Fulton; San Antonio, TX 78201-5112—USA. [01-02/09]

Ventures in Printing

Continued from page 13

it? It is a multicolored stamp that looks bi-colored. This particular exception proves the rule!"

The Scott 2000 catalog describes "The Letter" as brown (central image), sepia (frame) and purple (lettering), although, curiously, the 2005 catalog lists it



Figure 10—Illustration, Anatole France's *The Amethyst Ring*, Serge Beaune, Watercolor Original(?)

as simply *multicolored*. Again, I offer the opinion that such *minimally* multicolored stamps possess a visual effect that, while not easily identified as multicolor, nevertheless adds significantly to the beauty of the stamp. The multicolor lends certain "richness" or "depth" to the stamp's overall impression. Further enhancing this is the central image's apparent color

variation, in shades of brown, achieved through *intaglio's* well-known capacity to vary the color-value (lightness/darkness) of a single ink's visual effect, either as a result of (1) variation in the depth of the ink; or (2) variation in the space between engraved lines.

A *color curmudgeon* he may have been, but Robson Lowe knew a beautifully colored stamp when he saw one.

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BREAKING UP 62-YEAR ACCUMULATION. Let me send you a stuffed envelope of old, new, mint and used, etc. Pick what you want at 1/3 SCV and return the balance. Gelfman (ISWSC #1849); Box 315; Old Bethpage, NY 11804—USA. [11-12/09]

100 DIFFERENT LARGE stamps. \$5.00 any pack: Austria, China, Russian States; Small Countries: Lithuania, Luxembourg, Monaco, San Marino; Small Islands. Alvin Lambert (ISWSC #1135); 1314 Fulton; San Antonio, TX 78201-5112—USA. [01-02/09]

Washington-Franklin Stamps Have Class

by George Land (#241)

The American Philatelic Society (APS) offers various stamp collecting courses. But I never considered taking any because they were always at the APS home location in Pennsylvania, much too far from my home.

But then I saw they were offering a course last April in conjunction with the APS meeting and show in San Francisco. My home is in the northern California redwoods, two hours from San Francisco. And the course subject was the "U.S. Washington-Franklin Issues of 1908-1922." Now I am interested! It is close to home and the subject is one in which I have always felt inadequate.

The Washington-Franklins always intimidated me. My only resource was Scott's catalog, which offers only minimal help. This was a two-day course taught by Dennis Gilson. Dennis is on the expertizing staff at the APS. He has forgotten more about the Washington-Franklins than I could ever hope to know. I found him to be a personable instructor, eager and willing to help.

The enrollment was full, a maximum of 16 participants. I may have been the only worldwide collector. Of those I became acquainted with, all were U.S. specialists. Each person had access to a wealth of materials, furnished by APS. We had an Ott light, Scott's catalog, watermark materials, gauges,

magnifiers, plus sample stamps to work with. Also, each person received a large binder full of materials to take home. It included complete tables and keys for identifying all Washington-Franklins. There were large drawings and color blow-ups showing characteristics of the different types. Also, a CD was used to show all of these photos on a computer screen. Various reprinted articles were included. In short... everything a person needed for making positive identifications beyond the course. The handbook/binder alone was probably worth the cost of the course.

Perhaps, the most important thing I learned was to repress my fear of watermarks. I discovered that everyone has problems with Washington-Franklin watermarks. All 16 participants did—and so did Dennis! Don't feel alone if you have trouble with these watermarks... everyone does! Still today, no adequate detection materials exist for these faint watermarks.

We also learned to watch for fakes and altered stamps—especially regarding coils, which are often trimmed or reperfed. I learned some things to look for with altered perfs. My only suggestion for improvement would be for more tips on recognizing regumming. But after all... the course was concerned with Washington-Franklins—not with regummed stamps.

I now welcome Washington-Franklin issues... I am confident that I am their master!



Letter to the Editor

UNSOAKABLE SOLUTION

This is in response to Richard Rizzo's article in the Nov/Dec *Circuit* about unsoakable U.S. stamps. As brought out in *Linn's* and/or the APS journal, lighter fluid will remove the stamps with no problem and then use talcum powder on the back to get rid of the stickiness. I have done this and it works very well and there is no stickiness left on the stamps. One must be careful with lighter fluid because breathing too much fumes can be dangerous, so one must use it in a well ventilated area.

—Earle Johnson (#2555)

Members are invited to submit letters to the Editor at the address found on page 2.

ATTENTION AUCTION PARTICIPANTS

Due to space limitations, auction realizations will not be printed in the newsletter. Realizations will be posted on the ISWSC website (www.iswsc.org) and are available by mail upon request (contact Mike Crump).

SEND 200 LARGE stamps, no Canada, Germany, US. I return 225 large stamps. Alvin Lambert (ISWSC #1135); 1314 Fulton; San Antonio, TX 78201-5112—USA. [01-02/09]

CAN YOU HELP with my want list used stamps to year 2000: Australia, New Zealand, France, Germany? Purchase only. Robert Fisher (ISWSC #1608); P.O. Box 923; Penney Farms, FL 32079—USA. rafstamps@juno.com [05-06/09]

2008 SCOTT 6 volumes on 2 DVD. Bought unseen at auction. Works perfectly, realized it's a copy don't want. Sell \$30.00. Alvin Lambert (ISWSC #1135); 1314 Fulton; San Antonio, TX 78201-5112—USA. [01-02/09]

The Brief Life of My Nixon Invert

by Dr. Terry Myers (#736)

A few years ago I decided to collect U. S. inverts – specifically those from the 20th century. My first purchase, at the urging of a fairly aggressive dealer, was a copy of the so-called CIA invert, Scott 1610c. My copy had a white edge and the dealer actually tried to convince me I also needed one from the center of the sheet, but my wife disagreed.

Of course, getting entire sheets of the Dag Hammarskjold issue, Scott 1203a, was very easy as they are often available at face from dealer stocks at shows.

Then came the three examples from the Pan-American Exposition set, Scott 294a, 295a, and 296a.

And finally it was time for the big one – a C3a – the legendary inverted Jenny! The one I managed to buy had been reperfed and was extremely lightly hinged and cost nearly a year's salary, but came with unmeasured bragging rights.

I had them all!

The Richard Nixon issue was released in April 1995 as Scott 2955. Within a short time, there were rumors

that somehow there existed some with the engraved name inverted. And very soon a dealer who knew of my interest in such items called and told me he had one available – and I jumped at it. Once again I had a complete set of 20th century U. S. inverts!

Unfortunately, a couple of months later I answered the door on a Saturday morning to find a fellow standing there with a badge. He informed me he was a U. S. postal inspector and was there to confiscate my precious Nixon invert! The postal service had determined that all of the inverts were from printer's waste and that the person who had been responsible for destroying them had instead essentially stolen them and sold them, so my stamp still legally belonged to the postal service.

The ultimate outcome was that I was allowed to return the stamp to the dealer who had sold it to me (for a full refund) and then the postal service confiscated it from him! But for a short time I had a very complete set of inverts.

CHECK YOUR LABEL AND RENEW EARLY!!

Stamp Art Utilizes Damaged Stamps

by Florence Shelton (#1497)

I've been a stamp collector since I was 15; I still have my first album. Over the years, I've saved a lot of "damaged" stamps and kept them in a shoe box, hoping one day to find a use for them. I'm a pack rat and hate to throw anything away!

About 25 years ago, I discovered card making. I've made a lot of friends and we share ideas, send cards back and forth and have a good time. A lot of the ladies save their used stamps (US and foreign) for me. I, in turn, soak them or trim them. I send them to our youth outreach or "Stamps For The Wounded". I keep the damaged ones and trash becomes treasure.

There are scores of techniques and ideas for card making. While I don't do these types of cards all the time, on occasion the creative flash hits me and out comes the stamps and some cards are born. It's a great way to add that special touch.

So friends, if you have orphaned or

damaged stamps, look at them in a new way. You can decoupage wooden trays, make picture frames and do cards. Most of all, have fun.

Note from President Joanne Berkowitz: I have been the recipient of Flo's cards and they are wonderful. I asked her to write about this as it is a great way to use otherwise unusable stamps. I personally hate to put damaged stamps back into the collector pool and thought this was a very creative way to use them.

