

October - December 1986
Volume 3 No. 4



Quarterly Newsletter of The International Society of Worldwide Stamp Collectors

President's Message ** VOTE!!!

First, I strongly recommend that you vote. Six bylaw changes have been proposed for your consideration. One, in particular is of prime importance: Article VII. A ballot measure in the last election, although favored by 96% of those voting, went down to defeat because it lacked the number of required votes. Under existing bylaws, a minimum 3/5ths vote of the full membership is required for any bylaw modification or addition. While this percentage may be realistic for clubs holding meetings, it is not realistic for an organization whose membership is scattered around the globe. I implore you ... regardless of how you vote ... to please vote.

Now to the other issues, all of which, as well as the above, have been unanimously recommended by the officers. Some of the proposals were made to correct faux pas. Others were made to provide greater flexibility for the operation of the organization.

Articles VI and IX: The Public Relations Officer is responsible for overseeing the election procedures and therefore should not be a candidate for office. The proposed change makes his position appointive (to be effective in January 1988, if passed).

Article III, if passed, replaces the present officers with an expanded Board of Directors (including the elected officers) to better serve the members.

I agree as stated in the last issue, under Article V, delete V, D.

Last, and far from least, is the

proposed dues change. We are planning to change our newsletter from a quarterly to a bi-monthly publication. However, this will be impossible unless the dues increase is passed. Much of the present cost to operate the society is currently being shouldered by the officers, chairpersons, editor, etc. This issue fell to defeat in the last election as discussed in my first paragraph, even though 96% of those voting favored a dues increase. (Two of those voting no on the issue last time, did so on the grounds that the increase was not sufficient.)

I wish to welcome Arlene Futrell (# 2) as our editor for 1987 and thank her for volunteering. She will be sharing the present editorial duties with Rita Kallal (# 26) as publisher.

Don't wait ... please vote now. Please be prompt to save the expense (personal) of reminder cards. Many thanks. Aubrey Dunne (# 1)

Secretary-Treasurer's Report

Hi again! My wife Betty and I just returned from a 4,176 Mile car trip, one of the highlights being a nice visit with your editor, Rita, and her husband, Mel. One of the great pleasures of our club is meeting other members. For me that's about 20 or so, as of now.

As of late October, we have enrolled member # 262. However members # 81, 82, 84 and 89 failed to renew and so, regretfully, are dropped from the rolls. We now have 233 paid up members.

Continued on page 3

Arlene Futrell Volunteers to Edit the Newsletter in 1987

Charter Member # 2, Arlene Futrell has volunteered to be editor of *The Circuit* in 1987. Arlene's duties will be strictly editorial. She will be responsible for preparing the newsletter and forwarding the copy to the publisher. All material for the upcoming newsletters should be sent to:

Arlene Futrell (# 2), Editor
Box 65
Spartanburg, PA 16434
(U.S.A.)

Duties of publisher will be filled by Rita Kallal (# 26), who will be responsible for printing and mailing the newsletter. Rita and her husband have recently purchased a commercial printing business and have offered to publish the newsletter for ISWSC at cost which will result in considerable savings to the treasury. In the future, address mailing problems and/or address changes to the publisher.

**REMEMBER TO
VOTE**

**BY JANUARY 30,
1987.**

US Post Office Ideas to Get-Rich From Collectors Not New

The photocopied article below which appeared in the Chicago newspaper eighty years ago was submitted for publication in The Circuit by John Hogan (#242). One of his customers found it among the papers of a relative. John asks, "Can you imagine such a scheme as it describes?"

CHICAGO EXAMINER AND AMERICAN, DECEMBER 23, 1906.

NINETY THOUSAND VARIETIES OF POSTAGE STAMPS INVOLVED IN THE LATEST SCHEME

STAMP collectors are discussing what course to pursue if the present plans relating to United States postage stamps are carried out.

It is proposed to place the name of the State and city of issue on all the United States postage stamps sold at the principal postoffices. There are some 6,000 of these postoffices. Twenty-six of them will have the name engraved on, all the different denominations, while the other 5,974 offices will have the name printed across the face of their stamps after they have been engraved.

There are now issued stamps of the denominations of 1, 2, 3, 4, 5, 6, 8, 10, 13, 15 and 60 cents and \$1, \$2 and \$5, and a 10-cent special delivery stamp. Multiply these fifteen by 6,000, and there is the total of 90,000 varieties. The proposition that confronts collectors can be understood when 25,000 stamps are supposed to represent all the different varieties previously issued in the whole world.

Collectors are by no means overjoyed at this prospective flood of stamps, to collect which will try not only their patience, but also their pocketbooks.

FLATTENING OF POCKETBOOK.

While the majority of the specialists will begin with the accumulation of used stamps, bearing the different names, which, being fairly plentiful, will not represent so much of an outlay, the advanced collector will want unused copies in his albums as well, and right here the flattening of the pocketbook will begin.

The face value of the present denominations is just \$9.27. Thus, to get a complete set of unused stamps of all varieties, and that will undoubtedly be the aim of certain collectors, will represent an outlay of \$55,620.

This is a good deal of money to sink in a set of postage stamps, but there will be collectors who will make the expenditure, judging by what they have done in the past. There have been collectors who have gathered nothing but postmarks—that is, original letters with the hand-stamped postmarks of the thousands of different postoffices. Collectors in Germany for a number of years have collected stamps of old Germany and Wurtemberg, which bear the names of the different towns and cities. But the German issues show only about 500 varieties.

If a person carefully thought out a plan to give stamp collectors trouble, it could hardly be more successful than this new scheme of Uncle Sam's. As has been the case not a few times before, the United States Government should make a tremendous profit out of the new stamps.

DEALERS TO LAY IN STOCK.

Thousands of dealers all over the world will lay in a stock of the new stamps in unused condition to supply their customers. Expert stamp collectors now say that no matter what action is taken in regard to the printed stamps, they will at first certainly take up the engraved stamps of the twenty-six cities. Each collector, in order to get a full set of these stamps, will be forced to turn over to the government \$241.62.

It is estimated that in France, England and Germany there are over 2,000,000 collectors, and there are supposed to be a half million in this country. One can see, therefore, that this plan will be a very profitable one for Uncle Sam, even if the purposes for which the stamps are issued are not fulfilled.

After the collector has completed his first twenty-six series of these stamps, then he will yearn for more varieties, and, naturally enough, will take up the stamps bearing the printed names. And here again he will also want the unused as well as the used issues, which he will proceed to buy to the limit of his resources.

The ordinary postage stamps are supposed to cost the government less than 55 cents a thousand, while the special delivery stamps cost less than 10 cents a thousand. From these figures the profit to the government from the sale of stamps to collectors may be estimated.

WHAT COLLECTORS WILL DO.

A man who has collected stamps for thirty-three years said, in speaking of the problem before him, that he will undoubtedly get each one of the stamps issued by the twenty-six important postoffices—that is, those with the name engraved upon them—and he thinks this will be the course followed by all the collectors at first. He does not think much interest will be taken in the stamps with the printed names, at least not in the beginning.

In the course of time, however, he would

not be surprised if the gathering of all the varieties were taken up not only in this country, but in others, for it is a matter of record that almost as much interest is taken in American stamps by foreign collectors as by those in this country. One English collector, for example, the Earl of Crawford, possesses the finest set of United States stamps in existence.

Other collectors say that, as in the case of the precanceled stamps, there will be an association composed exclusively of collectors who gather Presidential postoffice varieties. Precanceled stamps, indeed, are similar to the contemplated

issues. These are regular United States postage stamps surcharged with the name of the city in which they are issued.

These stamps are printed in order to save the postoffice double work in sending large quantities of mail from one particular house. Say that a business house wants to send out several thousand circulars. An order is given to the postmaster for 10,000 or more precanceled stamps—an order for less than 10,000 is not accepted.

Then sheets of stamps are placed on the presses at Washington, and the name of the city is printed in black across the face of each stamp.

Happy Holidays!

Officers, Chairpersons & Managers

President: Aubrey Dunne (#1)
Vice President: Ken Jenkins (#15)
Sec'y/Treasurer: Herb Holland (#31)
Public Relations: Dave Nelson (#25)
Editor: Rita Kallal (#26) - 1986
Editor: Arlene Futrell (#2) - 1987
Publisher: Rita Kallal (#26) - 1987
Membership: Herb Holland (#31)
Youth Stamp Programs: Ken Jenkins (#15)
Omni Stamp Exchange: Hal Clarke (#47)
and Tom Allison (#42)
Stamp Sales Circuit: Roger Bergeson (#132)
Stamp Auctions: Ronald W. Thurner (#17)



After 50 Years Collector/Dealer Still Loves Stamps

Almost as soon as I started collecting stamps while in the fourth grade, I was bitten by the desire to be a stamp dealer. A friend and I started "Junior Stamp Company." We never made a dime out of it, but it was fun. I quit collecting altogether a couple of times, sold my collection, but started again.

In the late 1950s and early 60s, I operated a new issue business by mail. I gave it up when my wife complained, with complete justification, that it left no time for our two young children. Volume-wise I did very well, but all the profits wound up in inventory. That inventory formed the nucleus of several country collections • Ryukyu Islands, New Zealand semi-postals, Finland semi-postals, Korea (including the first Christmas souvenir sheets), Hungary, Philippines, and Indonesia. The latter two are interesting countries

to collect if you want to avoid high-priced rarities. I have quit buying new issues of Hungary, preferring to fill in the few missing items of early material when I have money to spend.

Everything else has been broken up and offered for sale except Canada, U.S.A. and United Nations, New York. I collect those used only, but most of the other collections were mint.

The mint-never-hinged craze never appealed to me. I can hinge a stamp so that it hardly makes a mark but use mounts for better material that I think might later wind up in someone else's hands. All the best collections in the world were hinge-mounted and it's good enough for me. However, I prefer used stamps, where hinges don't matter. They're easier to handle and care for, and less expensive to buy and mount.

On two occasions, 16 years apart, I served as president of the Memphis Stamp Collectors Society, which normally has a membership pushing a hundred. I published the club's first

newsletter and rewrote its constitution and by-laws. We stage an annual exhibition, MEMPHEX, in October. We would be pleased to hear from any of you who would like to exhibit or attend.

I still attend meetings regularly and carry with me the remnants of my discontinued collections, hoping to dispose of them. No one else in the family is interested and it would be silly to leave them to someone who doesn't want them and isn't aware of their value.

Retirement after 40 years as a newspaper printer (and editor of another paper for 17 of those years) leaves me dividing my time between stamps and golf. I play three or more times a week, with scores usually in the high 70s or low 80s. When I'm not on the golf course, I love to make up selections of stamps for collectors to look at. My 50-plus years of collecting and my several attempts at stamp-dealing have left me with a large variety of uncommon stamps.

.... James L. Burt (# 189)

Sec'y-Treas. Report:

The club acknowledges with thanks the following donations:

Kallal (#26)	\$5.00
Burmeister (#97)	4.00
Berkowitz (#98)	3.00
Thomas (#101)	3.00
Hoover (#109)	4.00
Mazzano (#249)	10.00

IMPORTANT.....it's

renewal time for members who joined Sept. to Dec. 1984: #115, 117 - 125, 127 - 129, 131, 133 - 137 and 139. Please send you r \$6.00 renewal to Herb (#31) and your 250 stamp donation to Ken (#15). **Don't forget to renew. Do it NOW!!**

Kathy Peterson (#83) recommends dealer Jim Prescott (#232) who deals as Kap Stamps.

It's sad to me that many of our members are my age (retired) and older because it portends ill for the future of our club and hobby. To put it bluntly, what happens when we are

gone? We all should be working hard to attract young people to our hobby and to recruit them to our club. What's young? Well, once I would have said 15 or younger, but now, older and wiser, I define it as 35 or younger. This is all a lead in to the fact that one of our newer members, Eric Hebert (#247) is 21 years old and a new collector. I'm happy to report that his first two contacts with other ISWSC members were most pleasant ones to him. Way to go!!! Any member who would like to exchange covers, his first love, are encouraged to contact him.

And, lastly, **please vote!!**

... Herb Holland (#31)

Letters ... Probably No Gremlins at USPS

My reason for writing is in response to Charles Tomala's letter (July-Sept, page 7) about purchasing stamp collecting booklets with the seals broken. I occasionally work in the American Philatelic Society contract branch post office and in fact was there for the First Day of the Stamp

Collecting Booklets. I was responsible for servicing 500 First Day Covers for the Junior Philatelists of America and purchased the first 250 booklets sold by the branch station that morning. I opened the carton and then began work on removing the panes from the booklets and applying the stamps to our cacheted envelopes.

As I was doing this I was surprised that roughly half of the booklets were not sealed. Besides having opened the box of booklets myself, at this point no one knew about the missing color errors that appeared later. Thus I believe Mr. Tomala's "gremlins" are merely a result of lack of gum needed to properly seal the booklet covers. Further, it is my belief that even today most postal personnel are not aware that errors exist in this booklet and even those that do certainly would not check every booklet.

... Ken P. Martin #39

**Old mailmen never die
they just lose their zip.**

**Deadline for next issue:
5 February 1987**

Letters •• Suggests Album Solution

First, may I compliment you on the latest issue of *The Circuit*. It was very readable and interesting. I especially enjoyed the article on Memel. And the other items read like a conversation between collectors. It seems we are a small organization with the typical growing pains of an enterprise filling a need.

For Lew Scott (#198), here is my solution to the album problem. The 'my' is because it may not fit his desires. We all differ. But it works for me.

I use quadrille pages (supplied by Lincoln Stamp & Coin of Buffalo, NY). They are of good paper stock for stamp collections and cost only \$6.50 to \$7.00 per hundred. My albums are stiff cover 3-ring binders, which can be bought in any store carrying school supplies. This works very well for a collection of over 60,000, but would be equally suitable for the beginner. The only difference would be in the number of books (albums).

The advantages are several. First, there is economy. The album cost is under \$10 per unit. The savings can be used to add to your collection. The disadvantage is, of course, appearance.

A second advantage is flexibility. There is no problem in changing your arrangement of either stamps or pages in a 3-ring binder, or adding another binder. Of course, this is true of other loose leaf binders, but it is much easier and more economical under this system.

In other words, I personally prefer blank pages to printed albums and am motivated by economy over appearance. But it is a matter of personal likes and dislikes. It works well for me.

... Jack Young (#210)

Letters •• New Member a Cover Lover

I am a new member (#247) and I have just started collecting stamps; January of 1986 to be exact. I am very glad to be a member and hope to

correspond very soon with all of you.

One of the reasons I am writing is to tell you about my interests. I guess you could say that I am a specialist (of sorts). Because I like to collect covers. I find covers exciting because you can arrange them in any fashion you like. (I received one from India, where there was a cancelled stamp on the back of the envelope to seal it.) I also like the cancellations on the covers. Everytime I get a cover, I take out my atlas to see exactly where the cover originated from.

If there is anyone out there who would be interested in exchanging personal covers with me, please drop me a line. I can also put interested members in touch with a cover circuit club. Hope to hear from you soon!

... Eric Hebert (#247)

Letters •• Another Album Suggestion

A couple of things. I got my latest copy of *The Circuit* today. I'd like to respond to Lew Scott (#198) re: worldwide albums and I will write to him after I get a new membership list from Herb Holland.

I've solved the problem of an album but I doubt it will work for a lot of newcomers. I use a 1947 edition of Scott's International Junior album and collect to 1940 only.

What I would like is Scott to make a worldwide album similar to their Modern. Now, a year ago I was using the Scott Modern album, copyright 1974. I added my own pages and put all the pages into a Scott International binder. I will suggest to Lew that he consider this and write to companies such as Subway and Potomac supplies to see if they have any Scott Moderns. I don't know when it was last published. This is a plea from me to all our members that we all write to Scott Publishing asking (clamoring!!!!) for a current, single volume world album like the previous Moderns. I personally have never liked the Harris or Minkus line. I would suggest these to other however.

I meant to mention earlier in my letter that I started collecting at age 11 in 1951; so I am very fond of and more

familiar with the stamps to 1940. New collectors probably would not have the preference for the older issues. Along the lines of my collection, I have too many pages/stamps in my Scott International Junior and I'd like to make it two volumes. So I am interested in any used Scott International Junior binders, blue, round post, circa 1947 that anyone has to sell. Drop me a line if you have any you're willing to sell.

... Jim Hanley (#114)

Letters •• Suggestions

The Circuit is good reading and I appreciate all the work that goes into such an interesting newsletter.

A suggestion: In an early ISWSC newsletter someone suggested each member mail 5 stamp packets to other members, to take out what they need, add good stamps, and send the packet on to another member.

That's such a good idea and it works, for I've received several packets with very good stamps! Perhaps it could be repeated in the newsletter, with instructions. Some of the packets were "old-timers" with the dates and numbers of the persons who had received the stamp circuit.

Also, if there was an application form in a newsletter, we could easily pass that along to interested friends. Best wishes to all.

... Sue Hoover #109

CLASSIFIED ADS

SEND \$4.00 for \$24 1987 SCV

(my choice), 15¢ and up, G.B., Bahamas, Kenya, N.Z., France, Gabon, Jamaica, Switzerland, Greece -- or any country I have. Futrell (#2), Spartanburg, PA 16434-0065

OUNCE MIXTURES:

Commeratives/Large.

Bahamas \$2.10, Barbados \$3.00, Bermuda \$3.35, Botswana \$3.10, B.W.I. \$3.35, Costa Rica \$3.10, William Gerlach (#233), Box 6637, Lake Worth, FL 33466 {2/4}

Book on Evolution of Stamps Published by S.F. Collectors Club

The Collectors Club of San Francisco has published a book on the evolution of the stamp from antiquity to modern times entitled "From the Winged Heels of Mercury." Its author, 86 year old Zaven M. Seron, M.D. is a collector who admits that his hobby has evolved into a lifelong love affair with stamps and postal history.

The book begins with the "firsts" of postal history, the cylinder seals of Mesopotamia circa 3500 BC and moves through the many postal developments of seals, early routes, disinfected mail, ship mail, handstamps, stationary, etc., that transpired in Europe prior to the adhesive stamp era. The issuance of postage stamps brought many of the "firsts" of the world that still excite collectors. The ancient postal history of North America is covered, beginning with 1755 revenues of the Massachusetts colony. And finally there's a series of more than 80 worldwide "firsts," from the pony express, balloon and air mails through bicycle and rocket mails including a fair share of back-of-the-book material. Anecdotes from Dr. Seron's personal philatelic experiences are found throughout the book and add to the enjoyment of the book. With worldwide coverage of postal history, this book should be of interest to our members.

The book is hard bound, 7 x 9 inches, over 200 glossy pages and profusely illustrated. It is priced as \$19.50 postpaid bookrate. Contact the Collectors Club of San Francisco, P.O. Box 5518, Redwood City, California 94063

A year ago I ran a small ad in the ISWSC paper. Because of that I was and am successful in a "Lot" sales operation.

How it works: You send me your name and address and I'll send you a flyer about once a month. I usually send 3 times and quit if you don't order. (But very few don't order.) The "Lots" cost from about \$5.00 up to \$80.00. They are collections, counter pages, bulk lots (sold by quantity), and the like. The material is written up and you just order by lot. I must be doing something right because I have not YET had a complaint in 7 months! Material is priced very low; much is 12% to 15%. Several dealers buy from me month after month, so there are some real steals to be had. Of course everything is returnable if you are unhappy.

To see some flyers, just send your name and address to:

DAVID L. CRESON
230 Dune Crest, Unit # 3
Monterey, CA 93940

SELLING OUT!

DISPOSING OF MY 50 + YEARS ACCUMULATION OF WORLDWIDE FOREIGN STAMPS (AND A FEW NICE U.S.)

AT LESS THAN 1/2 PRICE

SEND ANY AMOUNT FROM \$10 TO \$100. ONE ITEM IN EACH LOT WILL HAVE A SCOTT CATALOG VALUE **EXCEEDING** THE AMOUNT OF YOUR REMITTANCE. TOTAL RETAIL PRICES WILL BE MORE THAN DOUBLE THE AMOUNT REMITTED. (RETAIL PRICES RANGE FROM 40% TO 60% OF CATALOG).

SATISFACTION GUARANTEED

MAY BE RETURNED INTACT WITHIN 10 DAYS OF RECEIPT FOR FULL REFUND.

JAMES L. BURT • 188 N. HOLMES • MEMPHIS, TN 38111

#189

MEMBERSHIP ROSTER UPDATE

244 Ernest Hirschbach 129 - 16th Avenue Two Mountains, Quebec J7R 3X6 CANADA	12 July 86	WTB
245 Howard R. Wyckoff 1175 Vista Drive Fortuna, California 95540	21 Jul 86	WTB
246 Ronald D. Warner PSC Box 4064 APO San Francisco 96366	23 Jul 86	WTB
247 Eric Hebert 55 Goodridge Drive St. Albert, Alberta T8N 2B1 CANADA	30 Jul 86	WTB
248 Marvin H. Warner 4766 Redbrook Court San Diego, California 92117	2 Aug 86	WTB
249 Philip Mazzano, Jr. Box 1402 GCS New York, New York 10163	2 Aug 86	WTU
250 Robin Clark 2313 Orchard Avenue Sydney, B.C. V8L 1T6 CANADA	6 Aug 86	WTB
251 Michael J. Elston 4312 St. Annes Way Rockford, Illinois 61111	6 Aug 86	B
252 Henry Treutler P.O. Drawer 569 Chipley, FL 32428	9 Aug 86	Dealer
253 James P. Stewart 4625 Calavo Drive La Mesa, California 92041	9 Aug 86	WTB
254 Ed Dykstra 4635 - 17th Avenue Edmonton, Alberta T6L 2Z4 CANADA	9 Aug 86	WTB
255 Jeff Corkran 4017 Irving Snyder, Texas 79549	15 Aug 86	WTB
256 Ardell Shirey 17551 Compass Rose Circle Crosby, Texas 77532	8 Sep 86	WTB
257 Robert D. Crane 2209 Casa Alta Spring Valley, California 92077	10 Sep 86	WTB

258 Everett W. Trout
4933 - 141st Avenue SE
Bellevue, Washington 98006
17 Sep 86
WTB

259 Lora Wilson
P.O. Box 42515
Las Vegas, Nevada 89116
24 Sep 86
B

260 Eddy Consenheim
P.O. Box 3320 Sta D
Toronto - Willowdale, Ontario
M2R 3G6 CANADA
26 Sep 86
WTB

261 A. J. Ehlich
P.O. Box 3245
Ridgewood, New York 11385
16 Oct 86
WTU

262 Bob Gelfman
Box 315
Old Bethpage, New York 11804
17 Oct 86
WTB

ROSTER CHANGES:

68 William Jones: Change to 16724 Juanita Dr. Apt. D-414,
Bothell, WA 98011

83 Kathy Petersen: Change zip code to 95661

143 Jerome Farnum: Change to Hohestrasse 78, 8702 Zollikon,
SWITZERLAND

170 D. L. Creson: Change to 230 DuneCrest, Apt. # 3, Monterey,
CA 93940

181 Jim Sandholdt: Change to 6-6 Kasuga 1 - chome, Ibaraki - shi
567, JAPAN

Advertising Policy: All ads dealing with philatelic concerns are acceptable. We reserve the right to edit out objectionable language. Advertisers are expected to respond to all inquiries, so be sure you can handle the responses before you offer to trade, buy or sell. If you have a bad result from answering an ad, contact the editor. We will try to resolve the conflict.

Display Rates (Camera Ready) per insertion:

Full Page	\$25.00
Half Page	13.00
Quarter Page	7.00
Per column inch	2.00

Classified Rates per insertion: First 30 words, including name, address, and zip code are \$3.00. Additional words are 20 for \$1.00. State abbreviations are one word. "P.O. Box 12345" is two words. Zip Code is one word.

Make all checks payable to ISWSC.

**Remember to Vote
by January 30, 1987**

Letters • A Dealer Discusses Postage and Handling

I refer to the editorial in the July-Sept. issue of *The Circuit* regarding 'postage and handling.' Incidentally, you missed one 'peeve' that is even worse.

Basically, most dealers charge postage and handling because of two reasons:

- 1) They have no idea how to incorporate all their costs into their prices in the first place.
- 2) Most dealers do not know marketing (as opposed to selling) from Swiss cheese.

We have never charged any form of postage and handling (and that includes for supplies and supplements, etc.) since the day we started. Our theory has been that

a) A customer prefers to know their cost 'up front' without all of the extraneous calculations.

b) To state you charge 40% of Scott and then require a \$2.50 handling charge on a \$10.00 order almost amounts to fraud since the total percentage is far greater in reality.

c) Today's \$2.00 order may very well become tomorrow's \$200.00 order. It just brings tears to my eyes to think of all the orders under \$1.00 we've sent post free over the years.

Most dealers were collectors. Part of their technique is from the years of experience they have had. If you're conditioned for 20 years that you pay postage and handling, when the shoe gets on the other foot, you'll very likely do the same. On the other hand, this also explains the mortality among new dealers.

The real 'biggy' you missed was 'personal checks subject to clearance.' Imagine, these dealers are effectively telling you that they fully consider the possibility that you are a crook. Since we've been in business we've deposited probably close to 30,000 checks running from \$1.00 to \$500.00 and in that time four have been returned and only one \$30.00 check was never made good. The 1,600 customers we have in our file cannot be the only ones who write good checks. The other part of this insult is the length of time these dealers hold checks. I see ads for 3 weeks. First of all, any check in the U.S. over \$500.00 is cleared in 24-48 hours. The others clear within 7 days.

The situation with this check clearing throughout the stamp industry is akin to doing your weekly grocery shopping and the clerk tells you to come back next week to pick up your food after your check clears.

Almost unique to the stamp industry appears to be the attitude that customers exist for the benefit of dealers. Few have realized that customers are the reason why dealers exist. You certainly don't find that attitude in the other retailers.

Part of the problem must also lie with the collector. When you don't like the treatment you are getting from a dealer don't just stop buying.... tell them why. Only the collectors can force dealers to regard Customer Service as a product and not just an expense.

Approval dealers make it with small orders because their markup is higher and they are usually part-time.

Sincerely, J. Prescott (# 232) of Kap Stamps

Editor's Notebook: ISWSC Ads Do Get Results!!! And How!!

From my personal experience, I can testify to the fact that ads in *The Circuit* get responses. In the last issue I advertised my no longer needed used albums for sale and was swamped with offers to buy! To all who inquired about the albums, the Internationals were sold by phone about 4 days after I mailed the newsletter and the Citation was sold by letter a couple days later. I tried to answer everyone who wrote, but I may have missed someone in the hub-bub of working, buying a new business, etc.

Dealers, rest assured that if you offer the right items, you will get results. I was amazed at how many of our members are looking for matching binders and/or pages for out-of-print albums or for the more economical album solution of used, but good condition albums. Surely some of our dealer members get such albums from time to time; it seems they have a ready consumer market for reasonably priced used albums. Internationals, Moderns, Junior Internationals, Harris, etc. all seem to have someone searching for them at reasonable prices.

My apologies for the lateness of this issue, but I have been overwhelmed with work. We purchased a commercial printing business in October and have been working day and night ever since. I have had very little time to work on the newsletter, but have finally taken this weekend off to finish the newsletter. The one consolation is that the printing of this issue will cost the ISWSC about half what it cost before.

I want to thank Arlene Futrell (# 2) for volunteering to edit the newsletter next year. I look forward to sharing the editor/publisher responsibilities with Arlene. Send all future articles, advertising, information, etc. to Arlene.

Arlene has been active with philately and children for a long time and she has also offered to share program ideas that she's used for children's stamp clubs with members and leaders of kids clubs. So if you need some "new" ideas to keep the kids interested, write to Arlene (# 2).

Very Important: Herb Holland and I will try to have an accurate membership list ready after the New Year. We will try to print and mail a complete new roster with the Jan-Mar ch newsletter; if we can get it compiled in time. So it is very important that you notify either Herb Holland (# 31) or me (Kallal, # 26) of any address changes or any change in your listing for trading, etc. Many of the Charter members have never informed Herb about whether they will exchange stamps, mint, used, or both. If you'd like to have a designation listed in the new roster, this is the perfect time..... you can slip the info in the envelope with your ballot. **Vote and update your roster at the same time!!**

Speaking of Herb, it was a pleasure meeting Herb and Betty Holland. They are a delightful couple who are as crazy about stamps as I am. I think we could have talked ISWSC and stamps for days. —

This will be the last issue mailed first class to USA members. I will have a bulk rate permit in January and the

Continued next page

Four Sample Logos for ISWSC: Indicate YOUR Choices

Each member is asked to vote on these sample logos provided through the courtesy of Dave Nelson, Public Relations. Please indicate a first and second choice. These are on a computer graphics system so that changes can easily be made and the chosen final copy will be further enhanced to make the final master.

Hence, we welcome your suggestions for minor re-design or edits. For example: "I like # 4 best, but lettering should be in lighter type face." or "I prefer # 1 but couldn't it have raised continents like # 4?"

Please send your votes on the logos along with your by-law ballot to Herb Holland (# 31), 825 E. Torrey Avenue, New Braunfels, Texas 78130. Herb will gather them together and forward them on to Dave Nelson, who will tabulate the votes and interpret the comments for the members' final choice of logo.

Editor's Notebook:

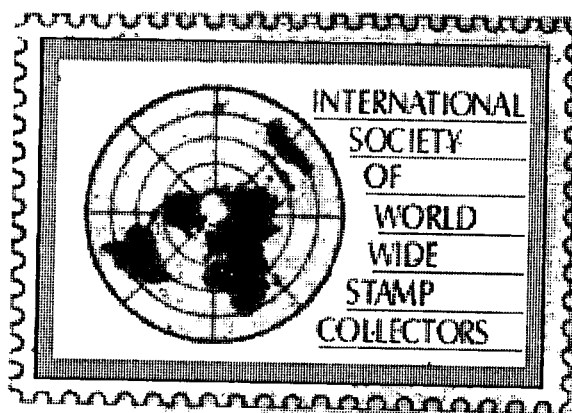
ISWSC will gain the benefit of my mailing permit, without the initial cost of a permit (about \$100.00). ISWSC will only have the bulk rate cost of each mailing. Overseas, Mexican and Canadian members newsletters will be mailed as usual.

I want to thank those you who have written to comment on the newsletter. Your kind words are appreciated. I also want to thank those who have written letters or articles or contributed ideas for the newsletter. I have really appreciated your participation in the society and the newsletter. I hope you will continue this participation under Arlene's editorship. It will make her job easier.

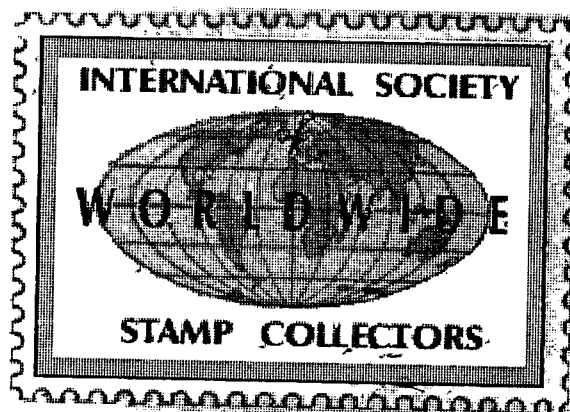
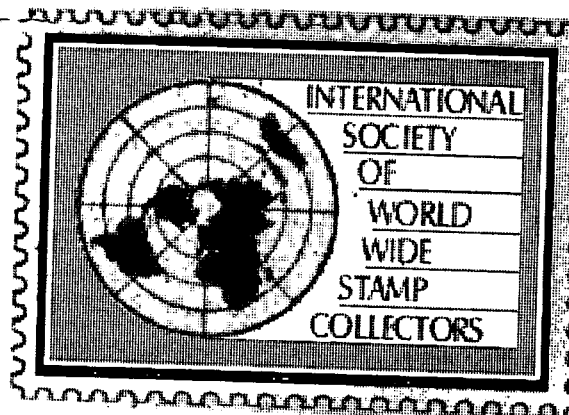
I hope each and every member enjoys Happy Holidays and that 1987 will bring them good health and many beautiful stamps. Your out-going editor..... Rita Kallal (# 26)

**Sign in a post office:
We're not letter perfect.**

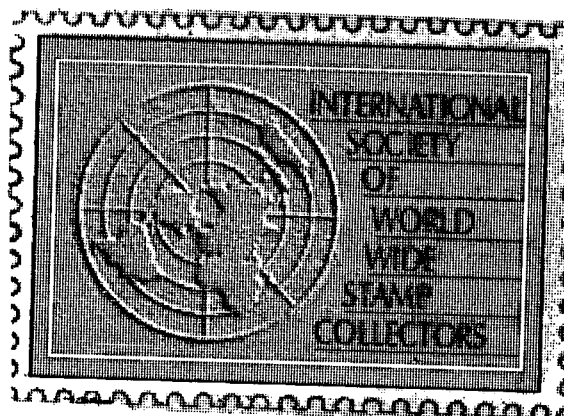
Logo # 1



Logo # 2



Logo # 3



Logo # 4

INTERNATIONAL SOCIETY OF WORLDWIDE STAMP COLLECTORS
825 E. Torrey
New Braunfels, TX 78130
USA

BALLOT

Shall the following Articles of the ISWSC By-Laws be changed as designated:

ARTICLE III (Delete Former and Replace):

The Board of Directors of this organization shall consist of the following elected officers: President, Vice-President, and Secretary-Treasurer. The most recently retired President, Vice-President, and Secretary-Treasurer, if willing to serve, shall also be members of the Board. In addition, the currently elected officers may appoint additional members in good standing to the Board of Directors. The total membership of the Board shall not exceed nine members. The terms of office of all appointed members shall be concurrent with the terms of the elected officers.

☐ Yes ☐ No

ARTICLE V (Delete V, D - See proposed Articles VIII and IX)

☐ Yes ☐ No

ARTICLE VI (Delete Former and Replace):

Membership: Dues shall be \$5.00 and a packet of 250 or more different stamps per member, yearly. (Stamps will be made available to clubs on request.) Members residing outside of Canada, Mexico and the United States may request the newsletter airmailed rather than by surface mail for an additional fee based on current postal rates.

☐ Yes ☐ No

ARTICLE VII (Delete former and Replace):

Bylaw revision: Any bylaw revision or addition shall be approved by at least seventy-five percent (75%) of the members balloting.

☐ Yes ☐ No

ARTICLE VIII (New):

Board of Directors Responsibilities: The Board of Directors will appoint or confirm members in good standing to fill the positions of Public Relations Officer and Editor of the Newsletter. The Board also may appoint or confirm the Director of the Stamp Exchange, the Sales Circuit and Mail Auction Managers, and

other committees as needed. All business of the organization shall be approved by a majority vote of the Board of Directors. Decisions by the Board may be overturned by a simple majority of the full membership upon request to the Public Relations Officer for a vote by a petition of ten percent (10%) of the membership. The issue in question will then be placed in the next issue of the newsletter by the Public Relations Officer.

☐ Yes ☐ No

ARTICLE IX (New):

The Public Relations Officer will supervise all elections and election procedures. He/she shall serve as chairperson of the nominating committee by surveying the membership during November of odd-numbered years to determine a slate of nominees. The list will then be submitted to the Secretary-Treasurer to ascertain that all nominees are members in good standing, and will in turn prepare the ballot for the newsletter. The Public Relations Officer will also be responsible for ballot counting procedures. All election results will be forwarded to the Editor for publication in the newsletter.

☐ Yes ☐ No

Please send your ballots to the Secretary-Treasurer at the above address. Your ballot must be postmarked no later than **30 January 1987.**

(Member's Signature) (ISWSC Membership #)

My choice for ISWSC Official Logo is:

Comments: (You may make additional comments on another sheet of paper.)

OMNI EXCHANGE

Combined Annual Report (Clarke and Allison) as of Oct. 31, 1986

	<u>1985</u>	<u>1986</u>
Number of participants in the exchange	38	53
Number of books circulated during year	603	891
Number of books completed & returned	74	246
Number of books still circulating	529	645
Value of all books at start of year	0	\$18,844.23
Value of books added during year	<u>\$32,384.93</u>	<u>23,768.47</u>
total	32,384.93	42,612.70
Less purchases during year	\$12,056.74	\$12,995.30
Less stamps returned plus fees	<u>1,483.96</u>	<u>7,719.34</u>
Total deductions	13,540.70	20,714.64
Value of all books at end of year	<u>\$18,844.23</u>	<u>\$21,898.06</u>

T.D.Allison
#12

ISWSC The Circuit
Publisher
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West Monroe, LA 71291
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State College, Pennsylvania 16803