



The Circuit

AFFILIATE OF: APS & COPO

The Official Journal of the International Society of Worldwide Stamp Collectors

New Scott Catalogs Offered Near Cost

The ISWSC is extending a service to all members who would like to order the new Scott Catalogs. The cost per volume, postpaid, is \$19.75. Send orders with prepayment to:

Nordic Stamps
c/o S. T. Ginsberg, #70
1040 Bowen St.
Oshkosh, WI 54901

Volume I is out and has been shipped by Scott. Volume II is due out in July. Get your orders in as soon as possible.

Recruiters of new members might find this an additional incentive as it is expected to be offered annually.

Pres. Jenkins has spent considerable time in seeking someone who would supply the catalogs at, or near, cost. At \$100 for a set of four volumes (\$125 if you include the U.S. Specialized), buying new catalogs each year has become a burden that demands relief. Our thanks to Tom Ginsberg for agreeing to provide that relief.

300 Pen Pals—But Not All at Once!

(Condensed from a Westland, MI
Observer article)

Lydia Cohn's son started writing to people abroad when he was in elementary school but lost interest when he entered junior high. She took it up with zest. That was 15 years ago.

Since then, Lydia has built up quite a network of post box buddies, some of whom have become close friends.

She has corresponded with more than 300 persons and currently exchanges letters with about 35. They include residents of Communist countries but, not wishing to make trouble for them, nothing political goes into the letters. However, she and a fellow in England often wrote about politics until he died recently.

She is able to give her correspondents a picture of America they can't get otherwise. In return, she gets more than a postcard view of what life is like in other countries.

Her postage bill is about \$15 a week, plus mint stamps she buys for

her pen pals. Her list of swaps, and just plain gifts, both given and received, includes many other items besides stamps. Bells with the names of places on them. Postmarks. View cards. Even Detroit Lions souvenirs.

Her hobby has resulted in a massive collection including stamps, postmarks and view cards. She keeps them all, stored in plastic containers, lined up in rows on her bookcase.

"People are people," she concluded as a result of her marathon letter-writing. "People are the same all over the world. They want the same things. They want a job. They want a good education for their children."

Lydia's major collecting interest before she got into stamps and letter-writing was postmarks. She has a surplus of postage meter cancels and would like to trade with anyone who collects these, or will send some free in return for postage. Write to: Lydia Cohn (#290), 34663 Spring Valley Dr. #25, Westland, MI 48185.

IT'S TIME FOR NOMINATIONS

It's that time of year again. Officers' terms are expiring and replacements are needed, unless you can persuade them to stay in office. Frankly, present officers are a little tired of their ISWSC duties. They have full-time jobs and families and other duties, and enough's enough!

Current officers are:

Ken Jenkins, president

Ken Costilow, vice president

Herb Holland, secretary-treasurer

ISWSC is one of those

organizations where 10% of the members do 90% of the work. (It may be even more lopsided than that!) Members are fortunate to have a few DOers who keep things running, but let's not get in the rut of thinking they are a clique, a power structure, or anything like that. They would all like to spend more time on other things and less on the responsibilities of office.

Send your nominations to:

Dave Nelson (#25), P.R.

309 Kentucky St.

Petaluma, CA 94952

Smithsonian Needs Back Issues

The Smithsonian Institution's National Philatelic Collection is attempting to locate back issues of the following postal worker publications: *American Postal Worker*, *The Mail Handler*, *National Rural Letter Carrier*, *Postal Life*, *The Postal Record*, *The Postal Supervisor* and *The Postmaster Gazette*.

Anyone wishing to donate back issues of these publications to the Smithsonian is asked to write to: Nancy Pope, National Philatelic Collection, National Museum of American History, Room 4300, Smithsonian Institution, Washington, D.C. 20260.

FROM THE PRESIDENT'S DESK

You will notice that commencing with this issue we have a new editor, James Burt (#189) of Memphis, Tenn., has graciously consented to be our interim editor for a few issues while the search continues for a permanent editor. *The Circuit* is the bonding agent for ISWSC. I am sure there are one or more of you who have the qualifications, experience, and time to devote to the job. There is always the possibility of alternating editors on a yearly or biennial basis. In the same vein, unless I get a volunteer soon, our organization will have to go unrepresented at STaMpsHow 89 in Anaheim, Aug. 24-27.

(*Editor's Note:* Since this was written, we have heard from Bob Urdang (#293), who has volunteered to represent ISWSC. He has taken a table at the show and Ken Costilow has sent him some stamps to give to prospective new members. Bob has been very successful in signing new members for APS and should be able to do the same for us at STaMpsHow 89. If you can help him, with your physical presence or by donating some stamp packets, write to him at 414 N. Edinburgh Ave., Los Angeles, Calif. 90048.)

We also need someone to assist Dave Nelson with PR. There are an awful lot of worldwide collectors out there. We just need to find them and this is accomplished through good publicity.

I would like to express many thanks to Arlene Futrell for her years of service as editor of this paper. She has done a superb job! We are sorry she cannot continue in that position but I am sure she will be active in some capacity within her available time.

Tom Allison and Dave Paul are going to be making some adjustments in the way the Omni-Exchange does business because of the new pricing policy of Scott catalogs. Please bear with them. They would also like some help with "Omni." The exchange is one program your club provides that is well used!

Another new service for members is starting immediately. You will find notice of details elsewhere in this issue, but basically we now have a means to

buy new catalogs at cost through the volunteer efforts of one of our members, Tom Ginsberg (#70) of Oshkosh, Wis.

I am also a member of "The New Mexico Philatelic Association" and through a co-op effort with the editor of *The New Mexico Philatelist* we are exchanging a publicity promotion campaign for the benefit of both our clubs. We received a plug in their May/June issue and theirs will appear in this issue of *The Circuit*.

It is time to begin thinking about our annual auction/mail sales. Remember, we have two: a donation auction conducted by Dalene Thomas (#101) and an auction for your own profit conducted by Dr. Wallace Johnson (#212). Get your lots in soon and make it an event that helps both you and the ISWSC.

HAVE A NICE SUMMER!

Ken Jenkins (#15)
President

Vice President's Report

All members are encouraged to take part in the donation auction coming up, either by providing donation lots, or by making bids, or both! Donations need to be received by Dalene Thomas (#101) by 15 August so that a listing can be provided for the Sept./Oct. newsletter:

Then, the mail bid sale of member lots will follow. Lots to be entered for selling need to be sent to Dr. Wallace Johnson (#212) prior to 15 October in time to be listed in the Nov./Dec. newsletter. The first auction/mail sales were only moderate successes and need more support for continued growth.

The ISWSC had a very nice, full page writeup of membership and recruiting information in the May/June issue of *The New Mexico Philatelist*. Their info should appear elsewhere in this issue.

The kids' stamp program is doing well. Not as many donations this time, but still enough on hand to take care of all requests.

Happy Collecting!

—Ken Costilow (#142)
Vice President

OFFICERS, CHAIRPERSONS, MANAGERS

PRESIDENT: Ken Jenkins (#15), Box 42271, Las Vegas, NV 89116 USA

VICE PRESIDENT: Ken Costilow (#142), 621 Virginius Drive, Virginia Beach, VA 23452 USA (Your dues stamps go to Ken Costilow for the kids' stamp program)

SECRETARY-TREASURER: Herb Holland (#31), 825 East Torrey St., New Braunfels, TX 78130 USA

ISWSC ARCHIVIST: Hal Erickson (#173), 217 Redstone, Las Vegas, NV 89128 USA

EDITOR: James L. Burt (#189), 188 N. Holmes St., Memphis, TN 38111 USA

PUBLISHER: Rita Kallal (#26), 611 Northwood Drive, West Monroe, LA 71291 USA

MEMBERSHIP: Herb Holland (#31)

YOUTH STAMP PROGRAMS: Ken Costilow (#142)

OMNI STAMP EXCHANGE: Tom Allison (#42), Box 252, Wilmette, IL 60091 USA, or: Dave Paul (#59), 2 Heritage Dr., Belcher-town, MA 01007 USA

ISWSC STAMP SALES CIRCUIT: Roger Bergeson (#132), 1814 Viking Ave., Albert Lea, MN 56007 USA

PUBLIC RELATIONS: Dave Nelson (#25), 305 Kentucky St., Petaluma, CA 94952 USA

INTERNATIONAL FOREIGN SECRETARY: Ray Compton (#73), Box 1772, Manassas, VA 22110 USA

STAMP AUCTIONEERS: Dalene Thomas (#101), 8612 W. Warren Lane, Lakewood, CO 80227-2352 USA, and: Dr. Wallace D. Johnson (#212), 302 Stanford Drive, Beckley, WV 25801 USA

BOARD OF DIRECTORS: Aubrey Dunn, Past President (#1), 9355 Monona Drive, La Mesa, CA 92041; Dave Nelson (#25); John Hotchner (#62), 6121 Vista Drive, Falls Church, VA 22081 USA; Hal Erickson (#173); and the constitutional officers

The members owe many thanks to these officers and volunteers. It takes many hours of work and figuring to fulfill their responsibilities. None of them planned to make a career of it. Get involved! If someone thinks enough of you to nominate you for office, accept!

**JOIN the OFFICIAL
ISWSC Exchange
Trade your duplicates
for stamps you need.**

Write to:

**OMNI Exchange
Tom Allison (#42)
Box 252
Wilmette, IL 60091**

SECRETARY-TREASURER'S REPORT

(Written 19-20 June '89)

In the June '89 *American Philatelist*, on page 502 there is a letter from an Ed Cramer in Skokie, Ill. He tells that despite health and financial problems his life is full and interesting because of all the philatelic friends he has made and who have helped him so generously. He tells about the many organizations he has joined.

I couldn't help thinking how nice it would have been if ISWSC had been a part of that. We should be "a part of that," in the broader sense, for other people in similar circumstances. Are we? If we are, or when we are, write about it! Stamps should mean friendships, history, geography, shared events and, thru topicals, interconnections to other great hobbies. But, most of all, they should mean friendships!

So, here we are again! I'm writing this early, 20 June, as Betty and I are about to depart to an Elderhostel in Northern Kentucky. So, any changes after this will have to wait till the next issue.

Now for the routine: Wilhelm (#195, dropped last issue) is restored to full membership. Great! But now the bad news. The following members are dropped for nonpayment of dues:

#35 Richards	#280 McMillan
#147 Taylor	#282 Boharinn
#215 Needes	#283 McCannon
#275 Doerman	#305 Springer
#278 Thompson	

As I've said before, losing old friends is no fun at all!

Address Changes:

#184, Greene, 1316 Fenwick Lane, Silver Spring, Md. 20910

Roster additions:

#535 Michael Strawn	05/04/89	Yes	Both
11827 Carney			
Warren, Mich.	48089		
#354 Ray Kerstetter	05/15/89	Yes	Both
6038 Richmond, Hwy.	#415		
Alexandria, Va.	22303		

Please post to your roster!

The club acknowledges with thanks the following donations:

#70 Ginsberg	\$4.00
#87 Hoefeyers	\$3.00
#158 Chapin	\$18.00
#285 Shamel	\$2.20
#306 Merigot	\$1.20

Now for a little more "philosophy." In the March-April issue I said that, in my opinion, *The Circuit* should contain articles that advance worldwide collect-

ing and that if people want articles on specialized subjects there are other pubs, such *The American Philatelist*, for that purpose. In the last issue I reported that only one member, #189 Burt, had commented, and that was favorable. Since then I have received two more letters on the subject, one pro and one con.

First, the con from Shultz #303. He states: "... Although not every member would be interested in an article on the Airmail Errors of Lower Slobbovia, such an article would serve two useful purposes. First, it would remove some of the pressure from ye Editor to fill said newsletter as she has been clamoring for material for our membership to peruse. Secondly, a true worldwide collection is truly impossible because of both space and cost. The Michel survey of 1987 new issues alone carried a price tag of almost \$20,000. Therefore, I feel the majority of us must limit our collections in some way and consequently will form a specialty or two unless we wish our general collection to stagnate. So, therefore, an article on the "Slobbovian" stamps could gain new collectors on the one hand and add knowledge to those who already collect, on the other."

Now the pro from Howard #129. He writes: "I absolutely agree with you on 'flyspeck' philately. Such articles abound in virtually all other phil. pubs. and this is not what I am looking for in *The Circuit*. I have very much enjoyed the articles by various members describing their collecting habits and giving their reasons for doing whatever they do. The article by Jan Sheetrum is now my favorite; her philosophy of working with what you have and considering your glass half full rather than half empty is a marvelous way of collecting. These types of articles are unique to *The Circuit* (as far as I know) and I think that we should continue to encourage members to write. One of these days I intend to submit an article myself."

On another subject, Dave Howard goes on to say: "With regard to ads, I enjoy them and wish there were more. One member put in an ad for general foreign at 50% of cat. and then

complained because of no response. Two points: a) I expect bargains to be offered by collectors or vest pocket dealers and b) 50% of cat. for most general foreign went out years ago. Where's he been?"

Great! Now let's have some more comments on what I said, and some comments on the comments. I love it!

New membership contest: From now on, any member who gets five new members to join in any 12-month period gets one year's free dues! Let's hit it!

And lastly, if you have received a postal card notice, please send in your dues promptly. We sure don't want to lose you. If you think your dues expiration may be coming up, don't wait for that card. Send 'em in. If you want to pay in advance (\$5.00/year), do so. We will jump with glee!

Enough from this member. Write lots to your new editor. I'm sure he will need your help making *The Circuit* better than ever.

Until next time, Happy Stamping!

—Herb Holland (#31)

Two Auctions Being Planned

Please take note of the ad in this issue seeking donations of philatelic items to be auctioned for benefit of the ISWSC. Most of us have duplicates and/or items we have just lost interest in. Realizations from the Donation Auction will help keep your dues low, or pay for printing *The Circuit*, or other such worthwhile purposes. Deadline for receipt of lots for this auction is Aug. 25.

A second auction is planned in which members may sell items for their own account. Dr. Wallace D. Johnson (#212) will compile a list of these lots to be published in January/February issue of *The Circuit*. Tentative deadline for receipt of these lots is Dec. 1.

It's time, NOW, to send in items for the Donation Auction. And it isn't a bit too early to start preparing lots for the later auction—deadlines have a way of creeping up on you!

Scott Begins Second Year of Turmoil

Buying and selling of stamps is rather listless and the new Scott Catalogs are getting most of the blame. Scott began the process of lower prices in the 1989 Vol. 1 and upset thousands of collectors and dealers because the lower prices mostly affected what had always been regarded as quality stamps while not touching the "wallpaper" issues.

Last year's Vol. 1 appeared with no advance publicity to educate the public as to what Scott was trying to do. In fact, when called to task about it, Scott denied any intention of going to a net price policy. With the advent of the 1990 catalogs, the firm declares just the opposite—that catalog prices are what the collector can expect to pay for stamps in the condition listed.

There is no way Scott can keep up with the stamp market. The catalog values are out of date by the time the books are delivered. It is for that reason that many collectors buy cat-

alogs only every second or third year, using them for reference on everything except price.

Scott's policies may result in the growth of subscriptions to philatelic periodicals, which have been declining for most of the last decade. It is only by studying dealer prices on a current basis that anyone can determine the value of anything. *Stamp Collector's* publisher, Jim Magruder, advises: "Focus on the market, not the catalog." The same paper's Market Observations column says:

"The 1990 Scott Catalog has arrived. Volume 1 has been issued and is purported to be a net price catalog. Don't you believe it! In my opinion this book will be more useful as a doorstop than as a guide to valuing a stamp collection. Many items have been cut by 20% to 60%, although some have not changed and some have gone up.

"There are more inaccuracies than ever before. Any dealer who charges full 1990 Scott is being very unfair to his customers. There are plenty of items that are worth full catalog, but there are plenty that should sell for much less."

Think of what this is doing to exchange clubs and society circuits!

But if you need a philatelic reference book, and a listing of fairly recent issues, you need the Scott Catalog. After all, it's the only game in town, except for dealer price lists.

Whatzit?

Here are some unusual markings on stamps of Danzig. They do not appear to be cancels as there are other cancellations on the stamps. If you can give a clue as to what these markings are, please write to: James Burt (#189), 188 N. Holmes St., Memphis, TN 38111.



New Editor Already Seeking Relief

As the new editor of *The Circuit*, I have to take a long, hard look at what I'm doing. And I have to conclude that I must be irrational.

Last month, I observed my 72nd birthday. As the end of the month approached, I had to give up a couple of days on the golf course to prepare copy for my monthly golf paper, for which I am editor, rewrite man, headline writer, photographer, typesetter, makeup man, and mailer. If I get sick, there won't be a paper that month.

So why do I volunteer for another editing job?

It's simple. The ISWSC is a good organization. Communication is the lifeblood of any organization. No one else came forward. I didn't want the publication to die, perhaps to be followed by the ISWSC itself.

This is as good a time as any to stress that I am what Pres. Jenkins calls an "interim editor." That means temporary, awaiting appointment of a more-or-less permanent editor.

—James Burt, #189

WANTED

Your donation of auction lots to ISWSC. Lots should have a retail value of \$5 or more. Lots will be listed in the next issue of *The Circuit* and all proceeds will go to benefit ISWSC. Send your donation to:

DALENE THOMAS
Auction Chairman
8612 W. Warren Lane
Lakewood, CO 80227-2352

Lots must be received by Aug. 25, so send your donation now.

THE NEW MEXICO PHILATELIC ASSOCIATION

Founded in 1948, the New Mexico Philatelic Association is now in its 41st year of serving philatelists. From the original concept of a state organization, the NMPA has grown to include members in nearly all states, Canada and Italy.

NMPA is not a specialist organization. General collectors, country collectors, cover collectors, topicalists, postal historians—all are welcome and invited to become members.

Arthur W. Dudenhoeffer of Las Cruces, N.M., is currently president of the NMPA.

The association provides a translation service. Following are some of the other services available to members:

Circuit Sales

An active Circuit Sales Department is operated by NMPA. As a member, you will have the opportunity to buy

Aussies Paying \$45 For Scott Catalog

An Australian stamp dealer air-freighted 20 copies of the Scott Stamp Catalog Vol. 1 and offered them to his customers at \$60 Australian (about \$45 U.S.) plus postage. They'll really have something to complain about—many of the better Australian stamps are priced at less than current retail values, according to another dealer.

A recent issue of *Linn's Stamp News*, owned by the publishers of the catalog, had many letters and articles pointing out errors and inadequacies in the catalog.

Editor-in-chief of the Scott Catalog is Richard Sine, former editor of *The American Philatelist*. Instead of firing Sine, Scott will probably raise his pay. The turmoil over the new edition is establishing new records for catalog sales!

Birth of the Postage Stamp

The American Philatelist, journal of the American Philatelic Society, started a 12-part series on The Birth of the Postage Stamp in the June 1989 issue.



stamps of all the world and to enter your own duplicates.

Exhibitions

SOUTHWESTPEX is NMPA's annual competitive exhibition, and some chapters also hold exhibitions. While membership in NMPA is usually not required for entry, you will receive notice of coming exhibitions to enter or visit.

Newsletter

Six times a year, NMPA publishes the New Mexico Philatelist, official organ of the organization, including articles on all aspects of philately.

Publications

NMPA has an active Book Sales

Some Ducks Neither Postage nor Revenue

If you collect the stamps of Russia, or if you collect duck stamps, you should be aware that the recent much-publicized duck stamps of Russia are not postage stamps and have no postal validity whatever. Neither are they revenue stamps, like American duck stamps. They are charity labels issued to raise funds for wetlands preservation.

A recent Canadian duck stamp, too, is neither a postage nor a revenue stamp. The \$6.50 conservation stamp is issued by a non-profit foundation, not the Canadian government.

Australia will issue its first duck stamp in August. The \$5 stamp, which has nothing to do with duck hunting, will be used to validate entry passes to Kakadu National Park in the Northern Territory of Australia.

Israel has issued a set of four stamps, se tenant, featuring ducks of the Holy Land.

Department. Such reference works as *How to Prepare Stamp Exhibits* and *Showcasing Your Stamp Collection*, both by C. E. Foster, were originally published by the NMPA. These and other books are available.

Visual Programs

A limited number of slide programs and a videotape on philatelic subjects are available on loan. While usually reserved for use of chapter clubs in order to promote widespread viewing, use by individual members can be arranged.

For a complimentary free copy of a recent New Mexico Philatelist and a membership application form, write to:

John A. Kircher,
131 Bandelier Ave.,
Los Alamos, NM 87544.

CLASSIFIED

WANTED

1935 KGV Sil. Jub. Omnibus, USED only. Send singles or sets. Receive 110% 1990 SCV in exchange, of issues before 1953, my choice. Receive extra \$1.00 SCV for required SASE. Advise your preference U.S., Foreign, Regulars, Commemoratives, Country or Area, unused, used.

TOM GINSBERG (#70)
Box 1444
Oshkosh, WI 54901.

WANTED

Someone to assume position of Sales Circuit Manager. I am forced to resign due to health (loss of vision). Interested persons please contact:

ROGER J. BERGESON
1814 Viking Ave.
Albert Lea, MN 56007

ALL DIFFERENT: Mint Mexico pictorials \$25 CV \$3.50, \$50/\$9.95. Worldwide mint sets \$25 CV \$3.75, \$50/\$9.50. Latin America \$60 CV \$7.50. M. STRAWN, 11827 Carney, Warren, MI 48089.

You CAN Collect the Whole World!

By JAMES BURT (#189)

It has been said too many times that no one can collect worldwide stamps any more because there's just too many countries and too many stamps. The statement is true only if you think you have to fill every space in your album.

There are many ways to collect—almost as many ways as there are collectors. If you must complete a country, or include specialist material not listed in the standard catalog, obviously you are going to wind up with some pretty high-priced material. You may not have the resources to spread to more than one country. That is one of the reasons so many collectors collect U.S. only.

On the other hand, you can limit your collecting to definitives only—commemoratives only—to stamps under a certain price limit—or only to stamps that appeal to you. I once thought I would label a binder "Stamps That I Like." I never got around to doing it, but it's still worth considering.

One of the best ideas I have heard is the way Ken Jenkins limits his collecting interests to the first hundred years. That enables him to include all the classics and eliminates much of the wallpaper printed just to sell to stamp collectors.

Another way to increase the area covered by your collecting interests is to spend less on accessories and supplies. The prices of albums have reached ridiculous extremes. Nobody in his right mind would start collecting now by purchasing a full set of Scott Internationals—and these albums are in the "moderate" price range. If you have the full set, chances are you wouldn't have bought your first one if you had known what your future investment in them would be.

You can go a long way with blank pages, expressing your artistic and/or creative talents by designing your own pages. You can leave out the stamps you don't like, or the ones that are too rich for your appetite. Or you can do it the easy way, using the clear-strip stockbook pages for inserting stamps without hinges or mounts. You can

rearrange them any time if you want to add more stamps.

There is more than one right way to do almost anything. Each of us is a unique individual with a different combination of talents, tastes and values. What's right for me may not appeal to you, but the reverse is true also. If we collect for pleasure and knowledge, spend no more than we would spend on entertainment, and our stamps have some salvage value when it's all over, that salvage value is 100% profit.

Short Stuff Wanted

More short items will ease the task of making up each issue of The Circuit. The editor would appreciate receiving short items of all kinds, so long as they are of general interest to worldwide collectors.

A quiz each month could be one. Anyone out there want to start the ball rolling with a 10-question quiz on monetary units of the world, and one on names of countries that have been changed in comparatively recent years? These should baffle anybody but worldwide collectors!

INTERNATIONAL SOCIETY of WORLDWIDE STAMP COLLECTORS

825 E. Torrey • New Braunfels, Texas 78130 • U. S. A.

MEMBERSHIP APPLICATION

Name: _____

Address: _____

City, State, Country, Zip Code: _____

Telephone number (if applicant resides in the USA or Canada) _____

Do you wish to trade by mail with other members? Yes _____ No _____

Do you collect? Used _____ Mint _____ or Both _____

How long have you been a world wide collector? _____

Are you a member of APS? _____ APS # _____

Member of other philatelic organizations? (list): _____

Philatelic References: Give name and mailing address

1. _____
2. _____
3. _____

Other References and/or Comments: _____

DUES are \$5.00 per year and a donation of 250 different stamps* per year. (* All stamps donated by members are given away free to youth groups to encourage stamp collecting among young people.)

Send \$5.00 (USA) DUES for the next 12 months to:

ISWSC
Herbert S. Holland, Sec'y Treas.
825 E. Torrey
New Braunfels, Texas 78130 USA

AND: Send 250 (or more, don't be shy) mint or used STAMPS of any country to:

ISWSC Youth Programs
Kenneth L. Costilow, Vice President
621 Virginius Drive
Virginia Beach, VA 23452 USA

You will receive by return mail the By-laws, a membership roster with society officers annotated thereon, a membership card with your official number, and a copy of the official society newsletter, *The Circuit*. Membership benefits include society stamp exchange, sales circuits and auction, all available at very low cost.

Name of Sponsor: _____ ISWSC # _____

(To ease the Secretary-Treasurer's burden of paperwork, dues are being prorated as follows: Join in May or June, \$7.00; July or August, \$6.20; September \$5.40.)

MEMBER HELPS BEN FRANKLIN CLUBS

(The following is excerpted from a letter written by Ariel Pohling (#76), describing Benjamin Franklin Stamp Club activities.)

I am very proud of our Benjamin Franklin Stamp Clubs since I have been solely responsible for their organization. I have been working with them over eight years and have indoctrinated many children in basic stamp collecting. This year we have 15 at Heltonville 3rd, 4th and 5th grades; we have 30 at Lincoln 3rd and 4th grades and we average 20-25 at the Library, adults as well as children.

We have four parents in the group—one father and son, one father with son and daughter and two mothers with a daughter each. And all of the parents are becoming quite interested in collecting since they started bringing the children to the monthly meetings. I'm sure that the arrival of any stamps for the club will be the talk of the town!

Heltonville is a county school 10 miles north and east of Bedford—it is a small community and the little post office is across the road from the school and the postmaster is quite interested in our club. The children made a poster about National Stamp Collecting Month which is hanging in the post office.

The principal at Lincoln collected as a child and is quite interested in maintaining a school club. He meets with us whenever possible. Incidentally, at both elementary schools the children give up their noon recess to go to the stamp club meetings and if they miss one meeting they are terminated—absence from school is the only legitimate excuse.

For the October meetings in all three clubs we are making first day covers for the Christmas stamps due out the last of the month. I am mailing this letter in one of the covers that has been partially prepared for a child to address and finish decorating. You wouldn't believe how pretty some of them are!

We will also make a page to mount the cover on and I will give them corners to put on the first day cover. I

have a mockup-sheet for verification and then he or she will copy it on the envelope. This is a time-saver, which we need because we have only 45 minutes and some of these children are busy and some have different city addresses and zip codes.

Keep stampin'!

—Ariel Pohling

Stamps Dropped From Survey

The New York investment firm of Salomon Brothers has for two decades published an annual report ranking the relative performance of compounded annual rates of return for 13 assets and the U.S. Consumer Price Index. Until now, the survey has included stamps as one of the assets.

The firm has announced that stamps were deleted this year because "the supplier of the information has changed its pricing policy." The reference apparently is to the much-talked-about Scott Catalog pricing changes, a subject of much confusion to both dealers and collectors, to say nothing of non-collectors who might have considered investing in stamps because of their good record as an investment vehicle.

Comparison of 1989 catalog values for U.S. stamps with the "net-priced values" in the 1990 catalog give the alarming and highly misleading impres-

sion that prices had plummeted dramatically in the intervening year.

Maria Fiore, an analyst for Salomon Brothers, said it was unlikely stamps would soon be returned to the survey "unless the firm can get reliable information" on U.S. stamp prices going back to 1968-69.

The Salomon Brothers survey showed U.S. stamps with a compound rate of return of more than 20% in the inflationary 1970s, slowing to 2% annual growth rate in the deflationary '80s.

The investment angle is missing when foreign stamps are considered, which is just as well. Scott's pricing of U.S. stamps has never been regarded as reliable and is even more capricious on foreign stamps.

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
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Aussie Member Tells It Like It Is

Ronald H. Wickens (#267) writes from Queensland, Australia:

"... As a magazine for worldwide collectors, I feel there is far too little mention being made of the reason for being. The main content seems to consist of 'club business.' I speak from experience as I am editor of a magazine distributed to all stamp clubs and societies in Queensland as well as to a number of private subscribers. Readers are provided with a balance of club business type information, articles covering local and world subjects and items discovered in other philatelic publications. The latter may be adapted, shortened, etc., and providing the source is quoted, there is never any complaint. I do not copy word for word unless for a special reason.

"In order to fill the magazine, I usually find myself writing up to 50% of the content or rewriting what somebody else has written as an article.

Anyway, I think you really need to find some interesting articles and stories from a source which covers the entire world...."

Ron has hit the nail squarely on the head. An editor cannot tell you anything he doesn't know. Those who write articles need to tell us *more* than we want to know—if we have the space, we can use all of it; if not, we can prune it to fit. And if we have the facts but the presentation is not quite right, we can straighten that out. But first and foremost, we have to have the information, "just the facts, ma'am," or we can do nothing.

Those of you who have something to share—knowledge, experience, or whatever—just send us the facts and don't worry about the writing.

Coming Soon

Pres. Ken Jenkins has sent us a fine article on the Boulder Dam stamp—or is it the Hoover Dam? We'll run it as soon as space permits.

Stamp swapping has changed

Stamp clubs have come a long way from what they used to be. Members used to be able to swap because nearly everybody collected worldwide. (We're a minority in the philatelic world.)

Now, the great majority of collectors collect only U.S., or only a selected few foreign countries, or perhaps just topicals. How is one collector to trade with another?

Generally, they don't. Everybody becomes a vest pocket dealer. A sells something to B for cash because B has no stamps from the countries A collects. Then B takes the cash and buys something from C.

At least, that's the way it works in the Memphis Stamp Collectors Society. The only thing that cuts across all lines is the auction—a small one at each meeting, a couple of big ones each year. The 10% commission helps keep dues low.

ISWSC • The Circuit

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