



The Circuit

AFFILIATE OF: APS & COPO

The Official Journal of the International Society of Worldwide Stamp Collectors

PHILATELIC MAIL

In its *Postal Bulletin*, the USPS has instructed managers of temporary philatelic stations and other postal personnel on a procedure to prevent mutilation of philatelic mail.

Mail with pictorial handstamps are to be handled separately from other mail and placed in trays labeled "Philatelic Mail—Non-machinable." This type of mail is to bypass all automated equipment, including cancelers, optical character readers, barcode sorters and multiposition letter-sorting machines. In addition, the bulletin says, distribution clerks are to be informed about pictorial cancels, so that any accidentally getting into the general mailstream can be removed.

These steps are being taken to prevent overcancels and other markings from appearing on pictorial handstamped mail, something that has been a large problem for collectors.

FREE BOOKLET AVAILABLE

The Washington Press has offered another in its series of philatelic booklets, free to collectors. It is *The United States Transportation Coils*, written by Les Winick, a *Chicago Tribune* columnist. It traces the history of U.S. coil stamps and lists the Transportation Coils since the first, the 18c Surrey issued in 1981. The USPS says it is the most popular set of stamps ever offered in the history of the post office.

The Washington Press produces White Ace stamp albums and Artcraft first day cover envelopes. It is marking the 50th anniversary of Artcraft cachets this year.

To request a copy of *The United States Transportation Coils*, write to: Free Transportation Brochure, Box 1, Florham Park, NJ 07932.

Members' Interests

Secy.-Treas. Herb Holland notes that showing special collecting interests would make the roster too long. However, when new members give this information, it can be reported separately from the roster. If you share a common interest with some of these, drop them a line:

#355 Oswood—Canada, George VI, Seattle World Fair (philatelic and historical material), Alaska first day and special interest covers, U.S. used blocks of four, coil pairs, souvenir sheets. His wife collects used Br. Oceania and mint books-on-stamps topicals. He has been accumulating for a long time and is now organizing for mounting and trading.

#356 Sackett—Dead countries.

#358 Smith—Perfins, PNCs, Great Britain (Machins and Wildings), bullseye cancels, Falkland Is., maps-on-stamps topicals, precancels, stamps with legible day, month and year a century apart. He is looking for trading partners.

#359 Attwooll—Interested in trading partners for used worldwide, mixtures, packets, and postal auctions.

#361 Feinberg—Interested in any lists members put together or any suggestions for filling empty spaces. Collects only to 1956.

#364 Wagenknecht — Western Europe, French Colonies, Brazil.

#365 Maddock—Would rather buy stamps from a sales circuit than trade. Has 7-volume Harris Standard Album, enjoys general foreign, especially post-WWII Western Europe comemes. in complete sets, hinged or not.

#366 Collazo—Specializes in several Western Europe and British Commonwealth countries. Doesn't collect iron curtain or CTOs.

More next issue!

'MEET ME AT THE FAIR'

We hope this reaches you in time. We overlooked a request from Tom Fortunato, #379, to put this in the last issue. Tom will be attending the World Stamp Expo and would like to meet other members who are in Washington for the show, especially during the last week. Expo dates are Nov. 17-20 and Nov. 24-Dec. 3.

Tom's address is 42 Maynard St., Rochester, NY 14615-2022.

NEGRYCZ IS NEW SALES CIRCUIT MGR.

Failing eyesight has caused Roger Bergeson to resign as ISWSC Sales Circuit manager. Bruce C. Negrycz (#331), who has been a member of the society for about a year, has stepped into the breach and volunteered to handle the project.

Some delays will be experienced during the transition period, Bruce warned. He asks that you be patient while he is getting everything organized. Your blank books and sales circuits will be arriving soon.

GET THOSE AUCTION LOTS READY--DEADLINE NEAR

If you have been putting off sending your auction lots to Dr. Wallace Johnson (#212), delay no longer. The deadline is fast approaching. They must be in Dr. Johnson's hands by Dec. 15.

The lots will be listed and described in the next (January-Fébruary) issue of *The Circuit*. Bids must be received by March 10. Lots will be mailed to successful bidders by April 1 and checks will go out to consignors by May 15.

JOIN the OFFICIAL ISWSC Exchange

Trade your
duplicates for
stamps you need.

Write to:

OMNI Exchange
Tom Allison (#42)
Box 252
Wilmette, IL 60031
USA

FROM THE DESK OF THE PRESIDENT

I started the last edition's column with congratulations to one of our members upon being elected president of the American Philatelic Society. This month I must apologize for changing his name from Joe Foley to Tom Foley. I did not intend to promote (demote?) a good philatelist to the position of Speaker of the House. (Editor's note: It was probably my fault—a typesetting error. We can only hope that Mr. Foley was more amused than angered.)

There has not been sufficient interest in the donation auction to warrant continuing it. The donated lots on hand have been sent to Dr. Johnson to be included with the other auction/mail sale, but the proceeds of those lots will still go to the ISWSC treasury.

We now have a new sales circuit manager. Bruce Negrycz, #331, has assumed that position. Bruce will provide more information elsewhere in the paper. Incidentally, for all of our new members and old ones, too, who are APS members, the ISWSC sales circuit only charges the seller a 15% commission and pays postage one way. The APS charges 20% and you pay all the postage. Furthermore, all profits go to the club treasury to keep dues down.

As I have said before, no one in the ISWSC receives any compensation except out-of-pocket expenses and the

knowledge that they are doing a service for their fellow members. The sales circuit is another of those services provided by your club volunteers that is not being used to its fullest. Dr. Isaac Tannenbaum, #163, of Montreal, Quebec, has been added as another Omni exchange co-manager and you will get more information on that from Tom Allison.

We still need an editor and assistance with public relations. If an editor is not found soon we will be in serious danger of losing our one contact with the membership. The present active members are all loaded down now and cannot assume further responsibilities. I have become nearly an inactive worldwide stamp collector due to demands on my time.

I noted in Bill Welch's "Editorial Letter" of the Oct. 1989 issue of *The American Philatelist* that 2,669 members of APS have stated they are worldwide collectors. Because of this source of a large number of future members of ISWSC, I have asked Dave Nelson, our PR man, to undertake the project of contacting all of these people to get the word to them that there is an organization of "general specialists" out here that just enjoy collecting stamps and are not necessarily out for completion, awards, honors, or anything except pursuit of fun in our hobby. If anyone would like to assist Dave in any way, please contact him. Your help will be appreciated even if it is only stuffing envelopes, writing addresses, or helping defray expenses.

Ken Jenkins, #15

VICE PRESIDENT'S REPORT

A donation of stamps was made to the Virginia Beach Stamp Club for use in their youth program during VAPEX '89, Nov. 10-12.

We are still receiving donated stamps from the membership at a good pace. Two large boxes of stamps plus a very large envelope of stamps were received from D. Shatz #362, Jack Young #210, and a non-member, Dorothy Alfano. The ISWSC extends a special thanks for this extra effort.

Ken Kostilow, #142

CLASSIFIED

FREE PRICE LIST. Over one thousand packets and collections. Low overhead allows lowest prices. Member APS and ISWSC. Personal service. JWS Stamps, P.O. Box 692, Dunkirk, NY 14048. (4)

WANTED—Someone to prepare my duplicate stamps for sale on exchange. Payment based on percentage of net sale or credits. Details: General R. H. Thompson, USA (Ret.), 12214 Rowan Tree Drive, Fairfax, VA 22030.

APPROVALS, SCANDINAVIAN COUNTRIES Stamps at prices to please you. Tell us your collecting interests. (APS #352074, ISWSC #413.) Nordic Stamps, 5144 I-Ah-Maytah Rd., Dept. WW, Oshkosh, WI 54901.

WORLDWIDE STAMPS ON APPROVAL Quality stamps at a competitive price. Look over a selection in your home. Fill some of those empty spaces now. Don't wait. Call or write today. 704-321-4655. JACK SACKETT, P.O. Box 1524, Andrews, NC

OFFICERS, CHAIRPERSONS, MANAGERS

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

VICE PRESIDENT: Ken Costilow (#142), 621 Virginus 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.

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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., Belchertown, MA 01007 USA.

or: Dr. Isaac Tannenbaum (#163), 17 Briardale Road, Montreal, Quebec H3X 3N7 Canada.

ISWSC STAMP SALES CIRCUIT: Bruce C. Negrycz (#331), 33 Franklin Ave., Clifton, NJ 07011 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 AUCTIONEER: Dr. Wallace D. Johnson (#212), 806 Overlook Dr., Beckley, WV 25801-9234 USA.

BOARD OF DIRECTORS: Aubrey Dunne, 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!

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.

SECRETARY-TREASURER'S REPORT

(Written 25 Oct. 89)

Today I enrolled member #413, so you can see that new members are joining us at a nice rate. Our treasury balance is in good shape.

That's the good news. Now, for the bad. Our retention of old members is not what it should be. Sure, we lose some to illness and death and to other problems that cause them to be less active in stamp collecting. But, at the most, this counts for no more than 10%. Why do the other 90% of the non-renewers drop out?

Well, most of 'em don't tell us. They just don't renew. But a few do tell us. And the majority say that it is because of a lack of response from other members. In other words, in many cases we are not fulfilling one of our goals, that of encouraging and facilitating contacts and friendships between worldwide collectors.

Now think about it! Is that caused by the club officers and other members who are working hard for the club, editing and publishing The Circuit, running the exchange and sales circuits and auctions, making generous donations, and doing all the other tasks to keep the club going? Or is it you?

If the latter, please respond to the mail from other members, or write a member today offering to trade, or buy from one of our advertisers. Help in some way! Don't be a part of the problem. Help with the solution! And if you decide not to renew, please tell us why so we can at least try to improve.

Now for the routine:

The following members are dropped for non-payment of dues: Spens #160, Timanus #161, Brightman #231, Banks #234, Hackler #235, Yurko #289, Mitchell #291, Anderson #316, Bourlier #320.

And there are address changes for Creson #170 to Box 8733, Monterey, CA 93943; Wheeler #217 to 150 Maple St., Hornell NY 14843; Clark #250 to 9224 Rideau Ave., Sidney, B.C. V8L 1E6, Canada; Stockhammer #330 to 130 Locust St., Floral Park, NY 11001; Stalling #338 to Y 26, Rt. 4, Lake Lotawana, MO 64063; Skillings #339 to 4720 Chevy Chase Dr. #502, Bethesda, MD 20815. A couple of zip code corrections: Hotchner #62, 22041, and Hinkey #394, 07405.

We were sorry to learn that Joe Senescac #180 has resigned due to ill health and even more so to see a

notation on undeliverable mail that "Anthony Migdalski (#138) is deceased." We'll miss both.

The following donations are acknowledged with thanks:

Dunne #1.....	\$25.00
Pruitt #121.....	5.00
Bosler #133.....	2.00
Erickson #173.....	2.00
Hirschbach #244.....	1.89
Clark #250.....	.80
Ashton #318.....	.80

New members since the list was printed are:

#411 James Paton	
25200 Carlos Bee #173 .. 10/23/89	No Used
Rockland, DE 19732	
#412 Bob Rose	
P.O. Box 45	10/24/9 No Both
Rockland, DE 19732	

SOME FEEDBACK ON ALBUM QUESTION

By JOEL GREBIN, #397

Your questions regarding albums and completeness piqued my interest. I renewed my interest in stamp collecting after a 15-year layoff. I felt I would share my thoughts after actively collecting last year.

I originally began collecting when my youngest was born about 25 years ago. I used a Harris Liberty Album (singles) to begin and learn about collecting. Also purchased packets and mixtures. That is the least expensive way to purchase stamps, I feel. Naturally, a reputable dealer is a must. I enjoyed the Harris album because of the layout and descriptions of the stamps. Also the annual supplements are a plus. Air-mails, special delivery, postage dues, etc., were removed and only commemoratives and definitives were mounted (postally used).

Last year I renewed my interest in stamp collecting after my last youngster went off to college. A stamp dealer suggested that I develop the blank album approach. I found it to be very expensive. Many dollars were spent on Scott catalogs, blank pages, binders, literature, club memberships (ATA, APS, etc.), mounts, etc. The least expensive items were the stamps, covers and postmarks collected. Needless to say it was a very frustrating experience at times, although I did learn a great

#413 William D. Radford
5144 I-Ah-Maytah Rd. ... 10/25/89 No Both
Oskosh, WI 54901 (Dealer, Nordic Stamps)

Enclosed with this issue you should find a newly updated copy of the club roster. Please bring to my attention any errors or omissions.

My query about albums brought two responses, one of which follows. How about the rest of you?

We have a lot of members in California. Can't help wondering if any were in the quake zone? If so, and once all is O.K. again, perhaps you might write the editor and tell about it and if your collection came through O.K. I did hear from one member in a letter he labeled "quake plus two," but no quake details were included.

Happy stamping,
Herb Holland, #31

deal with all that reading about philately.

I would suggest to a beginner and perhaps an intermediate collector that they buy an illustrated, comprehensive worldwide album such as Global, Harris Standard or Senior Statesman, or Minus. The illustrations provide a track to run on without the expense of new catalogs and also allow for expansion for new issues or specialty items.

The costs are relative. A good comprehensive album is less expensive in the long run than the blank album approach. Specialties and topics can be developed inside a worldwide album. My Harris Liberty Album has allowed me to collect First Day Covers and postmarks in that framework. However, because of such a long layoff I did update my U.S. with White Ace supplements. It was my choice to do so even though I could have updated my U.S. in the two-volume Harris Standard Album, which is being used for my very rapidly growing worldwide collection.

Using the above albums you can pretty well complete the sections with mixtures, packets, trading circuits or stamps of your own choosing. To me, the illustrations are suggestions, not imperatives. If you study the publisher's layouts of album pages, you can get a concept that stamps can be mounted other than those illustrated.

Thanks for listening.

Organizations Need Stamp Donations

Among worthy organizations in need of stamp donations and supplies are these listed by *Linn's Stamp News*:

Dorothy Blaney, R.D. No. 1, Box 218, Perryopolis, PA 15473-9801. (To make up packets of 100 all different mint and used stamps to be put in the Expo Bags given to children attending World Stamp Expo 89, Nov. 17-20 and Nov. 24-Dec. 3 in Washington, D.C.)

The Veterans Administration Dormitory, c/o Donald F. Clauser Sr., Section 4, Room 3913, White City, OR 97503.

Stamps for the wounded, Box 1125, Falls Church, VA 22041.

Latchkey Services for Children, Inc., c/o Edward Ejek, 1712 E. Bay Drive, Suite H, Largo FL 34641.

Stamps for Children, c/o Bob Mayes, 4416 Walbridge Trail, Dayton, Ohio 45430.

St. Margaret Mary School, 25525 Eshleman Ave., Lomita, CA 90717.

Western Postal History Museum, Box 40725, Tucson, AZ 85717.

Zablocki Veterans Hospital and Home, c/o Robert Krueger, 4773 N. Sheffield Ave., Whitefish Bay, WI 53211.

Albany Veterans Hospital, c/o Armand Hebert, 31 Durand St., Pittsburgh, NY 12901.

Benjamin Franklin Club Leader Bill Opferman, Trenton Downtown Station, 252 E. Front St., Trenton, NJ 08611-9998.

Stamps supplied to these organizations provide therapy to veterans and hospital patients as well as education and fun for children.

DUCK STAMPS POPULAR

J. N. "Ding" Darling, political cartoonist and conservationist, designed the first duck stamp. The idea has spread to 44 states, Canada, Russia and Australia and hundreds of conservation organizations. Many of the "stamps" are charity labels, not government postage or revenue stamps.

WHAT'S SO BAD ABOUT CTO'S?

By EDWARD S. SVATIK, #177

I don't know if the ISWSC encourages diversity of opinion or rebuttals. I, however, cannot leave the Secy.-Treas. Report in the September-October issue of *The Circuit* go without comment.

"Help stamp out CTO's," it said. Does anyone realize how severely this would hurt stamp collecting, especially for youngsters? I've been collecting for close to 40 years now. I still fondly remember having a paper route that paid a quarter a day. I remember saving them for those happy days when I got approvals from Littleton or Jamestown; all the wonderful and beautiful stamps which sparked my imagination. Yep, all CTO's and all short sets. Forty years later it's still a wonderful collection.

I also have stamp collecting pen pals in about five countries. I eagerly exchange stamps with them. Yes, they send me CTO's. Their family income for a family of five for an entire year equals about what I earn in a month. If CTO's weren't available they couldn't afford to collect stamps.

I have a handicapped son, which opened my eyes to handicapped and disadvantaged children. I ran across several organizations which promote stamp collecting with such children. Because of CTO's, I'm able to give several hundred different stamps to over 500 children a year. Without CTO's, this would be impossible. From what I understand, they enjoy these CTO's as much as I did as a child.

At one time we as a country were concerned that we had become "ugly Americans" to the rest of the world. We had become too affluent to remain considerate of others. I hate to say it, but I feel we're becoming "ugly stamp collectors." We've become so affluent that we've forgotten the beauty of stamps and the stories they tell. We worry about their gum and the ink which canceled them, totally forgetting the happiness they can bring.

Each collector is entitled to his opinions and preferences. I'd like to make an offer to CTO haters: pack up all your CTO's and send them to me. I'll

forward them to hundreds of eager children who will appreciate them. Use your "junk" to help your hobby, not to deny pleasure to children or the poor.

(*Editor's note:* There's something to be said for both sides, and Mr. Svatik has told his side very well. None of us should try to tell anyone else how or what to collect—it's a matter of individual preference. Personally, I accept CTO's as worthy additions to my collection but I will replace them with mint or postally used copies if I can get them. If no one bought either CTO's or mint stamps, but only postally used, there would soon be a great reduction in the number of stamps printed mainly for the purpose of selling them to stamp collectors. I don't know how great an effect that would have on our international trade balance, but every little bit helps.)

INFLATION GIVING COVER COLLECTORS HARD TIME

Col. Lew Scott, #198, is passing the word to members of his cover collectors club: Expect the unexpected on covers from Peru and Brazil. Peru's inflation rate was 5,800% last year and Brazil's, while not that virulent, spiraled upward faster than stamps could be printed to match the frequently boosted postage rates.

Peruvian authorities will allow no more than two stamps to be placed on an envelope, Scott says, and any deficit is made up with a postage meter. Brazil cannot match the fast-changing rates with commemoratives and will add definitives to make up a deficit.

PUBLICATION DEADLINE

Contributions intended for publication in *The Circuit* should reach the editor by the first of the month. That is, articles for the January-February issue should be delivered by Jan. 1. This will allow a few days of "flex time" before the camera-ready copy has to be put in the mail to reach the printer by Jan. 15.

RAECH'S RUMINATIONS

By R.H., #363

For the second installment of "RR," I was going to dwell on "postponed" projects, a stamp with a story and include a joke. But that, too, has become a postponed project. I'll put off those illuminating subjects for the present (the stuff is already written so you'll see it sooner or later, you lucky stiffs). Instead, I'll offer some initial reactions to the ISWSC.

I am not a joiner. When I do join a group, I feel I should participate to get anything out of it. This is why I'm writing these pearls of wisdom. Maybe it's an ego trip but I enjoy doing it; if you like reading it, so much the better. Besides, we're spread all over the place and *The Circuit* is the only thing that brings us all together in one place. My reaction to *The Circuit* is a big PLUS.

To explore another area of ISWSC membership, I singled out one member who happens to live close by and who expressed an interest in contacting trading partners. Wrote him, he responded and we're off to the races. Another member contacted me, I answered and we're getting together. A third member contacted me. He had read the "RR" stuff in the last *Circuit* and was kind enough to send me some Belgian precancels, an area I collected. I answered him and sent along some recent material I have available for trading.

So far, my experiences being a member have been great. How about yours? Have any of you newer members attempted to contact other members? If not, try it. You'll be pleasantly surprised, I'm sure.

Now I need some help. Most of my past dealings in the trading arena have been on the Scott value basis. What basis do you guys use when trading one-for-one? Do you send 50 and get back 50? If you can't use what is received, do you send it back? Do you keep what you need, return the balance and include some of your own? How do you determine whether things even out, or don't you care? I'd be interested in your basis for trading. How about enlightening me? Better yet, write

about it and send it to *The Circuit*. There are probably others who'd like to hear about it.

Hey! I just realized this is the last issue before the Thanksgiving and Christmas holidays. Let me end this installment by wishing you all a very Happy Holiday season and a great and wonderful New Year.

(*Editor's Note:* R.H. has hit the nail squarely on the head here. As Herb Holland points out, with members scattered all over the world, the only "club meetings" are through *The Circuit*. Here you get the officers' reports and make contacts with other members. The other services of the society are an occasional auction, the sales circuit and the exchange. If you don't write letters (and answer letters), or take part in the sales and exchange programs, all you get for your dues is this newsletter six times a year. We're gullible enough (conceited enough?) to believe all you folks who tell us what a fine job we're doing, but we doubt *The Circuit* alone is worth the dues you pay. Get involved!)

Zusammendrucke — This translates as "together printings." The meticulous Germans have a word for everything, and this one refers to all kinds of set tenant combinations.

HELP WANTED

Member #397 (the editor's best guess on the signature is "Paul Greb" (you can check it against the new roster, which he hasn't seen yet) writes:

"I have been trying to get information regarding two aspects of stamp collecting. I would appreciate it if there is some way my two questions could be answered. Perhaps publishing them in Letters to the Editor column, or direct me to the correct committee. The questions are:

"1—Where does a stamp collector "research" the purpose or reasons for the issue of a stamp, particularly older issues? Scott Catalog information is too brief.

"2—How would an American Collector of current postmarks/cancellations obtain circular date stamp or machine cancellations of foreign countries (e.g., Falkland Island/Dependencies, Pitcairn Islands) on cover?"

"Your assistance is appreciated. Thank you."

Answer: (1) A stamp catalog of the country in question usually is more complete than catalogs issued in other countries, the possible exception being the very thorough Michel catalogs of West Germany. An even better source may be the American Philatelic Society Research Library. (2) We suggest calling on a cover expert such as Col. Lew Scott, #198. If he doesn't know, he can probably find out or can direct you to someone else who can help.



ISWSC SALES CIRCUIT

Clean those closets and turn those hoards of duplicates into CASH.

Enter them in the ISWSC Sales Circuit so other members can add them to their albums and add a little money to your pocket.

Write to:

ISWSC Sales Circuit
Bruce C. Negrycz (#331)
33 Franklin Ave.
Clifton, NJ 07011
USA

Have lots of blank spaces to fill in your albums? Write for a trial selection from the Sales Circuit.

EXCERPTS FROM PHILATELIC PUBLICATIONS

From *The Insider*, by Lee Winick, in *Linn's Stamp News*:

The Scott stamp catalog prices inexpensive current stamps at double their face value. Stamp dealers have stated that they cannot retail stamps at these prices and make a profit. . . . One collector stated that dealers advertise to buy 100 used stamps for a few dollars, yet when it comes time to sell, the same dealers demand 10c per stamp, a profit margin way out in the stratosphere. . . . But one dealer wrote that even if he received inexpensive stamps at no charge and sold them at 10c each, he would still lose money. . . . Another dealer stated that there just isn't enough volume in stamp collecting today to make money on cheap stamps. He wrote that if he didn't have a full-time job in another industry, he could not enjoy being a stamp dealer.

From *British Commonwealth*, by Reid L. Shaw, in *Linn's Stamp News*:

Webster defines a catalog as a "list of names, titles or articles arranged methodically . . . and usually with descriptive details for each item," and adds that a catalog is "a book or pamphlet containing such a list." By that definition, a stamp catalog should serve as a guide to collecting, providing collectors with information on stamps that have been issued. Catalogs should be sources of information, with prices only one piece among many—and not a very useful piece at that, in my opinion.

For the British Commonwealth collector, the Scott catalog has never been of much value as a source of information. Only a portion—and sometimes a small portion—of the stamps actually issued by many colonies are even listed in Scott.

. . . It would be a good thing if we all stopped criticizing Scott for its pricing. The damage that was caused by the changes has been done, and I can see no way to undo it. Let's focus instead on the need for Scott to improve its basic stamp listings. For many former British colonies, the Scott listings are pitifully inadequate, and nothing much ever

seems to get done to improve them. The people at Bridger and Kay are now at work on a revision of their catalog (Commonwealth Five Reigns Postage Stamp Catalogue) to make it even more informative. The people at Stanley Gibbons make frequent and significant additions and changes to the stamp listings in their annual catalog. The result is that, as a source of information, the Scott catalog falls ever farther behind its competitors. And being a reliable source of information is what a catalog is all about.

From *Commentary*, by Ken Wood, in *Stamp Collector*

Some years ago, I editorialized on the subject of the enormous amount of material being issued worldwide in the guise of postal paper but which actually was aimed directly at the philatelic market. One of the more positive signs of the health of today's hobby is the fact that new stamp issues from many of the more exploitive areas are being virtually ignored by collectors, thus indicating that a large number of philatelic chickens are coming home to roost.

. . . If we are guilty of encouraging the prostitution of our hobby, we also possess the solution: we can spend or not spend, just as we please. And in a consumer-oriented economic system, that is always the most effective way to correct a situation that appears to be out of control.

From a letter by Nerol Arts to *Linn's Stamp News*:

. . . I am a small West Coast stamp dealer, and I cannot applaud Scott enough for its efforts. I no longer need to publish price lists! I tell my customers "I sell at Scott," and so far all those who patronize me concur with this pricing approach. At the last stamp show I attended, customers were by and large very pleased with purchases made at the retail prices in the 1990 Scott catalog. . . . On behalf of a silent majority made up of many small dealers out here, I wholeheartedly congratulate Scott for its new, honest, thorough

catalog pricing policy.

Editor's Note: I believe Nerol Arts—is that a real name?—is in a very small minority. After an off-again, on-again effort at selling stamps that began in the 1930s, let me add my own impressions of the Scott catalog:

Because of its errors and omissions and poor pricing information I have never, in more than 60 years, ever had the impression that it is a good catalog. I have always believed it is the biggest handicap a dealer has. It prices junk and wallpaper so high that dealers can make a handsome profit at half-catalog or less, selling to ill-informed collectors who believe they are getting bargains at those prices. Then those same collectors refuse to pay a higher percentage of catalog for better quality issues that are valued too low. Scott's pricing has helped create a market for good-looking junk while the classics go only to better-informed collectors who know real values.

I also believe that for many years Scott has capriciously changed prices, sometimes by a nickel a set which does not affect the retail price in any way, just so the publisher could advertise umpteen thousand price changes and sell more catalogs. Then the next year many of these minor changes would be reversed.

As for low-priced stamps, if a dealer spends the time necessary to identify, grade and price cheap stamps, he doesn't have time for anything else and probably won't make expenses out of them. I never had many expensive stamps to offer and I never tried to make a living at it. There just wasn't enough time to do all that had to be done, but I loved it. And if you wonder why dealers offer 10% or less of catalog for a collection, it's because he doesn't want 90% of the stamps in it; he would be tying up his money in goods he doesn't have the time to work with and may never be able to sell. It's been my observation that the only people who make money on cheap stamps are those who sell them by the pound.

THE WORLD BEFORE 1940

By GEORGE LAND, #241

If you have been a worldwide collector for even the shortest of time, you have noticed a bothersome problem for stamp collectors: We are flooded with new issues! Through the years, the flood grows steadily in tidal wave proportions. And it's not just Central African Republic, Grenadines, Sand Dunes, or Iron Curtain countries. It's also the good ol' "sensible" United States. The USPS is right up there, doing its share.

To stamp collectors with limited resources, and to any collectors with common sense, this is a serious matter. Example: Scott's International Album covers the first hundred years of stamps with its first volume. The next 48 years require 23 additional volumes!

What are you going to do about it? You could drop some nations from your collecting interests. But then, are you still a worldwide collector? Or are you now a specialist? I don't know... take your choice.

I have a solution. I only collect "real" stamps... nothing after 1940. I can sit back and laugh at the avalanche of labels, each claiming "stamp" status. I can rest assured that most stamps in my collecting interest were issued for postal duty. Some exceptions exist; Russian commemoratives and Tannu Tuva, for example. But even these are in hot demand—try and find them!

If it is not in Scott's International, volume one, then it's out of my collecting area. Anything else I have is available in trade for your pre-1940. I'll let you worry about keeping up with contemporary stickers!

Look at the advantages: Only one album is needed. Scott's International, volume one, is not ideal but it's probably the best worldwide album ever published. It is not meant for "flyspeck" specialists. Space is provided mainly for face-different stamps, ignoring most watermarks and perf varieties. If these varieties do not concern you, then you are probably compatible with the International. But some of the International shortcuts do become irksome.

Two shortcomings bother me, especially. First, the British Empire is

shortchanged to a greater degree than any other world area. It almost appears that the album designer was carrying on a personal vendetta against the British! Repeatedly, space is provided only for the two or three cheapest Victoria issues. KEVII does not fare much better. Conversely, the French Colonies receive much more space, though their inhabitants probably had considerably

less need for postage stamps. I believe the British Colonial layout should be declared an embarrassment to the Scott Company.

Secondly, I am bothered by Scott's policy of omitting spaces for higher-catalog-value stamps. As a youthful collector, I appreciated this because I had very little money to spend. But now as an adult with a little more cash available, I believe they should include more medium-value stamps before reaching the upper limit. Most British (Continued on Following Page)

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THE WORLD BEFORE 1940*(Continued from Preceding Page)*

Colonial KGVI sets are carried only to the shilling value, for example. I don't believe the higher values are sufficiently expensive to warrant omission.

Another advantage is that I do not have to buy many expensive mounts. Since pre-1940 stamps pre-date the era of gum hysteria, most of the existing mint stamps have already been hinged.

The catalog is another advantage. There is no need to purchase a catalog annually, since the reference information seldom changes. Only the values change.

The breadth of my collecting interest is almost manageable. For me personally, my academic interest in history is fed by seeing the world as it existed in past years. My other academic interest in geography is not compromised; the entire world is still open to me. I have the best of all possible worlds! I have made my peace with the philatelic world.

IT'S AGAINST THE LAW!

According to a dealer whose letter was published in *Stamp Collector*, a strict interpretation of the Deceptive Mailings Prevention Act would make it illegal for stamp and coin dealers to sell stamps at more than face value if they are currently available from the government. The purpose of the law was to prohibit the ripping off of the public by selling information and services that are available free from the government. Congress worded the law so as to "prohibit mailings soliciting for purchase of products or services that are available either free or at a lower cost from the U.S. government" (emphasis added).

THANKS FOR YOUR HELP

Some excellent articles and commentaries, informative and well written, have been submitted to *The Circuit*. As soon as we have space available, all will be used. Thank you.—James Burt.

MORE INFO FROM 'RALPH' ON DANZIG CANCELS

Thanks to "Ralph" (the envelope has disappeared and that is the signature on his note), we have more information on the Whatzit query in the July-August issue. He writes:

"According to the 1989 Michel Deutschland Spezial Katalog, on 18 October 1920 the Danzig postmaster general, as a prevention measure against theft, ordered that all regular issue stamps with a face value of 1 D-Mark or more were to be precanceled before being affixed to parcel post mailing cards. The precancel was to be done by perforation or with rubber or cork stamps or ink pen strokes. The regular post office cancel would then be applied to the parcel post mailing card next to the affixed stamp. Beginning on 14 September 1921, this regulation was amended, limiting its use to parcel post mailing cards with destinations outside of Danzig and on 19 May 1930 it was discontinued completely."

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