

STAMP & TONGS



(OCTOBER 1, 2016 | VOLUME 56)

We welcome members with all levels of experience, from beginners to advanced membership is open to persons of good character who are interested in philately.

BUYING & APPRAISING STAMPS: THE DEALER PERSPECTIVE

By Tom Cunningham

Here are some of what I have learned regarding buying & appraising stamp collections over the past 19 years as a stamp dealer and that many other dealers still haven't learned yet.

Many NON-dealers believe they know something about appraising collections (which they really don't). The NON-dealer will not have the experience of buying collection lots wholesale to understand the significance of all of the answers. Also, the NON-dealer will not have personally inspected and bought hundreds of large collection lots from HR Harmer, formerly Greg Manning, Siegel, Schuler Rumsey, Regency, Harmer Schau and other auctions houses to know what collection lots sell for as an alternative and as a comparison to the seller's holdings. For example, MCSC discussed having a collector sit at an appraisal table and "advise sellers" about their holdings. In my humble opinion, that would be a disaster to both every dealer there, the prospective seller, and MCSC. A key piece of advice:

"IF YOU GIVE ADVICE TO A PROSPECTIVE SELLER ABOUT THE REALIZABLE VALUE OF THEIR HOLDINGS, BACK IT UP WITH AN OFFER FROM YOUR OWN CHECKBOOK.....OR SAVE YOUR COMMENTS FOR SOMEONE WHO WILL".

Malta Post Shares Joint Issue With San Marino.

MaltaPost will release a miniature sheet containing 2 different stamps as part of a joint issue with the postal administration of San Marino on 18 October 2016. The sheet, designed by Cedric Galea Pirotta Design and Sean Cini, depicts aerial views of the Prima Torre in San Marino and The Gozo which overlooks the city of Victoria on Gozo. The sheet is perforated 14. *More on page 3.*

Three days earlier, on 15 October 2016, MaltaPost will also issue a set of 3 stamps on the subject of "Balconies", important features of the Maltese urban landscapes. It is an attractive little set and anyone who has visited Malta will recognize the significance of their philatelic depiction. The issue was designed by Cedric Galea Pirotta and perforated.



BUYING & APPRAISING STAMPS: CONTINUED

By Tom Cunningham

I have outbid Mystic and Ed Younger four times in the past four years. I pay fair prices but I have learned not to overpay. I also have learned not to buy “junk”. I do NOT give written appraisals “for insurance purposes” because I have found that often the seller wants it only for nefarious reasons and I am not into supporting bogus insurance claims. If I do an appraisal, it is because I am interested in buying the holding and my offer will be verbal and backed up by a checkbook. At this time, I believe I am the largest buyer of collection lots and estates in North Texas. Steve Crippe almost certainly buys more in dollars, but he is interested

ONLY in higher-priced USA stamps with certificates. There are several questions that I ask in the approximate order shown below (and which can vary depending on the answers received), that will aid me in determining my interest in buying a collection:

1. Was this your personal collection?

2. If NOT, how did you obtain it?

(NO legitimate dealer will buy stolen property but many offerings are quite suspicious). Sellers will often lie and not to their advantage. They will say it was a family member's when it was bought at a garage/estate sale last weekend or obviously came out of a storage locker. If I am a prospective buyer, I am constantly looking for some documentation in the lot that ties it to the seller (same surname on dealer correspondence or as addressee on covers, etc.). I have to add that some dealers are more scrupulous than others about this. I NEVER knowingly buy stolen property or anything that is suspicious.

3. How has it been stored?

If in an attic or garage, I always say I'm not interested. If in a closet, I ask if in a box with albums stacked one atop another because then, I also usually am not interested because everything with gum at the bottom of the pile will be stuck to the pages or mounts, etc.

4. Are the albums standing like a book on a bookshelf?

Sellers often will lie about this also when the evidence is obvious. They will always correct to “it was in a box for a while before I obtained it from Aunt Sally”. LOL

5. Which albums are in the collection?

(ask for names/dates on the title pages?) If in “photo albums”, the conversation is over because everything will be damaged by the adhesive. If in certain childhood

albums, the conversation is equally over. My sister's first album was called Majestic and it cost \$1.00 in the early 1950s. I have never seen a collection in a Majestic album that I would pay \$10 for. Similarly for some other common “first and near-beginner” albums such as paperbound albums, Modern, Statesman, Comprehensive, and numerous other worldwide albums where I have never seen a \$50 collection inside. Similarly for certain USA albums, although some great USA collections can be in primitive albums. If the collection is in “schoolboy albums”, I advise the seller accordingly and suggest they bring it to a stamp show or stamp club.

6. Tell me a description of what you have?

If the answer is “hundred of first day of issues in very nice albums”, I ask if they are addressed. If addressed, I am NOT interested because the re-sale prospects are bleak. If unaddressed AND with better cachets (not Artmaster, Artcraft, Postal Commemorative Society, etc.), I MIGHT be interested but not at a very high price unless pre-1940. As I write this, I probably have 40,000 FDCs in my climate-controlled warehouse and don't even take to stamp shows because sales will not justify the table space.

7. Is this just another postage lot after 1945?

Again, I own thousands of FACE value stamps in my warehouse, and rarely take any to stamp shows. Yes, if I buy for 25-40% of FACE depending on content and condition and sell it for 70-80% of FACE, that is a great percentage markup. In my experience, the volume of sales will not justify the table space regardless. I really am not a great buyer for postage except as part of a much larger and better collection.

8. Will you send me scans of the older or most interesting stamps?

If they suggest a country, I tell them to send USA before 1890, Canada, Great Britain, and Germany (even cheaper collections will have these countries, so why ask them to send Hatay or Ionian Islands when they won't have any). Those few countries, for me, usually will tell me QUICKLY a LOT about the overall quality of the collection and how to proceed.

9. How much do you want for the collection?

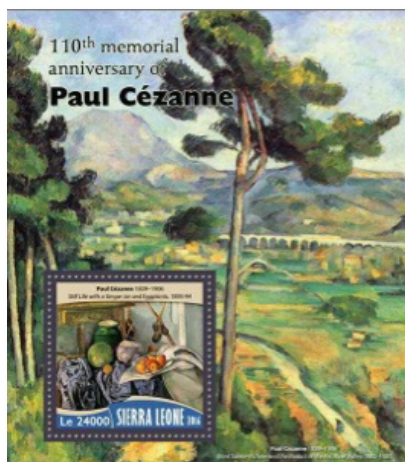
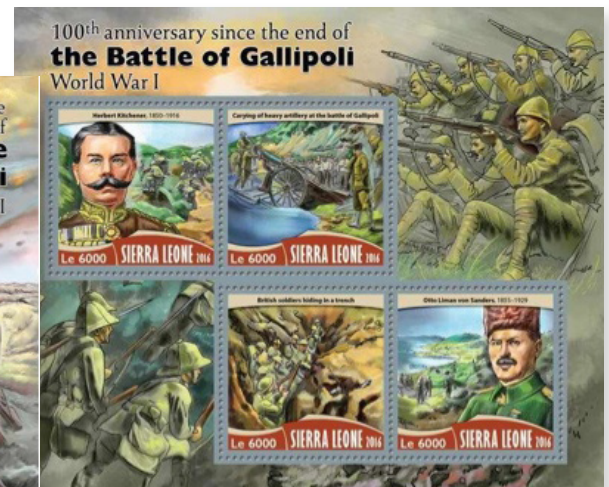
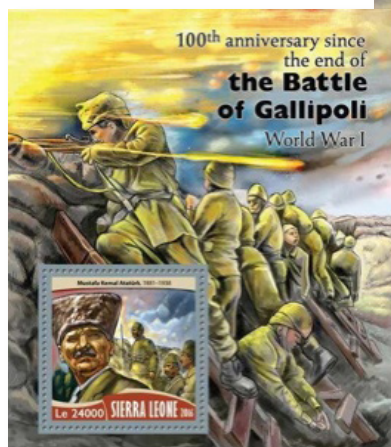
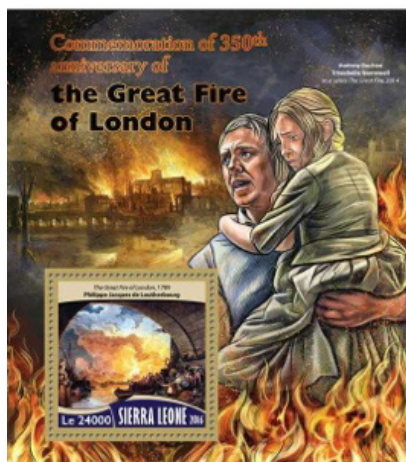
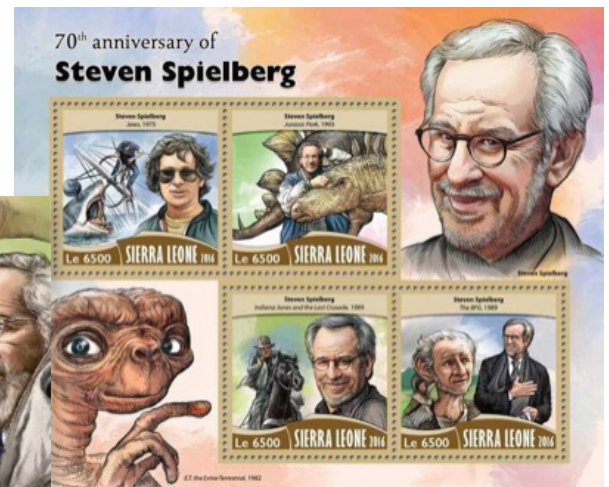
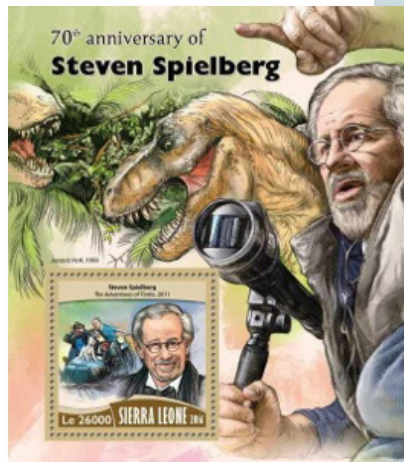
OR Do you have any idea how much money the collector spent on the collection? Usually they won't know unless the seller

is also the collector (I much prefer to deal with a collector who knows exactly what he or she has and can point out better items that I otherwise might miss). Furthermore, if they have NO IDEA and “know nothing about stamps” (this is probably at least 75% of the sellers who approach me either by e-mail, phone, or at shows), it re-raises the questions in my mind about legal ownership and the possibility of stolen property.

10. How voluminous is the lot?

Does it fit in one box, three boxes, or one room or half your house? In addition to considering how much money I have to spend, I also have to consider where I have to put it? I have seen some “whole house” lots that I didn't want to buy because it was boxes and boxes of cheap stamps sorted and on-paper mix of minimum value. Only after I have encouraging answers to these questions (which probably lead to additional questions) and have received scans (or other alternative information that is encouraging), do I make an appointment to go visit. I would estimate that about 1 out of 25 is worth visiting. I used to buy “everything philatelic” to “get it off the streets”. Those days are long gone, years ago! I NEVER bring a seller to my home (for security reasons), but I have met a few at McDonald's or Starbucks, etc, if the quantity is limited and all better items have been described to me. Sometimes, the initial contact is made at a stamp show where the seller first approaches me at my table with a description of what is owned. Many of the foregoing questions are asked and answered at that venue. At the typical show in Richardson, I will look at between five and ten lots brought in only to tell the seller that “everything you have has a wholesale value of under \$20 (or some other amount) and I don't want to buy it”. The dollar amount might vary. [Editor's note: I get several messages each month about someone wishing to sell their collection, and asking these kind of questions before sending them to a dealer can save everyone some time. This isn't meant to discourage anyone, but the truth is, that many inherited collections are simply basic beginner collections without much value, or if they have lots of “mint US stamps”, that the hard truth is that the buy price is less than half of face value. I do however, tell these people that they should visit either our EXPO or a TSDA bourse to shop the collection around with the dealers, and if there is no interest, that our club will gladly take the collection as a donation].

FROM SIERRA LEONE, there are the usual 10 “sheetlets”, each consisting of 4 different “stamps” and 10 accompanying “miniature sheets”. Also, as usual, the subjects of the products are largely, if not completely, irrelevant to Sierra Leone and commemorate frequently insignificant anniversaries - 230th Birth anniversary of Wilhelm Carl Grimm, 85th birth anniversary of James Dean, 175th birth anniversary of Berthe Morisot, 110th anniversary of the death of Paul Cezanne, Centenary of the Battle of Gallipoli, 350th anniversary of the Great Fire of London, 110th anniversary of the death of Queen Victoria, 30th anniversary of the Musee D’Orsay in Paris, 70th Birthday of Stephen Spielberg and Philatapei 2016 Philatelic Exhibition.



<http://www.stampboards.com/>
<http://commonwealthstampsopinion.blogspot.com.au/#832>

NUMBER ONE STAMPS OF THE WORLD: TOP 100 FIRST ISSUED STAMPS

Stamps number one of the world: Top 100 By Multicollection.fr

GREAT BRITAIN

May 6, 1840



CANTON ZURICH (SWITZERLAND)

March 1, 1843



BRAZIL

July 1, 1843



CANTON GENEVA (SWITZERLAND)

September 30, 1843



CANTON BASEL (SWITZERLAND)

July 1, 1845



TRINIDAD

April 1847



UNITED STATES OF AMERICA

July 1, 1847



MAURITIUS

September 21, 1847



BERMUDA

1848



FRANCE

January 1, 1849



BELGIUM

July 1, 1849



BAVARIA (GERMANY)

November 1, 1849



AUSTRALIA (NEW SOUTH WALES)

January 1, 1850



SPAIN

January 1, 1850



AUSTRIA

June 1, 1850



AUSTRIA LOMBARDY VENETIA

June 1, 1850



SAXONY

June 29, 1850



BRITISH GUIANA

July 1, 1850



PRUSSIA

November 15, 1850



SCHLESWIG-HOLSTEIN (GERMANY)

November 15, 1850



NUMBER ONE STAMPS OF THE WORLD CONTINUED

Stamps number one of the world: Top 100 By Multicollection.fr

HANOVER (GERMANY)

December 1, 1850



SARDINIA (ITALY)

January 1, 1851



DENMARK

April 1, 1851



TUSCANY (ITALY)

April 1, 1851



CANADA, PROVINCE

April 23, 1851



BADEN (GERMANY)

May 1, 1851



TRINIDAD

August 14, 1851



NOVA SCOTIA (CANADA)

September 1, 1851



NEW BRUNSWICK (CANADA)

September 6, 1851



HAWAII

October 1, 1851



WURTTEMBERG (GERMANY)

October 15, 1851



BRUNSWICK (GERMANY)

January 1, 1852



NETHERLANDS

January 1, 1852



ROMAN STATES (ITALY)

January 1, 1852



OLDENBURG (GERMANY)

January 5, 1852



REUNION

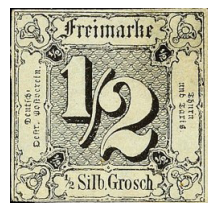
January 16, 1852



THURN & TAXI (GERMANY)

NORTHERN DISTRICT

January 29, 1852



SOUTHERN SUD

January 29, 1852



BARBADOS

April 15, 1852



MODENA (ITALY)

June 1, 1852



NUMBER ONE STAMPS OF THE WORLD CONTINUED

Stamps number one of the world: Top 100 By Multicollection.fr

PARMA (ITALY)

June 1, 1852



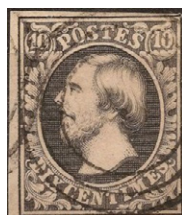
SCINDE (INDIA)

July 1, 1852



LUXEMBOURG

September 15, 1852



CHILE

July 1, 1853



PORTUGAL

June 1, 1853



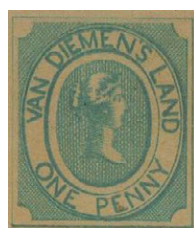
CAP OF GOOD HOPE

September 1, 1853



TASMANIA (VAN DIEMEN'S LAND)

November 1, 1853



PHILIPPINES

February 1, 1854



INDIA (EAST INDIA COMPANY)

July 26, 1854



WESTERN AUSTRALIA

August 1, 1854



NORWAY

January 1, 1855



SOUTH AUSTRALIA

January 1, 1855



BREMEN (GERMANY)

April 10, 1855



CUBA

April 24, 1855



SWEDEN

July 1, 1855



NEW ZEALAND

July 18, 1855



SAINT HELENA

January 1, 1856



FINLAND

March 1, 1856



DANISH WEST INDIES (ANTILLES DANOISE)

April 1, 1856



MECKLENBURG SCHWERIN (GERMANY)

July 1, 1856



NUMBER ONE STAMPS OF THE WORLD CONTINUED

Stamps number one of the world: Top 100 By Multicollection.fr

MEXICO

August 1, 1856



CORRIENTES (ARGENTINA)

August 21, 1856



URUGUAY (CARRIER)

October 1, 1856



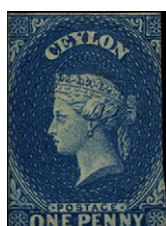
NEW FOUNDLAND (CANADA)

January 1, 1857



CEYLON

April 1, 1857



NATAL (SOUTH AFRICA)

May 26, 1857



PERU

December 1, 1857



RUSSIA

January 1, 1858



NAPLES (ITALY)

January 1, 1858



BUENOS AIRES (ARGENTINA)

April 29, 1858



CONFEDERATION (ARGENTINA)

May 1, 1858



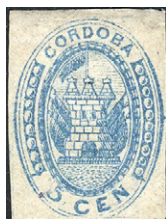
ROMANIA (MOLDOVIA)

July 15, 1858



CORDOBA (ARGENTINA)

October 28, 1858



HAMBOURG (GERMANY)

January 1, 1859



LUBECK (GERMANY)

January 1, 1859



SICILY (ITALY)

January 1, 1859



VENEZUELA

January 1, 1859



IONIAN ISLANDS

May 15, 1859



FRENCH COLONIES

June 1, 1859



BAHAMAS

June 10, 1859



NUMBER ONE STAMPS OF THE WORLD CONTINUED

Stamps number one of the world: Top 100 By Multicollection.fr

URUGUAY (GOVERNMENT)

June 26, 1859



NEW CALEDONIA

4 august 1859



COLOMBIA (GRENADINE CONFEDERATION)

31 august 1859



ROMAGNA (ITALY)

September 1, 1859



SIERRA LEONE

September 21, 1859



LIBERIA

January 1, 1860



BRITISH COLOMBIA & VANVOUVER ISLAND

April 1860



INDE (GOVERNMENT ISSUES)

September 5, 1860



QUEENSLAND (AUSTRALIA)

November 1, 1860



JAMAICA

November 23, 1860



MALTA

December 1, 1860



SAINT LUCIA

December 18, 1860



COLOMBIA (UNITED STATES OF NEW GRANADA)

1861



NEVIS (BRITISH WEST INDIES)

January 1, 1861



PRINCE EDWARD ISLAND (CANADA)

January 1, 1861



NEAPOLITAN PROVINCE (ITALY)

February 14, 1861



SAINT VINCENT

May 8, 1861



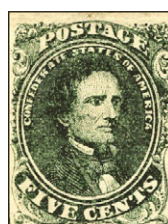
GRENADA

June 3, 1861



CONFEDERATE STATES OF AMERICA

August 16, 1861



GREECE

October 1, 1861



THE MINUTES

Meetings are held second and fourth Wednesday of each month. 7:30 pm Edgemere Retirement Center 8523 Thackery Dallas, TX

August 24, 2016 Meeting Minutes

The August 24th meeting was called to order at 7:30 pm., Geoff Owens presiding.

21 Members and 1 guest were present.

Officer Reports

- Secretary's report – Minutes of the previous meeting were accepted without being read.
- Treasurer's report – No report due.
- Program VP's report – August 24th 5 Members will speak about "The Story Behind the Stamp"; August 26-27th, TSDA Dallas Stamp Fair at Richardson Civic Center, W. Arapaho and Central (75) Friday 11-5, Saturday 9-4; September 14th, "APS DVD: The Division of the Union"; Sept. 28, Ray Cartier will speak about "Apollo Manned Moon Flights";
- Editor's report – There will be no newsletter at the end of the month.
- Membership report – no change.
- Publicity report – Instagram has 276 followers and Twitter has 181 followers.
- Exhibit – Paul needs volunteers for the 1 page exhibit in the Mid-Cities Stamp Show.

Old Business

- None.

New Business

- None.

Program

- Stuart Barzune talked about a Pitcairn Island stamp showing Postal Officials destroying stamps. Perry Denton talked about Civil War encased postal stamps being used for currency. Paul Witthoeft talked about General Miguel Garcia Granados appearing on a 3 centavo Guatemala stamp. Jack Urish talked about a 1920 Hungarian Semi-Postal stamp for relief and repatriating Hungarian POWs from Russia. Geoff Owens talked about Tasmania stamps used in the Antarctic Territories.

Announcements

- Geoff announced an inquiry from a Belgian stamp collector seeking trading partners. Geoff also had a question about how to detect a watermark without using watermark fluid. Chris Titus will take over publishing the club newsletter. It will go from a monthly publication to a quarterly publication. Stuart has applications for the APS Stamp Insurance Program. Harry and Linda Pederson were visiting from Littleton, Colorado.

Trivia/Show & Tell

- Jack Urish had a WWII US military censored letter going into the American zone in Germany.

Door Prizes/Album Drawing

- Perry Denton, Rick Houghland, Sam Phillippi, Chris Sortwell and Ed Ulbricht graciously donated door prizes for the membership. Jack's album drawing was held.

The meeting was adjourned at 8:40 pm.

September 14, 2016 Meeting Minutes

The September 14th meeting was called to order at 7:30 pm., Geoff Owens presiding.

17 Members and 1 guest were present.

Officer Reports

- Secretary's report – Minutes of the previous meeting were accepted without being read.
- Treasurer's report – No report due.
- Program VP's report – September 14th, "APS DVD: The Division of the Union"; Sept. 28, Ray Cartier will speak about "Apollo Manned Moon Flights"; October 12th Board Meeting, the Entire Membership will talk about "Letter of the Alphabet: A Exhibits" and Begin Christmas Dinner Reservations – Reservation Form Handout; October 26th Fall Bourse, with dealers Tom Cunningham and James Meyers.

- Editor's report – There will be no newsletter at the end of the month.
- Membership report – no change.
- Publicity report – Instagram has 276 followers and Twitter has 181 followers.
- Exhibit – Paul needs volunteers for the 1 page exhibit in the Mid-Cities Stamp Show.

Old Business

- None.

New Business

- None.

Announcements

- None.

Trivia/Show & Tell

- Sam Phillippi had a trivia question for the members: Name two countries without any former colonial or constitutional links with the United Kingdom? Answer: Mozambique, admitted November 13, 1995, and Rwanda, admitted November 29, 2009.

Door Prizes/Album Drawing

- Perry Denton, Rick Houghland, Sam Phillippi, Chris Sortwell and Ed Ulbricht graciously donated door prizes for the membership. Jack's album drawing was held.

Program

- APS DVD: The Division of the Union. The U.S. Civil War was the result of many factors in a long process leading up to the division of the Union. As the Union divided, great changes occurred in the Post Office Departments of both the Union and the Confederacy. The North had to demonetize old stamps and issue new ones, while the South had to start from scratch, with Postmasters' Provisionals holding forth until its first stamps were finally issued. These changes are reviewed in this program.

The meeting was adjourned at 8:41 pm.

CLUB MEETINGS SCHEDULE.

Subject to change.

Meetings are held second and fourth
Wednesday of each month. 7:30 pm
Edgemere Retirement Center 8523
Thackery Dallas, TX

October 12

Board Meeting at The Edgemere on
Northwest Highway and Thackery
Program: "Letter of the Alphabet: A
Exhibits", speaker: Entire Membership
Begin Christmas Dinner Reservations –
Reservation Form Handout

October 26

Program: "Fall Bourse", dealers: James
Myers and Tom Cunningham

November 9

Board Meeting at The Edgemere on
Northwest Highway and Thackery
(nominate slate of officers for 2017)
Program: "Quarterly Auction", speaker:
Entire Membership

November 11-12

Mid-Cities Stamp Expo at Grapevine
Convention Center, 1209 S. Main Street,
Grapevine
Friday 10-5, Saturday 9-4

December 9-10

TSDA Dallas Stamp Fair at Richardson
Civic Center, W. Arapaho and Central (75)
Friday 11-5, Saturday 9-4

December 14

Program: Holiday dinner at The
Edgemere on Northwest Highway
and Thackery

UPCOMING SHOWS

September 16-18

GREATER HOUSTON STAMP SHOW,
Humble Civic Center, 8233 Will Clayton
Road, Humble TX 77338.
www.houstonstampshow.org

October 15-16

SAN ANTONIO TSDA, Norris
Conference Center, 618 Northwest
Freeway Loop 410, Suite 207 (across San
Pedro from NorthStar Mall),
San Antonio, TX 78216
(Saturday 10-5, Sunday 10-3)

November 4-5

HOUSTON TSDA, Crowne Plaza
Hotel, 7611 Katy Freeway (IH-10 West),
Houston, TX 77024.
(Friday 10-5, Saturday 9-4)

November 11-12

MID-CITIES STAMP CLUB EXPO,
Grapevine Convention Center, 1209 Main
St., Grapevine, TX 76051.
(Highway 114 at Main Street exit, just
north of DFW Airport)
(Friday 10-5, Saturday 9-4)

December 9-10

DALLAS TSDA, Richardson Civic
Center, 411 W. Arapaho Rd, Richardson,
TX 75080-4551
(Friday 11-5, Saturday 9-4)

SPECIAL THANKS TO

Rick Houglund

for his years of support and dedication to
the club in producing the Stamp & Tongs
newsletter over the years.

President:

Geoff Owens

Vice President:

Stan Bartnikowski

Secretary:

Joe Baker

Treasurer:

Jack Urish

Directors:

Jon Cagley
Chris Titus
Perry Denton

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