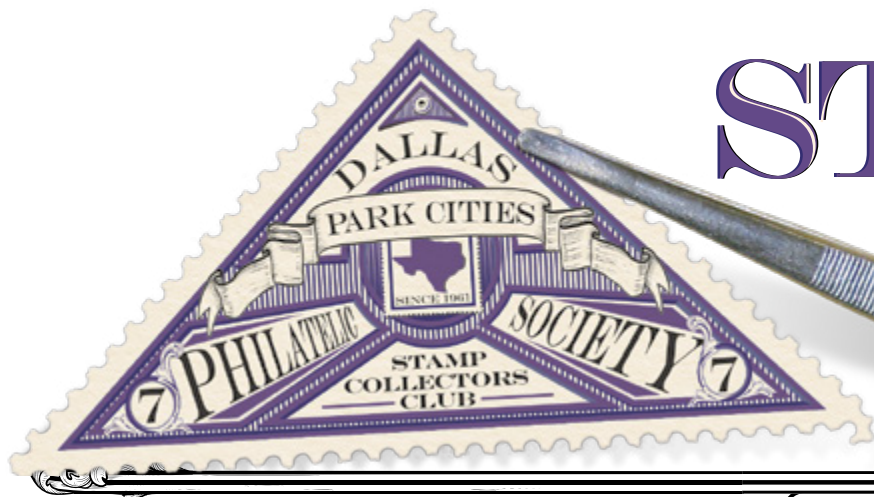


STAMP & TONGS



JULY 1, 2018 | VOLUME 63

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.

IN THIS ISSUE:



USPS TO HONOR ARMY, P.O.D. AIR SERVICE CENTENNIALS

The airmail stamp that will be issued on May 1 in Washington, D.C., to commemorate the 100th anniversary of the beginning of regular airmail service. It will be a Forever rate stamp issued in a pressure-sensitive adhesive pane of 20 stamps.

The design itself is an appealing throwback to early U.S. airmail issues. That also includes the print process, as it will be intaglio printed—good news for the many stamp collectors who appreciate the look of the engraved stamps of the past.

Also of interest, this design will be used twice this year. The first stamp, issued May 1, commemorates the pioneering spirit of the brave Army pilots who initiated the world's first regularly scheduled airmail service. An identical stamp, printed in red, will be issued later this summer to commemorate the beginning of airmail delivery through the U.S. Post Office Department, which began in August 1918.

Dan Gretta designed the stamps and was the typographer. Greg Breeding was the art director. They were printed by Ashton Potter (USA) Ltd. in a total quantity of just 7.5 million stamps. This compares with the 12 million Mr. Rogers and the 35 million Lena Horne commemoratives that were issued earlier this year.

The stamp features a drawing of the type of plane typically used in the early days of airmail, a Curtiss JN-4H biplane. That, of course, also is the plane that is featured

on the first U.S. airmail stamps, Sc. 1-3, and on the world-famous U.S. Airmail Invert, Sc. C3a. For background on the Curtiss Jenny and its variations, I turned to Wikipedia. The JN-4H was one of the larger production runs in the Curtiss Jenny series of JN biplanes. The JN started being produced in 1915 and brought together the best features of the model J and N trainers that had been build for the Army and Navy. The early JN-4 planes were ordered by the U.S. Army, and is described as “possibly North America’s most famous World War I aircraft.” None saw combat service and were used primarily for training and some logistics services. The two-seater JN-4H was the most produced of the JN-4 models, and while described as JN-4H in the USPS release, the first airmail planes would have been the JN-4HM (M for mail). The Jenny on the C3 and C3a is #38262.

April 20, 2018

Mekeel's & Stamps MAGAZINE

USPS News: USPS to Honor Army, P.O.D. Air Service Centennials by John Dunn

<http://www.stampnewsnow.com/uspsnewissues.html>

<https://store.usps.com/store/product/buy-stamps/>

[united-states-air-mail-blue-S_477704](https://store.usps.com/store/product/buy-stamps/united-states-air-mail-blue-S_477704)



SALLY RIDE'S SPACE STAMP COLLECTION: INSIDE THE ASTRONAUT'S ALBUMS



America's first woman in space, Dr. Sally Ride (1951-2012), inspired the nation as a pioneering astronaut, brilliant physicist, and dedicated educator.

The stamp art features a colorful portrait of Ride in her light blue space suit with a dramatic depiction of a space shuttle lifting off in the background. Sketched first in charcoal and then rendered in oil paint, artist Paul Salmon's design reflects her positivity and confident spirit, as well as the excitement and danger of space travel. After completing her Ph.D. in physics, Ride joined NASA's 1978 class of astronaut candidates for the agency's new space shuttle program. She was the first woman to serve as a capsule communicator for Columbia's second flight in 1981, communicating from the ground with both the shuttle crew in space

and the flight director at Mission Control. In the spring of 1982, NASA assigned her to her first flight crew as a mission specialist.

On June 18, 1983, at 7:33 a.m., Ride realized her ultimate adventure when she launched through Earth's atmosphere aboard space shuttle *Challenger*, becoming the first American woman to reach space. For six days, she worked closely with her four male crewmates, proving to the world below that women were just as adept as men in the final frontier. She completed a second successful trip to space the next year, breaking another barrier as a member of the first flight crew with two women.

https://store.usps.com/store/product/buy-stamps/sally-ride-S_477304

SALLY RIDE'S SPACE STAMP COLLECTION: INSIDE THE ASTRONAUT'S ALBUMS

Long before Sally Ride left her stamp on space history, the famed astronaut discovered a passion for collecting space stamps.

Ride, who became the first American woman to fly in space 35 years ago Monday (June 18), was honored last month with a U.S. postage stamp of her own. Though she did not live long enough to see it — Ride died at the age of 61 in 2012 — her partner Tam O'Shaughnessy said Ride would have been "thrilled beyond belief."

"Sally collected stamps most of her life," said O'Shaughnessy at the United States Postal Service's dedication ceremony for the Sally Ride Forever stamp held at the University of California San Diego in La Jolla on May 23.

During a nine-month family tour of Europe in 1960, Ride, then 9 years old, and her younger sister were each encouraged to begin a stamp collection as a means of entertainment during the road trip.

"Everywhere that they traveled in Europe, [Sally's sister] Bear collected the animal stamps and Sally collected Olympic stamps," O'Shaughnessy shared. "After

that, Sally just really got into it and continued to collect stamps the rest of her life."

In the late 1960s, Ride expanded her philatelic interests beyond the games.

"When Sally was 17 or 18, she started also collecting space exploration stamps," said O'Shaughnessy.

Just before she helped introduce the new U.S. Sally Ride stamp, O'Shaughnessy provided a rare look at part of Ride's personal stamp collection during an interview with Linn's Stamp News at which collectSPACE was also present. O'Shaughnessy shared one of seven albums that Ride filled with Olympic and space stamps.

"Typical Sally, she didn't put her name in it," noted O'Shaughnessy as she opened the album.

On each page, Ride had inserted between half a dozen to a dozen of the colorful commemoratives. A nationally-ranked tennis player in her youth, Ride clearly took as much interest in the sports-themed stamps as she did the space-topical issues that would foreshadow her future career.

Flipping through the album, O'Shaughnessy noticed a block of four bright red U.S. airmail stamps issued in 1962. The stamps depicted famed aviator Amelia Earhart.

"Sally loved Amelia Earhart," she said. "Amelia Earhart was one of her — as Billy Jean [King] would say — 'she-ros.'"

After turning a few more pages, O'Shaughnessy came across the 1969 "A Man on the Moon" stamp issued in celebration of the first Apollo moon landing.

"In July 1969, when Neil Armstrong and



Buzz [Aldrin] were up there, hovering over the moon, and then Neil took those ‘[small steps]’, Sally stayed up late. She had a [tennis] match the next morning, but she just had to watch,” O’Shaughnessy said. “So she started having a passion for space even then.”

Commenting on the nearly 50-year-old stamp, which shows a spacesuited Apollo astronaut descending down the ladder of the lunar module to the moon’s surface, O’Shaughnessy said Ride considered Armstrong to be among her favorite people.

“I think she kind of felt like she could relate to him because he was an introvert, a very quiet and private [person],” said O’Shaughnessy.

Other space-themed stamps in the Ride’s album commemorated the Apollo-Soyuz Test Project, the first joint mission between the United States and Russia in 1975; the first launch of NASA’s space shuttle program in 1981; and the on-going robotic exploration of our solar system.

A 10-kopec commemorative issued by Russia in 1963 celebrated the launch of the world’s first woman in space, cosmonaut Valentina Tereshkova.

“She became sort of friends with Valentina,” O’Shaughnessy recalled. “They had a good bit in common.”

And then there was the page with a pair of stamps from the Republic of Mali and one from the Republic of Guinea depicting a certain young female astronaut.

“This one is very cool,” said O’Shaughnessy, pointing to an orange-hued example from Mali showing a photo of Ride climbing aboard a NASA supersonic training jet. “She loved flying T-38s, so I am sure that gave a little extra joy to that stamp.”

Opposite the Mali issue, which also included a second stamp depicting her launch on space shuttle Challenger, a Guinea stamp featured a drawing of Ride labeled in French, “First U.S. Woman in Space, 1983.”

“After her first flight, a few countries issued stamps with her picture on it and she [added them to her collection],” O’Shaughnessy said.



Although O’Shaughnessy did not recall Ride mentioning the stamp collection while in public, it was something she would privately return to periodically.

“In our house in La Jolla that we lived in for about 25 years, in the living room on a wooden bookshelf, she had her seven stamp albums,” described O’Shaughnessy. “She would pull them out and look through them.”

June 19, 2018—

<http://www.collectspace.com/news/news-061918a-sally-ride-stamp-collection.html>



The first American woman in space collected stamps honoring the world’s first woman in space long before Sally Ride met Valentina Tereshkova. (USPS/Daniel Afzal)



Sally Ride collected stamps honoring her own first launch as issued by the republics of Mali and Guinea in 1983. (USPS/Daniel Afzal)

BOY SCOUT MERIT BADGE ‘COLLEGES’ TEACH STAMP COLLECTING

A member of DPCPS had two opportunities to teach the Stamp Collecting Merit Badge this spring, for two area Councils of the Boy Scouts of America: in January at the Merit Badge College event for Tarrant County’s Longhorn Council, held at Weatherford College, and in March at the Merit Badge University event held in training center building at Camp Wisdom for the Dallas area Circle Ten Council.

Boy Scouts + US (44c) ex:USPS earn ‘Merit Badges’ in many subjects. To reach the Eagle Scout rank, each scout must earn thirteen ‘required’ subjects such as First Aid, Citizenship (3) and Personal Fitness, but each scout also earns eight more ‘electives’ that he chooses from 100+ other subjects, such as Computers, Fish and Wildlife Management, Space Exploration, Canoeing, or ... Stamp Collecting.

BSA’s Stamp Collecting M.B. has been offered since 1932, and is the rarest Merit Badge. Each year about 80,000 scouts earn the required First Aid M.B., and 5,000 earn Coin Collecting M.B., but fewer than 900 scouts complete the elective Stamp Collecting M.B., according to statistics from the BSA national office. The merit badge requirements start with stamp collector vocabulary (mint vs used, definitive vs commemorative, airmail, stationery), gets into tools (tongs, hinges, soaking tray), how to use a standard

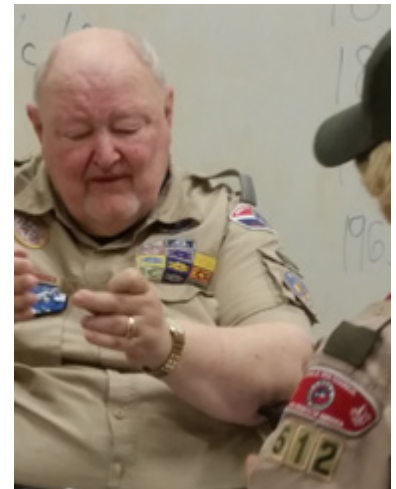
catalog, and ends with show-and-tell, for each scout to show his own Stamp Collection, with options for single-country (100+), worldwide (250+), topical (75+), et cetera. One requirement offers optional activities including visit a post office, stamp show or a stamp club meeting, as well as design a stamp, and ‘research and report on a famous stamp-related personality or the history behind a particular stamp’.

The BSA’s merit badge pamphlet, revised 2007, is fairly complete and well illustrated. Helpful worksheets to pull together each scout’s notes and learning are available at http://meritbadge.org/wiki/index.php/Stamp_Collecting.

This ‘class’ takes half-a-day if Scouts have been accumulating stamps and gotten started, and as with other Merit Badges, may require ‘follow-up’ to finish all the requirements. Five scouts completed the M.B. in January at Weatherford College [including one with follow-up], and five more completed Stamp Collecting M.B. at the March event held at Camp Wisdom, when all five brought collections already underway, selecting the 250+ worldwide stamps option.

The photos show (a) instructor explaining to a scout why his nice USA 1898 blue ‘Battleship’ revenue stamp was not found in the postage stamps part of standard catalog, and (b) ten hands reaching into the box of used stamps on paper which was provided by Stuart Barzune of DPCPS.

Paul Witthoeft is a former Scoutmaster and still registered as an adult Boy Scout leader. A retired attorney, he regularly



teaches the three ‘Citizenship’ merit badges. Paul has previously presented the subject of ‘Stamp Collecting Merit Badge’ requirements as a program for DPCPS meetings, sometimes under the challenge heading “So You Think You’re Smarter Than A Twelve Year Old”! All M.B. counsellors must be registered and trained Boy Scout leaders.



1953 U.S.



1960 U.S.



Nicaragua (1948)



Jamaica (1952)

WHY IS IT CALLED THE CIA INVERT?

Do you know the unbelievable true story behind the CIA Invert? What started as a secret agreement among CIA employees in 1986, became international news just a year later, and when the dust settled, three CIA employees would be forced to resign, in the most exciting stamp story in decades. But where did it all start, and where did it all go wrong?

The \$1 colonial rushlight holder stamp was first issued on July 2, 1979, as part of the Americana series produced by the United States Postal Service. However, it would not be until seven years later when the only known pane of 100 inverted stamps was first discovered. As these \$1 stamps were printed in sheets of 400, at one time there must have been three more additional panes – but none were ever found. An interesting fact in itself, but where did the name “CIA Invert” come from?

In the spring of 1986, an employee of the CIA visited the local post office in McLean, Virginia, who had been sent by the CIA to buy stamps for the agency. His purchase included a pane of 95 \$1 colonial rushlight holder stamps (five had already been removed and sold individually). Unbeknownst to the purchaser, and likely unnoticed to those who purchased the first five from the pane, these were in fact invert errors. However, it was not until several days later, when another CIA employee needed a \$1 stamp for agency mailing, that the purchaser first noticed that the flames were inverted relative to the candle holder and lettering.

The man quickly shared his information



with eight colleagues, and the nine decided to purchase 95 normal \$1 colonial rushlight holder stamps, and replace these with the agency's. They next revealed their new found invert errors to a local stamp dealer, Ike Snyder of Annandale, Virginia, who in turn pointed them in the direction of New Jersey stamp specialist Jacques C. Schiff, Jr. After negotiating a deal, the nine CIA employees each kept one stamp, and the remaining 86 were sold for \$25,000.

The story which Jacques C. Schiff, Jr. told from there, was that the stamps were discovered by a business in northern Virginia, after the first 14 were used for mailing purposes, and that the original owner wished to remain anonymous. This might have been where the story ended, had 50 of the stamps not then been sold to a group of individuals, including Mystic Stamp President Don Sundman.

Sundman, curious as to where the stamps came from, eventually obtained a Freedom of Information Act request with the

Bureau of Engraving and Printing. From the report, he was able to piece together the true story, which quickly became national news! From there, the CIA launched their own internal investigation, and ultimately demanded that each of the nine employees return their copies of the stamp, or face termination, fines and jail time. Five employees returned their stamps, one claimed to have lost their copy, and three employees resigned; and all were eventually cleared of any wrongdoing.

Now that you know the story, here's your chance to be a part of it. With a starting bid thousands of dollars below cost, and ending Tonight, June 4, 2018 place your bid on this beautiful CIA Invert.

https://www.hipstamp.com/blog/cia-invert-stamp/?utm_source=Newsletter&utm_medium=email&utm_content=email%20newsletter&utm_campaign=StampHistory%20-%2020180531

POSTAL SERVICES REPORT CARD

The Universal Postal Union has released its annual ranking of world postal administrations as part of the Postal Development Report 2018. The ranking is based on the performance across four dimensions: building reliable, well-connected, relevant and resilient postal services.

In the 2018 UPU postal service benchmarking report the top 10 countries were:
1 Switzerland, 2 Netherlands, 3 Japan, 4 Germany, 5 France, 6 Poland, 7 Singapore, 8 USA, 9 UK, 10 Austria

Australia was ranked 26th after India, Thailand and Slovenia.

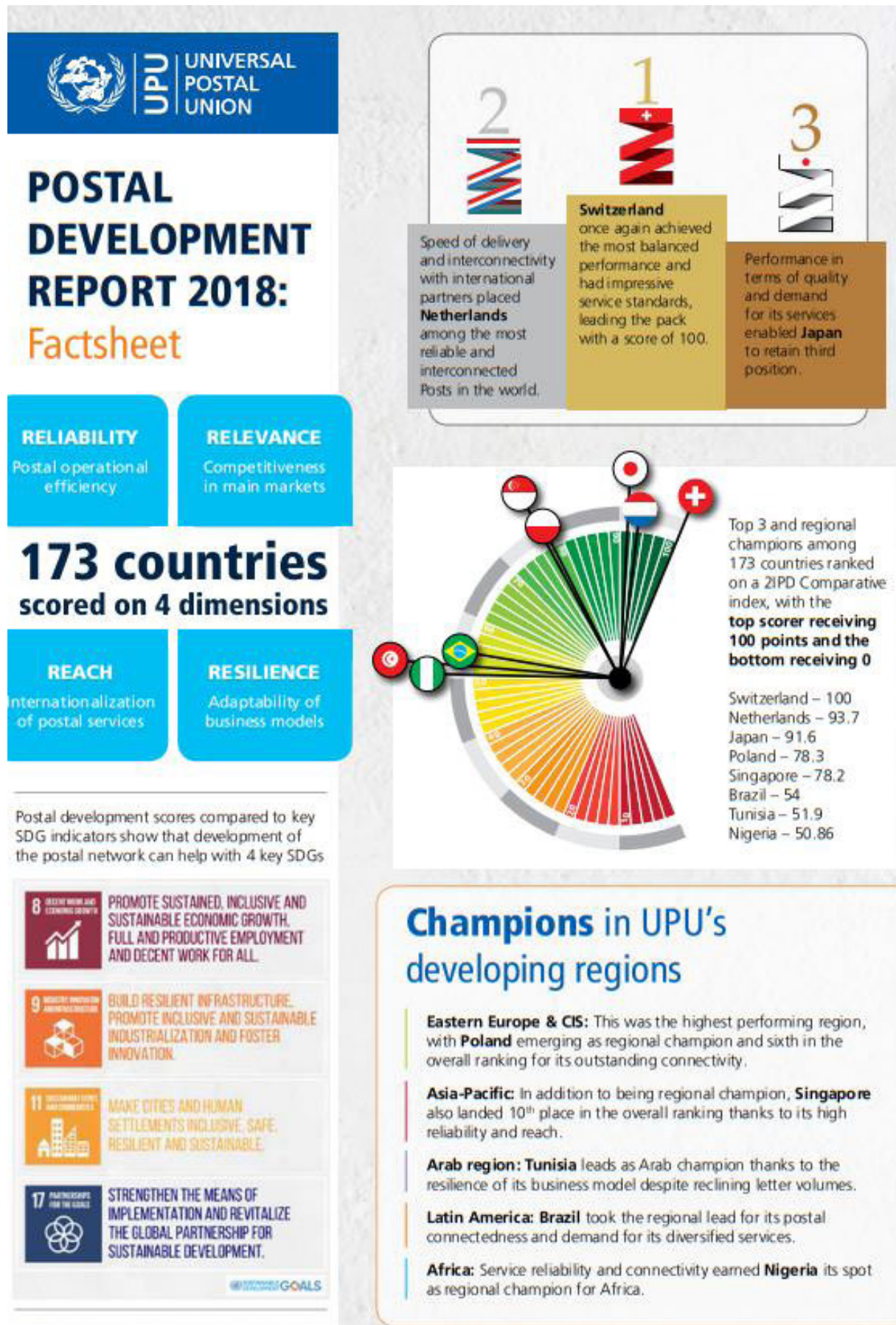
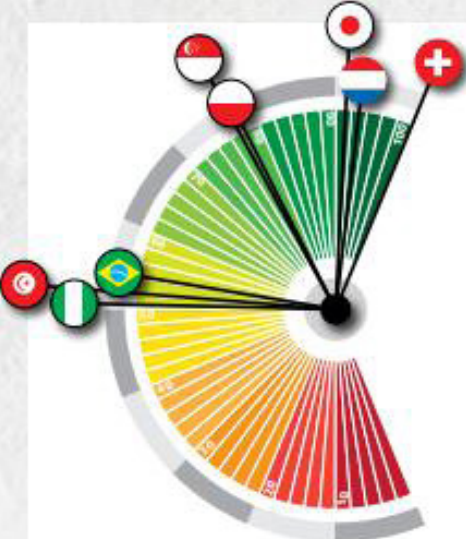
See the full report:

http://www.upu.int/uploads/tx_sbdownloader/postalDevelopmentReport2018En.pdf
<http://www.stampboards.com/viewtopic.php?f=13&t=82398>

POSTAL SERVICES REPORT CARD (CONTINUED)

See the full report: http://www.upu.int/uploads/tx_sbdownloader/postalDevelopmentReport2018En.pdf

<http://www.stampboards.com/viewtopic.php?f=13&t=82398>

Top 3 and regional champions among 173 countries ranked on a ZIPD Comparative index, with the **top scorer receiving 100 points and the bottom receiving 0**

Switzerland – 100
Netherlands – 93.7
Japan – 91.6
Poland – 78.3
Singapore – 78.2
Brazil – 54
Tunisia – 51.9
Nigeria – 50.86

Champions in UPU's developing regions

Eastern Europe & CIS: This was the highest performing region, with **Poland** emerging as regional champion and sixth in the overall ranking for its outstanding connectivity.

Asia-Pacific: In addition to being regional champion, **Singapore** also landed 10th place in the overall ranking thanks to its high reliability and reach.

Arab region: **Tunisia** leads as Arab champion thanks to the resilience of its business model despite declining letter volumes.

Latin America: **Brazil** took the regional lead for its postal connectedness and demand for its diversified services.

Africa: Service reliability and connectivity earned **Nigeria** its spot as regional champion for Africa.

APPRECIATING ART IN THE UK

If your heart is set on acquiring a work by Grayson Perry, Yinka Shonibare, Fiona Rae or Tracey Emin, it would normally involve a painful conversation with your bank. Perry's pots currently go for upwards of £150,000 each, while an Emin neon is likely to set you back £70,000-plus. Earlier this spring, a Shonibare sculpture went for £236,750.

There will soon be a more affordable option for UK residents: pop down to your local post office.

To mark the 250th anniversary of the Royal Academy, four artists, plus the painter-printmakers Barbara Rae and Norman Ackroyd, have been commissioned to create a set of special stamps. A self-portrait by Perry and an abstract work by Fiona Rae will set you back 67p each. Emin's and Shonibare's can be had for £1.55. You could snap up the full commemorative set, and still have change from a tenner.

Sitting in a corner of his London studio, Shonibare seems bemused by the fact that a bespoke work of his is soon to glorify millions of letters. "It must be the biggest public art commission I've ever taken on."

Shonibare's design originated two years ago, with a commission to produce a "wrapping" for the scaffolding that swaddled the RA's Burlington Gardens building while the builders were in.

That work was a collage of photographs drawn from the RA's archive, illustrating the academy's history.

The Royal Mail gave the artists free rein, with the caveats that the work couldn't be offensive or political. But the most difficult challenge was making an image legible at a scale not much larger than a thumbnail.

Shonibare began by distilling one of the collage images to its essentials. "That's the thing about designing a stamp: it's so intense, it really focuses the mind. You have to say a lot in such a small space."

The six artists have responded to the constrictions of the form – 37mm by 35mm – in a variety of ways. While Ackroyd and Barbara present pictorial landscapes, both Scottish, Emin offers a tautly concise study done in black gouache. Its subject is intimate: entitled *Saying Goodbye*, it depicts her dying mother.

Perry's is a witty take on the RA's summer exhibition, presenting highlights from his own oeuvre reinterpreted as if by other artists. "It's a kind of self-portrait, as all art is," he says.

The most abstract of the lot is Fiona's, which features the bubblegum-bright palette and swooping brush strokes. Fiona admits she has long dreamed designing a stamp: as a child, she was an ardent collector.

"I really want to see an envelope addressed to myself with my own stamp on it. Totally tragic, isn't it?"

Fiona admires the democracy of the form – the way stamps are available to anyone, can be sent anywhere reached by the postal service. "It's a way of owning a little bit of art but they are also part of the flotsam and jetsam of what surrounds us every day. There's something beautiful about that."

Reported at <http://www.theguardian.com/http://www.stampboards.com/viewtopic.php?f=13&t=82398>



WHAT TO DO WHEN YOU INHERIT STAMPS

“My uncle died and left me his stamp collection...”

by Bob Ingraham - 31st of August 2010

To a stamp collector, inheriting a relative's stamp collection is almost like winning the lottery. But a non-collector who inherits a stamp collection has a dilemma: he or she has heard that stamps may be valuable, but hasn't a clue how to find out the value of their new collection, much less how to turn it into cash. This article is intended to help sort out the confusion.

Three choices

The inheritor of a stamp collection has three choices, as long as we ignore the fourth one, which is to put the collection in storage and forget about it, and that is not a good solution.

The three choices are these:

- 1. Become a collector**
- 2. Donate your collection**
- 3. Sell your collection**

Please bear in mind that these choices are by no means equal, or necessarily advisable. As you continue reading, you will learn some of the intricacies and pitfalls of the hobby and the business of stamp collecting. Along the way, there may be the sound of popping as optimistic bubbles burst: Stamp collections can only occasionally be converted into world cruises.

What to do when you inherit stamps

Choice #1 — Become a collector!

My first suggestion, always, is to become a collector yourself. If the hobby was good enough for your relative for such a long time, it might also serve you well. For anyone who is curious about the world, who enjoys reading and research, and who understands that stamps and covers are historical artifacts, stamp collecting can open up a whole new and engaging world. In 35 years of stamp collecting, I have learned that it's an excellent hobby with which to escape the cares of the world. It requires a level of concentration that allows almost no intrusion from the outside world, yet is virtually unparalleled in its ability to teach the collector about that world. Novelist Ayn Rand, herself a stamp collector, says it far better than me

in an essay about stamp collecting. The following quotations are excerpted from her essay, “Why I Like Stamp Collecting,” published in the Minkus Stamp Journal in 1971:

The pleasure [of stamp collecting] lies in a certain special way of using one's mind. Stamp collecting is a hobby for busy, purposeful, ambitious people...because, in pattern, it has the essential elements of a career, but transposed to a clearly delimited, intensely private world....

In collecting, there is no such thing as too many stamps: the more one gets, the more one wants. The sense of action, of movement, of progression is wonderful... and habit-forming....

When one turns to stamps, one enters a special world by a process resembling a response to art: one deals with an isolated and stressed aspect of existence...and one experiences the sense of a clean, orderly, peaceful, sunlit world...

If you spend several hours looking through your new collection, and take the time to learn a bit about basic stamp collecting, you may well find that you are not at all interested in selling your stamps to strangers. If that happens, welcome to our wonderful hobby! But if you decide not to become a collector, you may think about donating them to a museum or a stamp club. If that idea appeals you, please read the next section. Please read it even if you don't intend to donate your collection!

Choice # 2 — Donate your collection

In most cases, it is NOT advisable to donate your stamps to a museum:

- Museums are not adequately staffed to handle donated stamp collections, nor do they often have the space to store them safely or the facilities to make them available to interested members of the public. Stamp collecting has long since passed beyond the stage of simply filling stamp albums with pretty stamps. Think of stamp collectors as archaeologists whose chosen artifacts are stamps and covers. Many of these men and women have become world-class experts in their chosen fields of study, but their success

has depended on the availability of material to work with selected stamps and covers, often over a lifetime. Once a stamp collection or even a single stamp or cover is “incarcerated” in a museum, so to speak, it is no longer available to philatelic researchers and is serving no useful purpose.

- Philatelic museums, of which there are only a handful in the entire world, are interested primarily in the rarest of rare items. Some of them might be interested in a very specialized collection of rare material, but unless a particular museum is able to ensure public access to the collection for purposes of study, it would be a disservice to collectors everywhere to take it out of the philatelic marketplace. If you still wish to pursue this avenue, contact the museum first to determine both its needs and its ability to make the collection accessible to collectors.

- People will argue that museums will issue tax receipts, and while that's true, there are philatelic societies and organizations that will also issue tax receipts, and they are in the position to ensure that donated collections remain in the hands of the people best qualified to appreciate their philatelic and historic significance. Don't forget your local stamp clubs such as the British Columbia Philatelic Society. Such community-based organizations are almost always in need of financial support, and will use donated collections to support their own philatelic activities and will also ensure that the collections remain in the hands of the collectors who will most appreciate them.

Choice # 3 — Sell your collection

If you have decided to sell your stamps, you need to understand some basics of the philatelic marketplace before entering it.

What are stamps worth?

Most stamps have little cash value. The values that are assigned to stamps by catalogues such as the Scott Standard Postage Stamp Catalogue are wildly optimistic. In the real world, most stamp dealers discount their prices heavily from Scott values. Modern mint stamps are not

even worth face value in the marketplace when sold at wholesale prices. The same is true of most used stamps, although attractively cancelled modern stamps are showing signs of having greater value than mint copies of the same stamps. That's because the automated cancellation machines in use by many countries produce really ugly used stamps.

Stamp condition

The value of stamps depends in large part on condition. Any damage lowers the value of any stamp. Mint stamps that have been mounted in albums with hinges automatically lose as much as 50% of their value or even more. If the gum has been soaked off or is badly damaged, the value falls almost to nothing except for older, classic issues. For all stamps, short or damaged perforation teeth, thins, bad centering of images, creases, smudges of dirt, surface scuffs, or generally worn, ratty appearance will seriously compromise value. If a used stamp has an ugly, messy cancellation, its value approaches zero, although its catalogue value may be high. Some inexperienced collectors have been known to stick stamps into stamp albums simply by licking the gum, just like sticking the stamp on a letter. Such a collection is virtually worthless except perhaps as a family heirloom.

At the other end of the scale, "perfect" stamps may demand premium prices, and may in fact sell at auction for more than catalogue value. What is a perfect stamp? The design will be centered with nearly mathematical precision. The borders may be broad, depending on the particular issue. The perforation teeth will be crisp. The colors will look as fresh as the moment the stamps were printed. The gum, on mint stamps, will be flawless and unhinged. If the "perfect" stamp is used, the cancellation will not seriously deface the design of the stamp. Circular Date Stamp (CDS) cancellations are prized on stamps; such cancellations struck in the centre of the stamp are known as Sock On the Nose (SON), and can command premium prices, especially if the cancellation itself is scarce.

Speaking generally, if a collector sought

attractive, undamaged stamps and took good care of them, the collection will be worth much more than one built by a collector whose standards were low and who handled and stored his collection carelessly. One reason for this is that the meticulous collector with high standards is apt to have been a knowledgeable collector who made good investments. Which reminds me of...

Bags and bags of stamps

If your inherited collection consists of bags, boxes, and envelopes stuffed with miscellaneous stamps, it is not likely to have any great commercial value. In fact, it is not even a collection, but an accumulation. A collection of stamps is one that has been sorted, identified, catalogued, organized, and studied, and usually mounted in albums or carefully inserted into stock pages or stock books. When a dealer sells a collection as opposed to an accumulation, it's going to be easier to get a good price for it because little effort will be required to incorporate it into the buyer's own collection.

Many collectors do enjoy buying accumulations, because of their recreational potential and the possibility of finding a treasure. But they aren't going to spend a lot of money on any given accumulation because they know that the great bulk of the material is going to be common, and any valuable stamps are going to come to light only as a result of a lot of effort.

A note about covers

Covers, which non-collectors know as used envelopes, or collectively as "postal history," are often included in stamp collections, and may form the larger portion of the collection. Unless you happen to be very knowledgeable about cover collecting, do NOT, under ANY circumstances, cut or soak the stamps off covers. Complete covers can sometimes be worth hundreds or even thousands of times the value of the stamps alone. There is an apocryphal story about a widow who called a dealer to tell him about her husband's collection of old envelopes with black stamps on them. In questioning her, he realized that the stamps were the

Penny Black, the first stamp ever issued. The collection was potentially worth a fortune; he told her he would be right over. She greeted him with a smile, and proudly showed him her stamps — all of which she had clipped from the envelopes! Penny Blacks aren't worthless by any means; used copies regularly sell for a hundred dollars and more. But a Penny Black on its original envelope — "on cover" as collectors say — may be worth several hundreds or even thousands of dollars.

About the condition of covers

While condition has a bearing on the value of a cover, as with stamps, a "dirty old cover" that looks like it's been run over by a truck may actually have more value than it would if it were neat and tidy. That's because its poor condition is evidence of its history. Examples are found in the category of "crash mail," sometimes known as "interrupted" or "adversity" mail; crash covers often show signs of water and fire damage, and the more badly damaged the cover is the more it is worth. Covers often have additional postmarks and hand-written notations that provide a great deal of information about their history. Think of covers as postal artifacts. Covers that have carried personal or business communications through the mails are for the most part unique; catalogues do not provide meaningful evaluations of them, and even experienced dealers may be only to give a rough estimate of what a given cover might bring at auction.

Philatelic covers

Philatelic covers, created only as collectibles by individual collectors, stamp clubs, organizations, entrepreneurs, and postal administrations, rarely have notable value. There are several types of philatelic covers:

First-day covers, issued by post offices around the world on the day that new stamps become available, are created by the hundreds of thousands
First-flight covers, celebrating the first airmail flight from one community to another

Commemorative covers and event covers, created to celebrate some past or current

event, such as the centennial of statehood or a stamp exhibition, or simply the existence of a famous person or group of persons. Such covers are often sold by such companies as the Franklin Mint. Few collectors have any interest in such material, which therefore has little to no commercial value.

On a step up the ladder of desirability and value are first-day covers created by collectors for personal use or perhaps to send to a relative; these may look like ordinary mail, and only the postmark proves their provenance. Such covers can sometimes command premium prices. As well, some first-day, first-flight and event covers can be quite valuable because of their rarity. Some first-day covers, for example, provide the only known, authorized use of certain stamps and thus take their place in postal histories.

What to expect when you sell

Only rarely do stamps prove to be a good investment, and few collectors engage in their hobby in hopes of making a profit. However, one of the beauties of collecting, unlike many other hobbies, is that stamp collections can return some money to the collector or to his or her heirs. A collection built with care over the years can return a surprising amount of money. In selling to, or through, a dealer, you should expect to receive approximately 20% to 30% of the collection's catalogue value. Dealers almost always discount considerably from catalogue values when they sell stamps by retail, and prices realized at auction only rarely reach catalogue value. It is not unusual to see scarce or even rare stamps sell for as little as 10% to 20% of retail value in auctions. And stamps, like any other commodity, are subject to the laws of supply and demand: very rare stamps can be almost worthless if no one collects them. (At the same time, very common stamps will probably never be worth anything because they are so...common!)

You can trust professional stamp dealers

Many people are loathe to turn their stamps over to dealers, assuming, without a shred of evidence, that most dealers are dishonest. In fact, dishonest dealers are rare. The vast majority are ethical men and women who started as collectors, who understand that stamps have both cash

and intrinsic value, and who work very hard to keep their businesses afloat. Most of them are supportive of the hobby of stamp collecting; many belong to stamp clubs themselves, and most of those who have full-time businesses are members of the various philatelic organizations, including the American Philatelic Society (APS), the Royal Philatelic Society of Canada (RPSC), the Canadian Stamp Dealers Association (CSDA), and the American Stamp Dealers Association (ASDA). These societies and associations demand that their members meet high standards of ethical behaviour. In addition, any professional stamp dealer should be more than willing to provide you with references, and almost any experienced stamp collector can suggest the names of reputable dealers.

A caveat: The fact that stamps and covers can be very valuable is both the strength and weakness of stamp collecting, marketing, and selling. Whenever any commodity has significant value, it will inevitably attract less-than-reputable sellers and dealers. Avoid business relationships with any dealers who cannot provide solid references and who show no evidence of a decent track record. It is also a good idea, if possible, to approach two or three dealers before selling.

Sell direct to a stamp dealer

The simplest and quickest way for you to turn your collection into cash is to sell it directly to a stamp dealer, ideally after getting offers from two or three dealers, whom you can probably find listed on the web sites of the ASDA and the CSDA.

Stamp dealers often buy stamp collections from collectors or from people like yourself who have inherited stamp collections. Their business depends on having new stock available for their regular customers, and stamps are not generally something that can be ordered from a wholesale dealer. It can take months or even years to find some stamps, even if they aren't particularly scarce. Collectors searching for particular varieties of stamps or scarce stamps may search for years, and their dealers often help in that search, knowing that the next collection they examine may contain just what they've been looking for their

customers. It's a rare dealer who will turn down the opportunity to look over a collection that he hasn't seen before. It's not too hard to know if a dealer's offer is reasonable. If he or she takes time to look at the collection, offers comments about what the collection contains, and seems genuinely interested at a personal level in what you are offering, and why, chances are that you will not be cheated. A professional dealer will also tell you if he doesn't believe your collection has any value, and he won't offer to buy it. However, if a dealer tells you that your collection isn't worth a thing, and complains that he'll have trouble selling it, and then offers to buy it for a small amount of money, it would probably be best to thank him and leave — with your stamps!

Sell through a philatelic auction house

If you are willing to wait for a few weeks or months to realize the cash value of your collection, you could sell it through a philatelic auction house. Again, the ASDA and CSDA will provide contact information for several companies that host regular auctions, perhaps in your area. In most cases, these dealers will take your stamps on consignment.

If the collection is small, and housed perhaps in one album, they will probably sell it as a single auction lot, which will be described and perhaps illustrated in a catalogue or on-line listing and made available for viewing in their place of business.

In the case of large, multi-album collections, which typically include boxes of loose stamps as well as philatelic literature and collecting supplies, a professional dealer will divide the material into several lots. Beware the dealer who says he'll sell a large collection intact, as one lot: a collection sold in that manner probably will not realize its true market value.

In their auction listings, dealers normally publish the estimated sale price of each lot. Some auction houses set different opening bids for each lot, so that some lots might start with low bids and some with higher bids. (That's the way eBay works). Other auction houses start the bidding on all lots at the same price; one company I

deal with starts all lots at \$10, regardless of the estimated value.

There is an obvious downside to selling by auction: you might not get receive what hoped for. All it takes to push auction bids to a high level is two bidders who want the material. If only one bid is made, then the lot will sell at the opening bid price. That rarely happens with good material, but it is possible.

Depending on the auction house and the type of auction, a collection might be sold in entirety on one or two days, soon after you turn your stamps over to them, or the lots might be sold over a period of several weeks or even months. If you want your money quickly, ask the dealer how long it will be before your stamps are sold.

There are great advantages to selling through a professional stamp dealer. They have years of experience, and while they might not be able to spot every rare or valuable stamp (no collector or dealer in the world could do that!), they will come close in their evaluations. You will, of course, pay for their service; dealers typically charge a sales fee of 10% to 30% of the sale price for handling your stamps. But they do all the work. You just collect your share and go on with life.

A note about sales fees: A sales fee of only 10% of the sale price may seem better than 30%, but it is not necessarily a measure of your potential profit. The dealer offering a 10% fee may not spend a lot of time evaluating your collection. If he sells it for \$1,000, you'd get \$900. Another dealer, however, might spend a great deal more time on your collection, do a better job of identifying its strengths, and sell it for \$5000. Even if the latter dealer charges a 30% commission, you would still receive \$3500. The best way to ensure that you get the best deal is to approach two or three dealers, and go with the one that you have the best feeling about.

Don't sell on-line

If you aren't knowledgeable about philately and don't have a lot of spare time, don't even consider becoming a seller on eBay or other, similar on-line auctions. To be a successful eBay-type stamp seller requires intimate knowledge of what you are selling, gained only

from years of collecting experience. You also would have to dedicate yourself to a long period filled with the inevitable irritations and frustrations that result from buying and selling on-line. To sell a large collection in small lots on eBay or Yahoo wouldn't take forever, it would just seem like forever! And I would absolutely not suggest going on-line to sell a large collection in large chunks, such as entire albums at one go. Buyers might be happy with their purchases, and you might get the whole thing over with quickly, but you might never know what you gave away at bargain basement prices.

Another caveat: Another "on-line" segment of the philatelic marketplace consists of dealer web sites. There are many stamp dealers today who do much or even all of their business on-line, through eBay and/or their own web sites. On-line, direct sales of stamps and covers are rapidly overtaking storefront operations. On-line dealers are active buyers of collections, and should be considered when you decide to sell your collection.

Where should you sell?

People ask whether it's better to sell a collection in Canada or in the United States, or in other countries. A general answer: Country collections sell best in their countries of origin. It makes sense to sell Canadian stamps in Canada, American stamps in the U.S., British Commonwealth stamps in the British Commonwealth, etc. I know of one specialist collector who flies back and forth from Canada to Greece to sell portions of his Greek collection. But that's not always practical, especially in the case of large worldwide collections. Personally, I have never been disappointed with anything I have sold in Canada, regardless of whether I am selling Canadian or worldwide stamps and covers.

While it is convenient to sell stamps through a nearby dealer, and nice to deal with them face-to-face, it is not necessary. The stamp trade is international, and dealers often handle consignments from great distances and across international borders. You can tell a great deal about a person through their style of communication in letters, e-mails, and telephone calls.

Final thoughts

Most non-collectors believe that stamp collections are very valuable, and are the ticket to that round-the-world cruise. Unfortunately, we live in the real world, where many collections are worth no more than a few hundred dollars. Some are worth several hundred dollars, or perhaps a few thousand. A few unusual ones sell for several thousands of dollars. The rarest of all may sell, usually at auction, at hammer prices ranging from hundreds of thousands to a few million dollars and may make the evening news if an extremely rare stamp is sold or a record price is realized.

A few unfortunate collectors, often beginners, buy stamps in the belief that they are investing their money wisely. They "know" that stamps are valuable. If they have never seen a particular stamp before, they assume that it is rare and perhaps priceless. Such collectors nearly always lose their shirt in monetary sense; I think that they miss the point of collecting, which is the opportunity to learn about the history, culture, science, and technology that is illustrated by stamps. While stamp collecting is a solitary pursuit, sharing the hobby with other collectors, and dealers, can lead to lifelong friendships. I hope that you will seriously consider joining the collecting community. If you do not, I wish you the best in selling your collection. The internet can help: just Google "sell your stamps" to find a wealth of information.

https://stamporama.com/articles/display_article.php?id=rasd3nklqcqno

"My uncle died and left me his stamp collection..."

by Bob Ingraham -31st of August 2010

CLOSED ALBUM : RICK HOUGHLAND



Richard Dean Houghland

Rick was born on June 12, 1947 and passed away on April 27, 2018. age 70.

He was a retired U.S. Air Force officer, who had been a transport pilot, a Vietnam veteran, and a high school Chemistry teacher, before he got into Computer work.

As President of the Park Cities Philatelic Society in 2000, Rick led the merger with Dallas Philatelic Society to create the combined Dallas-Park Cities Philatelic Society that continues today.

RICK was a knowledgeable and eclectic collector of many kinds of U.S. and worldwide stamps. In the DPCPS Membership Directory of 2007, which he helped produce, his own collecting interests included U.S. Coils, Meters and Postal Stationery, definitive stamps of Canada, China, Great Britain, Germany, Denmark and Finland, the stamps of Hong Kong and Poland, and just one topical subject: Stamps-On-Stamps

When taking his turn to provide a stamp club 'program', Rick's presentations included U.S. Meter impressions, and Perforated Initials (perfins) in stamps.

After his terms as President, Rick also served the stamp club for several years as Editor of the Stamp & Tongs newsletter.

He was buried at DFW National Cemetery.

A good friend and an accomplished philatelist who will be missed.

Richard is preceded in death by his parents: Lenora and Murel Houghland and

brother, Donnie Houghland.

Richard is survived by his wife of 27 $\frac{3}{4}$ years, Eileen D. Houghland; children: Eric Houghland, Christopher Houghland; grandchildren: Emily and April Houghland, Alex and Lauren Houghland and sister, Vicki Alexander.



In lieu of flowers the family requested that donations be made to The Eastridge Park Christian Church Building Fund 2701 North Town East Blvd Mesquite, Texas 75150.





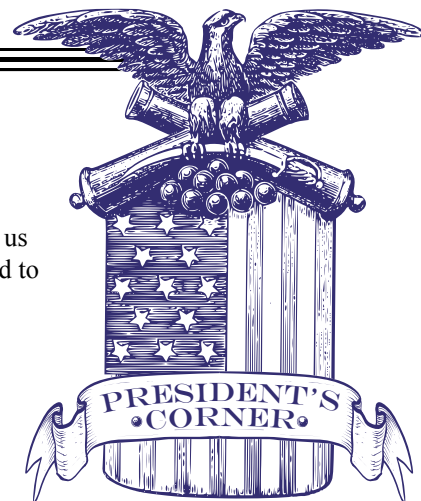
Members,

Greetings again to our members. It was nice running into a number of you at the TSDA show in Richardson this past weekend, supporting the dealer community. Obviously they depend on us and our fellow collectors to make their efforts viable and we depend on them for material to add to our collections.

It was also most gratifying to see our Treasurer, Rod Gabel, sufficiently recovered to be able to be in attendance. On behalf of us all I wish him continued recovery and as well want to acknowledge other members of our club who are dealing with health issues. Fortunately our hobby is one that can continue to be enjoyed even if we've lost a step or two.

Until next time, happy collecting!

Geoff Owens
President



CLUB MEETINGS SCHEDULE.

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

July 11

Board Meeting at the Edgemere on
Northwest Highway and Thackery
Program: TBD/DVD

July 25

Program: "Quarterly Auction", speaker:
Entire Membership

August 8

Program: "Letter of the Alphabet: F Exhibits", speaker: Entire Membership

August 22

Program: TBD/DVD

August TBD

TSDA Richardson Stamp Show at
Richardson Civic Center, W. Arapaho and
Central (75)
Friday 10-5, Saturday 9-4

September 12

Program: "The Story Behind the Stamp",
Five volunteers

MEMBERSHIP

Membership is open to anyone of good character who is interested in stamps and learning more about them. Annual dues for membership are \$12.00

UPCOMING SHOWS

August 24-25

DALLAS TSDA, Richardson Civic
Center, 411 W. Arapaho Rd, Richardson,
TX 75080-4551 (Friday 10-5, Saturday
9-4)

September 21-23

GREATER HOUSTON STAMP SHOW,
Humble Civic Center, 8233 Will Clayton
Road, Humble TX 77338. (Friday/
Saturday 10-6, Sunday 10-4). www.houstonstampclub.org

October 13-14

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).

SPECIAL THANKS TO

President:

Geoff Owens

Vice President:

Stan Bartnikowski

Secretary:

Joe Baker

Treasurer:

Rod Gabel

Directors:

Bill Laupus
Ivan Zuniuga
Chris Titus

For submissions, comments and/or
suggestions to the DPCPS newsletter
please email the editor at:
titusman@icloud.com



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