

The Circuit

AFFILIATE OF: APS & COPO

The Official Journal of the International Society of Worldwide Stamp Collectors

A Good Idea at the Time!

The Stamp Adverts of Early New Zealand

By K. M. Crowe (# 459)

On November 12, 1891 the New Zealand Post Office called for tenders for the right to advertise on the back of stamps!

A Wellington advertising agency won the contract in July 1892 and rushed about selling the advertising and organizing the layout, printers, etc. The stamps went on sale, on time, in February 1893. Although the adverts were printed on top of the gum at first, this was later corrected. Around 2-1/2 million were printed (Scott # 61-67 and 68-69) but by September that same year, the agency begged to be released from the contract.

There were complaints that the ink made the stamps hard to stick on envelopes and that it tasted foul, but the main reason was the difficulty in finding advertisers. Even in the late 1800's common sense would have said there were better places to spend your advertising dollar (or pound notes as it was then) than on the back of a stamp. It would be hardly glanced at before being licked and gone forever, or at least until a collector soaked the stamp from the envelope maybe years later.

There were at least seven colors used in the printing of the adverts, so it is a major job trying to make up a full set now in the same color showing all the adverts. If ever you

see a full set at a stamp show, the adverts make interesting reading: Cadbury's Chocolate, Sunlight Soap, Beeham's Pills, Bonnington's Irish Moss Cough Syrup, as well as for coal, sewing machines, Ceylon tea, a dentist using "painless Nitrous Oxide," and even a cure for asthma.

Figure 1 shows the advert for Sunlight Soap on Scott # 66 and is valued in New Zealand at \$120. An advert for Bonnington's cough Syrup on Scott # 67 is shown in Figure 2. Both stamps are in mint condition; the ragged perforations are normal for these stamps. The low values aren't too difficult to come by, but remember these advert stamps were only sold for one year, 1893, so the higher values are hard to find and expensive.

Figure 1



Figure 2



Scott International Part 1 Needs Revisions

By Arnold J. Palmer, Jr. (# 839)

As a general collector since boyhood in the 1920's, it came to my attention in the late 1950's that Scott had done something drastic to the basic 1840 - 1940 Part 1 Scott International Postage Stamp Album. Before Scott left New York City I had the opportunity to consult with them and found that a 1955 revision had taken place with a primary objective of allowing pages for one country to be assembled from the various albums since 1940 with 1940 pages, so that other country pages would not prevent integration. However, this objective was never met, the situation made worse, several countries were left out and a complete lack of uniformity in space for issues crept into the revision. A casual comparison with a pre-1955 edition brings this to light.

In the late 1970's, I set about to make a very objective review of what had happened and produced a research document in detail for Scott. While still located in New York City they came very close to proceeding with a revision and phoned me in Nevada to so advise. Shortly thereafter the company was sold and the project dropped. The new ownership and location in Sidney, Ohio has once again taken up such a consideration to revise. However they tell me they sell only about 100 sets of Part 1A and 1B every year and timid about it being financially feasible.

My collection at the moment is dedicated to mounting stamps in fine-very fine condition on certain Scott 1840 - 1940 pages to provide tangible evidence of what went off

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Album (Continued from Page 1)

track. The collection employs a strict adherence to stamp value and what the average collector is apt to acquire with no attention to my personal likes and dislikes for country or stamp issues, which is what Scott should always do in any such abridgement. My recently joining ISWSC was in recognition that collectors in the general field would likely be interested in assisting with convincing Scott to revise the 1840 - 1940 volumes.

In realization of the economics of such a revision, I suspect if Scott was aware of ISWSC interest, Scott could probably be persuaded to at least provide supplement pages to add to or replace certain pages. Possibly we could conduct a poll of the membership and find if there is such an interest. **

Best of '93 Contest

Several philatelic societies and various publications hold yearly "best" contests within their speciality. It's time we had one, too! Here is your chance to nominate the best stamp design of 1993.

Any stamp from any country issued in 1993 is eligible, as are blocks and souvenir sheets. To submit your nominee, send either the actual stamp or a clear photocopy on a black background. From the entrants, four designs will be selected by a panel of ISWSC members in the Rochester area. These will be presented to the entire membership for a vote.

Entries are to be sent to: Best of '93 Contest, 42 Maynard Street, Rochester, NY 14615-2022, USA. They must be received by February 1, 1994. **

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THE PRESIDENTS COLUMN by Dave Nelson (#25)

Well, my term as president of ISWSC has just about run its course. When I ran two years ago I promised you I would only serve one term and I have kept that promise. I only mention it because the majority of you weren't even members at that time, our membership having more than doubled in these two years. We have come a long, long way in a short time and I take personal credit for practically none of it. The reason I retired, and the reason I discount my own role in the progress of ISWSC, has nothing to do with desire, I simply cannot give what the club needs most, which is time. I love collecting and I love what ISWSC has become, but I have these little distractions like a house, family and job. I am hardly unique in that condition, but in my case the job has evolved to the point that I spend almost more time out of the country than in it, and then have to play "catch up" when I do get back. In theory the travel should provide me opportunities to meet and get to know our active non-USA membership, the reality is that I spend the days working and almost every night entertaining business people or flying to the next destination. Fortunately for the club we have been blessed with other volunteers with boundless energy and a great devotion to the success of ISWSC who are giving us tens of hours a week, in some cases exceeding the hours of a full time job. These capable and dedicated people will lead us on to even bigger and better things in the next two years. Since the officer's ballot offered no competition we can know pretty certainly who those persons are to be, but protocol requires us to pretend that the outcome is still unknown until the deadline for ballots has passed. Due to the lead times needed to do the layout, printing, collating, stuffing and mailing of The Circuit, this is being written long before the election is final and it will even be marginal as to who should write the next Presidents Column. So, I have volunteered to contribute a short "Past President's" will leave the new officers my last will and testament.

Recently, I wrote to Linn's Stamp News to congratulate them on their new Linn's Stamp Identifier as well as to volunteer ISWSC to co-operate with them on future editions of same. I felt that, as a group, worldwidars are more likely to use reference books like this than specialists, and the amount of correspondence I received from members after my previous mention of stamp finders seems to confirm this interest. Donna J. O'Keefe, Book

Editor, wrote me and accepted our offer of assistance. Although no specific date has been set for a new edition or additions to Linn's Stamp Identifier, Donna will contact us when they are gathering material for this new edition. Joe Palko (#491) has volunteered to work with me on this project so he and I will form an ad hoc liaison committee to Linn's; we would be happy to have another volunteer altho at this point it is impossible to predict just what activities such a role might entail. What I would like to ask you all to do is to keep track of those phrases and symbols on stamps that are otherwise not easy to identify and pass those suggestions along to Joe or me once in awhile. The Linn's identifier is the best one around I think, but still has many gaps which we can help fill in. In return, we plan to endorse the new edition and to get billing for ISWSC in the book. If you think this sounds like something you can help on, please don't forget to do so. Drop one of us a note to say you will help out, and start your list today so you can add to it as you discover new mystery stamps. Let us know about ones you cannot identify as well and we will do some research to find out where they were issued. Donna has also asked if ISWSC has any other ideas for books they may want to publish. My suggestion would be for a series of books on the subject of reprints and forgeries, perhaps by continent or other logical grouping. I just bought Linn's Focus on Forgeries and haven't even had time to use it, but it looks great on first inspection. But this only covers 150 of the most commonly forged stamps and I need a lot more help than that. The APS series reprint of the Serrane Guide is great, except that I forgot to clip them out so would love to see an affordable reprint of the whole series. This is another of those areas where a specialist might have a small library to help out on a narrow range of problem areas, but the unwashed worldwider has one heck of a time figuring out which of those high-catalog Persian stamps are real and which of our Central American holdings are really Seebeck's. Please send me a note letting me know what general books on stamps you would find useful and I will pass the ideas on to Donna.

Tom Alison reports that a number of international members have wanted very much to join the Exchanges. We had to discontinue this practice last year for a number of reasons. One has to do with the delays and possibility of having to pay

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President *(Continued from Page 2)*

duties that result from differing importation rules. It is not at all impossible that the customs gang will ask you to pay duty on the full value of an exchange, even though you will probably only keep a small fraction of it, and this is not a symptom of the so called third world ... Canada for example has some of the most draconian rules around. Another pragmatic consideration is the sheer cost of international mail. The average total face amount traded on a pink Omni is only a couple of dollars and it costs more than that to mail the books out and back. A third consideration is the fact that an exchange relies upon the use of consistent evaluation guide and in the USA that means recent issues of Scott's Catalogue. Our non-US members may not have access to Scott, or may only have a 1988 or earlier edition which, as all you Scott users know, will not work. Tom had some recent angry mail from a European member who insisted that prices had gone UP, not down, since his 1988 edition of Scott. He came to this conclusion due to

the fact that the minimum stamp price is now 15c. (For those other members who are not familiar with Scott's pricing policy, prices generally tended down in the late 80's as the result of a lessening of demand, and then went down dramatically when they decided to reprice to "retail" prices". Prior to that, even the highest priced dealers sold for 65% or so of catalogue so the catalogue was in fact not a true reflection of prices at all. Scott also raised the minimum price on a stamp to 15c to cover the "handling charge" for a dealer to sell something. Most stamps that catalogue 15c are in fact worth about 15c a hundred and the Omni Exchange doesn't even accept such common material, so our member was mis-interpreting the true direction of pricing because of this). Maybe it is time to establish a new exchange the European EC countries only. Would anyone like to volunteer to see if we can overcome some of the above concerns and set up such a new service? Let me know. ••

The Secretary/Treasurer's Report

by Carol Cervenka (#498)

Once in a while we find a non-member has slipped in to take advantage of ISWSC's services without ever enrolling and paying dues. This doesn't happen often, nor is the interloper able to "ride free" for very long. Usually one of ISWSC's alert managers or members will spot the intruder and ask us to check. Because membership services are EXACTLY that - for members ONLY - please give your membership number when signing up for all services. This helps the person who manages the service to know who is a member and who is not. We want to encourage all new members to get involved as quickly as possible after enrolling, but have to ask that you understand our insistence upon having your member number verified before we place you in a swap circuit, sales circuit, Omni Exchange, etc. The only ISWSC services that are available to non-members are some of the Youth Program benefits.

It also is a big help to me if you will use your membership number when paying renewal dues or corresponding with this office.

Time for some "housekeeping"! Beginning with this issue, the names of members who have been dropped from the rolls will appear on the Roster up-date page(s). The names of those who are on the endangered list if dues are not received

soon will continue to appear here. The following members have not paid dues and will be dropped October 31, 1993 if dues are not received prior to that date:

772 Sack, 775 Edwards, 776 Lucas, 777 Karlson, 779 Renard, 780 Marcus, 784 Strekfus, 788 Scott, 789 Hazzard, 790 Thadden, 791 Penrod, 797 Adrian, 801 Garland, 805 Pinyagin, 810 Bridgers, 811 Hamburg.

With the majority of dues expiring the end of October, the work load and Society income formerly was concentrated in the Fall. After almost two years of letting memberships expire a year from the date of enrollment, the things are beginning to even out. However, about 300 memberships come up for renewal in October, and with the many inquiries that come in daily, it has been a busy time! The hard work of Tom Fortunato and other members who continually keep ISWSC in the philatelic press has brought an influx of inquiries leading to new members, as has the fine recruiting of members and our Regional Secretaries. For those of you who like to keep track, ISWSC now has members in 44 countries.

As dues begin to roll in, so does information about members who have passed away. I sadly note the death of Al Rattray who died in September 13th after a battle with bone cancer, and regret to

Public Relations Officer Report

by Tom Fortunato (#379)

In this my final column as Public Relations Officer, let me take this opportunity to thank just a few of the many people who have made these past two years such a success.

First off, a heartfelt thank you to my fellow officers and board members. Their help and guidance has been invaluable. I must also echo President Nelson's column from Sept.-Oct., thanking such members as Joe Foley, John Hotchner, Steven Rod, and others who have written about the ISWSC in numerous philatelic publications. You have greatly helped to spread the word about us!

Thanks, too, to all of our program managers and overseas secretaries with whom I've worked so closely. Keep up the good work. We also have a group of people who for the past year have been our Welcoming Committee, writing a brief "hello" to all new ISWSC members and introducing them to the benefits of membership. They are Mildred Dorries, Harold Humm, Bill Reynolds, Helen Strickland, Phebe Meek, Emil Ciangetti, Ramona Finley, Joanne Berkowitz, Joe Palko, Bob Eddy and Ruth Roach.

I look forward to the challenge ahead as I assume the presidency in January and will continue to work on your behalf to further the society. ••

report A.J. Ehlich's renewal reminder was returned marked "deceased" with date and cause unknown.

Renewal time also brings some wonderful words of encouragement and thanks which mean so much to those of us who serve you. To all of the members who took the time to remember your volunteer Society officers and volunteers with words of praise and appreciation, I know I speak for all of ISWSC's volunteers when I say a special and very hearty "THANK YOU!" •

Please don't forget to give ISWSC memberships to philatelic friends this Holiday Season. Even if your friends don't collect worldwide, we have many satisfied members who collect topicals and regions of the world. We'll send a nice notice of the gift to your friends for you. If you've already enrolled someone, a membership pin is a nice "stocking stuffer". You can give your junior stamp friends (age 17 and under) a youth membership for only \$6.00.

Letters to the Editor:

My joy at seeing my article "Rick's Ramblings" in the Sept.-Oct. 1993 issue of *The Circuit* quickly faded and mutated to fury when I saw the excessive proofing errors that lace the text. Please take a look at it. I had trouble finding a sentence that did not have a typo of some sort. How about the last paragraph, which reads:

"I have stopped yearning and mourning for stamps which I do not have, an am enjoyint that I DO hae more as a result."

It is very embarrassing, even humiliating, to see one's contribution so abysmally botched as this one was. If it means delaying publication of further contributions, I would rather suffer the delay than the possible opinion of our readership that I am illiterate! •• Richard St. Clair (# 884)

I apologize to Mr. St. Clair; I am very sorry his article went to press with all My typographical errors. I'm not sure how it happened except uncorrected copy was placed in the page layout program instead of the corrected version. It was not intentional and I wish Mr. St. Clair hadn't taken it so personally. I do the best I can but sometimes I mess up. I am human. As for anyone thinking Mr. St. Clair is illiterate, I find that unlikely as the stamp collectors I've known over the past 20+ years have been some of the brightest and best informed people around. •• The Editor

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Beginner's Column

by **Al and Mildred Feinberg (#361)**

Today we will talk about "hard to identify stamps" and some of the methods I use for identification.

The first thing I do is watermark the stamp, which can be very revealing. A lot of times you can recognize the country by its watermarks. Most of us are familiar with the British Crown and CC, Crown and CA, etc.; most of us are also familiar with the lozenges and network watermarks on German stamps. Many Italian stamps just use a crown. A lot of these same watermarks are used on the former colonies of the mentioned countries. So you can see that recognizing the watermark gives you some place to start as you search your catalog for a specific stamp. The watermarks of many countries were often changed, thus a watermark can also tell you an approximate time period within which to start your search.

On used stamps I look for a good cancellation, sometimes it shows city and/or country names that are also helpful. I also check for the type of currency. It may be marks, pounds, shillings, kronas, francs and so on. Sometimes something as simple as a coat of arms pictured on the stamp helps you identify it.

If you can make out any of the words on a stamp, check the index in the back of the *Scott Catalogue*. The index is very good for identifying stamps, especially those that have an overprint. Learning to recognize the basic languages of the world (German, French, Spanish, English, Cyrillic, Arabic, etc.) will help you identify the region, country, colony, etc.

But I guess if you're like most of us, you buy *Linn's Stamp Identifier* and just hunt through it until you find your stamp. ••

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Bylen (#695)

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.

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Regional Secretaries' Reports

Austral-Asian Secretary

by Peter Scannell (# 453)

G'day from sunny Queensland Australia! I've had quite a few inquiries recently, especially from Australia, regarding membership to the club. Unfortunately there has been only one New Zealand inquiry from the ISWSC adverts I have in two Australian philatelic magazines. An advert will be placed in a New Zealand publication called *The Philatelic Press Collectors Quarterly* shortly. Hopefully in the future there will be a flow of new members from New Zealand as that are from Australia.

As 1993 is the "International Year for the World's Indigenous People" Australia has issued three sets of stamps featuring Australian Aboriginal Art. They are all very colorful and attractive stamps. Another interesting set of stamps featuring trains was issued in Australia on June 1st. I'm sure they will prove popular with thematic collectors. New Zealand issued on



June 9th a block of four stamps featuring threatened or rare New Zealand species, each stamp marked with the Worldwide Fund for Nature logo. •• Peter Scannell (# 453)

Eastern European Secretary

by Jan Szpyrka (# 539)

Now the first report from the Eastern European Region. As of mid-September, we have 18 members from ten countries: Bulgaria (3), Romania (3), Russia (3), Poland (2), Ukraine (2), Czech Republic (1), Latvia (1), Lithuania (1), Moldova (1), and Slovakia (1). There are also a few members who are geographically in the east part of Europe: Finland, Sweden and Greece.

My role as Regional Secretary was begun recently so I have received only a couple stamp donations for the beginning of the Eastern European Youth Program. I hope to start the program by mailing the first parcel with stamps to one of the Philatelic Youth Groups in my country.

The suggestion of Tom Fortunato and Carol Cervenka to broaden the Youth Stamp Program to other regions is really cogent. Youth groups here in Eastern Europe need help. Groups in other regions need help, too. So send you stamp donations to your regional secretaries.

I also request all members from Europa — please send me addresses of youth philatelic groups in your countries. I do not want to confine this Youth Stamp Program to only Poland.

I would like to tell you about the most important philatelic

event this year in Poland. From May 7th to May 16th, the World Philatelic Exhibition was held in Poznan. Among the many exhibitors from around the world were exhibits of Queen Elizabeth II, Prince Ranier, and Juan Antonio Samaranch.

Poland issued many interesting stamps, souvenir and miniature



sheets bearing the Exhibition emblem. Other countries issued stamps bearing this emblem including Argentina, Australia, Uruguay, Hungary, Romania, New Caledonia, Wallis et Futuna, Libya, Mongolia, North Korea and Vietnam.

That's all from Eastern Europe this time. Happy collecting! •• Jan Szpyrka (# 539)

United Kingdom Secretary

by Chad Neighbor (# 510)

Police Clues Canceled

As Britain has recently issued a set commemorating the exploits of Sherlock Holmes, it may be a good time to point out how changing postal methods can harm anti-crime efforts. In Britain, as in many countries, postal services are being "rationalized" -- actions formerly carried out in many towns are now done in major centers. Most letters are not canceled locally but taken to a central city for franking -- even if they are going to an address in the village where they were mailed.

At any rate, when someone sent a series of letter-bombs in Britain recently, the police logically assumed the postmarks would provide worthwhile clues. Imagine their disappointment, then, when every postmark was of Aberdeen, the main city in northeast Scotland. Postal authorities had to explain to disappointed police that this didn't even mean the letters were mailed in Aberdeen, but could have been sent from anywhere in the huge area serviced by the Aberdeen district office.

Sir Arthur Conan Doyle would not have been impressed.

Royal Mail Caught on the Hop

If you collect mint British stamps and your UK correspondents refuse to send you a copy of the Beatrix Potter prestige booklet, you may be wondering why. These nicely printed booklets are popular wit collectors but sell in relatively low quantities because of their high face value, in the case of the Potter booklet nearly \$9. So when the Royal Mail printed 300,000 booklets marking a century of Peter Rabbit it was astonished when the entire run in effect sold out within three weeks. Apparently these booklets caught the imagination of the public like previous ones dating back more than twenty years didn't. (Keen collectors already knew these books are worth keeping an eye on, however, because

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Regional Secretaries

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the most expensive non-error QEII Machin stamp, a half-penny issue with a side phosphor band cataloged at more than \$100 mint, came from the 1972 Wedgwood prestige booklet.)

Virtual pandemonium set in when a major daily newspaper did a story on this and predicted that the price of the booklets would soon hit \$80. The few remaining booklets in post offices quickly were snapped up and profit-minded types scoured the tiniest post offices in hopes of striking it rich. In case you're wondering, I bought several booklets before the panic set in, as they contain panes and new Machin varieties which I collect.

Predictably enough, prices have gone nowhere near the levels expected. The highest price I've heard of is about \$30.00, and a major stamp firm had a stock of 700 which it offered at \$18 each. At an Edinburgh stamp auction a copy went for \$12, which is still a 33% profit for a few days' investment.

Scotland is not England

Scotland is a country -- in fact was independent for centuries up to 1707 -- but it is now part of the United Kingdom and is an independent nation. However, it is now now, nor has it ever been, part of England. So it is quite wrong to address a letter to Edinburgh, Scotland, England, which happens more often than you might think. The problem, of course is that many people, including English persons, use "England" interchangeably with "Great Britain," which is most incorrect.

To say a Scot is English is a bit like saying Stonewall Jackson was a Yankee. And the reaction is not likely to be any friendlier.

For the record, Scotland, England and Wales make up Great Britain, which is really just the name of the main island they sit on. If you add in Northern Ireland (disregarding political considerations just for the sake of not having an argument) you have the United Kingdom.

If you have ever made this mistake, don't lose too much sleep over it. You are in good company. *The Scotsman* newspaper reported a few years ago that it received a letter from the National Geographic Society. You guessed it: it was addressed to Edinburgh, England. ••

Happy Holidays

Great Wintertime Reading By Bev Chapman (#802)

For all you book lovers out there who like to curl up at night (or even an afternoon) with a good book to read, I highly recommend what I call "the history of *The Circuit*." I recently purchased the back issues of *The Circuit* from Vol. @1 through Vol. #9. There are over 300 pages for the cheap price of \$9.00 (US only). Three dollars went for postage cost to mail it, so this is a real bargain in reading material.

There is so much fascinating information about how the society has evolved since its inception by Aubrey Dunn that I have found it hard to put down each night since receiving it. So I have decided to just read a few issues each night like chapters in a good book. I HIGHLY recommend it to everyone that is interested in reading about the beginnings and evolution of both ISWSC and *The Circuit*. I have really been enjoying reading the back issues and think other members who weren't in ISWSC from the beginning would enjoy it as much as I am.

I noticed that the logo design changed from Vol. #6 to Vol. #7. I wish it had stayed like Vol. #6 because everywhere we see a design like our logo for something else and we think it is ISWSC when it is for other things. ••

A pet peeve: being called a "guy" by writers in the newsletter. I've read "thanks, guys" and "good work, guys" several times. Well, what about us gals? Would the guys like to read "good work, gals?" It should be guys and gals, not just guys.

I have a question that I hope someone can answer for me? Who do we write to for information for the D.V.C. within ISWSC now that G. Mitchell (#291) has passed on?

Now onto some ideas that might help support ISWSC and add to the donations. What about a "contest" to acknowledge the highest donations each month and after 6 months or a year, the highest donations would earn a free year membership as we do with those who get five new members.

Has anyone thought of publicizing

ISWSC on TV? Our local cable TV runs all kinds of "advertising" or announcements for meetings and organizations. Perhaps this would be viable in areas with larger audiences. Just a thought.

I sometimes wish the female members of ISWSC included their maiden names so we would know if we had a school chum or some unknown distant relative in the group. We can check the men easily since they don't change their names. Just a thought! ••

•• (Four logo designs were submitted by then PRO Dave Nelson for the membership to vote on. The logo presently used is as close to the chosen logo as we could make it. The original art work had a computer generated gray scale background and was about the size of a sheet of typing paper. When it was photographically reduced to print, it became a muddy looking mess. It reproduced fairly well on a copier but not for printing, especially not printed on the cheap unsurfaced paper used for *The Circuit*. So I created the substitute logo to use instead. Later there were complaints that I wasn't using the logo selected by the membership, so I had to recreate the original design without the gray scale background.

It is often assumed that stamp collectors are men. For instance, Sec'y Carol Cervenka preregistered ISWSC members and guests who were attending the APS show in Houston. My husband and I were registered separately, but the APS sent one acknowledgment post card addressed to my non-collecting husband. The least they could have done was list us both. As Editor, I have often left writers to correspond in their own style and not done enough editing sometimes. I have also let things pass to conserve space — guys and gals takes up more space, and when we were trying to keep the newsletter to four 2-sided pages, it was easier to dispense with the longer politically correct. Presently, I am using smaller type to conserve space. •• the Editor)

Whatzit? Answers

#93-4: The "Testing Purposes" whatzit is, as surmised, a Royal Mail Post Office stamp used for testing sorting and cancellation equipment, etc. They are also used for training machine operators. •• Chad Neighbor (#510)

#93-5: Edgar Lewy reported on these Austrian cancels in his World of New Issues column (*Linn's Stamp News*, July 17, 1989). Postal employees who sort mail apply this cancel if they notice any stamps going through the mail uncanceled. He suggests that covers bearing these cancels while not rare, are fairly uncommon and recommends collectors keep any such covers intact. •• Editor (#26)

Raech's Ruminations

by RH (# 363)

I had a brilliant thought!! I was planning to begin this piece as follows: Cut squares make interesting collectibles. The more I thought of it, the better it seemed. The hard part came when I began putting the thought to paper.

Not being sure that all of us know what a "cut square" is, I thought it best to define it. I couldn't find a definition in my catalog. What the heck, I know what it is so I'll just define it myself. I started with envelope, then postal card, air letter -- "things" produced by stamp issuing entities. Not too good!

Next I tried to describe the thing in the upper right hand corner -- embossed or printed. What is it? A picture, portrait, indicia? I know what the postage rate (denomination) is, but so do you so I don't have to tell you. How about cut square? Well, you cut off that thing with the picture and denomination in the upper right hand corner of the envelope, or whatever, making sure that the piece you cut off is in the form of a square -- rectangles may not be worth as much, I guess.

With "cut square" out of the way, I pondered the word "interesting" and found it to be a very useless word. I think it means, "Yes, I would like to see more." However, if I say -- "Hmm! That's interesting," someone could interpret that to mean, "He could care less!" I guess it depends on how you say it, and how it's understood on the other end. Now, isn't that interesting?

Collectible comes next (last). Define it! Something, anything, that can be, or is, collected. I think we can exclude garbage, although a lot of us probably have a lot of it in our collection. Maybe that is too broad. How about any stamp that I don't have, and that is in good condition is collectible. Now I've opened up Pandora's box. Define good! Define condition!

After puzzling over my original thought, I decided that we all know what a "cut square" is. "Interesting" depends on how you say it, and how it's understood. "Collectible" -- again, we all know what that is. Since that's the case, I won't bother writing this piece. Okay?! ..

USPS Complaint Office

If you have a complaint about the postal service that you can't settle at your local post office, you might want to write Mr. Micheal Guss, Consumer Affairs Department, U.S. Postal Service, 475 L'Enfant Plaza S.W., Room 5821, Washington, DC 20260-2200. It is usually better to have a specific name to write to than just as general office address. ..
Harold J. Humm (# 678)

What Collecting Format?

by Doug Casey (# 750)

For some time I have been concerned with the manner in which I would mount my worldwide collection. Sure I tried the old Scott album with stamps mounted on every page. Unless one uses "separation" pages the stamps catch on one another as you turn the page and are soon "flying off the page." To my knowledge all worldwide albums are designed to mount stamps on every page, i.e. both sides. An added problem with using these albums is that one is confined to collecting the stamps pictured on the pages.

I collected from 1840 to 1940 at first, but have since changed my time period to 1914 to mid-1960's (a fifty year span). I chose this period because it establishes a base as existed prior to World War I; goes through the post-war years with the geographical and political changes which occurred then; covers World War II itself; again shows the changes following war; and lastly shows the final settling which followed the post-war period. All in all this is a most interesting and busy period. Granted it includes some higher priced material, issued in the 1950's. However they are no more expensive than collecting some of the earlier 19th century material.

The question still remains how to gather this together into a collection. For the time being I have decided to use quadrilled loose leaf pages, mount the stamps by countries.

There still remains the question of what stamps to collect. Should one collect all or nearly so? Should one collect only the stamps "pictured" in Scott's? What other ways are there to form a collection of country issues?

Instead of collecting by countries one can collect these stamps by year. How would that be done? Similarly you could collect by area. Again how to manage that?

My purpose in presenting these questions, is to elicit some response and possible helpful suggestions. Frankly I'm not completely certain how best to mount my collection. Can anyone help me and, possibly by so doing, assist other members as well. ..

Why A General Collector?

by C. Hewin (# 483)

How is one influenced to become a general collector? Prenatal boredom? Intense belief in Biblical and Constitutional principles (i.e., all stamps are created equal)? The popular song syndrome (when I'm not near the stamps I love, I love the stamps I'm near)? Post-over reaction to childhood's game of no seat when the music stops, so we try to fill all our album spaces? Or are we noble folk of broad interests (and also of great mental acumen, of course -- at least in our own hopes), full of good feelings toward all, unwilling to accept limits besides our whims, satisfactions, and (especially) our pocketbooks (self-indulgent to the core)? Are we deliberately attempting the unachievable, with the happy knowledge that we'll always have the challenge, and never run short of collectibles?

Might we be rebelling, going against the tide, asserting individuality in an age of numbers? Were we the forerunners of anti-discrimination? I'm getting into "Psychology Bay" with a leaky boat, aren't I?

I'm sure it's all of the above, in some mix, plus a few others I'll never tell about (mainly because I'd never think of them), but mostly I'd say because more stamps are more fun; nice, innocent, clean, harmless fun, and why place a limit on that?

Whatever the reason, I've started to suspect stamps isn't the issue. I do the same thing with recorded music, old bottles (pre-empted -- can't afford the contents), or whatever intrigues my acquisitory instincts.

Actually, in spite of ourselves, we may be the ultimate specialists, specializing in stamps; diversified, colorful, pretty, drab, ugly, etc., pieces of postal prepaid paper (though the world's postal systems would financially and physically collapse if we tried to use them all as postage).

To some, philately may seem a bit silly, but at least there's more to show than if you threw a big round ball through a netted hoop with a hole in its bottom. You can't even look at that afterward, much less trade it. I hasten to add I have nothing against basketball except that it's physical and I'm not. I like it on stamps just fine, as I do any philatelic subject.

I guess I've said what I set out to say, whatever that was, so I'll close with a parting thought:

Let us enjoy stamps by day and by night, With good will to all -- may these tongs never fight. ..

So You Want to Be a Stamp Dealer

by Jack Sackett (# 356)

May the Good Lord have mercy on you! I can hear your spouse saying, "Have you lost your marbles?" But why not? After all you still have those 50 sets of Lower Slobovia stamps that you bought from the GOTCHA Stamp Co. in 1990, so you have some stamp stock to start with.

While attending a stamp show, have you ever handed a dealer a \$20.00 bill, gotten no change back, and said to yourself, "Gee, I wish I was a stamp dealer?" And why not? You must be qualified because you have been lickin' and stickin' those little squares of paper for years. But have you ever considered working for less than minimum wage? You will as a stamp dealer! Don't expect to get rich quick; in fact, it will help if you don't quit your regular job. So let's have a go at being a dealer.

I just heard someone mutter, "What qualifies you to write a series of articles such as this?" Well, I've been lickin' and stickin' since 1978; have made all the usual mistakes, worked long hours with little pay, and I've survived. Yep! I am qualified, and the surprising thing is that I still love it.

Now let's get into the why nots. Do you presently have a stamp collection or a stamp stock large enough to start dealing? If not, do you have enough ready cash to buy stock to get started? NOTICE, I said CASH. Let's not even think of going head over heels in debt to start up the business. You will have enough of a cash outlay just for supplies and equipment.

You ask shall I have a stamp store? Just look around your area; are there any stamp stores left? Are they making a good living at the business? The answers to these questions should tell you a lot. A retail store carries a lot of added expenses, and requires quite a bit of cash to start up. So how about that extra bedroom in your house? The majority of present dealers are one man operations, working from a spare room at home. I must say that there are a lot of advantages: keeps the cost of operation down, convenient, always close at hand when you find time to work on your stamps.

Dealing in stamps is a very time

consuming business. The hours seem to just fly by. If you already have a job, you will be pressed for time to run your new stamp business. There is cataloging stamps, putting stamps in stock, putting out orders, reading auction catalogs and stamp papers, such as *Stamp Wholesaler*, which I recommend.

There are decisions to be made before you start to buy stock and supplies. Will you sell approvals by mail? Work stamp shows and bourses? Work from want lists? Send out a price list? Have a mini auction a few times a year? Or a combination of several of these? It takes a little different type of stock, supplies and organization for each of these operations. If you work stamp shows, your stock has to be organized so it can be moved easily, displayed well and readily available for your customers to look through, without a lot of fuss. You must have organization. (Gee, look who is talking! I look across the room and there sits three albums that I have threatened to go through for over a year. I say I will get to them this week, but alas another brush fire on my desk demands my attention.) Yes, I said you must have organization. Did you ever approach a dealer at a stamp show and ask to see all of his Haitian stamps with overprints? Some dealers will just give you a blank stare; others will quickly say they left that book at the store. Still others will fumble through albums, boxes of glassines and alas will finally come up with a few stamps for you to look at. I say, know your stock; know what you have and where it is located. The customer likes to feel that he is dealing with someone who is organized.

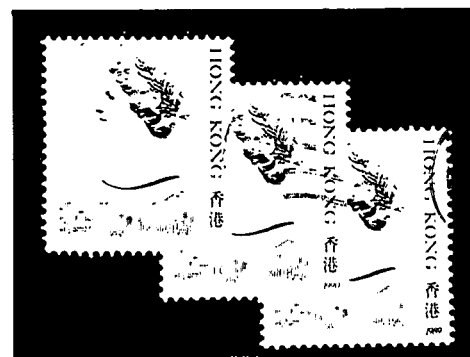
In the following articles we will explore such questions as: What shall I deal in? How much stock shall I carry? Where and how do I buy stock? How do I know what price to charge for my stock? Where do I find customers? How do I keep customers? How do I advertise? Should I offer premiums or discounts? And on and on.

I say go ahead and be a stamp dealer. There is always room for one more. ••

Revenge of the Reprints

By Tom Fortunato (# 379)

Not all stamps are created equal. Take a good look at these Hong Kong definitives. What at first glance they appear identical, they aren't.



Many British Commonwealth definitives are reprinted regularly, with the year of printing inscribed on them, creating totally separate and collectible versions of the same stamp.

Among the first such varieties were the St. Vincent 1975 fish definitives, which also have imprint dates of 1976, 1977 and 1978 on some denominations. Other examples include these definitives: Gibraltar 1977 flora and fauna, St. Kitt's 1981 birds, and Trinidad and Tobago's 1983 flowers, to name just a few. Most, but not all of these were printed by the House of Questa.

So pull out those duplicates and check them out again. You may have missed them the first time around. ••

PHILATELIC FINALE

by Lillian Peterka
Cedar Rapids, Iowa

My husband's a philatelist, I've no objection
To sharing our home with his stamp collection.

Catalogues and album form untidy rows
On the coat closet shelves, the desk overflows.

The linen closet's filled with stamps by the box
Bath towels I find in the drawer with his socks.

Though system and order are non-existent,
I'm his Gal Friday, Number One assistant.

I soak stamps off paper, I sort and I count
On hundreds of pages, new issues I mount.

But my patience is gone, my anger is plain,
When he hands me some envelopes that contain

A thousand or more, and says, "Honey, please,
When you have time, will you iron these?"

••Submitted by Ken Jenkins (# 15)

More Letters To the Editor:




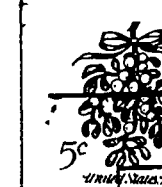


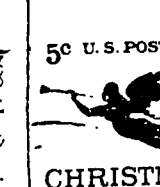


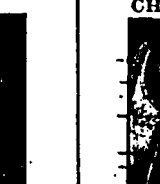



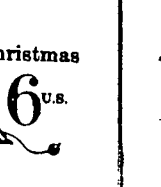

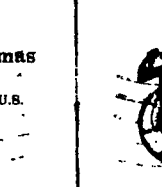

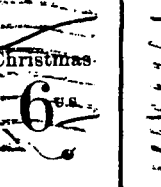

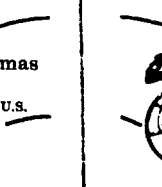

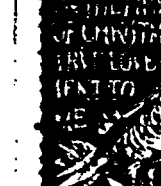

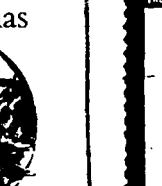


A quick note to let you know I will be relocating to the U.S. in early December and live in New York for 13 months. My old Australian address will be good again in January 1995.

Joining the ISWSC has been one of the best stamp collecting decisions I have ever made. I have greatly enjoyed swapping with members around the world.

May God be with you. •• Philip Bence (# 926)

KID'S PAGE

Scott Catalogue Numbers

 1205	 1240	 1254	 1255	 1256	 1257	 1276
 1321	 1336	 1363	 1384	 1414		
 1415	 1416	 1417	 1418			
 1415a	 1416a	 1417a	 1418a			
 1444	 1445	 1471	 1472	 1507	 1508	

Christmas is coming! Hinge as many of these Christmas stamps to your sheet as you can. I have duplicates of many of them if you need any. Happy Stamping!!

Mrs. Arlene Futrell, R. D. #1 Box 65, Stokes, NC 27884