

# THE SMOKY MOUNTAIN PHILATELIST

JOURNAL OF THE ASHEVILLE STAMP CLUB



ESTABLISHED 1924 • APS CHAPTER NO. 0793-64417 • SINCE 1971

*November-December 2018*  
*Volume 11, Number 6*

## CONTENTS

President's Letter .....	2
Editor's Column.....	3
Presentation Preview.....	3
<i>Lessons Learned from a Stamp-based</i>	
<i>Color Guide</i> .....	4
<i>Stop me Before I hurt Myself!</i> .....	7
<i>Fakes News</i> .....	8
Shows and Events.....	10
The Variety Hunter .....	11
Robert's Ramblings.....	12

## THE ASHEVILLE STAMP CLUB

WWW.ASHEVILLESTAMPCLUB.COM  
WWW.STAMPS.ORG/ASHEVILLE-STAMP-CLUB  
WWW.SEFSC.ORG/ASHEVILLE-STAMP-CLUB

### ELECTED OFFICERS

**President:** Robert Taylor  
828-447-4699

**Vice President:**  
Jim Haxby

**Treasurer:**  
Stan Kumor

**Secretary:**  
Jay Rogers

**Past President:**  
Ed de Bary

### APPOINTED POSITIONS

**50-50 Fundraiser:** Lucille Lamy

**Auctioneers:** Ed de Bary & Jay Rogers

**Membership:** Larry Oliver

**Journal Editor:** Randall Chet  
Email: randallchet@gmail.com

### WHO TO CALL

If you cannot make a meeting, club event, presentation, or have a question or a suggestion, please contact:

**Robert Taylor**  
828-447-4699

### GENERAL INFORMATION

The Asheville Stamp Club meets at Deerfield Episcopal Retirement Community, 1617 Hendersonville Rd, Asheville, NC in the Blue Ridge Room of the Community Center at 1:30 pm on the third Sunday of each month. Bring stamps and covers to sell, trade, or show. There are Nickel Boxes and Envelopes of stamps with new material being added all of the time. The club's 2017 Scott catalogs will be at the meeting; 2012 World Classics, US Specialized. As always, there will be the 50-50 Drawing and Door Prizes.

©2018 The Asheville Stamp Club



## PRESIDENT'S LETTER

Fall is definitely here (finally) and the cool air feels good. This last club meeting on October 21st included our annual "Champion Auction" that Jay (and Stan) work very hard on to make it a success for the members and our club. New procedures were put in place to overcome some of the confusion from our last (but successful) sale. Thank you Jay, Stan, Ed, Marien and Scott for all of your efforts.

I think there were 37 members present including one new visitor who then became a member. The year is closing quickly with a member presentation for our November meeting then our annual Christmas Luncheon in lieu of a December meeting. Many thanks to all for making our club one of the best around!

Best regards, Robert

## THE APS HAS SOMETHING FOR EVERYONE

Whether you are a beginning collector or have collected for years, we welcome you to join the more than 27,000 members of the APS. Joining the APS provides services and educational opportunities to broaden your interests and enhance your collecting enjoyment!

Membership Includes:

StampStore | Mail Sales Circuits | Expertizing | Quick I.D. | The American Philatelist | Insurance | Online Members Only Area | Library | Exhibitions Learning Opportunities | Publications | Translations

Visit [www.stamps.org](http://www.stamps.org) for more information.

### ASC MEMBERSHIP APPLICATION

DATE \_\_\_\_\_

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_

ZIP \_\_\_\_\_

PHONE \_\_\_\_\_

EMAIL \_\_\_\_\_

COLLECTOR    DEALER    (CIRCLE ONE)

I COLLECT \_\_\_\_\_

RECOMMENDED BY \_\_\_\_\_

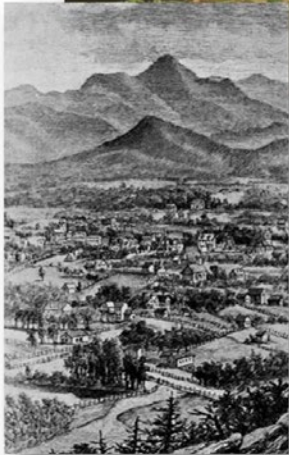
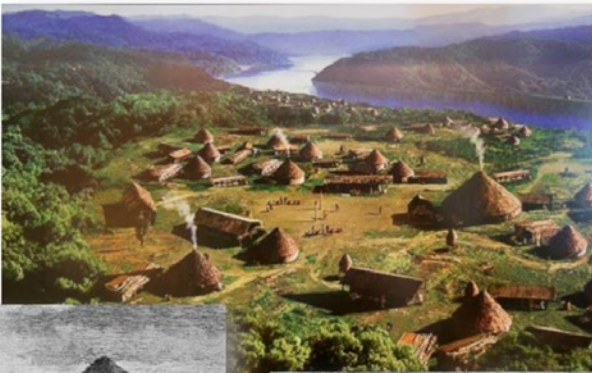
Please print, fill out and bring to a club meeting with \$10 payable to ASC, or send to Jay Rogers, Secretary ASC, 15 Hickory Court LN, Hendersonville, NC 28792.

## SMOKE SIGNALS

I've often thought it's the best time to be a stamp collector; it's the worst time to be a stamp collector. I was reminded of this recently at the Sterling Kingbrook auction up in Brighton, Michigan the weekend of October 13. We bemoan the lack of participation in our hobby; worry about where future collectors will come from; the falling values of our beloved collections; the disappearance of traditional brick-and-mortar stamp stores. At the same time, material that has not seen the market is being offered every day – on venues like eBay and Hip-stamp, through our clubs, and at auction – in VOLUME! Sure, it is a bit like the wild west right now. But this underscores the importance of being a vital part of our local clubs, getting to know your local dealers, and learning as much as you can. I know from experience; we have an INCREDIBLE well spring of philatelic knowledge amongst the membership of our club. I'm thankful to be a part of it. Merry Christmas!

**Attention all ASC members!** Everyone would like to know more about each of you and your collecting interests. You might tell us about how you got interested in that area of collecting; a favorite cover; what key items of a strong collection should be; different approaches to collecting that country or topic; new finds; national societies you belong to; a favorite new issue; a story behind the stamp or who nurtured your interest; etc. If you have an interesting story of yourself with perhaps some connection to your hobby, please let me know. We will feature your story in a future ASC Newsletter! Please send your own story to [randallchet@gmail.com](mailto:randallchet@gmail.com). Thanks!

Email your articles, letters, classified ads, auction items, and comments for the Smoky Mountain Philatelist to Randall Chet: [randallchet@gmail.com](mailto:randallchet@gmail.com) Deadline for the January-February 2019 issue: December 26th



## PRESENTATION PREVIEW

The program for the ASC meeting November 18 will be **A Digital Time Capsule of Western North Carolina Postal History** by Don Denman. Take a trip through the history of Western North Carolina as seen through its mail. This presentation offers an overview of the evolution and growth of Western North Carolina with an emphasis on its postal system and post offices.

You will have an opportunity to increase your understanding of Western North Carolina history and some of the tribulations it faced in its journey to as we know it today. Our postal history is a window to the past and tells much about ourselves, our area, and our nation.



## OUR CHRISTMAS DINNER

Our Christmas dinner is scheduled for Saturday, December 1, at 12:30 p.m. Cost is \$14 to be paid to Ed de Bary when you arrive. Please check your calendar as we need to know the who plans to attend by November 19.



# LESSONS LEARNED FROM A STAMP-BASED COLOR GUIDE

Larry Oliver

For many years, I've longed to find the ideal guide to the colors of stamps. My recent article on the Names of Colors, was one of the outcomes of my recent research into the rainbow world of colors and their names. Another product of that research was the fulfillment of a long-time desire to make a color guide using actual postage stamps, not the reproductions one sees in the available color guides, philatelic or not.

Consider further the color green. A chemist can mix blue and yellow pigments to make the color green. I have done it often, in my early years growing up in a family print shop. I (and the customer) were always satisfied with the results—until the time came to do a second printing. Then I would dutifully make up a mixture of blue and yellow, and get a slightly different green. Holding the two printings side-by-side showed a distinctly different “green”, yet they could both be termed green.

*Like the old saying goes, “Beware of what you wish for...”*

During the research for the naming article, I began assembling US stamps - thankfully they sell for so little compared to face - which met certain color criteria:

1. They were monocolored or bicolored, with the secondary color in the bicolored stamps being incidental, so as not to interfere with a comparison to the primary.
2. They were mint stamps: cancels or soaking can change the color too much to be a reference stamp.
3. When possible, I wanted multiple examples of each color so as to illustrate possible shades or variations over time (as it turned out, this was a critical determinant of the color guide) *Figure 1*.

*Figure 1: The various shades of the color named “Brown Red” in the Scott Catalog, 2017.*



*Figure 2: Orange printing on a background colored paper and on white, showing apparent, but deceiving, different shades.*



4. Paper colors, or background colors, often not mentioned in Scott catalogs, had to be included, but only when, if possible, presented with other stamps of the same color but on white paper. *Figure 2* shows an example.
5. Early US stamps were classified by color but without a “standard” reference system, so all stamps prior to (arbitrarily chosen) #500 were excluded. (They were also more expensive as mint!)

An extensive search and documentation of the Scott catalog, 2017 edition, specialized US, turned up 135 unique colors used monochromatically or with a minor bichromatic second color. Examples of these colors were gathered from my own stock of discount postage plus contributions from friends in the Asheville Stamp Club.

Several hours of experimentation with presentation, utility, and sequencing *Footnote 1* left me with a caffeine headache and a host of issues to be resolved to make this color guide useful. Presenting stamp examples was one thing, but looking at the guide from the standpoint of determining a color name was entirely different.

I learned shortly thereafter the nuances of lighting and how it affects color perception, the influence of background color, and, most revealing, the individual subjective evaluation and assignment of a “name” to the color. It was especially disturbing that the time of day and the

**Footnote 1:** The dilemma of how to sequence the colors was perplexing. The “rainbow” sequence of red, orange, yellow, green, blue, indigo, violet, was a start but there are multiple colors (think brown, black, olive, for example) which one must integrate into the system for rational color comparisons.

external light entering my stamp room was affecting my assignment of color!

I remained resolved to finding a useful approach to the assignment of a color and a name to that color, to a stamp – but had by now altered my idealistic goal of an absolute definition *Footnote 2*.

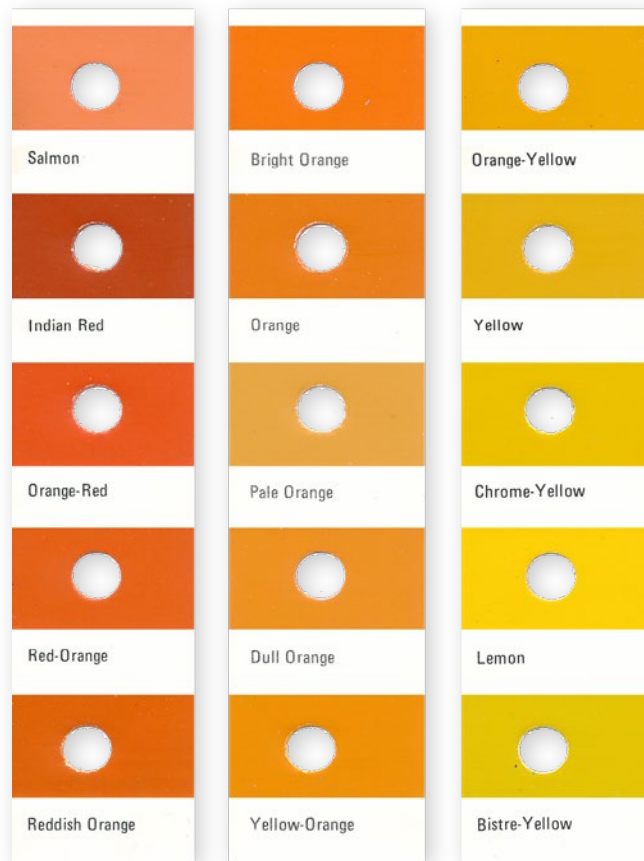
Alignment of the stamps and their Scott assigned names showed a progression of colors, but with several discordances and confusing relationships. I wanted to find a sequence of presentations of the colors that would enable the user to *logically* (italics deliberately bewildering) progress from one color to another to find the best match for a subject stamp.

That desired sequence was not to be found. I researched several sources of color guides, including all the major ones used in other fields than philately – fabric dyeing being a major one (the British Colour Council was assembled to define colors for the fabric industry and is still the source of the colour (sic) definitions used by Stanley Gibbons) – and saw considerable discordance amongst the sources in how they assigned a sequential description of colors.

Not to be dissuaded, stubborn as I am, I proceeded to assemble a Color Guide consisting of mint US postage stamps intending to represent the spectrum of colors found on stamps. Not all colors of the rainbow have been named in Scott's catalog: indigo is not found, and pure yellow has been used only on the Agriculture Department Officials, O94-5 *Footnote 3*.

Consulting several sources of color charts quickly showed two things:

- Many did not attempt to even name the colors.



*Figure 3: Three successive strips in the Stanley Gibbons Stamp Colour Key, showing the progression of colors. This seemingly rational change is the basis for the US-based color guide discussed here.*

- The philatelic color guides use names that are dissimilar to the ones used by Scott.

Michel and Stanley Gibbons were the choices I was left with, and Gibbons won out because about 80% of the color names used were also used by Scott (not to mention that I saved considerable time in translation!) *Footnote 4*.

For the 80% concordance with Gibbons, I arranged the stamp examples in the order used on the British strip charts. *Figure 3*.

**Footnote 2:** I was trained as an analytical chemist and fully cognizant of the spectroscopic properties of color determination, as well as I am aware of the elemental analyses of inks on stamps. These tools are extremely valuable, and while not definitive (the discussion of false positive and false negative assignments is critical in this context), aid in the discrimination of colors and inks used in various printings of postage stamps. They are also very expensive and are impractical in the determination of the color or shade of an inexpensive stamp – US or foreign.

**Footnote 3:** The pure color yellow is rarely used because it is very difficult to read words printed in yellow, except when the background is strikingly different, such as black. Shades of yellow – like orange yellow – are found, however.

**Footnote 4:** As everyone knows, there is only a partially common language between the UK and the USA. For the colors, I spent considerable time verifying visually that the British use of “deep”, as in “deep green” was the same as the Scott use of “dark” as in “dark green”. The British use of the suffix “-ish”, as in “reddish”, differed significantly from the Scott use of the term, however.

Figure 4: A typical page in the color guide, showing the Scott named colors, appended by the Gibbons closest match (in caps and lower case letters) when Gibbons doesn't use the same name as Scott. Also notice the shade differences within a single color name.



For the remaining 20%, I visually compared a representative stamp *Footnote 5* from the color name with the colours (sic) on the Gibbons strips, and assigned a secondary name to the Scott name. *Figure 4*. Because the recognition of shade differences is subtle, some of these assignments became quite arbitrary.

The stamps were mounted alongside their respective color names and in an order that allows one to progress somewhat naturally along shades to identify the color of the stamp and to possibly distinguish if one has a shade of the basic color. In addition to the color examples, I assembled a test set of stamps that one can use to train oneself on color determination.

In summary, the lessons learned are:

- There are a LOT of colors used on stamps: for the US alone, I have identified 135 color names used, but know that that is not complete.
- Lighting is vital: be consistent in the light source you use.
  - Examining stamps in the daylight vs artificial room light at night changes one's perception of the comparison with a standard example.
  - The background color of the paper is significant: attempt to block or filter the background before making comparisons.
  - Names, per se, mean little or nothing. They all depend on the source used.
- Most of the color guides intended for identification of stamp colors use a design that has a hole punched in the middle to view the stamp in direct comparison with the standard. I felt it was almost sacrilegious to punch holes in the mint stamps, so I left them intact. Besides, I was having a hard time figuring out where to make the punches!
- One NEVER gets all the colors! There are named colors for foreign stamps that are not used in the US, and there are "one-offs" in the US as well.
- Finally, the skeptic in me emerged: other than intellectual satisfaction or curiosity, why bother? "Naming" a color only aids in the gross discrimination of two similar stamp designs *Footnote 6*, and one only uses the adjectival terms like "crimson lake" to distinguish two stamps, not to create a definition for the stamp.

So I now have a nice prototype color guide, complete with a training set of stamps. It is unlikely that I will ever use it. Regardless, the purpose of this hobby is to learn and enjoy. I've benefitted in both regards from this endeavor.

**Footnote 5:** The use of the word "representative" is deliberate. Scott uses a reference set of colors and stamps developed over the many years that Scott editors have been assigning names to the colors. Of course, many different editors have had this job, and person-to-person differences in perception – as well as lighting changes over the years, fluorescent lighting and LEDs didn't exist when the editors began assigning names – have resulted in recognizably different shades of US stamp colors being assigned the same name. Live with it.

**Footnote 6:** There are notable exceptions, with the most recognizable one being the differentiation between Scott #'s 64 and 65, the pink shades vs the rose, with a value difference of 100+ fold. For such differences, a simple color guide like I've described is not adequate – unless, of course, one can add a mint #64 in pigeon blood pink (at \$50,000)(and what, exactly IS pigeon blood's color?) to the reference collection. If you suspect you have a pink example of that design, get it expertised.

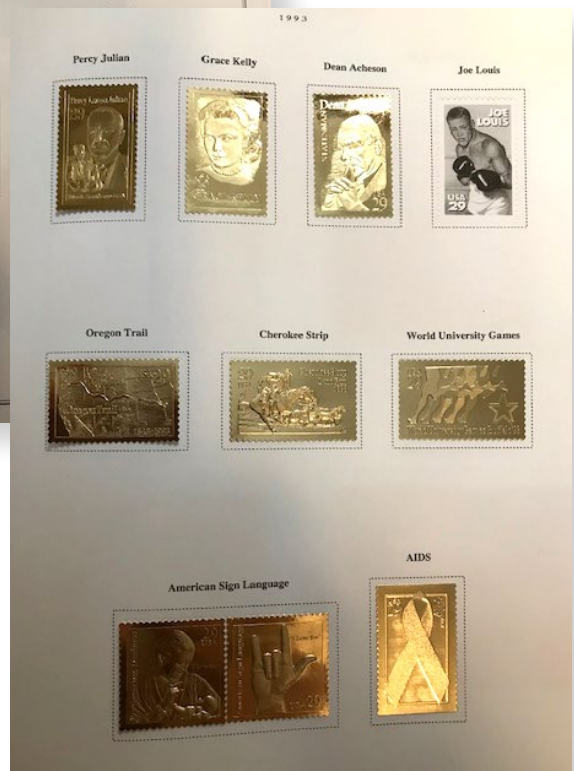
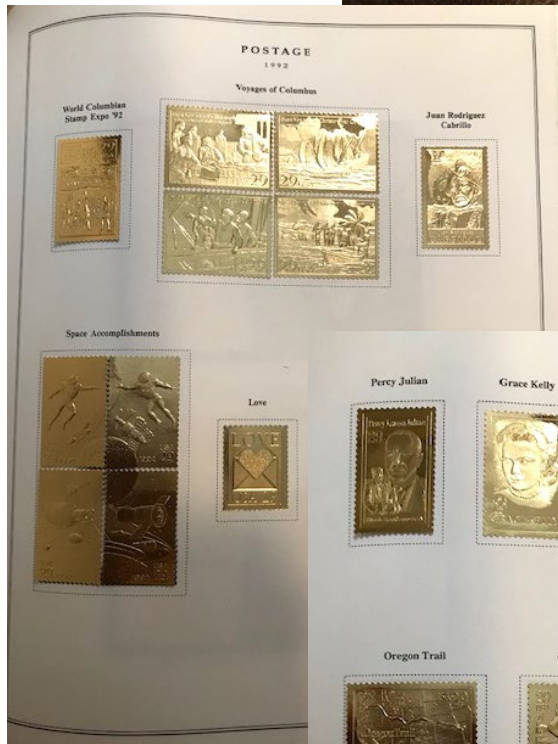


# STOP ME BEFORE I HURT MYSELF!

As most of you know I primarily collect classic US stamps – but I do have a dark side. I have an obsession for a really crazy thing. I have a golden replicas collection. Yes – Golden Replicas! Now before you all tell me they are worthless – I know they are. I friend of mine in Rochester NY always said there was more gold in a can of spray paint. We always laughed when someone brought in an album thinking they were rich. For a little perspective there is about 1-2 cents worth of gold in every stamp when Gold is at \$1000 per ounce. For older ones done in the 1970's there is actually about 3 cents in each one. Assuming you can get it off or find a refinery to take it in.

Then I got a bit by a gold bug. One day our club received a donation from a local dealer that had almost 1200 of these in albums. I was looking and laughing and said instant collection could be fun. The club president (Tom) said make me an offer as a donation and they are yours. I rattled it around my brain for the entire meeting, and approached Tom at the end of the night and said “What if I gave the club \$100 for these?” I do not know if Tom could have said Yes any faster. The club was happy for the donation and I had a car load of gold. I had about 8 cents each in them and said no matter what I do it will not hurt me.

Since these are looked at with such disdain among advanced collectors, I decided to have some fun. Why not do a collection as opposite to ideal to advanced collectors as possible? SO here is what I did. I had a binder for a Scott National Hingeless Album – The brown binder with the Gold eagle on the front, and the gold inside the covers. Perfect right! Now I needed pages, so what I did I took my US Album and photocopied the entire album. Then I decided to rip all of the replicas out of the covers, and mount them in the album with HINGES. It defies every rule of proper stamp collecting. Replicas, Hinges, copied pages, destroying covers. Bad Scott. To date, I now have over 2500 different stamps. I now cannot put much into these as I often have to get an entire album of 40 or 100 to get a just a few to fill in a few holes. But if I can get them for the price I want (usually \$2 an album) I take them all hoping to fill a hole or two.



# EXPOSURE OF FORGERIES - THE LEGACY OF VARRO TYLER

Larry Oliver

*As the (supposedly) ancient Chinese proverb goes: “May you live in interesting times”. The news media (I grew up in it) was once revered for its objectivity and factual reporting. So much for history! We have been introduced to obstruction, even obliteration or ignoring of facts in today’s reporting. While this is not a political statement, the proliferation of the phrase “Fake News” and its iteration in many news sources, has become a byword of our times.*

*Not to be outclassed or obscured by the commercial media, we philatelists have our own version of “Fake News”. My intention is to explore (but not exploit!) the presence and detection of fakes, forgeries, and fantasies in our philatelic world. I hope you enjoy the series, however long it may be, and be assured that I welcome comments, ideas, and suggestions, whether they be opposing or supportive—learning about our hobby is the goal.*

Larry

*“I am not worried about having forgeries in my collection, I don’t have those expensive stamps in my album”*

## A common conception, and commonly wrong!

A stamp does not have to be rare or high value to be the object of the forger’s art. Put yourself in the time frame of the issuance of the stamps: one has to speculate on the future value of the stamps (yes, like pork belly futures!) and place a bet on whether they will increase in value. Sometimes they go up, sometimes they don’t, yet the forgeries exist and are often widely disseminated. Hence the subject of this month’s article, the why and how pharmacologist and stamp collector Varro Tyler was interested in these stamps.

Seemingly common stamps are often put into approval packets sent out by stamp dealers: I dealt with one of those companies for 10 years while I was getting started in collecting (I will not name the company, however), and that association enhanced my interest in stamp collecting tremendously. Within a short period of time I noticed that some of the stamps for which I had duplicates differed in some ways - the color, the paper, the shape of some of the foreign alphabet letters. Growing up in a printing family, I realized that the color and the paper could conceivably change over a long print run - but the shape of the letters?? I set those stamps aside for several years.

As I became aware of the resources available to philatelists, and had the time to pursue some research, I discovered that there were forgeries of those very cheap stamps! Which surprised



Figure 1: Varro Tyler, pharmacognasy professor and philatelist, 1926-2001

me greatly. My first reaction was: How many other forgeries do I have in my collection? And how much money have I wasted on them?!!

Which quickly led me to the regular features from Varro Tyler, published in Linn’s and now collected in books.

Tyler had his Ph.D. in pharmacy and his academic career was predominantly associated with Purdue University. (Figure 1) His passion, however, was stamps. He was an expert on Japanese early issues (the dragons), and on forgeries. He published a regular feature in Linn’s Stamp News called “Focus on Forgeries”, which was a two column, 6” boxed display of a genuine stamp and its forgery, with the major distinguishing differences pointed out very clearly. (Figure 2)

Tyler recognized that there was usually not a single forgery, but often many forgers had imitated the original. He concentrated on the primary forger, the one which seemed to have contributed the most to the market. That problem was so prevalent that, in the introduction to the First Edition of his compiled work “Focus on Forgeries”, he stated: “It should be noted that in the case of many low-priced older stamps, the principal difficulty in compiling Focus on Forgeries has been the procurement of genuine specimens for illustrative purposes.”

Two years ago, I finally got around to doing a thorough review of my collection against Tyler’s articles. Despite having been cautious – and reasonably knowledgeable – about forgeries of cheap stamps, I found 47 inexpensive stamps that were



definitively forgeries. Replacing them has been a challenge since most of what I've found in dealer's stocks have also been fakes. I have made it a point to take the Focus on Forgeries book with me to shows, to document the fakes. Almost all dealers are readily acceptable that there are such fakes around and remove them from their stock. More than one has raised the question of how to find the genuine ones?

So you replace a known forgery with a stamp that is different. Is that replacement genuine? Or is it a forgery by a different person? Should I consider paying the \$20 minimum fee for authentication for the 40c stamp like Russia B34 in the illustration?

Should the stamp community assemble a comprehensive catalog of all the known forgeries of cheap stamps and make it widely available to the collectors? An admirable idea — any volunteers?

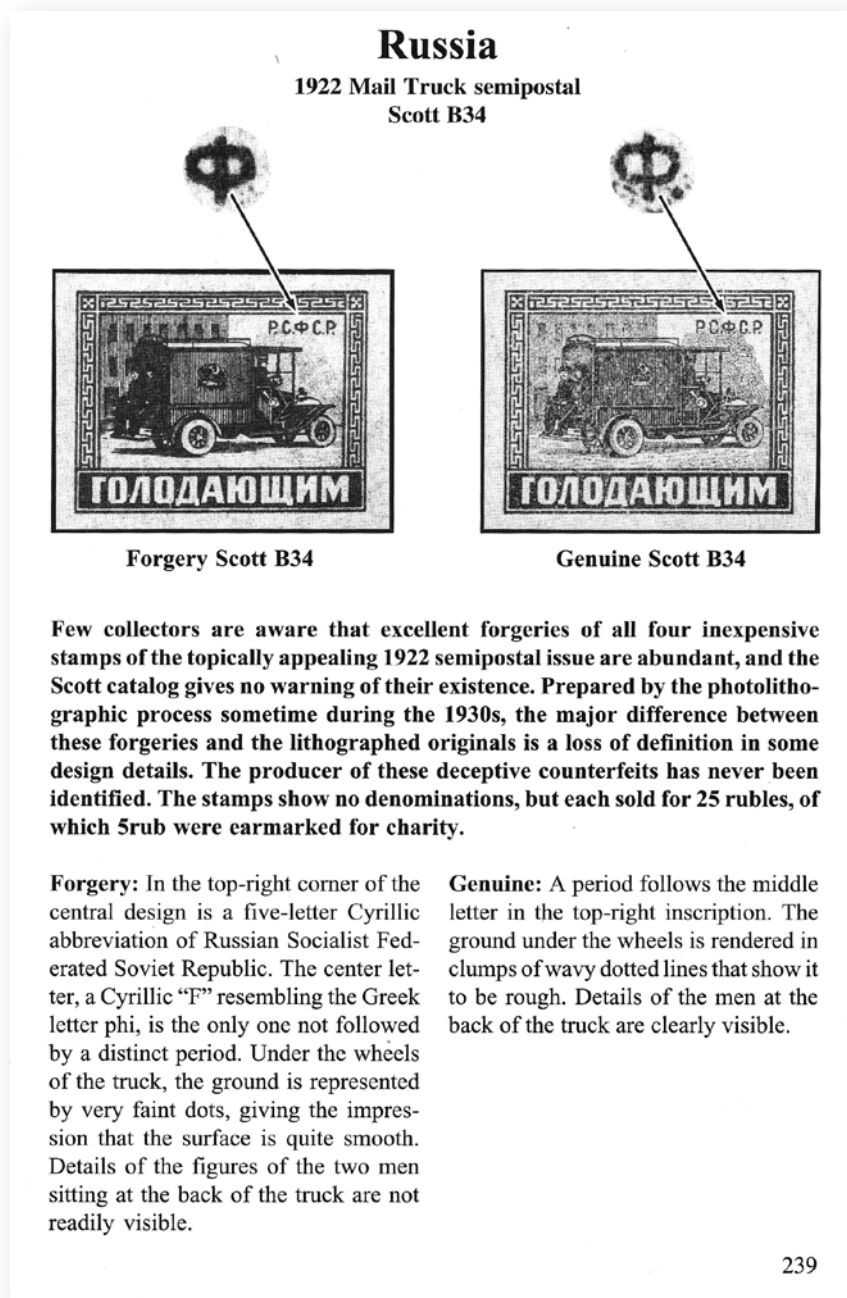


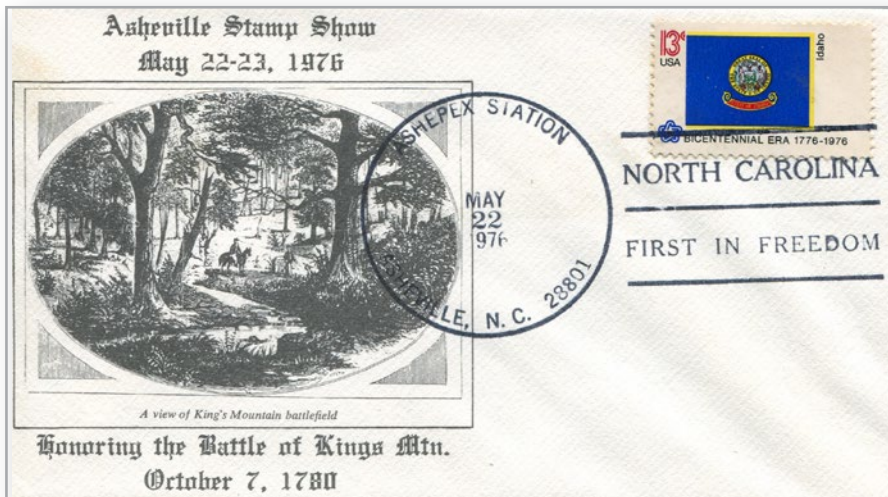
Figure 2: An example of Tyler's presentations, with clear images and details of the key distinguishing points between the genuine and the forgery. Reproduced with permission Amos Media Company, Sidney, OH 45365.

**References:**

*Focus on Forgeries*, Varro E. Tyler, 2nd Edition, Linn's Stamp News, 2000.

# RECENTLY FOUND:

from Kent Rinehart



## THEY'LL DO IT EVERY TIME

By Jimmy Hatlo



# SHOWS & EVENTS

**Nov. 17-18,** Raleigh, NC  
Coin, Paper Money & Stamp Show  
James E. Holshouser Building  
NC State Fairgrounds  
(1025 Blue Ridge Road, Raleigh, NC)  
Sat: 10 - 5, Sun: 10 - 3  
Contact: Dot Hendricks  
919-828-9450

**Nov. 30-Dec. 2** Kissimmee, FL  
FLOREX 2018  
The Florida State State Stamp Show  
Osceola Heritage Park, Events Center  
Hall B  
1901 Chief Osceola Trail  
Kissimmee, FL 34744  
Fri: 10-5, Sat: 10-5, Sun: 10-3  
[www.florestampshow.com](http://www.florestampshow.com)

**January 25-27** Norcross, GA  
Southeastern Stamp Expo  
Southeastern Federation of  
Stamp Clubs  
Atlanta Hilton Northeast  
5993 Peachtree industrial Blvd.  
Fri & Sat: 10-5:30, Sun: 10-3  
[www.sefsc.org](http://www.sefsc.org)  
Admission: \$5 [www.sefsc.org](http://www.sefsc.org)

Member Dealers: Are you interested in reaching more collectors? Time to take advantage of your free 2.5" x 2" display ad! You editor and designer can even style it for you. It's just one of the benefits available for Asheville Stamp Club members. And if you are reading this but are not yet a member, our membership application can be found on page 2 of this journal. Contact [randallchet@gmail.com](mailto:randallchet@gmail.com) for your ad.

## PEDERSON STAMPS & COLLECTIBLES



PO Box 662  
Clemson, SC 29633  
E-mail:  
[rich@pedersonstamps.com](mailto:rich@pedersonstamps.com)

- U.S. Stamps
- Covers
- U.S. Plate Blocks
- Booklets
- Worldwide stamps

[WWW.PEDERSONSTAMPS.COM](http://WWW.PEDERSONSTAMPS.COM)

- STAMPS
- COVERS
- POSTCARDS
- OTHER THINGS



Cary Cochran  
PO Box 163  
Locust, NC 28097

[CARYTJ@YAHOO.COM](mailto:CARYTJ@YAHOO.COM)





# CASE #534B

This will be a slightly different column than my usual varieties. This is a case of a rare combination versus a rare type or perforation. 534B is a two cent red Washington Franklin, offset printed, Type VII, IMPERFORATE. This is by far the rarest of the offset varieties. The Imperforate varieties are all much scarcer than the Perforated 11 versions of the same types. I was fortunate enough to be given the opportunity to cherry pick a large envelope full of hundreds (maybe thousands) of Washington Franklins from Randall Chet. After about a week of hunting, I looked in an envelope of privately perforated stamps (mostly Schermack perforations), and came across the 534B. I usually hunt these closely looking for a 482A (Type 1A), but this treasure caught my eye as it is an offset printing.

The offset ink has a distinctive color and is hard to overlook; I expected it to be the very common type IV or type Va. But once I got it under a loop...much to my delight it was a Type VII. With Type III Schermack perforations it is only valued at about 10-15% of a true imperforate 534B, but it is still a very scarce variety to find. It will make residence in my personal collection as I do not have a 534B. This was the only treasure in the vast group of Washington Franklins, but it only takes one for you to long for another batch to go through. Thanks Randall for the fun –



*The elusive offset 534B Type VII, with Type III Schermack perforations*

Now I need to find something for you in return!

Contact me at [smartz9284@gmail.com](mailto:smartz9284@gmail.com) if you have that long lost Washington-Franklin hoard!

Happy Hunting! Scott

**Florida Buyer Seeking Worldwide Collections**

**Call Bob**  
931-561-7167  
[floridastampbuyer.com](http://floridastampbuyer.com)

APS  
NATIONAL STAMP DEALERS ASSOCIATION (NSDA)

**Four Auctions per Year!**  
[www.SterlingKingbrookAuctions.com](http://www.SterlingKingbrookAuctions.com)

**Accepting Consignments or Outright Purchase**  
Brighton, Michigan  
810-220-6000

MSDA  
Master Stamp Dealers Association

**MATCH and MEDICINE .COM**

**ASC MEMBER SPECIAL**  
NEW U.S. PROPRIETARY DIE STAMP ALBUM  
8½" x 11"

Pages + Album: \$75  
Pages Only: \$50  
(Reg Price \$99 & \$74)

UNITED STATES • BRITISH • WORLDWIDE

ALWAYS INTERESTED  
IN BUYING  
BETTER MATERIAL



25STAMPEDE@VERIZON.NET  
CELL: 301-335-3792  
OFFICE: 301-592-1477





# SO YOU WANT TO BE AN APPRAISER!

It was on a very warm day this past July that I received a call from a gentleman in downtown Hendersonville. Warren was representing his neighbor who had just been admitted to an assisted care facility. Warren explained that his elderly neighbor had a very large stamp collection and would like an appraisal for purchase. Warren had no philatelic knowledge so could not help me as to what the material was. He also mentioned that his client took a box of expensive stamps with him to the assisted care facility.

I arranged to meet Warren and his client at the assisted care facility to discuss his collection. The client at 90 was very sharp mentally but was failing physically. We got along very well during our first meeting and he wanted me to take the expensive box of stamps home to appraise which I agreed to do. Then he asked Warren to meet me the next day at his house to begin the appraisal of the rest of his collection. Easy enough. Let's start tomorrow at 8:30 A.M.

I contacted fellow member Scott Martz and asked if he would help me with the expensive box appraisal. He agreed and started on the box. It contained among other items, 51 expertised stamps.

I met Warren at 8:30 and he let me in the home. Wow!!! The two level older home was in disarray with piles of both philatelic and non-philatelic material scattered throughout the two levels. Several other family friends arrived to discard unneeded material. I sought out a centralized location on the living room sofa and asked the helpers if they would bring anything they find that looks like stamp material to me for evaluation.

My "work" area



The first day went very well. My sofa area was getting cramped with dozens of boxes that could possibly harbor stamp material. It was obvious after the first day, that this would be a long and tedious job.

Over the course of the next few days, I dove into the boxes to determine if they contained anything of value. I logged all items of value and sent the rest into the dining room for disposal.

What I discovered was this: the client bought EVERYTHING from the postal folks right from their catalogs including about 250 press sheet packages (tubes and flat packs). He bought everything produced from 1985 to about 2012 that was available; often in multiple! Complete press sheets are something we do not see very often. A sample press sheet such as the souvenir sheet of Marilyn Monroe will be made up of six uncut sheets which can left as is or cut into six individual sheets using a large paper cutter.



It took me a week, but at the end of the 6th day, I finally finished the appraisal process. Because his home had no A/C, it was exhausting. My back and legs hurt. Driving back and forth from Lake Lure to Hendersonville daily was a chore in itself.

Since the client's friends were there most days hauling stuff out, I knew I had to tape off my work area in an attempt to secure the appraised material so that it would not be inadvertently taken to the dump.

I finally arranged to meet the client at the assisted care facility. I wondered whether the client would be open to my appraisal. This is always the most stressful

---

part of the job. Warren had mentioned that his client's primary goal was to sell the huge amount of material stored in the home. He was afraid his friends would just dump it.

Armed with that thought, I offered him a fair price for that enormous volume of common U.S. material and postage. Very little world. Just a few stock books. No other stamp albums. Just U.S.A. and Canada. He thought about the offer for a minute then asked about the box of expensive expertised material. I gave him a separate price for the box and apologized to him that the price for the box was all I had left in my business checking account (and that's the truth!). I also explained the box was worth much more than my offer and that large dealers would most likely give him more for the box than I was offering. However, very few dealers would even touch the large amount of common material he had to sell. Because of the sheer amount of material, they could not possibly spend six days organizing and appraising such. Time is money...although they would all love to bid on the box of expertised stamps!

Thankfully the client recognized the six days of effort I put into this appraisal. It also became obvious that he was really more interested in disposing the material from his home. So with that, he graciously accepted both of my offers which stunned me somewhat (and also financially broke me). I wrote him two checks and concluded the deal. I contacted a moving company out of Asheville to meet me at his home and transport the material to my home in Lake Lure. I was not about to move it myself. That was the best \$600 I ever spent!

In review of this exhausting appraisal, some quirks came to mind. Anybody who has watched an episode of Hoarders will relate:

- The home was a physical disaster.
- He was a hoarder of things such as about 9,000 sample credit cards; the same cards many of us throw out with the rest of our junk mail.
- He also had a hoard of name & address labels that he received from charitable organizations. Three giant black trash bags full of millions of labels! He did send them donations so they must have been very appreciative.
- Stamp material was everywhere: on closet shelves, in boxes marked with non-philatelic names, under beds, scattered throughout his downstairs office, etc.
- Since money was not a problem, he simply sat at his desk and ordered from the postal folks. Thus, we all know he paid full ticket.
- He found a dealer (now deceased) to purchase expertised stamps from. He received quality material however he paid on average, 95% of catalog value.

Today, I am still processing and selling this large load of material (thankfully with Scott's help).

Let's see what the next large appraisal brings (hopefully less than six days and more organized). Still, I'm happy I do not rely on this for my primary income. I'm able to be a local resource for collectors, and I am able to spend the appropriate time to accurately appraise their collections.

And with enough Doan's pills for my back, there's nothing I'd rather be doing!

Happy collecting, Robert

## STAMPS – WANTED, FOR SALE OR TRADE

**Wanted!** WWII US patriotic covers - especially with cachets that are "politically incorrect", humorous, or feature women. Top prices paid - which ain't much, frankly! Larry Oliver stamper707@gmail.com

**Wanted!** US First Issue Revenues. Large accumulations as I am looking for shades, paper types and cancellations. randallchet@gmail.com

**Wanted!** Philatelic Literature related to US revenues, especially any back issues of the American Revenuer, and Weekly Philatelic Gossip 1936 - 1957. Also any general periodicals 1880 - 1950. randallchet@gmail.com

**Wanted!** Plate number singles, Scott #498 to 528. Will buy or trade. Scott Martz. Smartx9284@gmail.com

**For Sale!** USPS Commemorative Yearbooks. Mint. Few to no stamps. Years: 1998, 1999, 2001, 2002, 2004, 2005, 2007. \$5 each. randallchet@gmail.com

*If you are a member of the ASC and have something of interest to list, feel free to email your classified ad to randallchet@gmail.com. As space allows, I'll do my best to include it in the next issues of the Smoky Mountain Philatelist.*