



Sno-King Stamp Club Philatelic News

Everett, 2nd Wednesday, 7:30 PM – 9 PM
Snohomish County PUD
2320 California Street

Edmonds, 3rd Friday, 7 PM – 9 PM
South County Senior Center
220 South Railroad Avenue

Volume 23

November, 2017

Number 10

Online at: <http://sno-kingstampclub.freehostia.com/> copies of these newsletters available there, too!

Everett Meeting Wednesday, November 8th, 7:30 PM

- **Dealer Night** - Art VanBergeyk of Aurora Stamps in Edmonds will make another appearance as the guest dealer. Contact Steve LaVergne or Art if you have requests for specific material for him to bring.
- As always, feel free to bring some Show and Tell items to talk about.

Most meetings also include **show-and-tell**, along with time to **buy and sell** stamps

No Edmonds November Meeting – Happy Thanksgiving!

2017 Club Officers

President:	Steve LaVergne	206-361-3774;	stampingsteve42@hotmail.com
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Program Chairman:			
Webmaster & Newsletter Editor:	Kurt Lange,	425-357-0551;	http://sno-kingstampclub.freehostia.com/ ktk.lange@frontier.com

Everett 2017 meeting dates at the PUD: (2nd Wednesday of each month)
11/8, (Dec dinner)

Edmonds 2017 meeting dates at the South County Senior Center: (on the 3rd - or sometimes 4th - Friday of the month)
(none-Nov.), (Dec dinner)

President's Column

We meet but once in November. There will be no Edmonds meeting, as the date it would fall on is too close to the Thanksgiving holiday. We meet in Everett the second Wednesday, which will be November 8. We have the last Dealer Night of the year. Our featured dealer is Art VanBergeyk, owner of Aurora Stamps. In 2018, Art will mark a quarter century as Aurora Stamps' proprietor.

Since Art can't haul his entire stock to our meeting site, I ask club members to request stamps related to their areas of interest. You can contact Art directly or ask me to relay your preferences.

I will ask Art to comment on an article which recently ran in a philatelic periodical. A longtime dealer bemoaned the oft-repeated question, "Where's my discount?" Suppose you want to buy an item, but don't want to pay the dealer's asking price. When should a dealer, if ever, take offense at attempts to bargain down his price? I hope Art has some insights.

At a recent stamp show, I observed an exchange between a dealer and a collector. The collector asked the dealer, "Do you have any (name of country)?" The dealer replied tersely, "Not for you. I told you last time not to come to my table." The dealer explained only that at a previous show, he offered his standard volume discount, only to have this buyer request an additional discount.

I refrained from asking the rest of the story. Was the dealer a bit too thin-skinned? Was the buyer willing to pay the dealer's charge, once denied a bonus discount? Or did the buyer walk away from the transaction, leaving the dealer a pile of stamps to refile?

It occurred to me that with our diverse collecting population, some who frequent stamp shows come from cultures where barter is intrinsic to any transaction.

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As the year nears its end, it will be time for the club to elect officers for 2018. Elections take place in December. At our November meeting, we will take nominations for president, vice-president, treasurer and secretary.

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We may have further discussions about our meeting schedule. Given the plans to demolish the Edmonds Senior Center, we are exploring options for future meetings. We have reserved meeting space in the PUD building for 2018. So, we will continue with meeting in Everett the second Wednesday of each month.

Questions remain as to whether we will have a second meeting most months and what form that meeting will be. One thought is to have a mid-day meeting to accommodate members who feel unsafe driving after dark.

Since the October newsletter, I learned that the demolition of the Edmonds Senior Center will not start until summer. The senior center still hopes to have an interim location, but has yet to decide where it will be.

I also learned that in July, the 82-year-old center had to close for several days because of a plumbing disaster. There was a massive leak below the dining room floor, this where a concrete sewer pipe joined a cast iron pipe. This is only one reason why this structure should be replaced.

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At our October meeting, the club voted to hold its holiday dinner at the V-Star Buffet, a Chinese restaurant near the corner of Southeast Everett Mall Way and 7th Avenue Southeast. This will be the third year we have held our holiday meal at this site. The date is Wednesday, December 13.

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Our October Edmonds meeting was enlivened by the visit of a couple hauling a box of albums. This was a collection formed by the man's mother, who lived in North Carolina. The couple plans to move into senior housing and needs to downsize. This collection has been sitting in their house for more than 10 years.

After listening to the options we provided, the couple offered to donate the collection to the club. We accepted. The man explained that 10 years earlier, he had offered his mother's collection to a dealer. The dealer reportedly declined to make an offer, probably because of a musty odor to the accumulation.

It appeared after the mother dabbled in a general collection, she decided to concentrate on US, UN, Canada, Ireland and Switzerland. The accumulation included correspondence from the philatelic agencies of Canada, UN and Switzerland. She built her US collection with the aid of her brother, a local postmaster.

Her collection had greater appeal to the eye than to the nose. Most mint stamps are in mounts. Used stamps seemed to be in decent shape.

We expect to offer these collections at the February show. We will make them available to members in January. Those present at the Edmonds meeting split the albums and will price the stamps in the ones each took home.

I will work up the Switzerland. This collection includes semi-postals complete, mostly used, from 1913 to about 1950. There are some hefty catalog values, including one top value which catalogs \$47.50.

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At the October Everett meeting, the members voted to spend club funds on a disc which will enable members to print album pages. Ray Anderson, our treasurer, promptly mailed payment. The disc arrived in time for Ray to bring it to the Edmonds meeting nine days later.

Any member whose dues are current is welcome to borrow this disc. To be fair, we need to establish guidelines for loaning this disc. Any member borrowing this disc should use it without delay and return it promptly, so the next member can take advantage of it. When you borrow, you should specify when you will return it and with whom.

Perhaps because of copyright issues, these pages will have no illustrations or Scott catalog numbers. Most collectors mounting stamps on their home-printed pages will need a Scott catalog. The only guidance the pages provide will be size and shape, denomination and a one- or two-word descriptive of the stamp's topic.

I recently mounted stamps on Bosnia pages printed off a friend's disc. With the aid of a recent catalog, I was able to find homes for all but a few stamps. Bosnia collectors face a challenge not present in any other European nation. With its recent history of ethnic turmoil, Bosnia has three postal administrations.

Of course, you will have to provide the paper when you print pages. You may want to experiment with different paper stocks. You will want to purchase acid-free paper. Some who attended the Edmonds meeting recommended a 65-pound stock. You may find that a lighter stock serves your needs. You probably will end up with stock heavier than any you use for writing letters.

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The Everett Coin Club will hold its annual coin and stamp show Saturday, November 18, at Beautiful Savior Lutheran Church, located on 35th Avenue Southeast just north of Southeast 132d Street. It is mostly a numismatic event, even though past shows attracted three or four dealers. I hoped to identify stamp dealers scheduled to appear. That appears to be a closely guarded secret, accessible only to Russian hackers. I made several e-mail inquiries to the coin club's contact person. I was not favored with a reply.

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Recently, the stamp world was shocked by the bankruptcy of Regency Auctions. What made this story especially poignant were the losses incurred by collectors who consigned their holdings to this venerable auction house. Many were left with nothing. Regency had sold their collections and deposited the proceeds in its bank accounts. That's where the proceeds sat when creditors swooped, seizing Regency's assets. With its bank accounts depleted, Regency could not pay off its consignors. They will have to wait out years of litigation to learn how many cents on the dollar they will recover. Since failing health prompted some to consign their collections, several may not live long enough to find out.

How do you, as a collector, prevent this from happening to you? We asked David Markowitz, longtime stamp dealer and veteran Portland attorney, for suggestions. We thank David, a name partner in a prominent litigation firm, for taking the time and discussing the legal aspects of consigning possessions to auctioneers.

He said you should proceed as if you were thinking about loaning a large sum of money to somebody. You should investigate the auction house's financial condition. Ask for financial records and bank statements. Reputable auction houses will provide them. These records should portray the auction house as financially healthy. If they reveal a firm on the brink of insolvency, keep shopping. Markowitz believes that if would-be consignors had reviewed Regency's financial statements, they would have sensed a firm in trouble.

Most auction houses are operated by corporations. When a corporation goes bankrupt, generally only the corporation's assets are subject to seizure. Generally, the personal assets of the corporation's principals are protected. We have the example of our current president, who remained a multimillionaire, even though his name adorned some breathtaking corporate bankruptcies. Markowitz said a consignor can negotiate an added layer of protection by asking the auction house's principals to guarantee their personal assets, in the event the auction house undergoes corporate bankruptcy.

He recommended that the contract with the auction house include a provision that the consigned property remains the collector's property until it is sold. Such language will protect the owner, in the event bankruptcy occurs before the auction house finds a buyer for the collection. Creditors cannot seize assets which legally are not the property of the debtor. Consignors can also take monthly advances on their holdings prior to sale. There is an interest charge, which is nominal compared to the inherent risks.

Most philatelists first learned of Regency's bankruptcy when they opened Linn's Stamp News this past May and read a wistful article by Regency's president. "End of an era," he sighed, citing his recent health problems and the "doldrums" of the stamp markets. Readers responded with outrage. End of an era, hardly, many complained, pointing to the collectors who consigned their holdings and were left with nothing. One Bellingham dealer shared his observations at the APS show in Portland last year. He observed Regency and a rival auction house.

Regency's operation was poorly organized and poorly managed, he wrote, with the result that few collectors tarried long. Meanwhile, the other auction house's table was humming, undaunted by any "doldrums." It occurred to me that some collectors who lost all would have fared better had Regency's mismanagement left their collections unsold at the time of the bankruptcy.

Stamp Identifier Series

This is the fifth installment of a several part series. An online stamp acquaintance of mine created several of these charts which help sort through the different types of stamps of different modern series. He said I could share them as long as I also included a link to his stamp selling store which is:

<https://www.hipstamp.com/store/noernberg-stamps>

I'm hoping our members find the charts useful for some of their modern U.S. definitives. Good Luck with them!

~ Kurt L.

“Liberty and Flag Forever stamp” Identifier



Cat. No.	Format	Perf.	Image	Microprinting	Paper
4486	Coil	9.5 vert	Liberty	"4evR"	
4487	Coil	9.5 vert	Flag	"4evR"	
4488	Coil	11 vert	Liberty	"4evr"	
4489	Coil	11 vert	Flag	"4evr"	
4490	Coil	8.5 vert	Liberty	"4EVR"	
4491	Coil	8.5 vert	Flag	"4EVR"	
4518	Bklt of 18 single sided	11.25x11 on 2,3,4 sides	Liberty	none	thin paper
4519	Bklt of 18 single sided	11.25x11 on 2,3,4 sides	Flag	none	thin paper
4559	Bklt of 20 (12 front, 8 back)	11.25x11 on 2,3 sides	Liberty	"4evR"	normal
4560	Bklt of 20 (12 front, 8 back)	11.25x11 on 2,3 sides	Flag	"4evR"	normal
4561	Bklt of 20 (12 front, 8 back)	11.25x11 on 2,3 sides	Liberty	"4evr"	normal
4562	Bklt of 20 (12 front, 8 back)	11.25x11 on 2,3 sides	Flag	"4evr"	normal
4563	Bklt of 20 (12 front, 8 back)	11.25x11.5 on 2,3 sides	Liberty	"4EVR"	normal
4564	Bklt of 20 (12 front, 8 back)	11.25x11.5 on 2,3 sides	Flag	"4EVR"	normal

(The microprinting on these is so small that you will definitely need some high magnification to see it.)

Philatelic Food for Thought

So, related to the final comment on the previous page, I thought I would pass along a suggestion. In the hobby where so many of us have come to use certain tools like magnifiers and loupes and such for so many years – Have you considered the purchase of a **digital magnifier**?

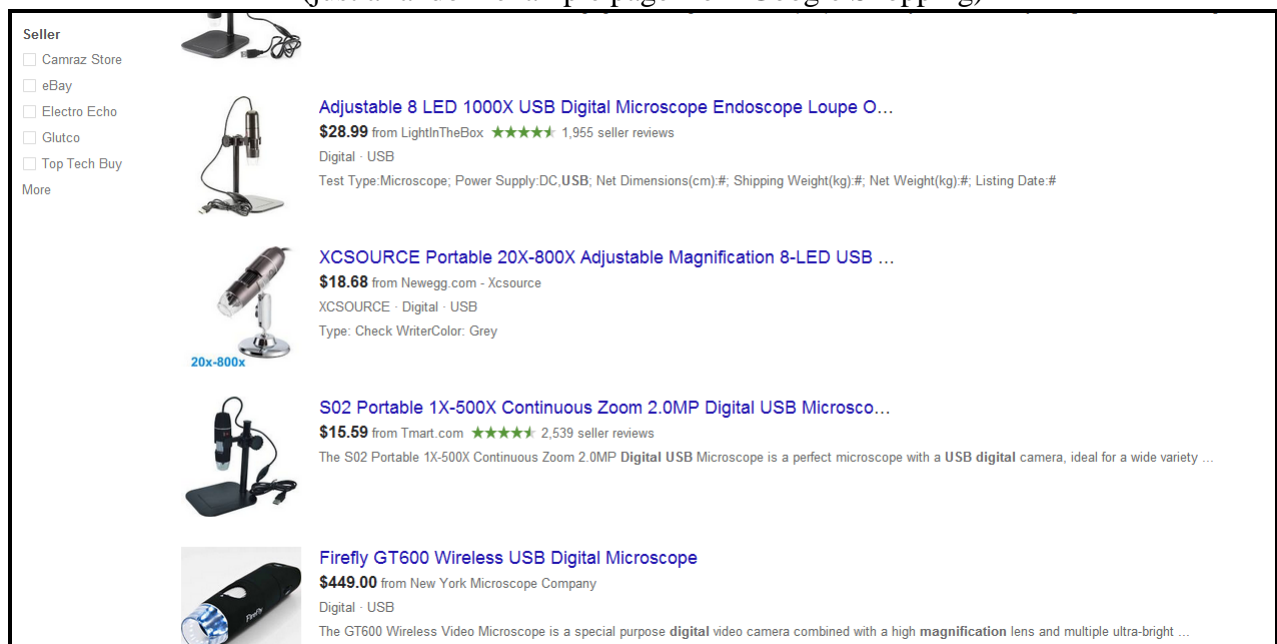
If you're unable to find one in person at a brick and mortar store, try searching for one online with terms like USB Magnifier or Digital Microscope or Digital USB Magnifier until you find something that suits you. Try Amazon or Google Shopping or many, many other places that offer online e-commerce. I'm not recommending any in particular but I'm just offering up the concept of a digital enhancer for the enjoyment of your hobby. For a few years I've used a handheld egg-shaped one that has a USB cord that connects to my computer and it offers zoom levels up to 40X - which is actually even greater when looking at it on a big, flat screen computer monitor.

Find one that works with your brand and style of computer or laptop or tablet and make sure it has solid positive reviews and also come from a reputable dealer that accepts returns. I think that once you see the larger than life detail that a digital device can offer paired up with your computer you might enjoy studying the details again instead of straining your eyes in the search with a handheld magnifier.

Costs vary greatly but not a lot has to be spent to get what you need since the technology has come a long ways and the prices have come down. Try one in your price range; just make sure many other customers before you have been pleased with the operation, quality, ease of use, etc.

You'll never again groan at finding Washington's thick engraved hair strands or how many grill marks there are (with some handy side-lighting) or the microprinting of the last decade or so used by different modern stamp printers.

(just a random example page from Google Shopping)



The image shows a screenshot of Google Shopping search results for digital microscopes. On the left, there is a 'Seller' filter menu with checkboxes for Camraz Store, eBay, Electro Echo, Glutco, and Top Tech Buy, along with a 'More' link. The main content area displays four product listings, each with a small image of the microscope, the product title, price, seller information, and a star rating with the number of reviews. The products are: 1. 'Adjustable 8 LED 1000X USB Digital Microscope Endoscope Loupe O...' for \$28.99 from LightInTheBox with a 5-star rating and 1,955 reviews. 2. 'XCSOURCE Portable 20X-800X Adjustable Magnification 8-LED USB ...' for \$18.68 from Newegg.com. 3. 'S02 Portable 1X-500X Continuous Zoom 2.0MP Digital USB Microsco...' for \$15.59 from Tmart.com with a 5-star rating and 2,539 reviews. 4. 'Firefly GT600 Wireless USB Digital Microscope' for \$449.00 from New York Microscope Company.

Product Name	Price	Seller	Rating	Reviews
Adjustable 8 LED 1000X USB Digital Microscope Endoscope Loupe O...	\$28.99	LightInTheBox	★★★★★	1,955
XCSOURCE Portable 20X-800X Adjustable Magnification 8-LED USB ...	\$18.68	Newegg.com		
S02 Portable 1X-500X Continuous Zoom 2.0MP Digital USB Microsco...	\$15.59	Tmart.com	★★★★★	2,539
Firefly GT600 Wireless USB Digital Microscope	\$449.00	New York Microscope Company		