



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

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

Everett Meeting Wednesday, January 10th, 7:30 PM

- **Pick and Pull** - Donated albums will be available to peruse but also bring your own albums or stockbooks with your stamps for sale. Make sure you have a clear pricing policy. You can price each stamp or offer all your holdings at a nickel or dime each, for example.
- Bring some cash for your new purchases and some wares for sale if you have some.

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

[**Edmonds** meeting on hold until further notice to sort out some how / where / when details]

2018 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 2018 meeting dates at the Snohomish P.U.D. (2nd Wednesday of each month):
1/10, 2/14, 3/14, 4/11, 5/9, 6/13, 7/11, (Aug BBQ), 9/12, 10/10, 11/14, (Dec Dinner)

President's Column

January is here. Another Lexus December to Remember is past. And I am still driving my 16-year-old Subaru Outback. How can Santa expect me to believe in him if he lets another Christmas go by without bringing me a luxury sedan festooned with a red holiday ribbon. Oh! Right! That's a gift I am supposed to buy for myself, presumably by diverting my entire stamp budget for the next ten years.

We meet but once in **January**, this on January 10 at the Snohomish County PUD. Members will have a chance to build their collections by rummaging through albums donated to the club. These albums are strong in Switzerland, Canada and United Nations. There is a smattering of other countries as well. Judging by what I examined, this was a collection built by a North Carolina woman who dabbled as a general collector and then decided to specialize. She built her collection by buying new issues from the philatelic agencies from her preferred countries.

These albums will be featured at the club table at the annual Sno-King Stamp Club show Sunday, **March 11**. The show will take place at Savior Hall at Beautiful Savior Lutheran Church in southeast Everett. The January meeting is intended to give club members first crack at these collections.

At our Christmas dinner, I favored each attendee with Yuletide greetings sent by the Swiss philatelic agency to its customers. These mementos are from this woman's collection.

Since there may not be enough albums to go around, I invite members to bring albums and stock books filled with stamps they offer for sale. Make sure you have a clearly stated pricing scheme. I urge members not to bring individual stamps or sets. We can do that at some later meeting.

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The club is fortunate that all four officers expressed willingness to continue in their present positions for 2018. The entire slate was unanimously elected at the club's December meeting. Since change is inevitable, I invite members to step into roles which will prepare them for leadership positions. These roles can be tasks delegated by the club's officers. For example, does anyone want to assume the role of program chairman, making sure that each Everett meeting features an activity which interests members. This does not mean dragooning speakers for each meeting. It can be simply organizing a schedule of dealer nights, auctions, APS booklets and the like.

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This past April, beset by wanderlust and a philatelic squanderlust, I attended stamp shows in Bellingham and Chehalis. I won't be able to do that in April, 2018. Both cities host shows on the same date, April 7. In 2017, the Chehalis show fell on the last Saturday in April. The Olympia Stamp Club, which organizes the Chehalis show, moved it to the first Saturday, hoping to entice dealers who will be at the Fenwick show the day after.

Was the Olympia club aware of the Bellingham show on the same date? All but one of the dealers at the last Bellingham show were from the Seattle area, so you might expect that some dealers will have to choose one show or the other. The Chehalis show attracted a wider range of dealers, including some from Portland. Incidentally, the Olympia club holds its show in a neighboring county. Show space is scarce around the capital city and the Chehalis site, a Yardbirds store, has a roomy hall.

If I go anywhere April 7, it will probably be Chehalis. I lived six months in Centralia, its bigger sister city, and have a soft spot in my heart for that area. Not that Bellingham, which I visited frequently in connection with my work, lacks for its appeal. My Outback has room for passengers, so contact me if you wish to attend.

When you drive south to Chehalis, you exit the freeway before you pass the Hamilton Turkey sign with its punchy political message. Just before Christmas, it trumpeted support for Tim Eyman's "car tab initiative (sic)". Evidently, this landmark billboard does not come equipped with Spell Check.

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Speaking of Fenwick, there will be no Fenwick show in February. In December, I reported that its organizer moved the show from February 11 to February 4. At the December Fenwick show, she announced she was canceling the February 4 date and scrapping any Fenwick show that month. February 4 is the Sunday of the Super Bowl, although I have no idea why she bagged that date.

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You may have read the Linn's Stamp News item about the firing of a US Postal Service "director of corporate communications" whose resume was a tissue of fabrications. When hired in 2014, he claimed 30 years of public relations experience with such corporate heavyweights as Exxon and McDonalds. He also contended that he was a graduate of Southern Illinois University. He repeated his lies on his government security forms. It took the postal service four months to discover his deceit and fire him.

According to Linn's, his hiring was greeted with an announcement worthy of a first-round draft choice. He negotiated a \$209,000 annual salary. He received a \$35,000 signing bonus and almost \$50,000 in moving expenses. After losing his job, he was prosecuted for theft and served two months in federal prison.

Now, I ask if the postal service checks resumes for top-level hires. A phone call to Southern Illinois University might have spiked his ambitions. So would have inquiries to Exxon and McDonalds.

This episode brings to mind the sad tale of a lawyer friend who learned the hard way about skipping phone calls to former employers of job applicants. He regretted his decision to hire a paralegal who presented a glittering resume. She boasted years of experience in his legal specialty. Her experience was with companies who opposed his clients. She could tell him how the other side thinks. Now, she didn't pad her resume with fictitious jobs or degrees. It's just that she was jobless because her skills had waned. My lawyer friend might have learned this, had he contacted former employers. He soon discovered she needed lots of corrective action. At one session, she decided she didn't want to hear his criticisms. She arose to storm out of his office. Trying to restrain her, he briefly put his hand on her wrist, but relaxed his grip. She called police and had him charged with misdemeanor assault. The charge was later dropped. However, her incompetence cost his firm thousands of dollars in revenue.

Incidentally, Linn's deserves kudos for enterprising journalism. This story was not a matter of rewriting a postal service press release. The postal service terminated this official quietly and then had him prosecuted in Chicago, where the case attracted less attention than might arise from a trial in the nation's capital. Linn's reviewed the semi-annual report of the postal service's inspector general. It referred to an unnamed official who went to prison for "multiple false statements." Linn's submitted a public records request and got its story.

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In the stamp trade, ethics works both ways. We expect dealers to be ethical. We expect them to accurately describe what they sell us. We expect cheerful reimbursement if the stamps we purchased show up with undisclosed flaws or with off-target descriptions. But as customers, we should be ethical in our transactions with dealers. For instance, are there ethical rules that should apply when you seek to negotiate a discount from a dealer.

Many dealers have a formula for offering discounts to their customers. Usually, these are based on volume. So what if you want an additional discount. You should generally propose a discount before you remove your desired items from the dealer's stock. The dealer should not be in a position of having to restock his merchandise simply because he declined the customer's offer.

Let's assume that you notice that a certain collection has languished for years in the dealer's stock. You can assume he would accept less than his asking price simply to move this item. You make an offer. The dealer accepts. That is not your cue to try to bargain him down even more. Once the dealer accepts your offer, the two of you have a legally binding contract. Theoretically, the dealer could take you to court to enforce the contract. The dealer probably won't, partly because of the challenge of proving an oral contract. Nonetheless, this legal principle can serve as a guide to ethical conduct.

Collectors and dealers should be aware of an elementary legal principle that applies to bargaining. By way of illustration, the dealer offers you a discounted price. You decline the offer and present the dealer with an even lower price. The dealer refuses. You then tell the dealer you will accept his original offer. The dealer is under no legal obligation to sell to you at the price he originally offered. By making a counter-offer to the dealer, you are, in effect, rejecting his offer, thus taking that offer off the table. Of course, the dealer can reinstate his original offer, but that is entirely at the dealer's discretion.

A dealer writing in the American Stamp Dealer & Collector recently recounted his experiences with ethical and unethical customers. The first example was a customer who, armed with his stamp tongs, asked to examine a White Plains sheet offered for sale on a bid board. While checking the back of the sheet for thin spots, this customer accidentally pierced the sheet with his tongs. Acknowledging his error, he entered the minimum bid of \$150. Thanks to the slip of his tongs, he won the item without any competitive bids.

The other customer asked the dealer for an electronic watermark detector with a list price of \$225. The dealer offered to order it from a supplier and named a price of \$200. After this item arrived, the customer came to the store and announced he changed his mind about buying the watermark detector. He admitted buying one just like it online for \$185. The dealer was stuck with a costly gadget he had scant hope of selling. The customer then rummaged through the dealer's junk box, then priced at two cents a stamp. He picked out 60 stamps and handed the dealer a dollar. The dealer pointed out he was 20 cents short. The customer rejoined he was entitled to a volume discount. The dealer stifled an impulse to bar this customer from his store forever.

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Three dealers familiar to local collectors will participate in Aripex, a three-day stamp show which takes place Presidents Day weekend in Mesa, Ariz. They are Steve Inklebarger, Tom Kincaid of Stamp Art and Dick Keiser. Unlike other stamp shows, Aripex charges admission. The \$5 fee gets you in all three days.

Admission is free to anyone with a membership card from a Native American tribe. The show site is two blocks from the light-rail station which connects with the Phoenix airport.

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I received an e-mail from a woman whose father, who lives in Latvia, is eager to swap mint stamps from Latvia, Lithuania and Estonia, for mint US. Contact me, if you are interested. I can forward the e-mail which has his address.

2018 new USPS issues for January

January 11 **Year of the Dog**
HONOLULU, HI



January 18 **Love Flourishes**
PHOENIX, AZ



January 19 **2¢ Meyer Lemons**
KENNER, LA

January 21 **Byodo-In Temple**
(Priority Mail)
KANSAS CITY, MO



January 21 **Byodo-In Temple**
(Priority Mail Flat-Rate
Envelope)
KANSAS CITY, MO

January 21 **Sleeping Bear Dunes**
(Priority Mail Express)
KANSAS CITY, MO



January 30 **Lena Horne**
NEW YORK, NY

After many events where I later thought to myself, “Now, why didn’t I get any pictures during that event??,” I FINALLY remember to get a photo. Here is the group that gathered for the 12/13/17 Holiday Dinner at the V-Star Buffet. Hopefully the black/white newsletter printout can clearly show who attended.



(It showed folks better by posting it sideways - sorry to those viewing it on a computer screen!)