



The **H**amilton Hinge

APS Chapter #1095-104282

Newsletter of the Hamilton Township Philatelic Society

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This Month's Program

This month we will be having our annual holiday party. We ask everyone to bring a snack or drink and a stamp story or item to share with the group.



Last year's party was a big hit. A number of members brought snacks that reminded us of stamps. The undeclared winner was Jim Cope's Christmas Stamp cake. This year, we will also have another of our "Show & Tell" segments.

President Murtha will call the meeting to order at 7:30pm. If you come early, there's still plenty to do. We have the APS Circuit Books available for review and many of the library exhibits are on display.

The time before the meeting officially starts also offers a chance to meet our members and perhaps learn something new about our favorite hobby. We look forward to seeing you on the 18th.

HTPS Meetings . . .

We meet on the 3rd Tuesday of the month at 7:30 PM at the Hamilton Township Public Library, 1 Justice Samuel A. Alito, Jr. Way (off of Whitehorse Mercerville Road) in Hamilton, NJ 08619.

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December 18th Program

If I were a Stamp Dealer

Perforations

. . . and much more

President's Message

Last month's APS presentation of "Fakes and Forgeries" was both interesting and informative. We plan to have more of these slide shows in the future in addition to our other presentations and activities.



As the size of our group continues to grow, I think it is important that we have time to learn from each other about the joys of stamp collecting.

Without sounding like a broken record (a phrase some of our younger members might not understand), I hope you will consider giving a presentation in the future.

This month, we will have our annual holiday party which is always fun. In January our semi-annual auction will be held. Please plan now to attend both events. I look forward to seeing you all at the library on Tuesday the 18th Ed.

November's Meeting

The APS slide show presentation on "Fakes and Forgeries" was the highlight of last month's meeting. The talk gave the background of the reasons that many forgeries were made – not only to defraud stamp collectors but the Post Office as well. The slides gave numerous examples of various methods used by famous forgers.

It was both a fascinating and enlightening show. We plan to have another APS slide show next year. If you have a particular topic you would like to see presented, please let us know.

Future Events

In January, we will have a **member auction**. Details will appear in the January newsletter. Lot description forms will be available at the December meeting. The auction is always fun, and the 10% seller fee adds to our treasury. You can bring auction items to the December meeting for review. Qualified items will be described in the January Newsletter giving our members a chance to evaluate your offerings.

In the spring, we plan to have a presentation by Steven Rod, avid writer and APS Vice-President, on "**A Walk along Nassau Street**" telling the story of the golden age of stamp dealers on Nassau Street in New York City. We also plan another **APS slide show** in the spring and a member auction in June.

However, there is still room for another presentation before the July break. Please see Ed or Tony if you would like to give a short talk on your collecting interests.

Membership Dues for 2008 . . .

HTPS dues remain at \$10 for the calendar year. Please bring a check or cash to the December meeting or send payment to Joe Pavelchak at 228 Windsor Road, Robbinsville, NJ 08691.

The Newsletter Editor is interested in any news, items of interest, articles, suggestions or ideas you might have.

Please write, call or email me – Jack Sack, 50 Merion Place, Lawrenceville, NJ 08648; hamilton@att.net; 609-896-8193.

Postcard Collecting

Barb Harrison has sent us an update on what's happening with picture postcards:

"The APS Board voted to include PPCs as an official division at APS shows. AAPE published a brochure called Collecting & Exhibiting Picture Postcards, written by me, with a section on exhibiting PPCs co-written with Tim Bartshe (Pres. of AAPE). If anyone is interested, they can e-mail Liz Hisey, AAPE secy., for the price (probably under \$1). Her e-mail is lizhisey@comcast.net – mailing address is 7227 Sparta Road, Sebring, FL 33872.

I have just completed an article for The American Philatelist on collecting postcards, which is scheduled to be published in May '08. The APS Summer Seminar next June will include a seminar on collecting/exhibiting postcards and invited me to lead it. It will just be a one-hour class, but it's a real foot in the door. Things are exciting both in the PPC world and in the stamp world!"

Library Display

Our next library display will be in Lawrenceville early next year. We are looking for new material to include in the exhibit. Please see Tony Z.

Breakfast before Hightstown

A number of HTPS members meet at 8 AM for breakfast before the Hightstown Stamp Bourse at the Golden Dawn diner in Mercerville. The diner is located at the intersection of White Horse Mercerville (a.k.a. Quakerbridge) and Klockner Roads. Please see Tony Z if you need directions, or a ride to the restaurant.

If I Had a Dealer Table at a Show . . .

The “Jockey Hollow” bourse in Parsippany gave a number of stamp collectors a chance to be a stamp “dealer” for a day, by setting up their own table and selling their surplus stamps. Unfortunately, I was unable to attend the show but I understand it was a big hit. The idea of becoming a stamp dealer did give me pause to think of the things I would do as a dealer.

Specialize? – As you go around a show, you see how each dealer specializes. Some carry only United States, or the Far East, or just covers. Would I stock the world or just the U.S., or just modern stamps? The important thing is to know your area of expertise. I know little about most European or Asian stamps except for those of the British Commonwealth.

Displays – The worst display is when there isn’t one – everything is kept behind the counter. You need to bring the person to the table, with a box of “show specials” or “50% off” items. I would have a big sign stating my specialties.

Know your stock – How many times have I been sitting at a table and someone asks, “Do you have any Iceland?” The dealer thinks a bit and says “I think so”, and then starts to dig through boxes looking for his stock of Iceland, only to say, “I must have sold it already.”

Storage – I think the easiest way to manage stock is red boxes and 102 cards. For large or very expensive items, I would use dealer books, but put a card in the box indicating where it can



be found. I would color code the cards – white cards for mint stamps, yellow cards for used stamps, blue card for special cases – special cancels, etc. I’ve seen dealers keep separate boxes for mint and used stamps. I personally

like that because I only collect used, but others who collect both would have double the work.

A typical case is when the dealer has bought out another dealer’s stock and hasn’t collated it making you go through two or more separate stocks. At a recent show, I met a dealer who had a fabulous stock, BUT, it was completely disorganized. He had purchased several collections and had not collated them. To see if he had a stamp, he had to look in four or five different places.



Single or Sets? – I can’t count the times I have been looking for a single stamp (sometimes the low value) that is part of a set. I see it often in a set or series, but never as a single issue. Sometimes the whole set is over my budget. I would put the low values together as a set and sell the higher values as individual stamps.

Something for everyone – I think it’s a good idea to have some real inexpensive material, like a box of 5c stamps. It does bring people to your table. The only drawback is that when the table is crowded by people buying only a few dollars worth of stamps and no one is looking at your expensive material.

At least that is a better situation than when there is no stamp dealing going on, or just a bunch of people chatting among themselves. Give the dealer a break!

Lights – How many times have you gone to look at stamps and found very poor lighting, or the table so completely covered with boxes that there no space to put down your want list and supplies. I would make sure there is good working space for buyers to look at my stock.

Pricing – As a general rule, I expect to pay around 50% of Scott catalog value for a stamp. BUT, there are exceptions. Certain countries, like the Indian States, are well undervalued in the catalog (you need only look at the Stanley Gibbons catalog). Other countries, like Great Britain, are overpriced.

A good example is my want list of King George VI stamps – I have been working on this collection for over five years - at shows, auctions, and through newspaper ads - and there are still many stamps valued under \$1 that I have NEVER seen, even in England. I would pay full catalog or more if only I could find them. Countries with large gaps in my collection include the British Offices (Morocco, Eritrea, Somalia, Tripolitania, etc.), the Malayan states, and Sarawak.

Discounts – Some dealers give large discounts, some give no discounts at all. Some announce their discounts up front (5% off \$50 or more, 10% over \$100, etc.); some give it at the end. It doesn't matter to me as long as I know the final cost of my purchases. Many times it works against the dealer, when I skip over some stamps that I thought were too expensive, only to find the dealer gives a 25% discount at the end – I would have probably bought those items.

I often joke with my wife that when I retire, we'll buy a Winnebago motor home and travel the country going to stamp shows. Even if it is just a pipe dream, it's fun to think about how you would set up your own dealer table.

Stamp Identification

Here are this month's unidentified stamps. If you can identify them, please let us know. No results on last month's stamps.



Classified Ads . . .

Christmas Trees . . .

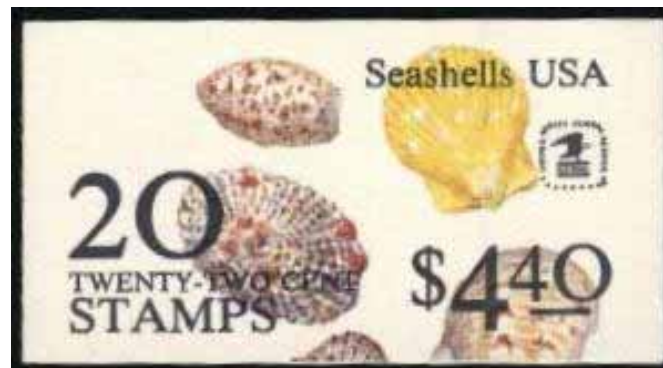
Our treasurer, Joe Pavelchak, is offering "cut your own" Blue Spruce or Douglas Fir trees at his farm for \$45. Contact him at 609-448-1339 to make arrangements for a weekend pickup. The farm is located at 228 Windsor Road in Robbinsville.

WANTED: Interesting or unusual First Day or other covers of the 1976 "Spirit of '76" se-tenant strip of three (Scott 1631a). Please see **Jack Sack**.



WANTED: Need **Used China** #'s 1209, 1218A, 1226, 1270a, 1281a, 1889 – **MNH Canada** #'s 1168-69, 1172A – **Used Italy** #'s 813, 817, 822, 824 – **Used Norway** # 151. Contact **Tony Zingale**.

SEASHELL BOOKLETS: **Andrew B.** is looking for 18c seashells booklets (either complete with stamps or just the cover) issued in 1985 (Scott # 2117-21). If you have any for sale, please contact him at the December meeting.





Imperforate



Roulette



Perforated



Die-cut

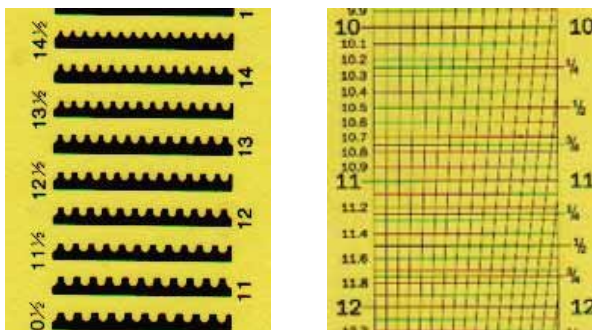
Philatelic Pieces – Perforations

You would think the identification of stamp perforations would be a rather trivial task. All you have to do is determine which of the four types of separations between stamps you have – Imperforated, Roulette, Perforated, or Die-cut. In the latter two cases, you simply count the number of points in 2 cm, and you have determined the stamps perforation. Not so fast!

The Helvetia issue of Switzerland from 1882-1904 has multiple printings, which vary in value by several hundred dollars. One of the distinguishing features of this issue is the precise number of perforations, either $10\frac{1}{2}$, $10\frac{3}{4}$, or 11.



In this case an old fashioned perforation gauge with markings of $\frac{1}{2}$ units is not fine enough. One needs a multi-gauge with continuous markings:



Consider the early issues of Prince Nicholas I from Montenegro. There are several different printings of this issue, each with multiple perforations from $10\frac{1}{2}$ to 13. The printings can be distinguished by the *shape* of the perforations. The earliest printing has “pointed” perforations, later issues have “straight” perforations:



Straight (left) vs. pointed perforations (right) from Montenegro

Another example is some of the modern U.S. die-cut stamp booklets where stamps with slight differences in the serpentine die-cut perforations are given unique catalog numbers!



Scott 4107

Scott 4111

Scott 4115

Club Notices . . .

Classified Ads: All members in good standing can run a free 50-word classified ad each month in this Newsletter. Send them to the editor.

On-line Newsletter: The HTPS Newsletters are available online at hamilton.home.att.net. One advantage is that many of the articles in the on-line version have live links to Internet sites and email addresses.

HTPS Web Site: We are asking for suggestions on updating our web site. How about adding your member profile? Or maybe there is an article you found on the Internet that be added to our Links page?

Stock Pages and Binders: We are looking for contributions of binders and stock pages (manila or black poly). Recycled items are fine. The purpose is to supply new collectors with a "storage kit" before they decide on an album.

Stamps for the Wounded: Please save your extra stamps for the Stamps for Wounded Vets program. Sherm Britton is also interested in other worthwhile organizations which are looking for stamp donations.

Spray-on Cancells: Please remember to save those city spray-on cancellations in your everyday mail. A number of our members are attempting to collect spray-on cancellations from the nearly 300 different cities.

Library Notices: We have flyers and cards describing our group that can be posted on library and community center bulletin boards. Please take a few and pin them up for us.

Upcoming Stamp Events . . .

One of our favorite stamp shows is the Garden State Stamp Show, held the first weekend of the year in Totowa, NJ. There will be 30 dealers, a number of whom are not often seen in the area. There will also be a US and a UN post office at the show. Please see Tony if you are interesting in car-pooling to the show.

12/08 – [Hightstown Stamp Bourse](#) – Am. Legion Hall – Rtes 130 & 33 – Hightstown, NJ

12/06 – [Merchantville Stamp Club](#) – Temple Lutheran Church – Pennsauken, NJ

12/09 – [Sunday Stamp Bourse](#) – Holiday Inn – Sayer Ave & Rte 70 – Cherry Hill, NJ

12/14-16 – [MetroExpo New York](#) – Midtown Holiday Inn (440 W. 57th St.) – NYC

12/14 – Friday Stamp Show – Radisson Hotel – Philadelphia, PA

12/16 – [Hasbrouck Heights Show](#) – Holiday Inn 283 Rte 17 S. – Hasbrouck Heights, NJ

12/18 – [HTPS Meeting](#) – [Hamilton Library](#) – [Hamilton, NJ](#)

12/19 – [Merchantville Stamp Club](#) – Temple Lutheran Church – Pennsauken, NJ

12/29 – West Jersey Stamp Show – Masonic Hall (I-295 Exit 32) – Cherry Hill, NJ

1/3 — [Merchantville Stamp Club](#) – Temple Lutheran Church – Pennsauken, NJ

1/4-6 – [Garden State Stamp Show](#) – Bethwood Manor – Totowa, NJ

1/12 – [Hightstown Stamp Bourse](#) – Am. Legion Hall – Rtes 130 & 33 – Hightstown, NJ

The purpose of this newsletter is to promote philately, inform our members and to encourage other like-minded individuals to attend the monthly meetings of the Society.

Officers of the Society

President Ed Murtha
Vice President Tony Zingale
Treasurer Joseph Pavelchak

Secretary Klaus Wagner
APS Representative Sherm Britton
Newsletter Editor Jack Sack