

MAIL FIRST CLASS



President's Message from Mike Francis

With the start of 2005 we now have a re-elected slate of officers to operate and support the TSCC.

While the Christmas party had fewer attendees than previous years, everyone stayed longer than ever before and took part in discussions about collecting stamps. It was a good feeling for all who attended to see such active participation in what is usually an "eat and go home party."

We are looking for more articles for the *Postscript* and speakers for meetings from May through November.

Throughout 2005 I will be requesting that each member think of ways the

TSCC can expand its membership, especially with the youth of our community. We have room in the club for 20-30 more members which will place us back up to the 1998-99 membership levels. Let me or Mickey know what the club can do to attract new members. Remember, philately is an enjoyable and educational hobby for the young and old alike.

I would like to thank all the members who have been coming to the meetings and participating in the raffle. It has been fun and profitable for the club. I would also like to personally thank those who have donated interesting collectable items for the raffle.

THE *Postscript*

Tallahassee Stamp & Cover Club

American Philatelic Society
Member #1414

Volume 15, No. 1
January-March, 2005



Inside this issue:

<i>Evaluating a Collection (cont.)</i>	2
<i>Identity Uncovered</i>	3
<i>Identify This Stamp</i>	3
<i>About the Survey</i>	3
<i>Memories of Mr. Bronson</i>	4
<i>Turtles on Stamps</i>	5
<i>Workflow for 1c Franklin Stamps</i>	6-7
<i>President's Message</i>	8

TIDBITS

- We have 2 members who have rejoined the APS: Doris Hunt and Ralph Hagar.
- Several members have donated items for the benefit of the club for the raffle and the silent auction: Al Kelly has again donated covers and stamps. Mac McCauley donated very nice first day covers to the club.
- Please fill out the enclosed "collecting interest" survey and return it in the self-addressed stamped envelope. The results will be distributed at the March meeting and mailed to those who do not attend the March meeting.
- Read Rene Manes' article on Caribbean Buccaneers on Stamps in the January 2005 Global Stamp News.

Evaluating Stamp Collections by Dr. Mike Francis

PART ONE: One of the functions of the TSCC is to help collectors or those who inherit philatelic collections to evaluate and, if necessary, dispose of the collections. Member Ed Walters, with the help of others from time-to-time, has been providing this evaluation service. The club performs this service for the benefit of the club, the citizens, and for the hobby of philately.

Having helped Ed work on some collections, helping other club members with possible collection purchases, and evaluating several collections myself, it has come time to propose some guidelines for all members to use when doing evaluations.

Most of the more recent evaluations were considered "large" collections in size and in some cases, philatelic value. While a small collection is rather easy to evaluate, what do you do when faced with 10,000s of stamps and the evaluation is generally for no fee and consumes many, many hours of your time?

After discussing evaluation tech-

niques with Ed there are several guidelines that can be developed to help with large scale evaluations. The guidelines proposed herein apply to evaluations for inheritance purposes as well as for club member's evaluation of his or her own collections. These guidelines are intended to benefit members who are performing evaluations and those who are receiving the evaluation.

Our obligation, as Ed has practiced for many years when it comes to inherited collections, is to encourage the individual or family to carry on with the hobby of philately: pass the collection on to children or grandchildren instead of selling or donating it. Unfortunately, by the time club members get involved, the family no longer wants the collection and they simply want to know what its worth and how to sell it.

Only a few inheritors understand that their collection, while built with many years of labor and probably a large influx of dollars, many times has no substantial value unless (cont. page 2)

Meeting Dates & Presentations for 2005

Meeting schedule and presenters for 2005:	July 12th: tba
January 11th: Rene Manes	August 9th: tba
February 8th: Mike Francis	September 13th: tba
March 8th: Doris Hunt	October 11th: tba
April 12th: Mike Francis	November 8th: tba; Officer Nominations
May 10th: tba	December 14th: Elections; Xmas Party
June 14th: tba	

Evaluating (cont.) by Dr. Mike Francis

the collection contains investment grade stamps which usually is not the case. The mission for the evaluator is to provide realistic expectations to the family or individual relating to the true market value of the collection. In order to achieve this, certain guidelines need to be established and followed. Ed Walters, Phil Spitzer and I follow these guidelines as best as possible.

GUIDELINE 1:

Inform the family or individual about their options: keep the collection in the family to continue the hobby of collecting; contact a dealer about an outright purchase; let the local stamp club try to sell the collection in large or small pieces; offer the collection to club members; sell the collection in pieces and parts on the Internet using the many stamp auction sites and facilities such as eBay.

GUIDELINE 2:

You should not use the Scott, Bookman, Harris or any other pricing guide for evaluating the entire collection. They should only be used for evaluating the more valuable and investment grade stamps. These value guides are for retail purposes even though Scott states that many of their values represent market prices. By following this guideline the family's expectation of the value stays within reason. Far too many families think that they are going to get catalog value for their inherited collection because the collector always said it "has a catalog value of" so many dollars. The real value of most large inherited collections rarely approaches catalog value.

GUIDELINE 3:

Divide the collection into four distinct parts if it is a large collection:

- 1) Part one is the valuable and investment grade stamps. Those of us in the club tend to define a valuable stamp as one that has a catalog value of \$10 or more. Investment grade stamps are those that are in-




- cluded in investment portfolios and generally sell at Scott catalog or higher.
- 2) Part two is considered the hard part because it represents those stamps that have some value individually or collectively and represents those stamps collected by most collectors. In this part you will find many of the British Commonwealth stamps and some of the European and Asian stamps.
- 3) Part three represents the area known as world-wide stamps. We all love to collect them but their value is measured in dollars per pounds or kilos no matter what their catalog value.
- 4) Part four represents the remaining items such as bulk packs of stamps, boxes and bags of covers and supplies such as reference books, and old catalogs. This guideline does not mean items in part 3 and 4 have no value. They may have value in the marketplace if one wants to take the time, many years sometimes, in attempting to sell them.

Over the years, those of us in the club who perform the evaluating service have reached a basic tenant about the value of collections. We let the client know that dealers generally pay 8-12% of catalog for part 2 of good collections and pay more for part 1, the valuable and investment grade stamps. They may or may not make a very low offer for parts 3 and 4 of the collection. Club members will generally pay 20% of current catalog for parts 1 and 2 while offering more for investment grade stamps. For parts 3 and 4, collectors will offer somewhere between \$25 and \$300-400 depending on the quantity — number of boxes.

PART TWO of Evaluating Collections will go into more specific detail about the guidelines. TSCC members are encouraged to contact the author with their ideas about evaluation techniques of their own collection and inherited collections. While several of us have extensive experience at evaluating, buying and selling collections, we always learn something new each time.

Workflow for 1c Franklins (cont.) by Dr. Mike Francis

**1c Franklin analysis of 60 copies
for *Postscript* Vol. 15 No. 1 January-March 2005
Time to analyze 60 stamps: 65 minutes**
(not for commercial use)

Perforations	Coil format and/or picture frame size	Printing: Flat Plate or Rotary	Watermark	Scott #	2005 used value	Quantity analyzed	Catalog value
 331							
8½	Horizontal	Flat Plate	Single Line	390	6.50	7	45.50
8½	Vertical	Flat Plate	Single Line	392	25.00	1	25.00
12		Flat Plate	Double Line	331	0.40	2	0.80
12 on bluish paper		Flat Plate	Double Line	357	100.00	0	0.00
12		Flat Plate	Single Line	374	0.25	6	1.50
12	Vertical	Flat Plate	Double Line	352	55.00	1	55.00
12	Horizontal	Flat Plate	Double Line	348	25.00	0	0.00
12	Vertical	Flat Plate	Single Line	387	75.00	0	0.00
12	Horizontal	Flat Plate	Single Line	385	20.00	2	40.00
imperf		Flat Plate	Double Line	343	4.50	0	0.00
imperf		Flat Plate	Single Line	383	2.00	0	0.00
 405							
8½	Horizontal	Flat Plate	Single Line	410	4.25	0	0.00
8½	Vertical	Flat Plate	Single Line	412	5.50	1	5.50
10	Horizontal	Flat Plate	Single Line	441	1.00	0	0.00
10	Horizontal	Rotary	Single Line	448	4.00	0	0.00
10	Horiz. 19mm x 22½mm	Rotary	Unwatermark	486	0.40	2	0.80
10	Vertical	Flat Plate	Single Line	443	7.50	0	0.00
10	Vertical	Rotary	Single Line	452	3.00	0	0.00
10	Vertical	Rotary	Unwatermark	490	0.25	3	0.75
10 x 10		Flat Plate	Single Line	424	0.20	12	2.40
10 x 10		Flat Plate	Unwatermark	462	0.35	5	1.75
10 x 10	19mm x 22½mm	Rotary	Unwatermark	543	0.30	8	2.40
10 x 11	19mm x 22½-22¾mm	Rotary	Unwatermark	542	1.50	1	1.50
10 x 12		Flat Plate	Single Line	423D	12,500.00	0	0.00
11 x 10	19½-20mm x 22-22¼mm	Rotary	Unwatermark	538	8.50	0	0.00
11 x 11		Flat Plate	Unwatermark	498	0.25	11	2.75
11 x 11	19½-20mm x 22m	Rotary	Unwatermark	545	175.00	1	175.00
11 x 11	19mm x 22½mm	Rotary	Unwatermark	544	3,250.00	0	0.00
11 x 11		Offset	Unwatermark	525	0.90	3	2.70
12 x 10		Flat Plate	Single Line	423A	6,000.00	0	0.00
12 x 12		Flat Plate	Single Line	405	0.25	12	3.00
12½ x 12½		Offset	Unwatermark	536	20.00	0	0.00
 552							
10	Vertical 19¼mm x 22¼mm	Rotary	Unwatermark	597	0.20	8	1.60
10	Horz. 19¼mm x 22½mm	Rotary	Unwatermark	604	0.20	7	1.40
10 x 10	19¼mm x 22½mm	Rotary	Unwatermark	581	0.75	0	0.00
11 x 10	19¼mm x 22¼mm	Rotary	Unwatermark	578	160.00	0	0.00
11 x 10½		Rotary	Unwatermark	632	0.20	14	2.80
11 x 11		Flat Plate	Unwatermark	552	0.20	21	4.20
11 x 11	19¼mm x 22½mm	Rotary	Unwatermark	594	6,750.00	0	0.00
11 x 11	19½mm x 22½mm	Rotary	Unwatermark	596	100,000.00	0	0.00
imperf		Flat Plate	Unwatermark	575	5.00	0	0.00
Totals:						109	\$376.35

Workflow for the 1c Franklin Stamps by Dr. Mike Francis

While the vast majority of the 20th century US stamp issues have no real monetary value, there is one exception. For many years you have been hearing about the "greens and reds." The 1c green Franklin and the 2c red Washington issues from 1908 to 1932 represent many of the coveted stamp values for 20th century US collectors.

This article focuses on the 41 various 1c greens issued during this period and establishes a common sense workflow to help the collector deal with the volumes of reds and greens in the philatelic world.

It is not unusual for a collector to obtain an assortment of reds and greens sometimes numbering in the 100s or 1000s. Many collectors have neither the time nor patience to "type" every one. Therefore, I have developed a workflow to aid club members in identifying their greens in short order. The 109 stamps reviewed exist in a microcosm of 41 varieties ranging from \$.20 to \$100,000. Out of the 41 varieties, 23 are valued at more than \$1 so it is worth taking a look. Many every day collectors don't have these stamps in their collection because they assume that most greens are the same. Not true! Just examine the chart to see the vast variety of values.

The only 20th century green 1c Franklin not included in the workflow is Scott 300 because it has only 3 varieties each distinguishable by visual observation: perf 12, imperf and coil format.

Out of the 5,000-10,000 1c greens in my accumulation, I grabbed an envelope that contained 109 stamps "that had already been filtered" with Scott 634 removed. To review the 109 and the 1000s in the future, I developed the following workflow:

- 1) sort the stamps into each of the three types of 1c green as shown on the chart on the next page;

- 2) sub sort the stamps by perforation and lay them in individual stacks. Use a piece of paper near or under each stack with the perf size stated;
- 3) stacks that have only 1 variety can be set aside. These would be Scott 357, 390, 392, 405, 410, 412, 423A, 423D, 536, 538, 542, 575, 578, 581, 597, 604 and 632. These 17 types all have a unique perforation and require no additional workflow for identification;
- 4) out of the remaining 24 stacks you must watermark all Scott 331 types, and all perf 10 types of Scott 405. Sub-sort the stacks by single line (wmk. 190) or double line (wmk. 191) watermarks; and
- 5) the hard part of the workflow is measuring the frame size of the stamp. The measurement must be performed on Scott sets 441 & 448, 443 & 452, 462 & 543, 498 & 544 & 545, and 552 & 594 & 596.

Most watermarks are not hard to find. In the Scott 331 types, all series have a watermark whether you see one or not. You might want to send Scott 352, 357 and 387 to be expertized because of their value. In the Scott 552 type series, there are no watermarks. It is the Scott 405 type series that causes some consternation. Scott 452 may have a very small portion of the stamp with the watermark and you might not see it and assume it is a Scott 490. At the catalog price of the stamps, this is a safe assumption.

The last part of the workflow, part 5, is where fortunes can be made if you are looking for Scott 594 or 596. Measuring a ¼mm difference is a function left for the experts. All other mm measurements should be performed with Sonic Imagery Labs Precision U.S. Specialty Multi-Gauge or equivalent. Also, using the "Jiffy" stamp identifier for U.S. 20th Century regular issues by Herman Herst, Jr. will make your life easier.

I was able to identify all these stamps in 65 minutes. With practice you too can do the same.

Identity Uncovered



At first glance most collectors would identify this stamp as some sort of back-of-the-book issue. This is a good starting point.

The first step is to identify the issuing country. As we have learned in previous columns in *Postscript*, stamps with no country name, except for Great Britain, are used for post inside the issuing country. In this case, the quickest method of identification is to use one of the handy identification guides such as Linn's or go to www.askphil.com on the internet and use their reference section. If you look up the word POST in either source it will tell you the name of the country(s) that used "POST" on their stamps. Your best bet is to go to the catalog listing of each country referenced, go to the back-of-the-book section and try to

find the stamp. With Linn's now using color photos for most of their stamp listings, this process has become easier and you will see this stamp in Linn's catalog.

An alternate method of identification is to use the picture section of the Linn's Stamp Identifier book. It may show you this exact style of stamp and the country of origin. Then, use the catalog to look up the catalog number and value. This stamp (with a 20 value instead of 3) is pictured in the new Linn's Identifier.

The stamp is a 1945 3 pfenning sepia colored stamp of Germany, Russian occupation of East Saxony, Scott 15N2 valued at \$.15 in the 2003 catalog.

Identify This Stamp



See if you can identify this stamp. Its identity will be uncovered in the next issue.

TSCC OFFICERS
President & Editor
 Mike Francis 850-385-1060
 email: drmikef@comcast.net
Vice President
 Mickey Dwyer 850-574-5097
Secretary
 Becky Reese 850-656-9598
Treasurer
 Larry Sharp 850-893-3405

The Postscript is the quarterly journal of the Tallahassee Stamp and Cover Club. Articles may be reproduced provided credit is given to this publication.

Some Comments About the Enclosed Survey

The survey is being conducted at the request of the membership of the club. A SASE is provided for your convenience. Please complete the survey and return it to the President. If you have an email address please provide it. The club will not distribute your email address except to other members for the purpose of facilitating the exchange of information and the buying, selling and trading of stamps.

The survey has been constructed to allow you to disclose as much or as little about your collection as you feel comfortable doing with other club members.

The results will be handed out at the March meeting and mailed to members who can not attend the meeting. Thank you in advance for completing the survey and supporting your fellow club members.

STAMP SHOW NOTICE:

February 18-20, 2005

APS Ameristamp Expo Show in Atlanta at the Cobb Galleria Center, Cobb Parkway, Marietta GA. 10A-6P on Friday and Saturday. 10A-4P on Sunday.

St. Augustine will have a stamp show February 26-27. Contact Gary Heiser at 386-445-2254.

Clearwater will have a stamp show Feb. 25-27. Contact Bob Roose at 727-539-8643.

Memories of Mr. Bronson *by Larry Sharp*

While going through some of the miscellaneous items in my collection, I found a postcard addressed to "A. E. A. Bronson, Hulmeville, Penna." That brought back memories of Mr. Bronson, a rather large man (especially for an 11 year old), who lived across the street from home in Tuckahoe, New Jersey in 1948. Mr. Bronson helped and encouraged me to start collecting stamps and that is how I have this postcard today.



The card is cancelled January 22, 1946 and contains information on an offer to Mr. Bronson for a plate block of twenty of Scott Number 771. The offer was \$10.00. That was a lot of money in 1946, because I bought penny candy quite regularly from a small general merchandize store two buildings south of my home. Scott 771 is an imperforate variety of the sixteen cent AIR POST SPECIAL DELIVERY STAMP shown below.



A single stamp is now listed in the *SCOTT SPECIALIZED CATALOGUE OF UNITED STATES STAMPS & COVERS* at \$2.40 and a block of 4 is listed from \$12.50 to \$15.00. After inspecting my album of US SINGLES, I am certain that the stamp in my collection of 771 came from Mr. Bronson as well. It is strange that I still remember him and I can still picture him in my mind after 66 years, especially considering that I moved to Florida permanently in August of 1949.

Sea Turtles: A Symphony of Beauty and Grace *by Larry Benson*

If you have ever watched a documentary on television about sea turtles, you have seen them glide effortlessly through the oceans, their wing-like flippers gently propelling them along, mesmerizing the viewer with their symphony of beauty and grace.

Sea turtles have been swimming in ocean waters now for over 65 million years. As long as 3 to 4 feet and weighing between 100 and 1,000 pounds, these graceful creatures were here when the dinosaurs roamed the earth. Along with crocodiles, marine snakes and marine iguanas, sea turtles are the only saltwater reptiles remaining today.

There is some disagreement among sea turtle devotees about the number of species in existence. Most authorities say there are six: Loggerhead, Leatherback, Kemp's Ridley, Olive Ridley, Hawksbill and the Green. All six are endangered and five of the six frequent and nest on U.S. beaches including Florida.

Unlike land turtles and terrapins, sea turtles can not draw their heads and flippers into their carapaces (shells). Hardly bigger than the face on a wrist watch at birth, they have an innate and uncanny sense of direction which guides them back when adults to nest on the exact beach where they were born several years earlier.

Fortunately, several sea turtle reintroduction programs are underway along the Gulf coasts from Central America northward to Texas, Louisiana, Alabama, Florida and elsewhere. And, what's more, many of these enormous but gentle giants are surviving today thanks to the introduction of turtle excluder devices known as *TEDs*.



Loggerhead
Caretta Caretta



Hawksbill
Eretmochelys Imbriacata



Olive Ridley
Lepidochelys Olivacea