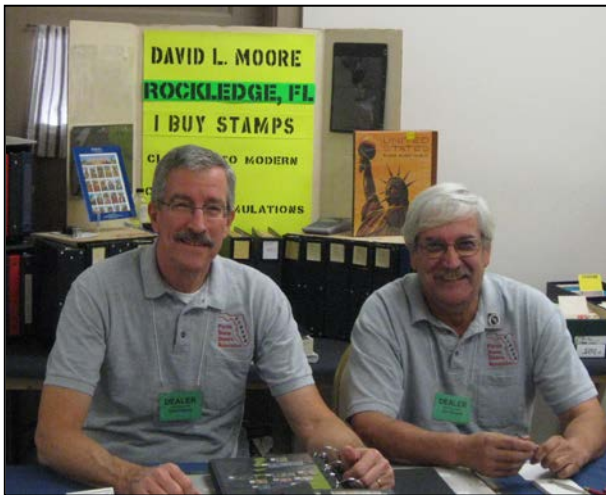


The CFSC January 30th One Day Show

The day started off a little on the coolish side – but warmed up into a very pleasant spring-like day. The 7 dealers in attendance in a somewhat odd show of quick efficiency were all setup and ready to go by 8:55. Thus a good hour was available for coffee and donuts along with a lot of chitchat. The initial rush of show attendees flooded in the doors at 9:55 and kept the dealers very busy until just about 1:30 when things slowed down. The dealers all reported happiness with sales and look forward to returning to any one day show run by the CFSC. Thank you is extended to everyone who sat at the greeting table and to Newt Kulp, who gave freely of his time to make the show a success.





Reminiscences

By Michael Rogers

“Come see me!”

Like wounded warriors, they come with envelopes and bags, suitcases and boxes, wheeled carts and trunks. Dazed widows and poker faced former collectors make their way to the biggest sign “We Pay The Highest Prices.” Wait, there’s another big sign! Its a predictable flow seen at any stamp show.

You ever hear of anyone who said he didn’t pay the highest prices? So why would the biggest signs be the sole criteria for the best?

I was working a show in central Florida many years ago, one of those sleepy affairs that occurred one weekend. It was a great big square room with about forty dealers, the tables hugging the walls with a huge empty space in the center. An older guy entered with a big box and unfortunately started on the other end of dealers. Not having any customers, I could see each dealer either look into the box or pass. The guy was getting tired. He went to the dealer next to me who dutifully looked into the carton and not seeing anything of interest, declined. Then the old guy started to walk out the entry door.

“Hey” I shouted, “Come see me!” I had pads on the seats of my fold up chairs, left overs from my auction, surely a welcoming sight. When he placed the carton on my booth, I taped up the top and swung the box upside down. Then I scissored open the bottom. Wide eyed he looked at me, the crazy fool. Heck, I was bored. But you know what was staring at me when I opened that box? A beautiful fresh VFNH block of 20 of US No. 524, the 1918 \$5 Franklin!

I looked at him and asked, “how much money were you looking to score at the show?” In that Florida country drawl, he said \$10,000. So I started digging and came up with lots and lots of really good stuff. No problem!

Not too long ago, there was a stamp shop within a convenient driving time in almost all parts of the US. Not so anymore. Thus

when a stamp show is advertised, collections come out of the woodwork. It follows that wherever there was a stamp dealer established, good stamp collections are to be found locally. When that dealer is gone, some sellers simply hold onto the collection.

When a show is advertised, sellers should try to match up the content of the collection that they have with the dealer best suited to their material. You wouldn’t go to a skin doctor for a headache; you wouldn’t attend a Madonna concert expecting to go swimming. The general dealer may not understand or have the best buyers for a specialized Malta collection. A dealer who only trades in US plate blocks won’t give you the best price for French Polynesia. Oh, he might buy it, but he will flip it to another dealer. Wouldn’t you rather sell to the end user?

If a three day show, coming on Friday morning is the busiest time for the dealers to sell their merchandise. Thus they will have scant time for you. Usually best time to sell during a three day show is Sunday morning. During a four day show, come Friday or Sunday.

Always a good idea to make an appointment ahead. Sometimes the dealer will come to your home.

Years ago I was tending a NAPEX booth when a courtly gentleman said he would bring his collection of Chinese postal history to the show the next morning for an offer. Experience told me I would need hours of concentration. What better location than his home? That evening we shared a pleasant dinner and I studied his collection in the privacy of his home, able to make the right offer that evening.

Be polite. I have had potential sellers elbow their way to the front of my table to gain my attention, causing distress to others in front. First come, first served. I have had potential sellers offer their material to collectors at my table instead of me. This is a good way to be ejected from the show.

Dealers have time and money at play to attend shows so be nice.

When a dealer makes an offer, he knows you have the option of walking away. That said, he will tell you the best he can pay. What you cannot do is reveal that offer to another in order to get a higher offer. It isn’t fair and it may not be believed. All that will happen is the offer will vanish once you leave the dealer’s table.

I love collecting. As all collectors find, I end up with duplicates. Rather than sell them, I go to the shows and trade with the dealers.

I will always come out with a better trade value than I would had I sold them for cash. I am going to spend the money anyway. Trading means I get a little bump. ☒