

#89w
v.23#1

The Philatelic Exhibitor

— Exchanging Ideas and Techniques to Improve Exhibits, Judging, and Exhibitions —



FOUNDED 1986 • VOLUME 23, No. 1 — WHOLE No. 89 • www.aape.org • JANUARY, 2009

REGISTRATION MARCOPHILY OF THE SOUTH AFRICAN REPUBLIC (TRANSVAAL) 1881-1900.

PURPOSE OF EXHIBIT: This exhibit is designed to show the different markings employed by the post office of the Second South African Republic (Transvaal). These range from those originally used by the First Republic requisitioned in 1874, through the first British occupation in 1878-81 and finally into the highly varied styles used mostly in the main offices of Johannesburg and Pretoria. The treatment is arranged by marcophily with other postal history information discussed to show research and philatelic knowledge. The exhibit is arranged in a chronological fashion. Secondary information is in a separate box with Arial Narrow font.

SIGNIFICANCE, KNOWLEDGE AND RARITY: Initiation of a registration system is significant for the transport of important mail in a rapidly expanding economic frontier which the ZAR was. Knowledge of the rate system is portrayed and some personal research is evident through census comments. Much of this material is exceedingly rare with some items being amongst populations of less than 5 items recorded. Registered marks prior to the boxed markings of 1892 are so uncommon that some examples are first described herein not having been recorded by van den Hurk.

EXHIBIT PLAN:

1. Early Cachets	4 pages
a. Post office protocol and manuscript/pencil marks	
b. Hand stamps	
2. Date stamps: Experimental	6 pages
a. Single oval date stamps	
b. Double oval date stamps	
c. Triple oval date stamps	
3. Oval R/ZAR Cachet	2 pages
4. Date stamp: Boxed "R"	2 pages
5. Date stamps: Special double oval and circular	1 page
6. TPO oval R/ZAR Cachet	1 page

CACHETS

MANUSCRIPT/PENCIL MARKINGS



Manuscript notations of registration sequencing and recording: These were most common in the smaller offices prior to the mid-90's. Manuscript Registered and sequencing number at top left and ubiquitous blue cross.

Although Krugersdorp would become a larger town in the early 20th Century, when the rail line reached there in 1891 it was little more than a quaint village. 2d 1/2oz letter rate with 6d registration fee. Experimental truncated dbl circle cancel introduced mid-88 via Kimberley 12 Aug to Cape Town 14 Aug.

The Title Page From Tim Bartshe's Latest One-Framer.
See Page 17 For The Synopsis.

Property of
American Philatelic Research Lib
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Highlights from our December 2008 sale



Magnus Patriotic Cover to Germany. **Realized \$2,645**



Unique N.Y.F.M. Cancel to Germany.
Realized \$1,150



1858 Three-Color Franking to China.
Realized \$4,890

For consignment information or to learn more about our upcoming auctions, please contact us.



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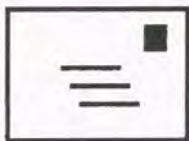
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AAPE STATEMENT OF PURPOSE

The American Association of Philatelic Exhibitors has been formed in order to share and discuss ideas and techniques geared to improving standards of exhibit preparation, judging and the management of exhibitions. We exist to serve the entire range of people who work or have an interest in one or more of the these fields; whether they be novice, experienced or just beginning to think about getting involved. Through pursuit of our purposes, it is our goal to encourage your increasing participation and enjoyment of philatelic exhibiting.

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SEND:

- Proposals for association activities — to the President.
- Membership forms, brochures, requests, and correspondence — to the Secretary.
- Manuscripts, news, letters to the Editor, exhibit listings (in the proper format) and member adlets — to the Editor.
- Requests for back issues (see page 3) to Bill McMurray, P.O. Box 342, Westerly, RI 02891

MAIL MEMBERSHIP APPLICATION TO:

Liz Hisey, AAPE Secretary
7227 Sparta Road,
Sebring, FL 33872

Enclosed are my dues of \$20.00* (US and Canada) or \$25.00 (all foreign mailing addresses) and application for my membership in the AAPE, which includes \$17.00 annual subscription to **The Philatelic Exhibitor**. Life memberships in the U.S. and Canada: 69 and younger \$400, 70-79 \$300, 80+ \$200. Residents of other countries: 69 and younger \$500, 70-79 \$375, 80+ \$250. Paypal is available for an additional \$1.00. Please indicate and I will contact you. Foreign airmail is an additional charge, please inquire if interested.

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SIGNATURE: _____ DATE: _____

* Youth Membership (Age 18 and under) \$10.00 includes a subscription to *TPE*. Spouse membership is \$10.00 — *TPE* not included. Multiple year memberships are available; up to 4 additional years may be paid in advance at \$18.00 per year (US and Canada) or \$23 per year (all other foreign addresses).

THE PHILATELIC EXHIBITOR

Official Publication of the American Association of Philatelic Exhibitors (APS Affiliate #0157)

Vol. 23, No. One

(89)

www.aape.org



January, 2009

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The Philatelic Exhibitor (ISSN 0892-032X) is published four times a year in January, April, July and October for \$15.00 per year (AAPE dues of \$20.00 per year includes \$15.00 for subscription to **The Philatelic Exhibitor**) by the American Association of Philatelic Exhibitors, 7227 Sparta Rd., Sebring, FL 33872.

POSTMASTER: Send address changes to **The Philatelic Exhibitor**, 7227 Sparta, Sebring, FL 33872.

TPE is a forum for debate and information sharing. Views expressed are those of the authors and do not necessarily reflect those of the AAPE. Manuscripts, news and comments should be addressed to the *Editor* at the above address. Manuscripts should be double spaced, typewritten, if possible.

Correspondence and inquires to **AAPE's Officers** should be directed as shown on the inside front cover.

Deadline for the next issue to be printed on or about April 15, 2009 is March 15, 2009. The following issue will close June 15, 2009.

BACK ISSUES of **The Philatelic Exhibitor** are available while supplies last from Bill McMurray, P.O. Box 342, Westerly, RI 02891, Vol. I, No. 2 and 3, at \$5.00 each, Vol. II, No. 1-4; Vol. III, No. 1-4; Vol. IV, No. 3-5; and all four issues of Volumes 5-20 at \$3.00 each; Vol. 21, No. 1-4, \$3.00; Vol. 22, No. 1-4, \$3.00.

FUTURE ISSUES & THEMES

The deadline for the April, 2009 issue of **The Philatelic Exhibitor** is March 15, 2009. The suggested topic is: **"What shows are having to do to survive."**

For the July, 2009 issue — deadline June 15, 2009 — the suggested topic is: **"Where in the hobby should we be searching for new exhibitors, and how do we go after them?"**

YOUR experiences, thoughts, ideas, and suggestions are solicited on these issues or any other, in the form of articles, "shorts," and Letters to the Editor, for sharing with all AAPE members.

If you have an idea for a topic for a future issue, drop me a note; address at the top of this page. —JMH

Editor's AAPE(s) of the Month

In recognition of their contributions to the success of the AAPE and *The Philatelic Exhibitor*, thanks and a round of applause to the following people whose efforts have contributed to AAPE's successes:

- **November, 2008** — **Nick Lombardi** who, again, has compiled our annual index.
- **December, 2008** — **Don David Price** who has taken over the Ad Manager duties and convinced two new full page advertisers of the wisdom of using TPE to get their message out. Please patronize our advertisers.
- **January, 2009** — **All AAPE Members** who write about philatelic exhibiting issues in the philatelic press and especially those who mention and promote AAPE in their articles!

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Attention All Members:

Please make sure that you notify the Secretary — Liz Hisey — of any changes of address so that the database can be updated. Because of the nature of our mailing permit, your TPE is NOT forwarded or HELD (if you are away) but is returned to the secretary, postage due. Save the Society the cost of lost issues and yourself the cost of additional mailing and due fees by getting your change of address by snail mail or e-mail to the secretary as soon as possible.



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What's New @ www.aape.org

Please visit www.aape.org/news.asp for the links to these pages:

- "Premium Level" Members list
- 2009 Youth CofC Exhibitors List Updated
- 2008 Second and Third Quarter AAPE awards
- 72 Exhibits Online — up from 44 from January 1, 2008

EXPONET

AAPE suggests that members take a look at VIRTUAL INTERNATIONAL PHILATELIC EXHIBITION "EXPONET" — actually 461 online exhibits from collectors, exhibitors and auctioneers — <http://www.exponet.info/>

It is intended as a public display of good, very good and high quality exhibits and philatelic studies of all philatelic areas and time periods in English, French, German, Spanish or other languages...The aim of the organizers of EXPONET is to provide a permanent presentation of high quality stamp and philatelic exhibits so as to facilitate online study for visitors throughout the world.

Diamond Award Winners

26. Earle Plyler — "United States Two Cents Domestic Rates" (10 Golds)
27. Donald A. Hines — "GBKG V Photogravure Issue 1934-46 (10 Golds)
28. James Graue — "Germany 1934 Air Mail Issue" (10 golds)
29. Stan Luft — Six Different Gold Exhibits

Diamond Award Applications

The Diamond Award is given to an exhibitor who has supported national level shows through consistent excellence and frequent entry of their exhibits. To qualify, the exhibitor has to have achieved 10 gold awards with a single exhibit or six gold awards with six separate exhibits over a span of 10 years in **U.S. and Canadian national level shows.** International, regional and local shows do not meet the criteria for the award. Only one Diamond Award is given to an individual exhibitor. Exhibitors can apply for the Diamond Award on the AAPE website (www.aape.org) or use the following URL, which will take you directly to the application: http://www.aape.org/diamond_award.asp

Mentor Service Needs You!

The mentoring committee is seeking two types of individuals.

One is reading this paragraph right now. That is the member of AAPE that cares enough about their "hobby within a hobby" to read about and keep up to date on philatelic exhibiting. This type of individual is needed to mentor.

The second type of individual is not reading this right now. They probably don't know about AAPE and in fact they may not have previously exhibited. If they have exhibited their collection, they may not have received a medal commensurate with their perceived level or were embarrassed by their medal level to the point of not asking any questions. This type of individual needs mentoring.

I hope I receive e-mails from several of you that can volunteer to mentor.

The second type of individual is going to be referred to the Committee by you, too. This individual is at your stamp club or regional show. They are at WSP shows. They have an interest, but need to be told about how we can help, and then referred. The committee will be happy to contact them. Can you help?

Kent Wilson

P.O. Box 51268, Billings, MT 59105
kurgon96@bresnan.net

NEEDED NOW FOR THE APRIL, 2009 & JULY, 2009 ISSUES

Articles • Opinions
Titles & Synopsis Pages
Classifieds, Etc.

Send to:

John M. Hotchner, Editor

P.O. Box 1125

Falls Church, VA 22041

or E-mail:

jmhstamp@ix.netcom.com

Editor's 2¢ Worth

by John M. Hotchner, Editor, P.O. Box 1125, Falls Church, VA 22041
jmhstamp@ix.netcom.com



From Whence A Subject The single most often used excuse for not exhibiting is that the person we are approaching has nothing worth exhibiting. Often that is precisely true. Most collectors are happy generalists. They collect an example of each stamp that their country of choice has issued, or every stamp they can find with a dinosaur. Getting from here to conceptualizing a first competitive exhibit is akin to climbing Mt. Everest. So, here is my question: How did you do it? As an aid to people willing to exhibit, but not knowing where to start, I would like to run an article with responses from many of you that would provide hints as to how to approach this problem with your experience as a guide. Please respond to me at the above address(es) by March 15.

Our 2007 and 2008 Neil and Jennings Award Winners: I am pleased to announce that the winners of the noted awards for best article in TPE (named for Randy Neil) and the best article by a first time TPE author (named for the late Clyde Jennings) are:

2007 – Neil Award: “Rarity, Scarcity and Difficulty of Acquisition – philatelic and exhibiting challenges” by Dr. Robert Bell and Ben Ramkissoon. Jennings Award: “Build Your Own Portable Exhibit Frame” by Barbara Harrison.

2008 – Neil Award: “Mining the WSP Medals Database” by Jim Kotanchik. Jennings Award: No appropriate article.

Congratulations to the winners, who will be honored at AmeriStamp Expo in Arlington, Texas in February. I must add that I am a bit troubled by the lack of candidates for the Jennings Award in 2008. There are more members who have not written for TPE than those who have. The field is wide open. Please take pen in hand! We need to hear new voices, with new viewpoints!

Your 2¢ Worth

— Robert Bell • Cheryl Ganz • Robert Morgan • Gregg Hopkins • Larry Nix
• Jim Kotanchik and Tony Wawrukiewicz

EFIRO 2008

To the Editor:

Dr. Peter McCann was very kind to comment on my report on EFIRO 2008 in the October 2008 issue of the Philatelic Exhibitor.

He was also very gracious to offer to bring the report before FIP Officials.

We seem to differ on the remedies but hopefully some good will come from having put something down on paper.

Picking up on the overall EFIRO comments in the report, would Doctor McCann consider supporting the making available in advance of all FIP Shows, details of the kinds of facilities, restaurants and eating places available at the show site, anticipated attendance (range), dealers and postal agencies attending, activities planned (particularly for those accompanying a philatelist), society meetings, symposia, philatelic meetings, etc., etc. (perhaps in an easy to view YES, NO, summary table). With this, persons interested in attending would have a far better idea of what to expect.

Robert Bell
West Sedona, AZ
msbell@esedona.net

Woes of A Show Organizer

To the Editor:

The following is from a collector to George Brett, found in his papers by Richard Bates, Research Associate at the Smithsonian National Postal Museum;

The Philatelic Exhibitor

dated 1950: “At the last minute I decided not to exhibit at Napex. Cost about \$30.00 and I decided to buy Muriel a toaster or mixer instead.”

Cheryl Ganz
ganzc@si.edu

Ask O. Reactions

To the Editor:

Thanks to Capt. Odenweller for his *Ask Odenweller* lead item in the October 2008 issue of the T.P.E.

His editorial concerning my comment in a previous contribution to “Your 2¢ Worth” stated that the perception of myself and possibly other exhibitors that the AAPE Award of Honor was given as a consolation prize was, according to Odenweller “not true.” He went on to explain that this award criteria specified it to be presented to exhibitors who did not make it to the Gold level and “Rather than a consolation, they are a recognition of fine effort.”

This may have been the intent of the award but not the view of everyone. As a matter of fact, some exhibitors believe they received their AAPE Award of Honor for “presentation.”

If one would look to the “AAPE EXHIBITS AWARD PROGRAM” box which appears in every issue of the T.P.E. it states the AAPE Awards of Honor are for “presentation.” The AAPE web site also states the AAPE Awards of Honor are for

excellence in presentation. If Odenweller is correct, the editor should change the awards description to read, AAPE Awards of Honor – available to those exhibitors who did not receive Gold but made a “fine effort.”

Odenweller’s second paragraph referenced my query of the term “mug hunters.” I have been referred to as one, (related to my effort to promote the AAPE Diamond Award) so it’s nice to know from where the term was derived.

For those who missed Odenweller’s explanation: “awards in years long past seemed to gravitate toward cups of various sizes, or “mugs.” For what it’s worth, those looking for the cups were somewhat derisively called “mug hunters.” He goes on to say, “I’m sure the term is still used. I’ve used it on occasion, although not recently.”

I, for one, do not resent the “mug hunter” term. (In the past year I have received more press and e-mails concerning the mug hunter topic than I have received for all my philatelic accomplishments combined.) In the opinion of many exhibitors, we “mug hunters” who continue to upgrade our exhibits with new research, material and presentation techniques are at the same time supporting many revenue-ailing shows and dealers. Many of us make new discoveries (as we continue to improve our exhibits for the next show) and write articles sharing and documenting our research and in general,



Festival for Philatelic Women

The Festival will take place in May 2009 at the American Philatelic Center, Bellefonte, PA

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San Francisco Airport Marriott Hotel

The American Philatelic Society is offering two courses as part of its continuing education series. The cost for each course is \$195 for APS members; \$295 for non-members. Register online at www.stamps.org/Education/edu_Courses.htm.

Expertizing CSI

Mercer Bristow of APS Expertizing will reveal more than meets the eye. Students will learn the process of formal certification by experiencing the day-to-day operations of the oldest expertizing service in the U.S. APEX was first offered to the hobby by the American Philatelic Society in 1903. Tools used by examiners and the necessary published works that supplement the review process will be included. Discover the importance of a good reference collection containing both genuine and forged material. Learn of little-known websites that assist examiners in their studies and bring along your problem stamps.

Mercer Bristow, a lifelong collector, has headed the American Philatelic Expertizing Service (APEX) since he joined the APS staff in 1981. His interest in the art and science of philatelic expertizing began as a full-time lot describer for Matthew Bennett Auctions (1977-80) and in part time retail with the Handy Stamp Company (1974-81). He has been curator of the APS Philatelic Reference Collections since 1992, and established the APS Quick ID Service in 2005. He has served on the Expert Team for two international philatelic expositions, INTEPEX 97 in New Delhi, India and more recently for Washington 2006.

Pressing Issues: How Stamps Are Printed

Wayne Youngblood, collector and philatelic journalist, covers the four printing types (intaglio, photogravure, letterpress and offset) in detail, as well as show collectors how to effectively distinguish between them. The course also will enable collectors to understand plate varieties and diagnose the causes of most errors, freaks and oddities. This course has no prerequisites. Although appropriate for newer collectors, it has enough information to challenge the more advanced collector.

Wayne is a lifelong stamp collector and APS member for more than 30 years. He serves as an expertizer for American Philatelic Expertizing and instructor at the APS Summer Seminar on Philately for almost 20 years teaching Stamp Technology. He has served as an editor at *Linn's Stamp News*, became Editor of *Scott Stamp Monthly* and later Editor-Publisher of *Stamp Collector* newspaper. Wayne currently divides his time between freelance writing, editing and exhibit work, and as Vice President, Consignor Relations, for Regency-Superior Auctions. He edits the *Airpost Journal*, is author of eight books, thousands of columns and features, and speaks extensively on the hobby to both philatelic and non-philatelic groups.

Accommodations

WESTPEX has negotiated hotel rooms at the San Francisco Airport Marriott Hotel, 1800 Old Bayshore Highway, San Francisco, CA starting on Monday at the show rate of \$108.00 plus tax.

- To make a reservation via the Internet: <https://marriott.com/reservation/availability.mi?propertyCode=SFOBG>
- If using the telephone, ask for the WESTPEX Stamp Show rate.
- The hotel provides complimentary shuttle service (4:30 a.m. - 11 p.m.) between the hotel and the airport. From the airport you can take BART into the city-by-the-bay.
- \$5 per day parking, \$10 per day valet parking

Following the course, the WESTPEX Show will be held April 24-26, 2009.

The show website is www.westpex.com.

\$15 Registration Discount until March 30, 2009

support exhibiting and philately.

For many of us referred to as mug hunters, it is not about the "mug" it is about striving for excellence and the pursuit of our personal goals.

In 2008 my personal philatelic goal was to produce exhibits that would admit me to all three legs of the "trifecta of philatelic exhibition" in 2009. These being, the Champion of Champion competition in Pennsylvania, the Single Frame Championship and the Most Popular Championship competitions to be held in Texas. I am pleased to say that I am one of the few who do have entries in all three. I will also say that I was not so much concerned with the "mugs" that I received along the way as I was the personal satisfaction rendered. Many of my "mugs" are in boxes in my office storage and not often looked at – but the accomplishments and the positive interaction with those of similar interest are very often reflected upon.

For those of you who may also be considered "mug hunters" we have a blog set up by one of our fellows. To express your thoughts go to www.mughunter.com.

Philatelically Yours,
Gregg A. Hopkins, Sr.
Phoenix, AZ
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Write-up Length

To the Editor:

As we all know every postal artifact has a story. Sometimes it takes an extensive periodical article or even an entire book to tell that story. In exhibiting, however, brevity is the generally accepted rule. I developed and exhibited my first display exhibit in 2003. From the beginning I acted on the premise that a display exhibit by its very nature could violate some of the generally accepted rules. In my exhibit on the history of libraries in America, I chose to include more extensive write-ups on some items. The write-ups for these items were typically the result of extra research and investigation on the relationship of the postal artifact, usually a cover, to the history of a library or librarian. In my synopsis, I include the following statement: "The narrative elements, by design, vary in scope depending on the item or topic discussed. I feel that because of the nature of the exhibit a longer narrative is sometimes warranted." At a recent stamp show my exhibit was dropped a medal level, from Gold to Vermeil, and one of the stated reasons was that my write-ups were too lengthy. At the preceding stamp show at which my exhibit was shown, the exhibit received a Gold award, the APS Research Award, and the American Philatelic

Congress Award. The length of the textual writeups was not mentioned in the exhibit evaluation. In both instances the judges who did the primary review of my exhibit were extremely well qualified and were both very knowledgeable about display exhibiting. I feel strongly that some flexibility should be allowed on the extent of textual write-ups depending on the nature of the exhibit. The most recent version of my exhibit is entitled "The Evolution of the American Public Library". What are your thoughts?

Larry T. Nix
nixlibraryhistorybuff.org

Re: Shows Problems Filling Frames

To the Editor:

Something just occurred to me and I figure it's best if I'll write it down. There must be many exhibitors whose collections are more extensive than the 10 frames allotted. Time-to-time they would gladly show the rest of their collection in addition to the 10 frames allotted.

These extra frames could be "rented" and would receive no judging. These extra frames would be reserved right next to the "judged" exhibit as a continuous collection.

Everybody would win, the exhibitor, the viewers and the shows would have extra income!

Robert B. Morgan
Los Angeles, CA

robertmorgan@roadrunner.com

Thanks for Listening!

To the Editor:

Judges and most exhibitors are all aware of the ongoing effort by CANEJ, now nearing fruition, to both improve and simplify the judging process. The December 1, 2008 APS letter to judges described both the underlying reasons and most of the changes that will be implemented. Without a doubt the most important step taken was to institute a uniform set of judging criteria and feedback system for ALL exhibits. That set of criteria is embodied in the UEEF (Uniform Exhibit Evaluation Form) that judges will use to provide a uniform basis for evaluating exhibits, and to provide feedback to all exhibitors.

A team of experienced judges and exhibitors undertook the almost impossible task of building consensus around a form (the UEEF) and a set of descriptions of how the various areas of that form should be interpreted and weighted. The December APS letter contained the result of their efforts. Tim Bartshe, Steve Reinhard, and their team crafted a document to be proud of. Congratulations to the entire group for their product!

However...(A pregnant word if there ever was one).

Both of us (Tony Wawrukiewicz) and Jim Kotanchik) saw that version of the UEEF in the APS letter. We were both impressed and a bit disappointed. We were the proverbial Monday Morning Quarterbacks looking at the results of the game and saying "what if...?"

Tony and I chatted a bit over the phone discussing our concerns (very few compared to the overall content) and decided to send Tim a note describing our comments and concerns. Tim listened, commented, dealt with our concerns, and explained the reasoning that went into the various areas. In a few areas, he concurred with our comments, and integrated our thoughts into the final product.

Is the UEEF perfect? Very close! Will it go through additional iterations? Very likely! That is always part of the process of taking a major step forward.

The reason for this letter however is not to critique the UEEF, but to say publicly that we strongly support both the effort and the product. We wish to thank Tim, Steve, and the team for first for undertaking the effort and then listening to us and responding with well thought out explanations.

Jim Kotanchik
Acton, MA

Jimkot@verizon.net

Tony Wawrukiewicz
Portland, OR

tonywaw@spiritone.com

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**PLEASE!
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WITHOUT THE FORMS
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Report From The Secretary

by Liz Hisey, 7227 Sparta Rd., Sebring, FL 33872



MEMBERSHIP STATUS AS OF AUGUST 31, 2008:

U.S. Membership	
Active and paid up	763
Life Members	76
4th Quarter New Members	13
Deceased	1
Foreign Membership	
Active and paid up	123
Life Members	13
2nd Quarter New Members	3
Total Membership December 31	886
Life Members	89

Special congratulations go to the Novice Award Winners 4th quarter 2008. Robert Boyd, StampShow 2008; Peter Chang, Southeastern 2008; Milton Wirth, Milcopex 2008; Don Collins, Okpex 2008; Joseph Higgins, Vapex 2008 and Nicholas Kirke, Florex 2008. In addition we had 12 Youth Champions. Jenna Smith, Minnesota Stamp Expo 2008; John Phillips, St. Louis Stamp Expo 2008 and Southeastern 2008; Sabrina McGill, Plymouth Show 2008; Trevor Thomas, Rompex 2008; Amber O'Reilly, Royal 2008; Shannon Madigan, AmeriStamp 2008; Sherri Biendarra, Milcopex 2008; R.J. Butterline, Philatelic Show 2008; Cassi Stahl Indypex, 2008; Lorah Wilson, StampShow

2008: Adam Mangols, PNSE 2008 and Nick Hall, Okpex 2008. All of the above have earned a complimentary membership to AAPE for one year.

Welcome to new members for the 4th Quarter 2008:

John Weigle, Ventura, CA
Neal West, Portage, WI
Edward Mangold, Whiting, NJ
James Blandford, Lincoln, MI
Frederick Clark, North Bend, OR
Tono Dwi Putranto, Indonesia
Philip Hughes, Santa Barbara, CA
Stanley Christmas, North Richland Hills, TX
James Stultz, Moundsville, WV
Ken August, Irvine, CA
Dominick Russo, The Villages, FL
Bryan Kendall, Fremont, NE
Elizabeth Sodero, Halifax NS, Canada
Kurt T. Albrecht, Waukesha, WI
Vincent Morques, Omaha, NE

We have also to report the sad death of Nick Carter. The AAPE Board sends condolences to the family.

Twenty-six letters were written to acknowledge creativity, gold and silver pin awards. In cases where the recipient was a nonmember, back issues of TPE were included, and they were encouraged to join AAPE.

This has resulted in several new members.

Letters and cards have also been sent, when I have been notified of a death or illness.

Data base has been updated as change of addresses have been received.

Respectfully submitted,
Elizabeth Hisey, AAPE Secretary

Dear AAPE Members,
An important part of your membership are the four issues of *The Philatelic Exhibitor*, if you have not communicated with me that you have moved or have moved north for the summer, or south for the winter, your magazine will be returned to me. Our not-for-profit bulk mailing does not allow for any of the magazines to be forwarded, so they come back to me and AAPE has to pay \$1.34 for each returned copy.

I know you don't want to miss an issue, so please let me know your movements so that I can adapt the mailing list to reflect your current address. A quick e-mail is all that is needed unless you have sent out change of address cards. lizhisey@comcast.net

Thanks,
Liz Hisey, AAPE Secretary

Premium Memberships in AAPE — Dues Year 2009 (as of 12/27/08)

Patron Member:

Rex J. Bates

Sustaining Members (\$50):

Paul L. Baker
Paul Benson
John T. Burnett
Arthur J. Cole
Larry Davidson
Jerry F. Eggleston
Paul Fletcher
Alredo Frohlich
Irwin J. Gibbs
Robert D. Hohertz
Gregg A. Hopkins, Sr.
Paul A. Larsen
Kurt W. Laubinger

Richard Miggins

Dr. Reuben Ramkissoon

Rex H. & Barbara Stever

Contributing Members (\$30):

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Calvin H. Allen Jr.
Michael D. Beck
Richard Bodin
Conrad Bush
Roger S. Cichorz
David C. Collyer
Frederick C. Dietz
Richard Drought
Jack Dykhouse
Cheryl Edgcomb

Norman L. Elrod

Arnold Engel

Dr. Edward Field

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Martino Laurenzi

Luca Lavagnino

Hugh Lawrence

William Lenarz

Joann Lenz

William Maddocks, MD

Robert G. Metcalf

George Michaels

Clark L. Miller

Edward Moore

Robert B. Morgan

Vernon R. Morris, Jr. M.D.

Elchi Nowrojee

James R. Pullin

Frederick W. Rogers

Robert G. Rose

Robert G. Rufe

Robert Schlesinger

Cynthia Scott

Edwin H. Shane

Lawrence Sherman, MD

For 2 years:

Capt. R.D. Rawlins

Gary M. Stone, MD

If you have not paid your 2009 dues, you can pay for this year and up to 4 additional years may be paid in advance. Prices below include the \$1 handling fee for Paypal.

U.S./Canada Membership Dues: 1 Year: \$21 2 Years: \$41 3 Years: \$61 4 Years: \$81 5 Years: \$101
Foreign Membership Dues: 1 Year: \$26 2 Years: \$51 3 Years: \$76 4 Years: \$101 5 Years: \$126

All amounts over the annual dues are a tax free donation. Members at these premium levels (Contributing, Sustaining, Patron) will be listed on the website and in TPE (if so desired). Thank you for supporting AAPE.

Contributing Membership Dues: 1 Year: \$30 2 Years: \$60 3 Years: \$90 4 Years: \$120 5 Years: \$150
Sustaining Membership Dues: 1 Year: \$50 2 Years: \$100 3 Years: \$150 4 Years: \$200 5 Years: \$250
Patron Membership Dues: 1 Year: \$100 2 Years: \$200 3 Years: \$300 4 Years: \$400 5 Years: \$500

PRESIDENT'S MESSAGE by Tim Bartshe



As you are reading this, I hope that you have all recovered from the Holidays, are successfully following up on your New Year's resolutions and getting prepared to attend Ameristamp Expo in Dallas February 20-22. The Society will once again have a booth so stop by, sit down and chat. Better yet, sign up as a volunteer to staff the table for an hour or two. The location is Booth L, closest to the exhibit area. Contact Liz Hisey if you will be there and can spend a few hours away from the approximately 100 dealers. Look forward to seeing you there and at our Annual General Meeting where we will deal with the news of the day and once again have fun with the team competition which this year has seven team entrants.

This past November at CHICAGOPEX, the Society honored its second recipient of the Bernard A. "Bud" Hennig Award which is awarded to the judge who best exemplifies excellence, innovation and improvements in the craft of judging either literature or philatelic exhibits. This year's recipient was none other than our very own Editor and Vice President, John Hotchner. The list of

John's accomplishments both as an innovator and mentor is long; too long for the short space I have. Let us just say that, even though the award to Bud was a hard act to follow, John was an easy selection for the committee. I want to thank the committee for their work and John for his 24+ years of being one of the archetypal judges of our time.

Last October, SECSCAL hosted the first full-fledged FIAF show ever held in the United States. Jim Mazepa, new incoming President of FIAF, was the lead organizer in pulling of this show in less than 10 months. However he might have come up short had it not been for the SECSCAL committee led by Jerry Kasper. The show, with all of the roadblocks thrown in front of it, was in my humble opinion an unqualified success, with a true international flare, with North, Central and South American representation on the jury and in the exhibit frames. It was a pleasure to be involved with the show and all of us in organized philately want to thank the SECSCAL and FIAF groups for the successful venture. Hopefully this is the begin-

ning of many more to come.

On a final note, thinking outside the box, not always something that our "leaders" do unfortunately, is what we all should do every now and then. AAPE's Board tries to do it every once in a while and member, long-time exhibitor, and judge Bill Schultz is doing that very thing right now. Bill has approached the Chester County Night School in Pennsylvania where he lives to allow for a 6-evening course on *The Wonders of Philately aka Stamp Collecting*. In this course, Bill will hit on such subjects as what and why to collect, the thrills of exhibiting, various avenues of collecting, investment attributes and other related subjects. Bill will also give a seminar on picture postcards; their collecting and enjoyment. Bill is currently working on a 12-week course at another learning center. Good luck Bill and please let us know how it goes. These kinds of efforts can expand interest in our hobby and maybe even bring a few new collectors to our neck of the woods.

SHOW AWARDS CHAIRS, PLEASE NOTE: THE AAPE EXHIBIT AWARDS PROGRAM

AAPE "Awards of Honor" for presentation, and the "AAPE Creativity Award" are sent automatically to World Series of Philately (WSP) shows; to the person and/or address given in **The American Philatelist** show listing. All local and regional (non-WSP) shows are entitled to present "Awards of Honor" according to the following:

U.S. & Canadian Shows of 500 or more pages — Two Silver Pins.

U.S. & Canadian Show of fewer than 500 pages — One Silver Pin.

All requests must be received in writing *at least four weeks in advance of the show date*. *Canadian requests* should be sent directly to our Canadian Awards Chairman: Ray Ireson, 86 Cartier, Roxboro, Quebec H8Y 1G8, Canada.

All U.S. requests should be sent to Denise Stotts, P.O. Box 690042, Houston, TX 77269

ATTENTION: LOCAL SHOW MANAGERS

The AAPE Board has approved extending the Novice Award (which includes a year's membership in AAPE) from World Series shows to local and regional shows at these levels...

Novices are defined as those who have not exhibited before (not an experienced exhibitor with a new exhibit).

Show committees can use the application form or the IFC to have the novice register. It should be sent in to the secretary with a copy of the show winners list.

How To Add Your Exhibit to aape.org

You are invited to add your exhibit to the AAPE website!

- Images should be numbered 1.jpg, 2.jpg, 3.jpg,...160.jpg • If you want to e-mail the images, please use malariastamps@yahoo.com.
- If you want to send a CD through the mail, please use the following address: Larry Fillion, 18 Arlington Street, Acton, MA 01720, USA
- If you want to upload through FTP, I will send you an e-mail with the FTP information including username/password.

Title/Synopsis Page Critique Service

1) Submissions should be sent to Dr. Guy R. Dillaway either by electronic format in WORD or some other easily readable format or hard copy by USPS. Please include \$1 for return of hard copy. 2) Please send your title page and synopsis — the latter not to exceed two single-spaced typed pages. 3) Items will be forwarded to one or more experienced accredited judges for comments on the strengths and weaknesses. Suggestions will be returned to the owner either by e-mail or USPS. 4) Please include a release for the material to be published in "The Philatelic Exhibitor" as a training article. No identities will be indicated. This is not a requirement for the critique but we would appreciate the cooperation.

E-mail: PHBRIT@comcast.net USPS: Dr. Guy R. Dillaway, P.O. Box 181, Weston, MA 02493



“The Fly” Out of Hibernation

“The Fly” exists to improve the experience of managing and participating in stamp shows. In the past, “The Fly” had a lot to do, but then things improved, and “The Fly” went into hibernation. Now a new generation of show committees are on the scene, and it is time to take improvement to the next level. “The Fly” will pass out Golden Flyswatters for practices that are worthy of emulation. Fly Bites will point out things that have room for improvement.

And the first Golden Flyswatters go to . . .

Stamp shows that encourage more interaction at the frames. The Rocky Mountain Stamp Show, for example, opens the exhibit area following the Awards Banquet. Exhibitors stand by their frames to guide all interested parties through their exhibit. It is a great way to wrap up an evening of celebration. Those shows who open a suite for an after-banquet celebration might consider holding the celebration in the exhibit area instead.

Another way some shows improve the educational value of their exhibits is to conduct guided tours through the exhibits. These are generally of two types: tours by show committee people or tours by members of the jury. In either case, these tours give the show committee a chance to excite and encourage others to exhibit and to promote philately to the casual show attendee. Smaller shows have been known to conduct their critiques at the frames, with the

judges as a group leading exhibitors and other interested parties through the entire exhibition with a running commentary and answering questions.

A Fly Bite for Ugly Frames

Most shows have someone who tries to keep the exhibit frames in working order; however, it appears that few shows concern themselves about frames that are functional but also difficult to use or which are downright ugly. Ugly frames put off viewers. These shows earn a well-deserved Mashed Fly.

Nothing is as frustrating to an exhibitor as a poorly maintained frame unit to house the exhibit. It seems that year after year, frames get patched with “make do” repairs when they are put up, but quite often the frames are not restored to present the exhibit in its best light;

- The paper backing is not properly attached.
- There are no plastic rails – just folded paper to hold the pages.
- The Plexiglas is badly scratched (or even cracked).

Sometimes the backing nuts are replaced during mounting because they are a security issue, but often the above are not corrected because they are not security-related.

It is neither difficult nor expensive to convert those old folded paper and brittle dried masking tape backings with clean white paper and plastic strips. The materials cost about \$10 per “side” or \$20 per frame unit. A 3’ roll of matte

white paper and a can of acid-free spray adhesive will take care of the backing paper needs. The APS offers the plastic rails to hold the pages at \$1 each (plus postage), and they come with double-stick tape already attached. The replacement takes about 15 minutes per side.

Badly scratched and cracked Plexiglas is also not hard to replace. A 4’ x 8’ sheet can be cut into two 3’ x 4’ pieces with a 2’ x 4’ left over. The left-over pieces can be rented or sold to dealers for their bourse tables. The pop rivets on diagonally opposite corners need to be drilled out so the frame pulls apart leaving two “L-shaped” rails – one L still attached to the upper hinge. After replacing the Plexiglas, use a pop rivet tool to reattach the frame rails.

So some time before your next show, pull the frames out of storage and have a look. Replace the backing paper on all “folded paper” frames. Make certain the Plexiglas is free of major faults. The exhibitors will notice, and they are more likely to return to a show with frames that show off their collection to good advantage. What’s more, the general public will notice how nice things look, and a little positive publicity for a show is always a good thing.

Your Participation Needed

“The Fly” tries hard but can’t be everywhere. If you see a practice at a show that needs to be rethought or a practice that others should consider copying, jot it down and send it to me care of our editor.

Help With New Projects — Free Listing

- **Lady Justice/Scales of Justice** — On U.S. and U.S. Possessions, BP, US 313 on nonphilatelic cover/piece, and possessions revenues. Bill Kirkpatrick, 4103 Woodland Dr., Fairfax, VA 22030-5105.
- **Toy Post/Kinderpost Stamps and Covers** — For developing fun exhibit. John M. Hotchner, PO Box 1125, Falls Church, VA 22041-0125 or jmhstamp@ix.netcom.com.

If you would like a **free listing in TPE** to help you with a new exhibiting project, please complete the form below, and send it to the Editor ASAP:

I’m developing an exhibit of _____, and need help with (material) (information) (organization and presentation) and/or _____.

Name and address: _____

Send to John Hotchner, PO Box 1125, Falls Church, VA 22041-0125

CLASSIFIED ADS WELCOME

Your AD HERE — up to 30 words plus address — for \$5.00 per insertion. Members only. Send ad and payment to the Editor, P.O. Box 1125, Falls Church, VA 22041-0125.

- **MOURNING COVERS**, U.S. Postal Counterfeits, Yemen oddities, “Hubba Hubba” Korean War Covers, 1934 and 1935 Christmas Seals on cover, Pentothal cards, and US Auxiliary markings on domestic and incoming mail wanted. Write John Hotchner, P.O. Box 1125, Falls Church, VA 22041-0125 or jmhstamp@ix.netcom.com.
- **USA COLLECTIONS OF EACH OF THE FOLLOWING**: Scott #736 Maryland, 772 Connecticut, 782 Arkansas, 894 Pony Express, 897 Wyoming, 924 Telegraph, 925 Philippine Islands, 927 Florida. The collections consist of essays, sheets, position plate blocks, FDC, and postal history. Exhibitor lost interest. E-MAIL — rkschoss@mindspring.com for details and price.
- **“INTELLIGENCE”** material for emerging exhibit and column. Covers, stamps, postal history associated with CIA, FBI, KGB, MIS/6, Mossad, covert operations, etc. Literature/references/appropriate material also sought. All inquiries acknowledged. Prof. Mark Sommer, 1266 Teaneck Road Apt. 10A, Yeaneck, New Jersey 07666.
- **FOREIGN POSTAL STATIONERY COLLECTIONS**, accumulations, mint and used, single items, duplication OK. Steve Schumann, 2417 Cabrillo Drive, Hayward, CA 94545, sdsch@earthlink.net, 510-785-4794.

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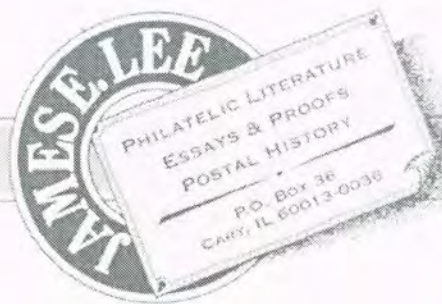


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No one ever says "It's Only A Game" when their team's winning — Anon.



Winner Of The Second "Bernard A. Hennig Award For Excellence And Improvements In Philatelic Judging" Named for the Awards Committee by Eliot A. Landau, Chair

In 2007, AAPE created the Award for Excellence and Improvements in Philatelic Judging, adopted guidelines for it and created the Awards Committee. The first award was given to Bernard A. "Bud" Hennig and then the award was named in his honor by the Board. We honor the second recipient of the Bernard A. Hennig Award for Excellence and Improvements in Philatelic Judging, John M. Hotchner, one of the most well known and respected philatelists in the United States.

John began as a serious collector in 1955 at the age of 11 while his father was on an assignment in India and brought him to a stamp auction at the Delhi Stamp Club. John outbid his father for a packet of India and States stamps. He learned that it was not wise to infuriate your fellow philatelists, especially your benefactor. He explained, in the July-August 2008 edition of *American Stamp Dealer & Collector* how he got his start and how he grew as a collector, exhibitor, writer and, eventually, judge. Shortly after the Interphil US International in Philadelphia in 1976, John became a contributor to *Linn's Stamp News* and its lead writer in 1986 for the well known almost full page column *US Notes*, which has appeared in virtually every issue of *Linn's* for 22 years.

We want you to know John Hotchner, philatelic activist. When John sees a problem, he does not wait for someone else to find the solution. He solves it himself. He has always believed in the power of communication to share ideas and learning. It is probably genetic because his father was one of the original staffers for the Voice of America and cofounder of the Voice of America Stamp Club.

John learned early that the way to obtain and share information in a new field was to create a society to study and promote that field. He first did this as the founder of the Errors, Freaks and Oddities Collectors Club. He was the cofounder, with Randy Neil, of the American Association of Philatelic Exhibitors and has been the only editor of *The Philatelic Exhibitor* since its founding in 1986. He also has been a supporter of the recently founded Auxiliary Markings Society, and his exhibit on Auxiliary Markings from 1900 to 1950 just received the Grand Award at VAPEX.



At CHICAGOPEX 2008, John Hotchner receives the 2nd Annual Bud Hennig Award from Bud himself. Also shown is Eliot Landau, Chairman of the Hennig Award selection committee.

He has exhibited in traditional, postal history, display, cinderellas, airmail, FDCs and one frame and literature and earned golds in each multi-frame class and literature and two Grand awards for multi-frame exhibits and a large vermeil internationally. His *World Rarities and Uniquities* exhibit, put together in 2001, has been shown in the Court of Honor at almost all APS shows since and other WSP shows.

In 1984, Bud Hennig, Chairman of the Accreditation of Judge's Committee, named John as an accredited national philatelic judge. Two years later, he was accredited in literature. In 1989, he was accredited by the FIP for international judging in postal history and traditional philately and later in revenues and literature. He has served on juries in Australia, Bangkok and Israel as well as Canada, San Francisco and Washington. He first served as a Chief Judge in 1986 and was one of the first Chief Judges accredited in 1995.

John served as a member of the Accreditation of Judges Committee 1985-1989 and 1993 to 2003 and as Chairman in 1995 through 1997 when he left to serve as APS president. He encouraged judging excellence and the recruiting of new

judges. He changed the name of the committee to the Committee on Accreditation of National Exhibitions and Judging (CANEJ) in order to put more emphasis on show accreditation and standardized open operating procedures. He wrote pamphlets on the operation of CANEJ, how to become an accredited APS judge, how to become an accredited Chief Judge and *Guidelines for Exhibiting and Judging Display Class Exhibits*. He wrote the original proposal for Display Class accepted by the APS Board in 1995 and developed its rules and score sheet. By setting a maximum of six judging assignments per year, he gave more judges an opportunity to serve. He has written often on how to improve the quality of exhibiting and judging. He has carried forward Bud Hennig's seminal contribution to the judging process that judges not only critique exhibits but mentor exhibitors in a friendly manner and encourage them to help their exhibits progress in presentation, content and award.

In order to encourage more young exhibitors, he was the founder of the National Youth Exhibiting Championship. He was the cofounder and participant in the

Exhibit Critique Service of AAPE and the Title Page and Synopsis Critique Service and the creator of the AAPE Creativity in Exhibiting award.

He contributed greatly to the literature on judging thematic and topical exhibits by defining the wide varieties of philatelic elements which can be used in exhibits. Joan Bleakley and Darrel Ertzberger assisted. He did a similar service with a long article on classifying the varieties of errors, freaks and oddities that result from the stamp production process. He has also contributed to *Linn's Almanac* the section on

"Exhibitions and Exhibiting" and written many sections for the *Manual of Philatelic Judging* through different editions.

Again, with Randy Neil, he created in 1983 the all single frame AmeriStamp Expo, which has since grown into the APS winter show emphasizing nontraditional forms of exhibiting.

While never forgetting his career with the State Department and his voluntary work for almost 20 years with his local Virginia VAPEX Committee, he has been serving as author and editor for numerous

other stamp publications and contributed much to the literature for newer and mid-level collectors and exhibitors which help in maintaining the vitality of the hobby by bringing in new people.

Finally, he is directly responsible for recruiting and mentoring approximately 20 percent of the present judging corps and setting an example for all of us. Many of us are devoted to John and to Bud Hennig, who have both been mentors in our own exhibiting efforts and in becoming a philatelic judges, improving the quality of our judging and the mentoring of others.

Local Accreditation Of Philatelic Judges

by David McNamee

Many stamp clubs are members of regional councils or federations. The Council of Northern California Philatelic Societies (CNCPS) has 27 stamp club members, including one in southern Oregon and another in northern Nevada, and 13 other philatelic societies, mostly local chapters of national societies. A single stamp club or a group of clubs within the Council hold a total of eleven stamp exhibitions each year within the 90,000+ square miles of CNCPS territory. These local exhibitions feature 20 to 100 frames of philately, and each one is judged by two or more philatelic judges trained and accredited by the Council.

The Council has a formal program of recruiting, apprenticeship, accrediting, and monitoring the performance of its philatelic judges. A bit more than half of the Council judges are accredited also as APS philatelic judges, and a few of the latter are accredited further as international judges. The CNCPS has a standing committee to oversee its judging program and to assign Council judges to shows as requested.

Judges are recruited from among local exhibitors who have expressed an interest in becoming a philatelic judge or from those who have been identified by Council judges as someone with the skills and temperament to be a successful philatelic judge. It usually starts with, "Have you ever thought of becoming a judge?" There is no formal application process, and names of interested people are passed along to the CNCPS Judges Committee Chair. After the expression of interest, the CNCPS Judges Committee Chair assigns the person to apprentice at three shows under the guidance of experienced and accredited CNCPS philatelic judges (often also

accredited by the APS). The candidate is put on the active judges' roster after successful completion of the three apprenticeships and the recommendations of the supervising CNCPS judges.

The exhibition rules are not formal; however, the Council generally follows the APS *Manual of Philatelic Judging* tempered somewhat from show to show depending upon the level of skill and sophistication of the exhibiting base. The purpose in having a judged show is to stimulate the joy and satisfaction of the exhibitor as they work to improve their skills in displaying their collections. Critiques at the frames are offered, and many exhibitors take advantage of the lessons offered at the frames. Some of the larger shows also have an awards banquet at a local restaurant; but in all cases, ribbons and prizes are given out to all exhibitors at every show.

The CNCPS also sponsors a Council Club Challenge when teams of exhibitors representing local clubs (one novice and one experienced) vie for special recognition for themselves and their club. This team event has been discussed in *TPE* in the past. Two successful Club Challenge events have been held so far. The purpose of these events is to mentor novice exhibitors and to create new exhibits for the local (and APS) show circuit.

The CNCPS program of training and furnishing philatelic judges to local exhibitions has two very big outcomes:

- Local exhibitors are introduced to the challenge of rule-based philatelic displays in a relaxed and friendly fashion. As their skills increase, they are encouraged to enter WSP shows, thus providing the national show circuit with a source of new exhibits and exhibitors. Local exhibitors are also trained to

supply title pages and synopses when they apply to exhibit.

- Local philatelic judges are likewise introduced to rule-based philatelic judging and the necessity for their feedback to be helpful and useful to the exhibitor. Local judges are also trained to prepare adequately for the task by using the title pages and synopses as resources. As their skills increase, they are encouraged to enter the APS apprentice program for philatelic judges, thus providing the APS with a source of new apprentices who are very likely to become successful accredited APS philatelic judges.

Local shows in other parts of the country vary from the model adopted by the Council of Northern California Philatelic Societies. Some shows are more rigorous, like the Greater Houston Stamp Show which uses only APS accredited judges. Other shows get by with local people who may not have participated in any formal accreditation or training program — or some shows put on displays that are not judged.

There are so many advantages for formalizing training and accreditation of local judges that the CNCPS believes it is worth the small efforts involved. Challenges to the program remain from some exhibitors and some philatelic judges who resist rule-based philatelic exhibiting. Local accreditation means that the CNCPS is training and retraining a few judges that still believe that a local show should be a beauty contest. Local accreditation practices of the CNCPS also means that local exhibitors can gain real satisfaction from real achievements and those local exhibitors can take their exhibits as far as they care to take them.

Busy people make mistakes, but they never make the big mistake of doing nothing. — John C. Perry

NEWS FROM CLUBS AND SOCIETIES

This department is for clubs and societies to communicate with exhibitors, judges and exhibition administrators. For instance, is your society looking for a show to meet at in 2010 or 2011? Why not invite inquiries here? Have you an award you'd like shows to give? Advertise it here. Has your club drafted special guidelines for judges who review your specialty for special awards? Use this space to pass them to the judging corps.

• **AMERICOVER 2009 NAMES HEFFNER AS EXHIBITS CHAIRMAN** Kerry Heffner of Omaha, NE will be the exhibits chairman for Americover 2009, the annual show and convention of the American First Day Cover Society. The event will be held July 31-Aug. 2, 2009, in Boxborough, Mass.

The announcement was made by Americover 2009 chairman Norman Elrod, who has handled exhibiting himself for the past several years.

Americover 2009, an APS World Series of Philately show, will have 180 competitive frames. The emphasis at Americover is on First Day Cover exhibits, and about three-fourths of each exhibit should consist of FDCs. All three divisions (Postal, Illustrated Mail and Display) of the General class of exhibits will be accepted, as well as One-Frame and Youth exhibits.

It will be held at the Holiday Inn in Boxborough, which is also the home of the annual Philatelic Show, and there is a special Americover room rate of \$94. There also will be two bourses (commercial dealers and cachetmakers), a banquet, meetings, a youth table, a hospitality suite, an auction, seminars, a preshow area tour and a post-show dinner event. A first day of issue ceremony and a forum by postal officials involved with first day covers is also likely.

For more information on Americover 2009, visit the AFDCS Web site, www.afdcs.org, e-mail

ShowInfo@afdcs.org, or write Americover chairman Norman Elrod, 641 Dogwood Trail, McMinnville, TN 37110-3015.

• **The 119th Garfield-Perry March Party** will be held in Cleveland, OH on March 27-29, 2009. The US Philatelic Classics Society and the Carriers and Locals Society will be having their annual meeting with us. Furthermore, the headquarters hotel has been moved to the Wyndham Hotel at Playhouse Square just a few blocks from the show site at the Masonic Auditorium with public transportation readily available. 55 dealers and 180 frames of WSP exhibits. One of the best. The show information and exhibitor prospectus is available at www.MarchParty.org. Join us for the fun!

• **ITALIA 2009 to Be Held in Rome October 21-25, 2009** The International Philatelic Exhibition Italia 2009 will be held in the *Palazzo dei Congressi* in Rome, Italy from October 21-25, 2009. This exhibition is being organized by *Poste Italiane S.p.A.* in cooperation with the Federation of the Italian Philatelic Societies (FSFI).

Italia 2009 is held under the patronage of

FEPA (the European Federation) and with the recognition of FIP. Participation is open to all collectors who are members of a society affiliated with a FEPA member federation or to the federations of Argentina, Australia, Canada, South Africa and the United States of America. The exhibition classes are Traditional Philately, Postal History, Aerophilately, Thematic Philately, Maximaphily, One-frame, and Philatelic Literature. Philatelic exhibits must have either previously been shown in a FIP or FEPA exhibition or have been awarded at least 75 points (Vermeil Medal) at a WSP show in the U.S. In the Literature class books must have been published not earlier than January 1, 2004, and all other entries not earlier than January 1, 2007.

Frames for the multi-frame exhibits will hold 12 sheets. Accepted exhibits will be allotted 7 frames unless they have received a Large Vermeil medal at a previous FIP or FEPA exhibition, in which case they will be allotted 10 frames. Single-frame exhibit frames will hold 16 pages.

Copies of the Exhibition Regulations and an application form may be obtained electronically by e-mailing the United States Commissioner, Stephen Reinhard, at reinhard1@optonline.net. If a copy is required to be sent by mail please send a stamped, addressed, #10 envelope (59-cents postage) to Stephen Reinhard, P.O. Box 110, Mineola, NY 11501. Application deadline is November 15, 2008.

• **StampExpo 400 Prospectuses Available.** Those seeking more information about the *2009 Hudson-Fulton-Champlain Quadricentennial Stamp Exposition (StampExpo 400)*, scheduled September 25-27, 2009, will find a great deal of new information on its web site – www.stampexpo400.org. This includes a downloadable dealer contract and prospectuses for the philatelic and literature competitions, as well as the cachet contest.

The exposition, the signature event of the Quadricentennial celebration, is being sponsored by the New York Federation of Stamp Clubs and New York State Hudson-Fulton-Champlain Quadricentennial Commission. It will be held on the concourse of the Empire State Plaza in Albany, New York.

StampExpo 400 will feature a major dealers bourse, with more than 70 already committed to the event. A list of these dealers is posted on the web site. Approximately 200 dealers ultimately are expected to participate. Send completed contracts and payments to show treasurer Ronald K. Ratchford ([\[clubs.org\]\(http://clubs.org\)\) at Federation of New York Philatelic Societies, Inc., 1105 Union St., Schenectady, NY 12308-2805. Contact bourse chair John J. Nunes \(\[nunesnook@aol.com\]\(mailto:nunesnook@aol.com\)\) for additional information.](mailto:rratchford@ny-stamp-</p></div><div data-bbox=)

Send completed philatelic exhibits forms from the prospectus to Exhibits Chair Thomas M. Fortunato (stampmf@frontiernet.net) at 28 Amberwood Place, Rochester, NY 14626-4166. Although not a WSP sponsored event, all WSP exhibition regulations apply, and philatelic exhibits will be judged by 3-5 APS accredited judges. Accepted exhibits will be sent payment and title/synopsis page mailing instructions.

Mail completed literature exhibits forms fees from the prospectus, fees, and submissions to Ratchford at the address listed above.

Mail or e-mail completed cachet contest forms from the prospectus and entries to Albert W. Starkweather (astarkweather@nystamp-clubs.org) at 5520 Gunn Hwy., Apt. 1406, Tampa, FL 33624-2847. There is no entry fee.

Those without Internet access, please write to the appropriate person above, enclosing a SASE for the appropriate prospectus and entry form.

• **Initial Military Society Awards** The Military Postal History Society inaugurated a series of awards to be presented to exhibits of military mail at WSP shows, starting at the beginning of the new exhibiting season this past summer. These are offered at the discretion of the juries, provided that at least two military-related exhibits are available in the competition. The winner can be any qualifying exhibit regardless of whether it is one frame or ten.

Thus far, five awards have been made, each signifying the best military postal history exhibit in a show. The winners have been as follows:

INDYPEX – Al Kugel for Postal History of American Forces in China 1900-1941.

MINNESOTA – Jon Becker for Conquest and British Military Administration of Palestine.

STAMPSHOW – Al Kugel for Allied Occupation of the German Colonies 1914-1923.

BALPEX – Arnold Levin for Russian Mute Censors and Registration in World War I.

OMAHA – Steve Henderson for WW II Post Offices of the 8th Air Force in England.

The MPHS promotes the study of the postal aspects of all wars and military actions of all countries, including soldiers' campaign covers, naval mail, occupation and internment covers, patriotics, propaganda, V-mail, censorship and

similar related material. Information about the Society can be obtained from Secretary Ed Dubin, PO Box 586, Belleville, MI 48112 or from our website at www.militaryPHS.org.

• **The Germany Philatelic Society** is pleased to announce the **German-American Salon**, which takes place at Essen, Germany, in conjunction with the European IBRA (F.E.P.A.), having F.I.P. recognition, and German NAPOSTA (BdPh) Philatelic Exhibitions taking place between May 4-10, 2009.

The **German-American Salon** event rotates between venues in Germany and the United States of America every 2-3 years.

Amongst the many philatelic seminars, bourse and thousands of frames of exhibits covering IBRA/NAPOSTA/German-American SALON, will be an opening ceremony for all three events under the patronage of Horst Köhler, President of the Federal Republic of Germany, excursions for participants and/or visitors, presentations by exhibitors, a gala banquet as well as a hospitality evening for attendees for the German-American Salon.

A special hotel rate is available for visitors to the Salon.

Anyone interested in visiting the event, or exhibit in the German-American Salon, should contact GPS Director of International Relations, Harold Peter, at Hepteramgs@aol.com, Tel: (520) 825-2887, Fax (520) 825-9351.

• **Exhibit at StampShow 2009 in Pittsburgh**
Prospectuses and entry forms are now available for the Open Philatelic Exhibition and

Literature Exhibition at **APS StampShow 2009** August 6-9, 2009. Cosponsored by the United States Postal Service and the American Stamp Dealers Association, the 123rd annual American Philatelic Society convention, exhibition and bourse will take place at the David L. Lawrence Convention Center, 1000 Fort Duquesne Boulevard, in Pittsburgh, Pennsylvania.

The deadline for the receipt of completed entry forms and fees is May 1 for philatelic exhibits, and May 8 for philatelic literature. However, the StampShow philatelic exhibition is almost always oversubscribed, and the Open Competition is frequently filled by April. Because entries are accepted in the order in which they are received, prompt submission is highly recommended to avoid disappointment.

In the Philatelic Exhibition, Peter McCann of Florida will chair a jury consisting of judges Ed Andrews of Pennsylvania, Tim Bartshe of Colorado, Al Kugel of Illinois, Kent Wilson of Montana, Steve Schumann of California, Ross Towle of California, David Herendeen of Nevada, and Richard F. Drews of Illinois.

The philatelic exhibition will consist of approximately 900 frames. Of these, 300 are reserved for the annual Champion of Champions competition between prior grand award winners of all World Series of Philately national shows for the previous year.

The remaining 600 frames will be broken down roughly as follows: General Class - 450, Youth - 40, Single Frame - 20, Postcard - 50 and Noncompetitive - 40. All General Class divi-

sions including Postal, Cinderella, Display, Illustrated Mail, Postcard, Revenue, and Thematic are welcome, although it is anticipated that the bulk of these frames will be for the Postal Division. The grand award winner at StampShow 2009 will qualify to participate in the World Series of Philately competition at APS StampShow 2010 to be held August 12-14, 2010, at the Richmond Convention Center in Richmond, Virginia.

Exhibitors who want to see how their exhibit might fare in international competition can exercise the "FIP" option for a \$25 fee, in addition to and independent of the regular judging. The results, which include a point breakdown and written comments, are only for the information of the exhibitor. FIP Option judges will be Jim Mazepa of Florida, and Roger Schnell of Florida.

The Literature Exhibition showcases philatelic publications, including handbooks, special studies, catalogs, periodicals, articles, columns and radio or television productions since January 1, 2007. Ken Trettin of Iowa will chair the jury consisting of judges Dan Warren of Virginia and Guy Dillaway of Massachusetts. Electronic media are eligible for submission as well as printed media. Two copies of each item in the Literature Exhibition must be submitted for judging no later than May 8, 2009.

Exhibitors may obtain prospectuses and entry forms online at, by writing to the American Philatelic Society, 100 Match Factory Place, Bellefonte, PA 16823-1367, calling 814-933-3803 extension 217, sending a fax to 814-933-6128, or by e-mail message to Dana Guyer.

Show Listings

AAPE will include listings of shows being held during the seven months after the face date of the magazine if they are open shows and submitted in the following format with all specified information. World Series of Philately shows are designated by a "★". Because of space limitations, only those shows that are still accepting exhibit entries will be listed. Requests for a prospectus should be accompanied by a #10 SASE.

★ **March 21, 2009: OXPEX 2009** Celebrating the 60th annual exhibition and anniversary of the Oxford Philatelic Society, along with hosting **OTEX 2009**. The 29th annual All-Ontario Topical Exhibition at the John Knox Christian School, 500 Juliana Drive, Woodstock, Ontario, Canada, 9:30 a.m. to 4:30 p.m. Free admission, free parking, and free entry of exhibits. Displays are six-page frames, maximum of eight frames/exhibit: multiples of two frames preferred up to eight. We will frame your exhibit if insured and includes a SASE. Go to www.oxfordphilsoc.com for entry forms and rules and regulations or contact David Ward ward2221@rogers.com or David Ward, OPS, PO Box 20113, Woodstock, ON, N4S 8X8. The day includes 16 dealers, Canada Post, Circuit Books, draws, south station, four judges with panel critique session and written critiques.

★ **March 27-29: Garfield-Perry March Party** Come help us celebrate our 119th annual March Party in Cleveland, OH. The U.S. Philatelic Classics Society and the Carriers and Locals Society will be joining us for their annual meetings. This is a WSP show and is highly regarded among postal history

collectors. The show will be held at the Masonic Auditorium at East 36th and Euclid Ave. Hours are 11:00 a.m. to 6:00 p.m. on Friday, 10:00 a.m. to 5:30 p.m. on Saturday and 10:00 a.m. to 4:00 p.m. on Sunday. Our new headquarters will be the Wyndham Hotel at the Playhouse, 13th and Euclid Ave., with public bus transportation just outside the hotel. The show rate prior to March 6 is \$99.55 dealers and 180 world class exhibit frames. Details including prospectus are at our new website www.garfieldperry.org. Roger Rhoads, Chairman, rrrhoads@aol.com.

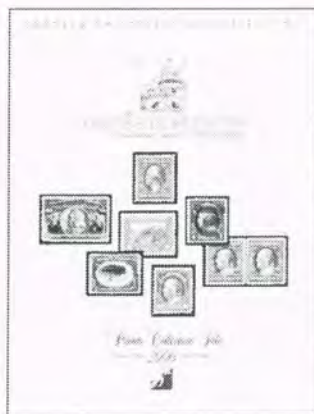
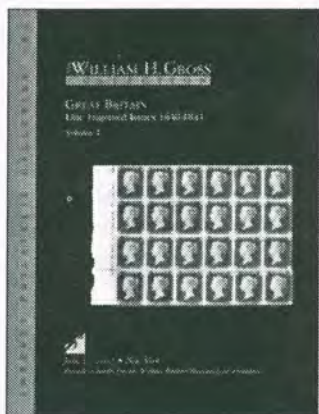
★ **May 1-3, 2009 Philatelic Show 2009**. Sponsored by the Northeastern Federation of Stamp Clubs. Location: Boxborough Woods Holiday Inn, Boxborough, MA (Route 111 at I-495, Exit 28). 70 dealer bourse plus USPS, UNPA and Nordica Postal Agencies, plus Youth Area. 250+ frames of exhibits, 16 page exhibit frames available at \$10 per frame for multiple frame exhibits, \$4 per frame for youth exhibits, \$15 for single frame exhibits. All classes of exhibits encouraged. Admission deadline: March 20, 2009 Awards Banquet, Door Prizes, Special Show Cancel. Admission \$3 per day, \$5 for three day pass. Free parking Show hours: Friday 11-6, Saturday 10-5,

and Sunday 10-4. For further information and prospectus, please visit www.nefed.org or write Guy Dillaway, P.O. Box 181, Weston, MA 02193.

★ **MAY 22, 23, AND 24, 2009. NOJEX '09** The 46th annual stamp exhibition sponsored by the North Jersey Federated Stamp Clubs, Inc. held at the Meadowlands Crown Plaza Hotel, Secaucus, New Jersey. Hosting the annual conventions of the Military Postal History Society, the British Caribbean Philatelic Study Group, and the New Jersey Postal History Society, as well as regional meetings of the Canal Zone Study Group and the Third Reich Study Group. Bourse of 40 dealers; 266 sixteen-page frames available at \$10 per frame; \$3.50 for juniors under 18; one-frame competition is \$20 per frame. Hours of show: Friday: 10 a.m. to 6 p.m.; Saturday: 10 a.m. to 6 p.m.; Sunday: 10 a.m. to 3 p.m. Admission \$2.00 Friday and Saturday, free on Sunday; free parking. Deadline for exhibit entries is April 1, 2009. For prospectus, show information, and reduced rate hotel reservation card, please contact Glen Spies, P.O. Box 1740, Bayonne, NJ 07002 or e-mail: glsp@verizon.net or visit the show website at www.nojex.org

Attention Show Committees: When sending your exhibits list to your judges, send a copy (of title pages, too) to Gini Horn, APS Research Library, 100 Match Factory Pl., Bellefonte, PA 16823. Doing so will help Gini and staff to locate background literature of help to the judges, and thus facilitate the accuracy of results! Please cooperate.

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Synopsis of the Issue by Tim Bartshe

(See the Title Page for this exhibit on this issue's cover)

SYNOPSIS

REGISTRATION MARCOPHILY OF THE SOUTH AFRICAN REPUBLIC (TRANSVAAL) 1881-1900.

PURPOSE OF EXHIBIT:

- This exhibit will display the various ways in which registration of letters was denoted during the Second South African Republic. Such markings include cachets, hand stamps and date stamps.

TREATMENT, DEVELOPMENT AND IMPORTANCE:

- Each type of registration marking recorded is shown and adequately developed with representative examples. Although there town examples known that are excluded, their inclusion would be repetitious. Because so much valuable material, from stocks and money to diamonds and gold were transported in the mail, the registration system was very important to the nascent Republic and its commerce.

RESEARCH, KNOWLEDGE AND PERSONAL STUDY:

- Additional types and town usages have been identified by the exhibitor which were not included in the seminal paper on these markings by van den Hurk (see below),. Further, a personal study of auction catalogs and other collector's and dealer's holdings has expanded the knowledge of dates of use for the hand stamps and date stamps.

CHALLENGE FACTOR, RARITY AND CONDITION:

- Although the boxed Johannesburg and Pretoria date stamps and oval R hand stamps are not uncommon, the experimental, First Republic and First Occupational marks are down right rare. This exhibit represents some 20 years of active acquisition. The Bakker Express items are rare with less than 15 usages of all types recorded and the Cellier 3d cover is one of 5 known. The boxed Potchefstroom date stamp is one of 2 recorded. Overweight covers normally show wear and the items shown were selected for their clarity of strike (where possible when multiple examples exist) and unusual franking or destinations.
- This exhibit is the first attempt to highlight this subject in a single-frame exhibit, normally being only cursorily dealt with in a postal history exhibit.
- Only one major type of mark is not represented by use on cover (DeBuers/stock exchange) and the exhibitor has only seen one in a net price sale of which he was too late to purchase. Other town cancels on stamps are shown to give an indication of their distribution.

PRESENTATION:

- The number of oversized covers required double pages and in order to show maximum variety of markings, some overlapping of covers was done.

ORGANIZATION:

• The exhibit is organized as follows:	Number of pages:
• Early Cachets: Manuscript and obsolete	4
• Date Stamps: Experimental	6
• Oval R/ZAR Cachets	2
• Date Stamps Boxed R	2
• Date Stamps: Special oval and circular	1
• TPO oval R/ZAR Cachet	1

BIBLIOGRAPHY/INFORMATIONAL SOURCE:

Bartshe, Tim, 2005, Registered Mail in the Second South African Republic , *Forerunners*, v 18, no 3, whole # 52, pg119-125.

van den Hurk, George, 1992, Registered Mail 1859-1900, *The Transvaal Philatelist*, v.27, no. 3, whole number 103. pg 63-71.

Help Yourself To Some Medals

by David McNamee

In a recent survey of exhibitors by CANEJ, a large number of respondents to the survey took the opportunity to express some of their frustrations about judging and award levels. Among the more common complaints was listed the lack of qualified judges to properly assess the medal level of their exhibit. A corollary to the complaint of poorly qualified judges was the perception that judges are ill-prepared to perform their duties.

For the lack of qualified judges, we need to look at the roster of specialists and exhibitors in those areas. Philatelic judges are all volunteers. Therefore, if an exhibitor perceives few qualified judges available to do justice to the material, it is from the exhibiting community that more qualified judges must come. Exhibitors can help themselves by actively recruiting some of the best and brightest in their specialty to enter the APS Apprentice Philatelic Judges Program.

The perceived lack of preparation may be a valid complaint; however, with all failures in meeting expectations, there is likely fault on both sides. There may be some judges that because of their long involvement with philatelic judging believe that they can “wing it.” I hope some of them, if they still exist, are reading this now. In as short as a decade, exhibiting styles and subject matter have changed dramatically with new Classes of One Frame Exhibits and Post Card Exhibits and new Divisions: Cinderella, Illustrated Mail and Display. Looking at the *Manual of Philatelic Judging* from the 2nd through the current 5th editions, about the only thing that has remained constant is the title. It is harder and harder to try to judge even the mechanics of an exhibit without keeping up with changes in the rules.

Likewise, it is harder and harder to pull out an exhibit that has not been rewritten for a decade and expect the same level of medal it used to get. Changes in exhibiting rules affect exhibitors, too. A fair number of exhibitors responding to the CANEJ survey confessed that they did not have a current *Manual of Philatelic Judging*; however, some of them believed that they understood its contents “very well.” To be safe, exhibitors should help themselves by staying current with the rules. A new 6th edition of the *Manual* will be released in the next year, and judges and exhibitors should both study it carefully.

Subject matter in the frames now ranges far and wide, opened up in part by the new

Classes and Divisions. In order to squeeze an exhibit into a legitimate One Frame, exhibitors often choose the most esoteric topics where material (and written references) is so scarce that 16 pages will just about do it justice. It is highly unlikely, even with five philatelic judges, that there will be the deep expertise to deal with all of the subjects being exhibited. In many cases, the only expert in these subjects available to the jury at the show is the exhibitor. In other cases, there is a reluctance to admit ignorance and ask for help from outside of the jury. That reluctance is a part of human nature philatelic judges must overcome to maintain credibility. Nevertheless, to play “stump the judges” and then complain about it is not really being fair.

In spite of these challenges, the overwhelming majority of philatelic judges spend considerable time before the show opens doing research on as many of the exhibits as they can. Part of the limitation on their study comes from two things that exhibitors sometimes fail to do:

1. Provide a synopsis with key references highlighted when the exhibitor mails in the application so that the jury gets it in time to locate the reference material, and
2. Publish articles in the philatelic press about their personal study and research. Few judges will ever know the exhibitor's material as well as the exhibitor, so it is incumbent on the exhibitor to help themselves by educating the jury as much as possible.

At the frames is where the philatelic jury and the exhibitor come together. The exhibitor cannot be there during the judging, so it is necessary that the exhibitor help themselves by helping the judge see the exhibit's merits. Truly rare items may be overlooked unless they are pointed out in the synopsis (fair), made distinctive in the frames (good), or both (best). Even with distinctive mats or dots or bold frames, even rare items get missed when the treatment is confusing. Good treatment means that the organization and flow of the story as told by the material is logical — that rare material appears in the frame about where it ought, based on the subject displayed. Poor treatment can be the source of, “The judge just does not understand the material,” when in fact the judge spent considerable time studying in preparation, only to find that the exhibitor's unique approach is confusing.

To be certain that the exhibitor is not creat-

ing problems for the judges trying to understand the exhibit, it is usually a good practice to get a fresh set of eyes to look at the exhibit in the frames — the same way the judges will see it. Flipping through pages or laying it out on the dining table is not the same thing. Perspective tends to make the bottom row stand out considerably more than it does in the frames, so if at all possible, display the exhibit at a local show or some other venue where other interested people can offer their opinions prior to taking it to a WSP show. Get a critique at the frames, and make notes of what works and what does not and make the changes.

The exhibitors' responses to the CANEJ survey point to a number of areas of exhibitor frustration. Philatelic judges will do as much as they can to provide knowledgeable and useful feedback to help exhibitors reach their goals, but exhibitors can help themselves on some of these issues. Both sides need to help each other.

Note from the Editor: While I think Mr. McNamee has done a good job of balancing the issues, I would suggest there is one major element that needs to be added to this, and it is that there is a flip side to the judge who does not (according to the exhibitor) know enough to judge the exhibit. It is that my 20 years of judging experience indicates that a judge who DOES know the subject well also knows what should be there, what the condition level should be, how the exhibit ought best to flow, and can recognize where the exhibitor is missing material, has his facts wrong, is judging and padding. Thus, a well-informed judge can be the exhibitor's worst nightmare. Bottom line is that the exhibit can be zapped either way; the first because the judge didn't know, and the second because the judge did. And then there is the expert judge who is overly harsh. . . . I think that what this comes down to is that for the most part it all depends upon what is in the frames and how well the exhibitor puts it across. Exhibits done well will minimize either kind of problem. I will also say from my own perspective that in the great majority of cases, the judge does not need to be an expert to be an accurate assessor of exhibits. S/he does need to be a logician, needs to read and digest the title page and synopsis, and should have done enough preparation to have a feel for the area being exhibited. If three of the five judges meet those qualifications, the medal level will be right 98% of the time.

— JMH

Bone And Stone: A Digital Philatelic Reference

(based on a single-frame thematic exhibit)

by Fran Adams, fran@franadams.com

The cd is also a literature exhibit and the synopsis that follows describes the content and use of the cd.

Literature Synopsis

Bone and Stone

Echoes of the Past through Philately

- **Method and Goal**

This digital philatelic reference utilizes a single frame thematic exhibit on the 'Neandertal' man as its basis and presents Neandertals as we know them today through research. More than only an enhanced electronic exhibit, it becomes an interactive digital philatelic literature reference for viewers.

- **Theme and Scope**

The subject of early man produces an immediate vision of the Neandertal man. Discovered 150 years ago, they have generated more interest than any other human form in nearly all quarters, from lay person to cleric to scientist. By analyzing their remains, we are able to discuss Neandertal's origins and aspects of their life. Subjects include discovery of their fossils, mistaken origins, ancestors, physical characteristics, geographic locations, technology, everyday life and modern research.

- **Informational Elements**

This reference differs from other efforts in the digital arena by amplifying the theme, expanding on plan subjects and including related areas of interest. Philatelic articles as well as classic scientific papers are included to supplement subject information.

- **Philatelic Elements**

Postal materials with 'identifiable' designs of Neandertal and his artifacts are included. All postage stamps issued to date, postal stationery, cancels, advertising or commemorative hand and machine cancel designs, as well as postage meters are represented. Stamp and stationery issues from bona fide stamp-issuing governments, as well as others, have been included for completeness.

- **Navigation**

This digital philatelic reference uses images and navigational icons with embedded links. Place the mouse over graphics or links ('hovering') and wait a few seconds. A 'tips' window will appear explaining clicking actions, language translations or other directions. The 'Search' function allows viewers to look for specific terms and highlights the results with direct links to those references.

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- **Philatelic and Thematic References**

Neandertals, The, Trinkaus & Shipman, 1992, Alfred A. Knopf Inc., New York, N.Y.
Reflections on the Neandertalers, Rohrer, G., 1980, Old World Archaeologist (OWASU)
World of Neanderthal People, The, Soper, B., 2007, Old World Archaeologist (OWASU)

- This reference is the effort of a single collector and may also be found at <http://www.boneandstone.com>.

Bone and Stone

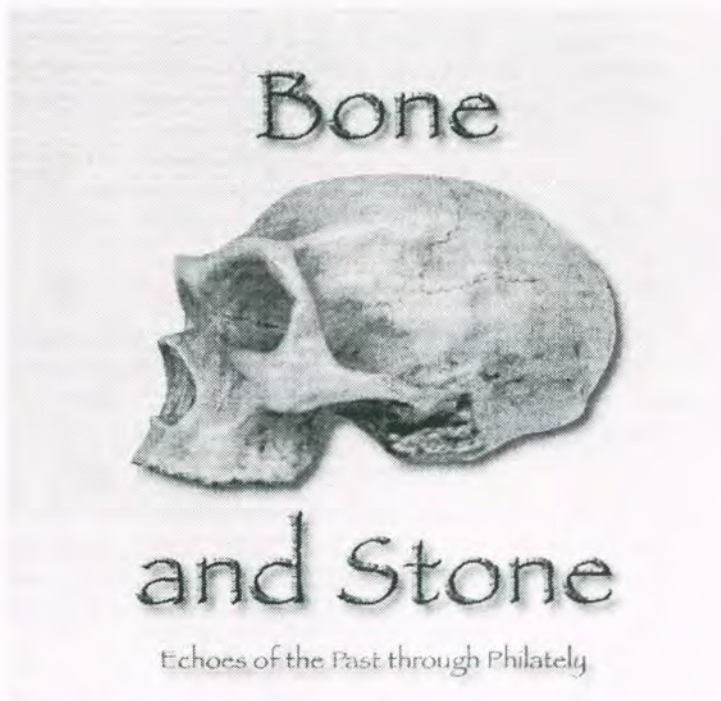
'Neandertal' man remains an enigma to our modern scientific community. This CD is an enhanced digital version of the single frame philatelic exhibit 'Neandertal'. It differs from other digital efforts by presenting exhibit pages as well as additional information on the exhibit theme. More than only an enhanced exhibit, it's an interactive philatelic literature reference.

Features:

- An easy-to-use interface with an integrated search function.
- Award winning single frame philatelic exhibit.
- Checklist with stamp, stationery and cancel illustrations.
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- Fossil find location maps and descriptions.
- Extended glossary with cross-referenced facts.
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Compact Disc for use with Windows or Macintosh computers.
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Is Philatelic Exhibiting in the US in Trouble?

by Robert Bell, M.D., Ph.C.

I am worried about the state of US Exhibiting. The influence of money and other problems are very worrying. This article discusses some of the problems and proposes some possible solutions.

The Importance Of Money I strongly believe that it is totally inappropriate for a 20th or 21st Century Cinderella or Thematic exhibit to be competing with a 19th century expen-

sive classical collection for a Grand or Reserve Grand. The inequality, as far as I can ascertain, seems to be allowed mainly under the cover of the points awarded for importance/significance.

To me all philatelic exhibiting endeavors are important in one-way or another — and if the importance is not immediately obvious it may well lead to an important new discovery,

idea, or advance when someone else looks at the exhibit.

To use a couple of examples in medicine, who would have thought that the study of some odd heat-loving bacteria in the Yellowstone hot springs would have led to major advances in medicine?
<http://bioinfo.bact.wisc.edu/themicrobial->

Similarly, Alexander Fleming's mold with surrounding zones of inhibition in a Petri dish growing staphylococci bacteria. Fleming found a substance, which he was not able to characterize that he called penicillin that had the property of inhibiting bacterial growth at low concentrations. He fortunately published the findings. (<http://www.chemheritage.org/educationalservices/pharm/antibiot/readings/fl ocha.htm>) gives details. Ernst Chain had a photographic memory and some years later recalled Fleming's 1929 paper. It was Ernst Chain and Howard Florey, who did most of the laboratory and clinical work on penicillin. However, all three received the Nobel Prize. Fleming's work was so very important, but went unrecognized for some 10 years.

So who is to say what is important in the scheme of things and discovery in general? A philatelic judge will never be knowledgeable enough to know what is important and what is not, with this being almost impossible for more modern material. Only decades of passing time can put the importance of something into true perspective.

I totally agree with the sentiments of Irwin Gibbs (The Philatelic Exhibitor [TPE] January 2007:5) who drew attention to the subjective nature of importance and his conclusion to not enter a Fédération Internationale de Philatélie (FIP) event again until things change. What is considered significant or important is far too subjective to be a judging criterion.

I also recently found out that money plays a part in literature exhibiting. Judges have told me that hard covered books are likely to get greater point scores than soft covered, more expensive color is likely to be rewarded over black and white illustrations, higher scores go to books published by a publisher as opposed to self publishing, which usually means higher prices, so more expensive books. A similar standard to that of conventional exhibiting is used for the significance points, which presumably would equate to money with older more expensive "important" topics receiving higher point scores. There is surprisingly, no consideration, as far as I can make out, for having a lower priced selling book, journal, or magazine to obtain greater distribution and thus reach more philatelists. Which begs the question, does literature judging need to categorize for money?

Many a time I have heard the analogy that exhibiting is like the Olympic Games, and that one wants to see the best performers (David Herenden TPE January 2007:7 provides a good overview of the argument). But the analogy to me is false in that the majority of Grands and Reserve Grands go to expensive

exhibits. The correct analogy would seem to be that philatelic exhibiting is like the Olympics but that some, with approval, are using steroids (money) to win. In the Olympics, training is important and some will get better training than others and like philatelic exhibiting some will get better advice and support in their exhibiting journey. But such training and advice should be available to nearly all. Money in exhibiting provides an unfair quantum leap in advantage, not available to all.

When I started writing this piece I was not aware that the FIP Postal History Commission had already acted on this issue and, with what sounds like a tsunami of change, have decided to attempt to do away with "checkbook competitions." <http://www.fippostalhistory.com> They are moving away from geographical based exhibits to three defined periods, Before 1875, 1875 - 1945, and after 1945. With such grouping expensive, intermediately expensive, and less expensive exhibits will be competing together within their particular period. Time periods seem to be a simple way to start addressing the problem and help level that uneven playing field.

As Kurt Kimmel, Chairman of the FIP Postal History Commission said in the above link, "Above all we try to maintain the popular collecting and exhibiting of Postal History in such a way that it will neither degenerate to an unpleasant "cheque book competition" nor become a pure academic discipline." So a little vindication that money is a problem!

For me it is time to do exactly this in the US, and for all exhibiting classes.

It seems to be time to control for money in the judging process as a whole in US exhibiting, and for once and for all, to make exhibiting fair. And this should not be too difficult, so that we can all still see the expensive philatelic beauties of yesteryear. Using insurance declarations, the time periods mentioned above, or some other measure one could easily have a system that does this. There may be a need to do away with Grands and Reserve Grands and replace these with extra intra-class value or period awards. From my perspective, the whole of philatelic exhibiting needs radical changes to bring in more people and also to make the whole endeavor more just.

I also believe, but do not have hard data, that money is one of the important reasons stopping philatelists and new exhibitors from starting and then continuing to exhibit. They are dispirited at the outset, or later after exhibiting one or more times, thinking that they will never have the money to exhibit and compete effectively (philatelic material, exhibiting materials, frame fees, etc., are all

too expensive).

In the United Kingdom (UK) some 15 years ago Michael Furfie undertook a survey that was not published (personal communication) and showed that the number of entries at the national level had fallen by 2/3rds over a five-year period, with nearly all the "missing" entries being at bronze-silver level and below. When he presented his data to other philatelists he said that if this had been a business the management would have had some explaining to do for losing 2/3rds of its customers!

But the UK is not the US. We need the data here that would give the precise reasons why large numbers of philatelists do not even start exhibiting, and when they do, they drop out. With such information we could better correct some of the hurdles. I have asked many philatelists and judges, and checked the Internet for such a survey, but nothing yet has surfaced. If any reader of this article has knowledge of such information, in any country, I would be very pleased to hear.

Anecdotally, from several philatelists and judges, I have been told that the reasons include being afraid of failure, the costs involved, the amount of preparation work, unhappiness with the medal results and judging system, excessive criticism, too much hassle to improve and redo the exhibit, difficulties and expense of getting exhibiting materials, not wishing to let philatelic material out of their hands for fear of loss or damage. But what are the real ranked reasons?

So What Is The Evidence That There Are Major Problems?

According to a recent APS survey the average age of APS members is 65 (the percentage of APS members age 60 or older increased from 31% in 1982 to 70% today). Only 6% of members had exhibited in the last 12 months, and the average income of members was \$75,000 - \$100,000. [Hart Business Research] <http://www.stamps.org/Almanac/Executive-Summary.pdf> Further, membership in US philatelic societies is falling or about static. Here are figures for three: American Philatelic Society, minus 7.4% (June 30, 2007 - June 30, 2008), Germany Philatelic Society, minus 1.4% (October 1, 2007 - Oct. 1, 2008), and the AAPE, minus 1.2% (June 1, 2007 - June 30, 2008).

And I appreciate that there are good arguments about nonsociety based collectors. But taken all together this does not appear healthy.

In the *December 8, 2008 Linn's Stamp News* there is a notice that two World Series of Philately shows will NOT take place in 2009. The reasons are complex but John Coles, President of the South East Federation, which

runs the Marietta, GA show said, "The number of dealers, exhibitors, and attendees needed to assure the show's success will simply not be available." I have also just recently received a request from the Aripex 2009 show organizing committee asking me to exhibit — the letter from John Wynns starts off: We need exhibits...

Further, Jim Kotanchik in his fine article (*PE October 2008:9*) points out that Gold medal awards (46.8% of the total) have risen 14% in 10 years (1997 -2007). Further, the medal levels Silver, Silver Bronze, Bronze, and Certificate fell 11.7% for multi-frame exhibits. First time exhibitors between 2000 and 2004 **dropped 44%**. In the nine years from 1998 to 2007 the number of exhibits **decreased by 52%**. Exhibitors were dropping out at the rate of **155 per year**. In 2007 there were less than half the number of first time exhibitors compared to 2000. This suggests that exhibiting is in BIG trouble.

With the overriding "Checkbook Competition" problem, membership of philatelic societies dropping, the very low numbers exhibiting, the advancing age of philatelists as a whole, Jim Kotanchik's eye opening data with loss of exhibitors, empty frame space at shows, disappearing shows, etc. one can make a strong argument that philatelic exhibiting is in big trouble. And this is all against the background of the current economic problems, which are likely to get worse and last for some time.

With this information one can easily ask, "Is Philatelic Exhibiting on the edge of a precipice or in a death spiral?" A friend told me 15 months ago exactly what will happen to the economy of the country. I did not believe him because no one else thought there was a problem. However, eight months ago I did start to believe him as more data became available. Sometimes it is not easy to see which way things are going. Recall the current recession started in December 2007 and we did not know it.

Not all is negative however, and there have been some very positive exhibiting advances including the FIP Postal History three period decision already mentioned, the new Manual of Philatelic Judging close to issuance, the Universal Exhibit Evaluation Form, the new exhibiting class advances (Thematic, Display, Cinderella, Open, Open Single Frame, One Frame Team Competition, and Frugal Exhibiting [with a dollar limit]) are all moving exhibiting in the right direction by attempting to involve more philatelists and standardize

exhibiting. But are we moving fast enough? Are we changing fast enough in an ever-changing world?

Further, it should be noted that the Show organizers and the judges that make the exhibiting system work are essentially volunteers. Yes, judges get a small stipend but it in no way covers all expenses. And also, it is important to appreciate that organizationally there is not a lot of money in the system to make shows as attractive to exhibitors and viewers as one would like.

Unfortunately, it would seem that we do not have all the data necessary to find out if we are about to go into a real tailspin, and what are the exact causes. Preventive action, I would argue could save the day, or minimize what could be catastrophic effects for exhibiting. I believe we should be thinking to the future, planning, and making appropriate changes, so that we can save the day.

So What Is To Be Done?

The following are some of my thoughts and those of other exhibitors and philatelists regarding solutions. Some of these may have already been considered before, or are now being implemented, but they are all listed in the hope that it will stimulate discussion, and more importantly action.

- Have an early urgent meeting to discuss the situation with all stake-holders including AAPE, American Philatelic Society (APS), American Stamp Dealers Association (ASDA), and the Committee on the Accreditation of National Exhibitions and Judges (CANEJ) etc., with the AAPE taking the lead

- This subcommittee/organization to develop a defined Mission Statement with yearly achievable Goals and with, if possible, a degree of member accountability to tackle the serious problem at hand

- Support and work with the Council of Philatelists and its New Initiative Committee organized by the National Postal Museum

- Support the Postal History Foundation's work with children

- Conduct a meaningful survey of regular philatelists and dropout exhibitors as to why they do not exhibit and why having exhibited once they drop out. Listen intently to ALL exhibitors and potential exhibitors

- Obtain as much data as possible and track figures

- AAPE to start a Nonprofit Foundation to sponsor defined activities with AAPE members being asked to donate material or money to help rescue and develop exhibiting

- Consider following the FIP Postal History example (three periods) for all classes and immediately removing money from the exhibiting equation both in the literature and conventional exhibits

- Consider doing away with Grand and Reserve Grand prizes if a fair way, that ignores money, cannot be worked out

- Remove importance/significance from scoring sheets and transfer the points to other judging parameters, particularly research

- Consider reducing frame fees. Consider keeping the prices of single and multiple-frame exhibits the same per frame

- Offer free exhibiting seminars at clubs nationwide — AAPE, ASDA, and APS members to help with development of the various programs. If possible provide free or inexpensive beginner exhibitor symposia at shows

- Continue the excellent more detailed APS "symposia" on exhibiting prior to shows

- Support the easier acquisition of exhibiting materials for new exhibitors

- Consider moving to two-day shows

- Consider having hourly, exhibitor-guided, free tours at shows to explain exhibiting and/or philately

- Involve the public in voting competitions at shows

- Develop programs that reach baby boomers

- advertise in AARP, etc.

- Consider using a successful professional society-marketing consultant

- Expand and support Frugal Philately, Thematic, Display, Cinderella, Open Class, Open Class Single Frame Exhibits, and one Frame Team Competition exhibits

- Etc., etc.

I realize that the sheer magnitude of the task, lack of resources, resistance to change, and organizational issues may inhibit any coordinated plan. But I still think that it is worth exploring what should be done in a collaborative way, if the overall consensus is that there is a REAL PROBLEM. I welcome discussion, but would argue against talking for too long without action.

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Mining The WSP Medals Database — Some Observations

by William H. Bauer

I read with interest Jim Kotanchik's article "Mining the WSP Medals Database." He has done a good job in evaluating the data.

As a long time exhibitor (40 years) and accredited judge (35 years) I would like to offer some personal observations.

It is certainly true that there is now a higher level of awards in our current WSP shows I can remember when Certificates of Participation were common — now they are rare.

Several things have occurred that I believe have led to that situation.

First, is the trend away from showing a collection on album pages to showing an exhibit that has a theme and demonstrates the exhibitor's knowledge of the subject.

This trend began in 1970 with the series *How to Prepare Stamp Exhibits* by C. E. Foster published by the New Mexico Philatelic Association. This was followed in 1988 by *The Philatelic Exhibitors Handbook* by Randy L. Neil. Those publications provided an introduction and guidelines for beginning exhibitors.

Second, was the development of a cadre of judges who had strong philatelic backgrounds and were themselves exhibitors. These judges could generally make a more definitive evaluation of exhibits than could a "judge" drafted from the host committee or from attendees at the show.

Third, as exhibitors became aware of the developing standards they became more knowledgeable of what was required in order for their exhibit to win a good award.

Fourth, the development of exhibiting and

judging seminars, exhibit critiques, and personal mentoring have provided the exhibitor with a variety of resources that were not readily available before the 1970's.

With all this information and help available to the exhibitor, it should not be a surprise that the quality of exhibits and the number of good awards have increased.

A good portion of Mr. Kotanchik's article deals with the increasing problems that shows have in securing exhibits.

It should be noted that this is not a new problem. Look back 20-30 years at the WSP shows that have vanished from the WSP roster.

It ought not be a surprise that some shows have a better track record in securing exhibits to fill their frames.

I feel there are a number of reasons for that situation.

Some shows are better run. They offer a pleasant venue with a near-by hotel, friendly hosts, a good bourse, and interesting seminars. These are the shows that consistently attract conventions of major specialty societies that support exhibit entries.

The smaller shows often have difficulty attracting participation by large specialty societies and their exhibitors. They may fall back on previous exhibitors or convince local club members to enter an exhibit. That latter group of individuals may not have a quality exhibit and are unlikely to enter in shows outside their local area.

The committees of the smaller shows often have a lesser degree of acquaintance with exhibitors on a national scale.

Another factor that can skew some of the statistics is the run-up to an international show in the United States every ten years. This generates an increase in exhibitors seeking to qualify to participate in the international show.

Thirty years ago many exhibitors would ship their exhibits to shows. Today, few exhibitors will take those risks.

In the past, exhibitors might attend and exhibit at four or more shows per year. The increased cost and inconvenience of travel, lodging, and even entry fees is undoubtedly another factor in the frequency with which one exhibits.

Exhibitors have many reasons for preparing an exhibit: to better understand their collections, to share their knowledge and specialty, for pleasure, and yes, for some, to win big awards.

Participation in the APS Champion of Champions competition is the goal of many exhibitors. But, as do I, many exhibitors realize that the ultimate prize is beyond their reach. Participation in the Champion of Champions is the honor they seek.

I believe that exhibiting is alive and well. Undoubtedly there will be changes in the future. Exhibiting should not be static. This is evidenced by the recent acceptance of new categories of exhibits. This recognizes the varied interests of philatelists and seeks to expand the pool of participants in exhibiting.

I would urge all experienced exhibitors to encourage new participants and to help them in their efforts.

Best FDC Exhibit Award by Randall Sherman

The AFDCS Best FDC Exhibit award is available to shows around the world at no cost. The award is presented to first day cover exhibitors regardless of society affiliation.

The AFDCS wants to give out even more Best FDC Exhibit awards in 2009.

Any show that has at least two qualifying exhibits is eligible to present the award.

The only qualifying criteria for the exhibits is that first day covers make up at least 75 percent of the exhibit.

Youth exhibits are also welcome. The AFDCS has prepared a complete packet for

this program. It includes an application for the AFDCS FDC Exhibiting award, the rules and the FDC judging criteria from the fifth edition of the *American Philatelic Society Manual of Philatelic Judging*.

To receive this information, write: Show Awards Chairman Randall Sherman, 5136 N. Monitor Ave., Chicago, IL 60630; e-mail shermanrandall@hotmail.com.

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