



▶ HOW TO GET WHAT YOU WANT FROM A DEALER... 1



▶ WE FEST HEADS WEST....4



▶ ONE-PAGE EXHIBITS.....5

WE think

ADDRESSING THE NEEDS OF WOMEN EXHIBITORS

Our leader Ruth Caswell and dealer Sue Dempsey combine forces to advise WE members about how to maximize your face time with stamp dealers.

How to get what you want from a dealer

The excitement has been building for a while. It started when I saw an ad for a stamp show that was in our town. I circled the date on our calendar, and then I started thinking about items I wanted to buy. The big day arrived, and I stood at the door, amazed both at the number of dealers and the number of philatelists crowding around some of the tables. What did I do next? Let the following suggestions guide you through the process of getting what you want from a dealer.

Make want lists

I watched one person ask for “well, it’s a pink rose, maybe from England or Germany.” Then another person asked for “musical instru-

ments.” The dealer was confused and so was I. The very un-specific “asks” were not helpful to the dealer, nor to the collector. Learning from these observations, I clutched my want list in my hand and found a place to sit, so that I could study my list. I found a fellow collector, and together we studied the list. I had used Scott catalog numbers to identify my stamps, which was good. I later found that dealers did not have their items identified by Michel, Stanley Gibbons, or other catalog numbers. I had also noted whether my stamps were singles, part of a set, part of a large sheet, strip, souvenir sheet, or other oversize format. I found this to be very helpful, but I missed scan-



ning an item or two where an illustration would have been very helpful, especially the illustration on a booklet cover that I wanted.

As my friend and I looked at the list, we noticed I had a section that merely said “covers.” I had not identified them by state, by stamp, by thematic topic, or by country. I knew what I wanted, but I needed to do quite a bit of talking to relay that

to the dealer. I was going to waste both the dealer's and my time, because I had not been specific.

Be knowledgeable about your subject

I overheard several conversations at tables around me. At one table, the conversation was quite specific. One of the

"I knew what I wanted, but I needed to do quite a bit of talking to relay that to the dealer. "

philatelists had a collection of Great Britain, while another had a collection about Mozart. Others collected items related to bees, to perfins, and to French art stamps.

These conversations helped me to focus on my topic. I knew that I could talk about it to my collector friends. Would I be able to talk to dealers as well? I knew that I had to relate to the dealer and to others as well, if I was to find material of interest to me.

I was close to a dealer's table, and overheard conversations that were neither specific nor accurate. An intermediate collector was passing inaccurate information to a novice, with comments like "used stamps must be NH, too." I also listened to general lengthy talk about last week's club meeting or where to go for lunch, and found them distracting and time consuming for the dealer and myself.

Stamp shows

I felt I was ready to make my way through the dealer area. My list contained stamps from several different countries, so I started looking for a dealer who carried world-wide stamps. First, I wandered throughout the floor trying to find dealers' specialties by looking at their signs, their tables, and listening to conversations around them. I located three dealers who carried world wide stamps, and I wanted to visit all of them. They were all three crowded, but a space opened at one near me, so I grabbed the space, pulled out my list, and started interacting with the dealer associate. Soon boxes appeared before me, and I was on my way to seeking the items I wanted.

As I was waiting for another box to appear, the collector sitting next to me said she had a friend who had a large collection in the same area of interest. She told me where to find this friend, and then we were both back to looking through boxes as we did not want to waste the dealer's time or to be rude to the others waiting for a space. After a while, I had finished looking at all the material in my area of interest at this dealer's table. We completed the transaction for items found, and I was off to the next dealer on my list.

As I progressed through the dealers I wanted to visit, I noted that different dealers had different prices for the same stamps. I made a note to add Scott prices to my list, so that I could compare the dealers' prices with the suggested Scott value.

I eventually visited dealers specializing in covers, and soon learned that my list notations were insufficient. Some had

WE Board of Directors

Ruth Caswell, Chair
ruthandlyman@earthlink.net

Vesma Grinfelds, Secretary
dzvesma@sprintmail.com

Liz Hisey, Treasurer
lzhisey@comcast.net

Patricia Stilwell-Walker, At Large
psw123@comcast.net

Denise Stotts, At Large
stottsjd@swbell.net

Anne Harris, Newsletter Editor
gofrogger@gmail.com

Janet Klug, Editor of WE Think
tongajan@aol.com



APS Affiliate #260



Supported by
AAPE

No material in this publication may be reprinted in any form unless permission is acquired in advance.

Contact the Editor, Janet Klug
Tongajan@aol.com

This is a publication of WE
— **Women Exhibitors** —
Whose mission is to be the vehicle through which women exhibitors can encourage each other through sharing information, ideas, experience, advice, problems, and solutions.

For more information contact
Ruth Caswell (Chair) :
ruthandlyman@earthlink.net

"Be prepared."

BOY SCOUT MOTTO

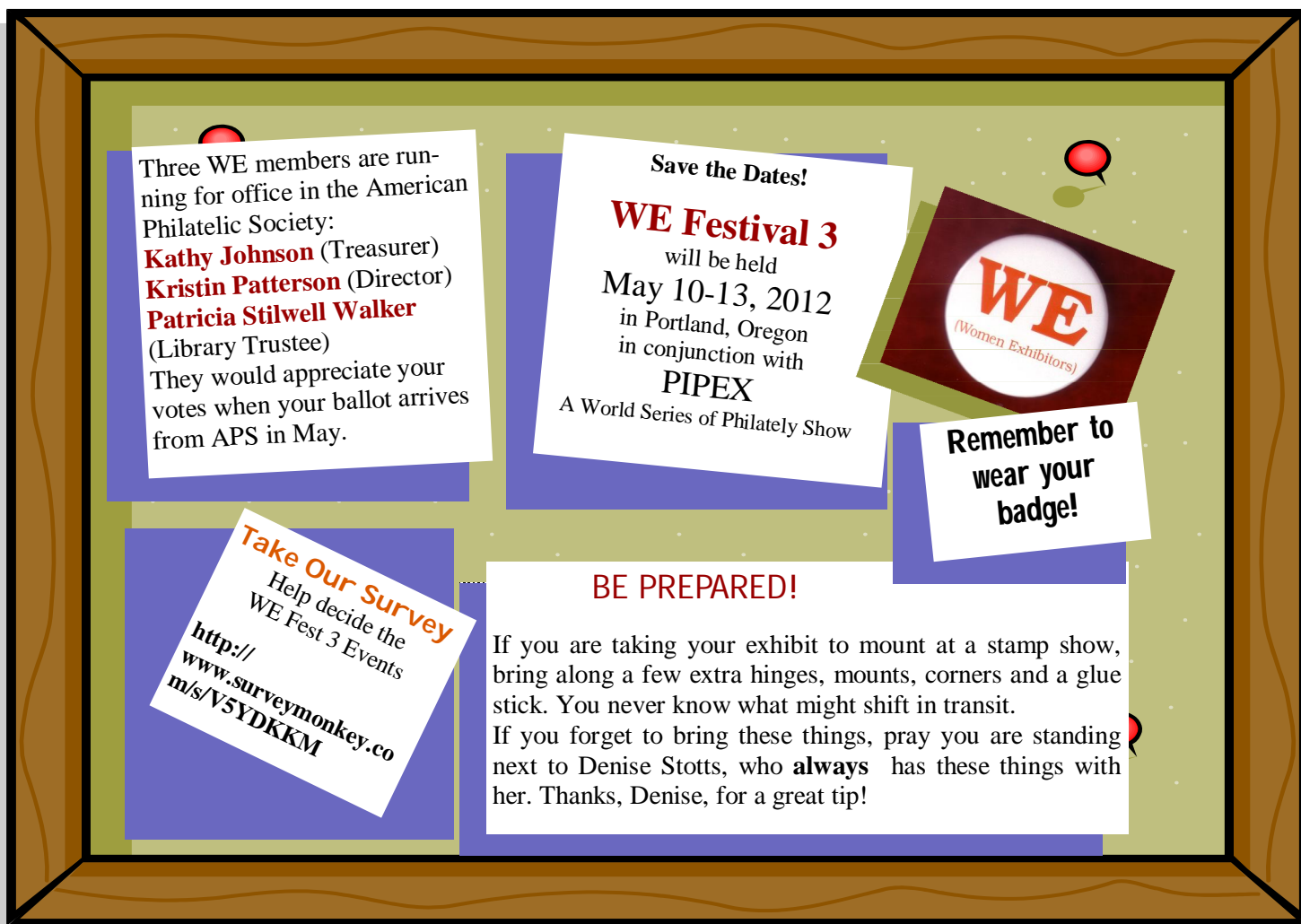
PAGE 2

covers organized by state, by type of postmark, or by country. In addition, there were covers by advertising topic, such as food, animals, and books. I was less able to describe what I wanted when looking for covers, because my list was very general. After perusing the covers from a few dealers, I know that I will be better prepared for the next show. Overall, my show experience was quite satisfactory. When I left the show, at least three dealers knew what I collected and what I wanted to find; I found items for my collection; and I made new philatelic contacts.

Dealers away from the show

After the purchased items were catalogued and stored, I began to look for sources where dealers advertise. *Linn's*, *Scott Stamp Monthly*, *American Philatelist*, and so forth are obvious sources. I also looked at less obvious sources, such as the journals of specialized societies, the Ephemera Society, and show programs. I discovered articles by people who have similar interests and contact information for these authors. It's amazing how much information is available once one starts looking.

A collecting friend related tales of visiting Stamp Shops on their travels. One story related to finding a long-sought item when the proprietor directed her to the back room where boxes of material were stored. I'm eagerly awaiting the next show. I know that I can identify dealers who might have material that I want. I can converse with these dealers and describe my area of interest. I also now have philatelic friends who share my interests. My collection is growing, and I'm planning an exhibit for the future. ☺



"Be prepared."

GIRL SCOUT MOTTO

WE Fest heads West

By Janet Klug

WE Fest 3

WE members, I have a favor to ask of you. Right this minute, before you forget, mark your Day Planner for 2012 with the dates for WE Fest 3. The dates are May 10—13, 2012. The



Portland Oregon and Mt. Hood
Site of WE Festival 3, May 2012

Festival for Philatelic Women #3 will be held in conjunction with PIPEX in Portland, Oregon at the Doubletree Hotel at Lloyd's Center.

Now that you know when and where WE Fest 3 will be, please help determine what kind of seminars and classes WE should schedule for this event. **Visit our survey at: <http://www.surveymonkey.com/s/V5YDKKM>**

Your responses will help make WE Fest 3 a rousing success. Thanks! And we have some great surprises that we'll be announcing later. You won't want to miss this event!

If you have never been to Portland, Oregon, May is just about the most

perfect time to do so. Portland is known as "the City of Roses," and their many rose gardens are superb. Additionally, gorgeous rhododendrons bloom in profusion. Some plants are as big as houses. It is truly a feast for the eyes.

The nearby Mt. Hood will still have snow on her peak and you could stay a week or two and make quite a nice holiday in the Pacific Northwest. If you have never been to Oregon, this is a great time to come and add another notch on your "states I have visited" belt. Or maybe two, with nearby Washington!

WE Think

The publication you are reading right now, *WE Think*, was going along at a good clip for its first couple of years. We were able to get a good blend of articles written by a diversity of authors, enabling us to turn this into a quarterly publication.

Last year there was only one issue of *We Think*, and that is because no articles were submitted beyond what was published in that one edition. In my opinion, that is sad.

Yes, I know as well as anyone that we are all busy. Each of us also serves our wonderful hobby in countless other ways beyond WE. These are all fine things, and I thank you for your service.

However, WE is something special. At least I think it is. WE is the ONLY organization of which I am aware that is helping women — from entry level collectors to

advanced philatelists — enjoy, learn and make new friends through stamp collecting. If I was to give WE a scorecard on how well it is fulfilling the WE mission, I'd give it an A+. That is thanks to the dedication of our fearless (and I do mean fearless) leader Ruth Caswell. She is aided by



Hmmmm...my favorite stamp is in here somewhere. Share your favorite stamp with in *WE Think*!

an incredible bunch of women who serve on the WE Board of Directors. Their names are on page 2 of this and every issue of *WE Think*.

My role as editor of this publication is a small one. I would like to get back to having this be a quarterly publication, but I can't do that alone. I need YOU to write something for me to publish.

What you write need not be about exhibiting. We have many members who are not yet exhibitors but who have questions about the hobby. WE could answer those questions in this publication, but you have to ask them first.

Maybe you have a favorite stamp or cover, or a funny story about something that happened at a stamp show you attended, or how you got into collecting stamps in the first place.

Share your story! I would love to hear from you. Contact me by e-mail at tongajan@aol.com or by regular mail: 6854 Newtonsville Rd., Pleasant Plain, OH 45162. Happy collecting! 📧

"Always carry a corkscrew. The wine shall provide itself."

BASIL BUNTING

PAGE 4

One-page exhibits. Why not?

By Lyman Caswell

unusual picture postcard? All these things--and more--are potential one-page exhibits.

But, you say, how would I present a one-page exhibit? One page in the middle of a 16-page frame is not acceptable. The answer is, one-

The one-page exhibit is a new idea in exhibiting which has recently developed among stamp shows in the Northwest. If you are not familiar with one-page exhibits, the idea probably seems contrary to all the usual rules of exhibiting. A complete exhibit on one page? Impossible, you think.

Not at all. Let's say you have an interesting cover, and you know the story behind it. The story may be about an unusual postal rate, an unusual usage of the stamps on the cover, the markings on the cover, or the letter it contains. The cover is an isolated item that doesn't fit into any exhibit you are planning. There's the start of a one-page exhibit. Give the story a title, mount the cover, and briefly tell the story.

Or perhaps you have a stamp or set of stamps that have something special about them. Do they contain errors in the design, misspelled words, erroneous dates, or misidentified persons? Such things can be found in almost every collection, and their presentation can make an interesting one-page exhibit. Do you have a complete set of stamps from a country that issued only one set? Do you have stamps that were never placed in use?

Do you have a set of stamps that you just happen to like? Present them in a one-page exhibit that tells why they are your favorite. At the show, you might learn that they are someone else's favorite stamps, too.

The possibilities are not limited to postage stamps and covers. Do you

Farming in the West

One of the most familiar nineteenth-century United States stamps is the 2¢ stamp depicting "Farming in the West," which was part of a set of stamps issued on 17 June 1898 in connection with the Trans-Mississippi Exposition held in Omaha, Nebraska 1 June to 1 November 1898 to publicize the economic development of the U. S. West.



The stamp depicts teams of mules harnessed to plows, in preparation for plowing a field. The picture is based on a photograph taken on a large wheat farm in North Dakota.



Can you tell a complete story in one page? Lyman Caswell did with this one!

have cinderellas commemorating an exposition, or a set of charity stamps? An interesting document with affixed revenue stamps? An

page exhibits are club projects. A stamp club reserves a frame at a stamp show, and uses the first one or two pages to present information

"if you are prepared, then you are able to feel confident."

ROBERT J. RINGER

PAGE 5

about the club, with, of course, an invitation to the viewers to join. Members of the club prepare their one-page exhibits, and these are used to fill the rest of the frame.

Stamp club-sponsored frames of one-page exhibits have been presented at stamp shows in the Northwest, and have been viewed with enthusiasm. One-page exhibits are not judged, so you can freely do in

them things that are contrary to the "rules" of judged exhibits.

So, talk up the idea of one-page exhibits at your stamp club. Or, better yet, enter your one-page exhibit in WE's frame in November 2011.

Make up one or two as examples to show others. Have the club reserve a frame at your next local stamp show, and fill it with the members' one-page exhibits. They're fun!

Typewriter

The first typewriters were slow and clumsy. Christopher Sholes is generally credited with constructing the first practical typewriter. In 1873, he signed a contract with Remington for manufacture.

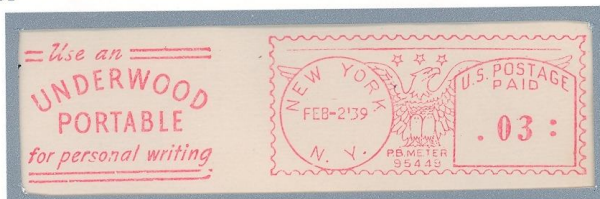
In 1874, the first typewriters appeared on the market and were called *Remingtons*.



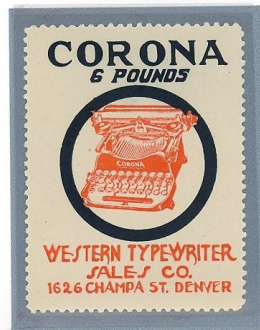
Mitterhofer claims to be inventor of the typewriter. His first model, invented in 1864, is shown in the picture. It was experimental, and he called it a failure.

Lasting features of early typewriters were cylinders with line spacing and carriage returns; letter spacing by carriage movement; striking of paper at a common center; actuation of typebars by key levers and connecting wires; printing through an inked ribbon; and positions of different characters on the keyboard (*Encyclopedia Britannica*, 2006).

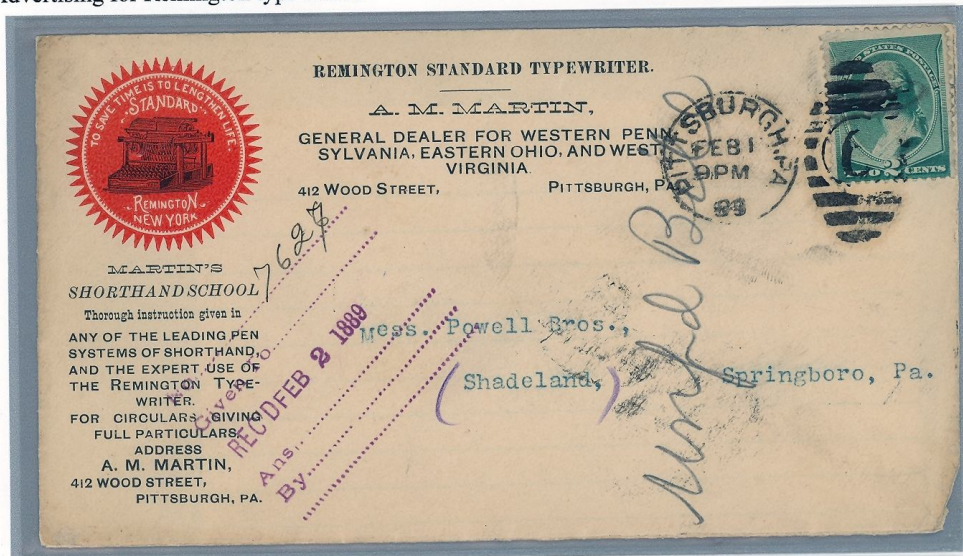
cinderella poster stamp



machine cancel 3c per oz first class 6 Jul. 1932 - 1 Aug. 1958



Advertising for Remington typewriters



receiving docket by business on front, 2c per oz first class rate 1 Jul. 1885 - 2 Nov. 1917

WE FEST 3

PORTLAND, OREGON
MAY 10 - 13, 2012

IN CONJUNCTION WITH PIPEX

This one-page exhibit gives a quick history of the typewriter using four different philatelic elements. All on ONE PAGE!

"The thing you have to be prepared for is that other people don't always dream your dream."