

The EFO Collector



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*To Err is Human
To Find is Divine*



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The EFO Collector is published quarterly, in March, June, September and December. The submission deadline for any issue is the 15th of the month preceding the issue, e.g. 2/15, 6/15, 8/15 and 11/15. Send or e-mail editorial material directly to the Editor. Sample copies of the EFO Collector are available for \$3 from the Editor.

Membership includes subscription to the EFO Collector. Membership fees are as follows:

	Members with addresses in the U.S. or Canada	Members with addresses elsewhere
Initiation fee and first year's dues	\$16.00	\$30.00
One year membership renewal	\$15.00	\$30.00
Two year membership renewal	\$27.00	\$60.00

Advertising for the EFO Collector will be accepted at the following rates:

Full page, camera-ready copy	\$30.00	First insertion must be fully prepaid. No discounts apply. The deadline for ad copy is the 15 th of the month preceding the issue. Advertising, ad payments, and related inquiries should be directed to the Editor.
Half page, camera-ready copy	\$16.00	
Quarter page, camera-ready copy	\$9.00	
Full page, requires composition	\$60.00	
Half page, requires composition	\$32.00	
Quarter page, requires composition	\$18.00	
Classified ads, per word	\$0.06	

EFOCC members are entitled to three free 35-word (excluding address) classified EFO Post ads annually. Please send or e-mail these to the Editor.

EFOCC Officers

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Board Member	Vacant (3 positions)	
Advertising Director	Vacant	

From Your Editor



Since several years, it has been my intention to take this job. Why did I not do it before? Because I always got caught in the daily grind... Because my wife, my kids, work, all needed my time more than the EFOCC... Because... Because... Well, there is always a good reason not to do something. But, doing this is my New Year's resolution, instead of the usual losing weight (that never worked, anyway), and so I am going ahead with it.

It is my way of giving back to the hobby I have enjoyed for most of my life. I have been collecting since I was in my early teen years, I have been an APS member since the mid-80's, an EFOCC member since 1991. Running the Club is not something a single individual can do alone. It is not even something the officers of the Club can do alone. Hopefully, we can institute a trend of more active participation by the membership of the EFOCC, already energetically pursued by your Secretary, Stan Raugh (Thanks, Stan). Your proposals, comments, contributions all help (and are needed) to make a better Club and a more satisfying hobby experience. So, please, e-mail me or any of the Board members or call me on (516) 849-6604 with your ideas and suggestions. Write me. Participation is paramount in running a successful Club. You can participate in many ways:

- You can send or e-mail one of the Officers your ideas, suggestions, concerns, etc., related to running the Club. Let us know if you come across a web site or dealer with good EFO material.
- Send in for publication the story of your favorite EFO. If you don't like to write, I'll be happy to call you, get your story over the phone and be your ghostwriter.
- Send me a photocopy of your favorite EFO, preferably enlarged. You can just take it to your local copy shop, make an enlarged photocopy and mail it to me. I am sure, your fellow members would like to see your favorite EFO gem that you scooped up at the last show for \$0.99.
- Make use of your allowance of three free classified ads in the EFO Post. Let your fellow members what you are looking for. Sell something you don't need.
- In the July-September 2003 issue, our Veep John Hotchner, suggested a "Help Wanted" column. Go ahead, send me your help wanted descriptions.

I would like to thank Jim McDevitt for his tireless efforts in putting together the EFO Collector for many years. He did a great job, thanks Jim! Not just the EFO Collector, but the Club would not have survived without your tireless efforts. You are now off the hook for editing the EFO Collector, but we are still looking forward to your many other, vital contributions to the Club.

Happy collecting.

Cemil
CemilB@optonline.net



Letters to the Editor

Error or Freak?

December 18, 2003

Dear Jim,

Since the EFO Collector is absent an Editor at present. I am sending this to you, OK? I want to question Mr. Joseph Monteiro's use of the term "error" in connection with folds and creases in the October-December 2003 issue of the EFO Collector.

I thought it had been pretty well established that folds and creases are considered "freaks" and not "errors". Errors occur in the same position on a printing plate, are constant and always the same, whereas freaks are one-time happenstances and usually unique, no two alike.

To my limited knowledge, Scott has for years listed a freak as an error, On #702, the 2-cent red-and-black issue of 1931, after the black as printed on one flat plate sheet of paper a fold occurred in the lower left corner so that when the red was printed the cross wound up on the reverse and resulted in the cross being missing on position #91, apparently the only time this ever occurred on this issue. At one time, this handsome and unique item was in the Lilly collection.

If I am way off-base with my understanding of the difference between a freak and an error, I am sure someone will let me know, should the EFO Collector print this.

Clyde Jennings
Jacksonville, Florida

Mr. Monteiro Answers

In a letter, recently sent to the EFO Collector, Mr. Clyde Jennings raises the issue of whether paper folds and paper creases should be called error or freaks.

Over the history of philately, the word error has been considered a general term. Paper folds and paper creases fall within the general class of errors. To deal with this imprecision, attempts have been made to classify errors into paper errors, printing errors and perforating errors [1]. This has been further subdivided, for example, in the case of printing errors – inverts, print shifts, etc. Some of these definitions and conventions have not always gained universal acceptance.

In the case of paper errors, the issue is how best to describe paper creases and paper folds. A schematic presentation of paper errors is shown in Diagram 1 below. The group of paper errors can be divided into various subgroups: different types of paper errors, application of gum on the paper, and other errors, such as paper folds and creases. These errors are all distinct errors resulting in the production of paper or gummed paper used in the production of stamps.

Mr. Jennings is right in indicating that freaks are "one-time happenstances and usually unique, no two alike." Given that paper creases and paper folds are unique, they can therefore be called freaks. This is shown in the subgroup of other errors. The term error was used in this very broad sense in the article cited by Mr. Jennings. The word freak, used by itself, has a peculiar connotation that is not commonly used. According to the Oxford Dictionary, the word freak means "caprice, vagary, capriciousness; product of sportive fancy; monstrosity, abnormally developed specimen." Given this connotation, many individuals hesitate to use this word. It is, therefore, not surprising that Mr. Jennings indicates that Scott has listed a freak as an error for years. In short, while technically it is more appropriate to refer to paper folds and paper creases as freaks, the use of it is not universal.

Mr. Jennings is also partially correct in pointing out that errors occur in the same position on a printing plate, are constant and always the same. But this description has its deficiencies. How do perforating errors fall into the definition of errors provided by Mr. Jennings?

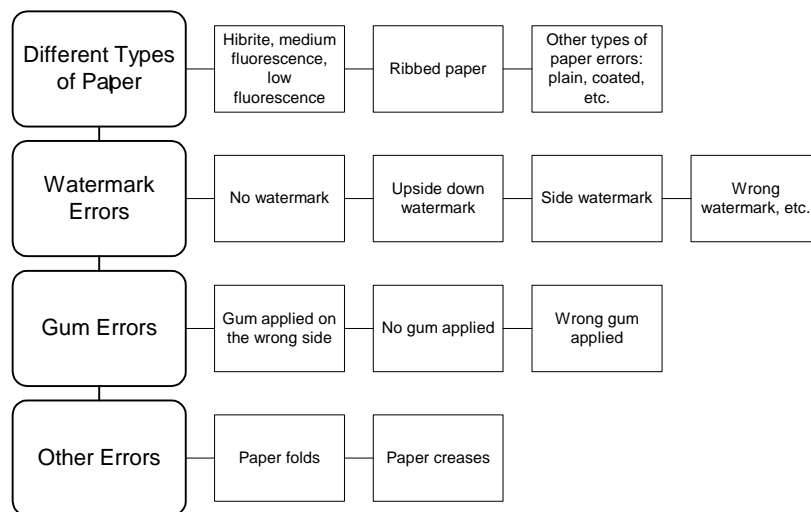


Diagram 1: Types of paper errors.

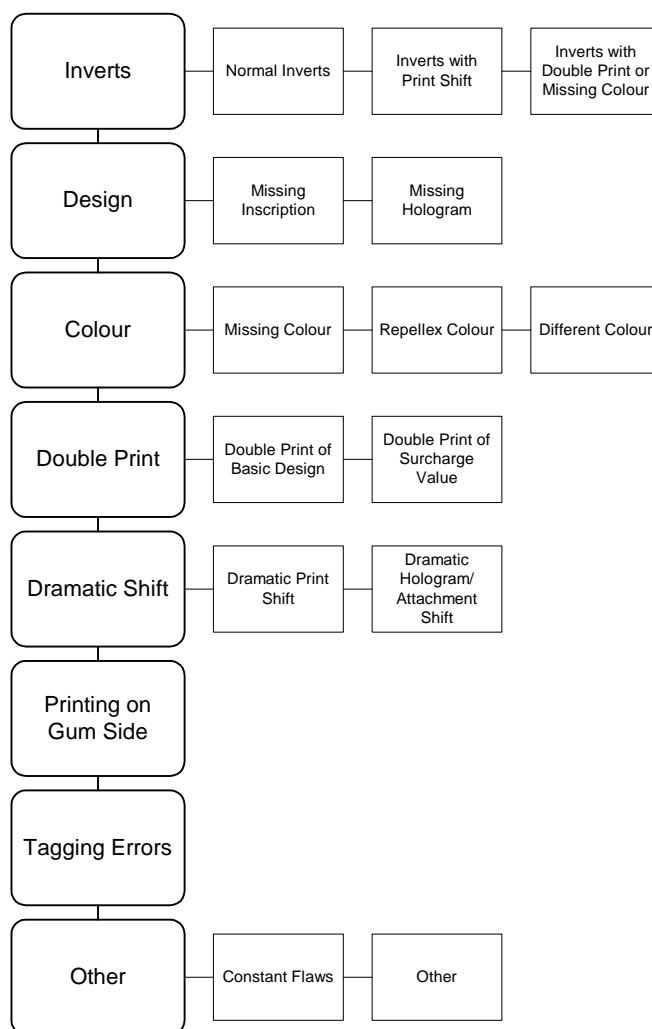


Diagram 2: Types of printing errors.

Mr. Jennings is also partially correct in pointing out that errors occur in the same position on a printing plate, are constant and always the same. But this description has its deficiencies. How does perforating errors fall into the definition of errors provided by Mr. Jennings? An attempt was made to classify printing errors. This is shown in Diagram 2. These errors are all distinct types of printing errors and can be further subdivided. For example, inverts can be classified as the normal invert, invert with a shift, invert with a double print or missing colour; color errors can be classified into missing colour errors, repellex errors, different colour errors, etc.

In short, there are often deficiencies in definitions, and they are not universally accepted.

Bibliography

- [1] Monteiro, Joseph. "Philately – The Need For An Analytical And Educational Approach", The Canadian Philatelist, Volume 51, Number 3, May-June 2000, pp. 107-110.
- [2] Monteiro, Joseph. "Error, Freaks and Oddities", The EFO Collector, Volume XIX, No. 6, Spring 1998, pp. 20-25.
- [3] Monteiro, Joseph. "Classifying Errors, Freaks and Oddities: Is a Logical Approach Warranted?", Corgi Times, The Elizabethan II Study Group Newsletter, Volume VI, Issue 6, May-June 1998, pp. 98-101.

What Happened To The Auction?

In the EFO Collector, you asked for suggestions on how to increase the EFOCC income and avoid the continuing deficits.

To me, it is very obvious – *increase* the frequency of the stamp auctions, preferably quarterly. Not only additional commission for the EFOCC, but would also attract more members. I know that I originally joined due to the auctions.

If the individual who is running it now cannot devote more time to it, split it with someone else, each having two quarterly separate auctions. Thereby, an auction can be held each quarter. Unfortunately, I do not have any spare time, otherwise I would volunteer.

Howard Frank
Brooklyn, NY

Of Interest to Members

- The January 2004 issue of The American Philatelist contains an article titled *Space Errors* by Paul S. Greenlaw.
- A perusal of the January 2004 issue of The American Philatelist contains ads from two dealers that specifically advertise EFOs:
 - Muscott's advertises Commonwealth varieties. Address: P. O. Box 5319, Uplyme, Lyme Regis DT7 3ZJ, UK, Phone: 011-44-1297-444128
 - Saskatoon Stamp Centre advertises Canada and BNA varieties. Web: www.saskatoonstamp.com, address: P. O. Box 1870, Saskatoon, SK S7K 3S2, Canada. They have an online database of their stock and will send on request a free current private treaty catalogue of Canadian and BNA stamps.

President's Report

Jim McDevitt

cwouscg@aol.com



First and foremost, a very sincere thank you for Mr. Cemil Betanov for volunteering to take the reigns of editing the EFO Collector. An infusion of new blood is just what the doctor ordered for the EFOCC to better serve its membership.

Sincere thanks for Mr. Ken Moreau and Mr. Phillip Nazak for their kind comments on the EFOCC operations and Ken for chairing the EFOCC Election Nomination/Ballot Committee.

All, please take time to read each candidate's bio and vote for the candidate you deem best to serve and meet your needs. If you know a person who can better serve, please feel free to submit that person's name as a write-in on the ballot.

Kudos to John Hotchner and Stan Rough for their recruitment efforts.

Treasurer's Report

David Hunt

dhhunt@ptdprolog.net

Treasurer's Report for the Quarter 1 October - 31 December 2003

Beginning Balance 1 October 2003		\$6822.56
Income		
	Dues and Initiation	\$278.00
Expenses		
	"EFO Collector" printing	\$534.13
	"EFO Collector" postage	\$173.02
	Officers' Expenses	\$314.66
Ending Balance 31 December 2003		\$6078.75

Respectfully submitted,
David H. Hunt, Treasurer

Secretary's Report

Stan Raugh

trex@bigplanet.com

New Members

Welcome to the new members - we are happy to have you join. Check your address below and on your mailing label. If there are any errors, let me know!

Monte O'Neal Hunter Ridge Apartment #C4 720 S. College Mall Road Bloomington, IN 47401	1294	Francis Anastasio 1431 Western Avenue Albany, NY 12203	1295	Darrell D. Teel P. O. Box 142 Medford, OR 97501	1296
Peter Bird 70 Anchorway Road Coventry, England CV3 6JJ	1297	Karl Brown 304 West Sheridan Avenue Annville, PA 17003-1250	1298	David J. Phillips P. O. Box 878 Norfolk, MA 02056	1299
Robert Gilman P. O. Box 18 Daly City, CA 94016-0018	1300				

Are My Dues Due?

If the code at the end of your member number is "04A" you dues are due. Of course, if your code is "04B", you are welcome to pay ahead! Also, life memberships are still available at \$210.00.

State Of The Membership

After accounting for four members who did not renew at the end of 2003, we still have grown to 186 members. This represents a healthy increase!

Pitch For "Meet Your Fellow Members"

Let me just remind everyone, I need some volunteers for my other column. Please step up to the plate and help me out, so I don't write anymore of those corny western articles!

You Are Invited To E-Mail Me!

You are invited to e-mail the Secretary. If you don't have an issue to discuss, that is fine, just say hello. I would like to build a short list of e-mail addresses.

Perhaps someday this will become more formal, but we are glad to hear from members.

Design Errors on Stamps

Joseph Monteiro

In an earlier article in the EFO Collector, printing errors were classified into several subgroups, such as inverted errors, design errors, color errors, double print errors, dramatic shift errors, printing on gumside errors and tagging errors. Most of these errors have occurred on Canadian and United States stamps. These errors were classified so that an analytical and educational approach can be used in studying these errors. In this article, design errors will be examined.

Design Errors

Design errors are the second most important printing error on postage stamps. These errors can have quite a dramatic visual effect as often an important part of the complete design is missing. These errors make excellent show and conversational pieces. Imagine a stamp without the name of the country or value or a part of the internal design is missing. Its impact on the viewer can be quite spectacular.

A design error can be considered as one where part of the true design of the stamp is missing. A design error can also be considered where certain stamps have part of the design incorrectly printed.

The causes of design errors will first be examined. Second, types of design errors that have occurred will be reviewed.

The Causes of Design Errors

Single Printing Process Using Multiple Plates of Multiple Printing Process

Design errors most commonly occur when a single printing process using multiple plates (case one) is needed or when a multiple printing process (case two) is needed to print the stamps. Given this method of printing, it is obvious why the design error occurred. The partially printed sheet or pane of stamps did not make contact with one of the printing plates or was not sent for the second printing process. How this could happen is at times difficult to determine. In some cases, two sheets get stuck together and the bottom sheet fails to get the impression of the second plate. In other cases, partially printed sheets were not sent to receive the impression of the second plate or printing process, for example, if they were sent for examination and accidentally got placed with sheets completely printed. Generally, it is possible to distinguish between the two types of errors, especially in the case of engraved or embossed stamp, as in the first case, the sheet of stamps below will have the impression of the second plate, though it does not have the inscription of the normal stamp.

Single or Multiple Printing Processes Involving Paper Foldovers or Paper Creases

In the process of printing stamps, design errors can occur due to a paper fold in the sheet of stamps being printed. The fold or crease in the paper on which the stamps are being printed can occur either before the sheet of stamps was being printed or when the stamps were being printed. The crease in the paper occurs during the manufacturing of rolls of paper used in the printing of the stamps. The fold on the paper generally occurs during the printing process of when the unprinted sheets are being cut. It is easy to visualize the effect of what is likely to happen in either case. In the case where the stamp is printed with a crease in the paper, once the crease is removed, as part of the design could be missing leaving a blank space if a single printing process is involved. If a multiple process is involved, whether there would be a blank space would depend on whether the crease was removed before the second printing process. In the case where the stamp is printed on paper with a fold, the nature of the missing design depends on the specific nature of the fold and whether multiple plates or processes are used.



Figure 1: The 8-cents surcharge error.

Two specific examples in the latter situation indicate the differences in the problem. The 8 cents surcharge error (Figure 1) was caused because the last stamp in the first column folded over the second last stamp in the first column when the second plate in the printing process was used. As a result, the latter did not receive the surcharge as the surcharge meant to appear on it appeared on the reverse side or gum side of the last stamp that was folded on it. The 7-cents autumn stamp (Figure 2) with the missing name of the country and value occurred because during the printing process the corner of the paper folded, resulting in the stamp not receiving the inscription.



Figure 2: The 7-cents autumn (maple leaf) stamp.

Single or Multiple Printing Processes Involving Missing Attachment on the Stamp

Advances in printing technology have enabled stamps to be printed with attachments. One example of such an attachment is a hologram. There are at least three possible causes for missing attachments. First, during the application process, the attachment would drop out or the attachment was moved elsewhere on the pane or sheet of stamps. Second, during the printing process, the sheets or panes moved incorrectly causing the attachment to be missing from the appropriate place. Third, a sheet or pane of stamps was stuck to another when the attachments were being applied, as a result the bottom sheet or pane did not receive the attachments.

Single or Multiple Printing Processes Involving Incorrectly Engraved Dies on the Plate

The printing cylinder or drum contains various impressions of the stamps, depending on the number of stamps to be printed per pane or sheet. Occasionally, one or more of these impressions on the printing cylinder may be incorrect. As a result, when the stamps are printed each pane or sheet may contain one or more errors of the defective impression, depending on how many impressions are created with every revolution of the printing cylinder. This produces a constant printing error which is not as scarce as the other described errors resulting from the above mentioned causes.

Single or Multiple Printing Processes Involving Extraneous Problems

Extraneous problems at times result in the printing of stamps where part of the design on the stamp is missing. Pieces of debris, such as particles of paper or other material from the machinery, may appear between the plate and the paper on which the stamps are printed. The consequences of this are that certain parts of the design of the stamp being printed may become obscured. This generally results in a unique error or could result in the same error on a row of stamps in consecutive sheets.

Types of Design Errors

Design errors can be classified as those (i) missing inscription, value or some other aspect of the normal design omitted, and (ii) missing hologram if attachment on the stamp. Examples of the first type of design error on Canadian stamps are the 6-cents Christmas error and the 50-cents Prairie Town error, etc. Examples of the second type of design error on the Canadian stamps are the 42-cents hologram stamp with the missing hologram. Other types of minor design errors also exist.



Figure 3: The 7-cents autumn (maple leaf) stamps.

Missing Impression of the Design

The missing inscription because the sheets bypassed the impression of one of the plates is described with two examples to bring out the characteristics of these errors. One is the well-known 7-cents Maple Leaf stamp with the inscription missing (Figure 2 and Figure 3). The other is the 32-cents Nickel stamp with the foil missing (Figure 4). The error on the 7-cents Maple Leaf issue is the omission of the inscription in grey in the bottom rectangular area below the design. As noted by Canada Post Corporation, “The 7c Autumn stamp provided one of Canada’s rarest modern varieties – grey inscription missing. The error is devoid of “Canada”, “7” and the bilingual Autumn designation.” The gray inscription consists of the words “Autumn” in English and “Automne” in French, both in fine print below the design on the left. The country name, “Canada”, appears below on the left with the value “7” on the right, which is in much larger print. The error in the 32-cents Nickel stamp is the omission of the foil describing the word “nickel” in the middle of the stamp.

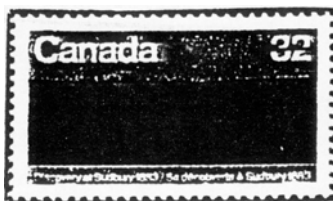


Figure 4: The 32-cents Nickel.

A missing inscription and embossing because of a paperfold is described with an example to bring out the characteristics of these errors. Only the 8-cents jet surcharge and the 30-cents Christmas will be examined at length here. The 8-cents error can be described as one stamp with the surcharge and one without, both being attached to each other. Stamps by themselves without the surcharge are not errors as the 7-cents stamps were printed and sold without the surcharge. One can perhaps consider the omission of the surcharge as having created two errors: one without the surcharge, which is attached to stamps with the surcharge; and the other having a surcharge on the gumside. The 30-cents stamp with the colour missing completely has been found on only one stamp, in addition, only one stamp has been printed fully on the gum side. The colour of the other stamps (i.e., part of the first three columns) are partially affected and partially printed on the gumside.

A missing impression can also occur because of some extraneous material appearing on the printing paper when the stamps are being printed. One such example is the 20-cents Douglas Fir stamp. This error can be described as the missing numeral '20' and part of the highlights on the branch. It is the third stamp in the left column, position 21, of the pane.

Missing Hologram on the Stamp

The 42-cents Hologram error can be described as the hologram missing from the stamp. These missing hologram errors are not necessarily confined to any stamp in a specific position on the pane of sheet of stamps. They have appeared on stamps from various positions or in all positions of the sheet.

Conclusion

Design errors are the most important printing error on postage stamps whose effect is quite dramatic. There are two basic types of design errors: omission of some aspect of the normal design, and omission of some attachment on the stamp. These design errors are caused because of the omission of one or more of the printing plates or printing processes of foldovers. It is worthwhile noting that sometimes it may be possible to erase the design or remove the embossing, which makes it quite difficult to distinguish the genuine error from the fake error. To assist in the authentication, it is advisable that a certificate of authenticity be obtained when these stamps are purchased due to the presence of fakes.

Author's Note

The information for this article is largely taken from the source indicated in reference [3].

Bibliography

- [1] Bonar, J. J. "A Real Find". *Maple Leaves*, Volume 10, No. 11, June 1965, p. 285.
- [2] "A Real Find". *The Canadian Philatelist*, Volume 16, No. 2, March-April 1965, p. 94.
- [3] Monteiro, Joseph. "Definitive Postage Stamps of Canada", Volume III, work in progress.
- [4] Monteiro, Joseph. "Perforating Errors of Canadian Postage Stamps (1953-1996)", 1996.
- [5] Monteiro, Joseph. "Printing and Perforating Errors of Postage Stamps in Canada (1953-1997) – An Analysis", 1998.

EFOCC Election Notice

In accordance with Errors, Freaks, Oddities Collector Club by-law article VIII, a nominating committee has been appointed to seek and report names of members willing to volunteer their services for the period from July 1, 2004 to June 30, 2006. Election will be by mail with majority of ballots cast being necessary for election or affirmation. Four members have expressed a desire to serve and are listed on ballot on page 23 of this journal.

Descriptions Of Elected Positions

President shall be in general charge of all Club activities, shall preside at any meetings of the Executive Board and general membership. S/he shall appoint all committees authorized by the Executive Board and shall be an ex-officio member of all committees except those primarily involved with nominations unless so directed by a majority of the Executive Board.

Vice-President shall serve as an aide to the President and shall perform the duties of President in the President's absence or inability to serve in that office. The Vice-President shall perform such other duties as the President may assign.

Secretary shall conduct the official correspondence of the Club as directed by the President and maintain Club membership records. The Secretary shall also produce a current Club membership roster no later than February 28th of each Club's election year.

Treasurer shall receive all monies in the name of the Club and shall make such disbursements as may be necessary and/or directed by the Executive Board for the proper operation of the Club. The Treasurer shall maintain permanent records of the Club's finances and shall submit an annual report by each July 1st for publication in the Journal.

Please cast your ballot and submit **prior to April 15th, 2004** to:

Mr. Kenneth P. Martin
400 Toftrees Avenue, Apt. 306
State College, PA 16803



ASDA Show Card *Garden Bouquet*

Commemorating the release of the U.S. Postal Service's First Day of Issue "Garden Bouquet". March 4 at the Annual Spring Postage Stamp Mega Event. the American Stamp Dealers' Association, Inc., co-sponsor of the event, will present a souvenir card titled *Garden Bouquet*. This new issue, as well as past cards, will be available throughout the event at the ASDA booth located at the front entrance to the event hall.

The Garden Bouquet souvenir card has been designed with a reprint of the First Day Issue 37c stamp image and a brief description of the stamp series. These high quality souvenir cards will cost \$4.75 mint, \$5.75 with the special show cancel, and \$7.75 with the First Day of Issue cancellation.

These cards are also available online or by mail.

Postage Stamp Mega-Event/Spring 2004
<http://www.asdaonline.com/megaspring04.htm>

Madison Square Garden at the Expo Center
4 Pennsylvania Plaza (between 31st and 33rd Streets and 7th Avenue), New York, NY 10001
March 4 – 7, 2004 Thursday – Saturday: 10:00 a.m. to 6:00 p.m.
Sunday: 10:00 a.m. to 4:00 p.m.
FREE ADMISSION – BRING A FRIEND!!!

American Stamp Dealers Association, Inc.
3 School Street, Suite 205, Glen Cove, New York 11542
Phone: (516) 759-7000 Fax: (516) 759-7014 E-Mail: asda@erols.com
www.asdaonline.com

Washington 2006 Goal: One Million Stamps

A 2 ½ year drive to collect 1,000,000 stamps is being organized by Washington 2006, the international philatelic exhibition scheduled for May 27th through June 3rd, 2006, in Washington. The show's Youth and Beginners Chairman, Nancy Clark, and committee member Joan Bleakley are in need of U.S. and worldwide kiloware both on and off paper to distribute to thousands of visitors to the show and to use during demonstrations and seminars.

Begin by cutting stamps from envelope corners, leaving about ¼ inch of paper all the way around, and removing the paper flap on the back. Discard damaged stamps, those with tape on them, and those on colored paper of any kind. Then separate them into U.S. and non-U.S. piles. Do the same for donations of off-paper stamps.

Place these in envelopes and mail them to W2006 Stamp Zone, c/o Joan Bleakley, 15906 Crest Drive, Woodbridge, VA 22191. These can be sent at any time. Include an e-mail address to be notified when your shipment arrives. Contributions of any size are appreciated, including larger dealer lots.

As a 501(c)3 organization, individuals and companies may qualify for tax deductions to the full extent of the law for material donated to Washington 2006.

Another tax-deductible contribution is available for contributors of better material. Two auction houses, Andrew Levitt/Nutmeg Auctions of Danbury, CT, and Regency Stamps, Ltd., of St. Louis, MO, have volunteered to accept and auction material on behalf of the exhibition. Washington 2006 will receive full hammer price from such donations, and will provide receipts to donors. For details, please contact the following:

Nutmeg Stamp Sales
P. O. Box 4547
Danbury, CT 06813
Phone: (800) 522-1607, Fax: (203) 798-7902
E-Mail: info@nutmegstamps.com
Web: www.nutmegstamp.com

Regency Stamps, Ltd.
Le Chateau Village #106
10411 Clayton Road
St. Louis, MO 63131-2911
Telephone: (800) 782-0066, Fax: (314) 997-2237
E-Mail: info@regencystamps.com
Web: www.regencystamps.com

For more details about Washington 2006, visit www.Washington-2006.org.

Perf Orations

John M Hotchner

jmpstamp@ix.netcom.com

Pricing EFOs: An Art, Not A Science?

Having just taken a swing around the dealer booths at AmeriStamp Expo, I am left wondering how dealers price their EFO material? The very same imperforate coil pair, with a catalogue value of \$20, condition being equal, can be priced at \$5 or \$50, and several places in between. Freaks, with no catalogue guide, can be even further out in left field. Why is this and what does it mean for the EFO collector?

The thoughts come flooding in. First, an item I would like to own, which should be worth about \$30, was marked at \$100. The dealer was willing to go down \$10, but would not tell me why he priced it at that level. I didn't need it that badly.

Notice I used the term "worth" above. I started out to say it 'should have been priced at' about \$30. We do confuse "worth" with pricing, and I want to make that distinction. If someone is willing to pay \$100 for that item, that is what it is worth to them. And that is why catalogue values can be meaningless. But when I say something should be priced at \$30, I mean that pricing should be based on the market as it stands for that type of item, give or take some for the item itself and its condition. For instance, a nice Space related freak will definitely justify a higher price than the same freak on most statehood centennial stamps. Space stamps is a popular thematic, and those stamps will sell more readily and to a wider audience. ("Popular Prices" as they used to say at the movie theaters; at least popular with the theater owner!)

Another bit of fall-out from uninformed pricing is that schooled EFO collectors can find bargains. Indeed, given the time available to do it, which I don't have at this point. I think it is possible for someone to buy underpriced EFOs at shows and turn them around for a handsome profit in the EFO Club auction.

Why EFOs are available "cheap" from professionals is an interesting area of study. On the acquisition end, EFOs often come along with collections. The dealer buys the collection for the catalogued stamps it contains. The EFOs are add-ons, for which the dealer paid little or nothing extra. So he is happy to retail them for whatever he can get, and he does not care to spend a lot of time trying to determine value. That is also the source of extra-high prices. The dealer, having little invested, does not need to sell the material to get his money back. So he just guesses on a value, guessing high, and out on the table it goes. If it doesn't sell after half a dozen shows, he will reduce the price, or entertain offers. But the view is: "nothing ventured, nothing gained". Fortunately for him there are just as many collectors who know nothing about EFOs, but may well buy an item on impulse because it appeals to them, at even the most ridiculous price.

Those, by the way, are the same people who later decide to sell their collections, and find that they can't get 10% of what they paid for certain items, and conclude that dealers are all crooks, and other collectors they have talked to are just trying to bargain them down.

There are other pricing motivations. A dealer, who buys a full pane of a misperf, is in a different position than someone who has a one-off, or even half a dozen. Unless the dealer with the pane is independently wealthy, he needs to sell some of the pane rapidly to make back his investment. The price is likely to be less, and he will be more willing to bargain, knowing he has more in the bank, so to speak. Also, some dealers will mark items high, with the object of being able to negotiate deep discounts when a serious nibble is made. The object is to be overjoyed if someone walks up and throws five \$10 bills on the table, but to be happy if he can sell the item for \$25 in a larger sale of material, or even after a tough negotiation with a serious collector who knows the real value.

The problem I have with that approach is that a clear majority of stamp collectors are not the type of people who will make a fuss or try to make a counter offer. They will just look at the price, conclude the item is not for them, and move on. Both the dealer and the collector lose in the long run.

There is no doubt that EFOs is a specialized market, and it takes some investment of time in watching the EFOC auction, grazing the dealers tables, reading the ads in the philatelic press, watching commercial auction estimates and realizations, etc. to understand it. But if you are going to be a serious EFO collector, by which I mean you are going to spend serious money, you need to make that investment – for your own protection and peace of mind! I also advise that you learn to play the negotiation game. If something you see is priced too high, be willing to ask the dealer to explain why the price is where it is, and be willing to offer less, or offer a package deal with other material you want. The worst the dealer can do is say, no. That they may do so with an attitude is their problem, and you don't need to make it yours. They need to make sales to stay in business. You're in it for the fun!

What I would love to see in these pages is a response to this column from dealers. And some information on how they set their prices. I'm sure there are those who will disagree with me strenuously. That kind of a debate will help us all to understand the \$ signs we see on material offered. So let's hear from you.



Stamps For The Wounded Seeks Donations

Stamps For The Wounded (SFTW), founded by Emile Kehr in 1942, exists to provide stamps covers and other philatelic material to the Armed Forces Veterans, who use them to occupy their time productively, and to develop goals that keep up interest in the hobby and in life itself.

As SFTW completes its 61st year, we ask that stamp collectors remember SFTW's work as you dispose of philatelic material. We need material throughout the year. We now serve thousands of in- and out-patients, through organized clubs and occupational therapy programs in Veterans' Hospitals and Convalescent Centers nationwide.

Stamps of all kinds, covers, philatelic literature, and supplies of all types, in any quantity, are needed. Tax deductible cash donations are also helpful to finance stamp supplies and the postage costs of sending out or parcels.

SFTW is an authorized nonprofit organization, sponsored by Lions International. Donations may be sent to SFTW/LI at P. O. Box 1125, Falls Church, VA 22041. Donations for which a cash receipt is requested should include a rough inventory or a listing with a valuation according to catalogue value, or on some other reasonable basis.

An informational pamphlet will be sent upon request. Contact SFTW Vice President John Hotchner, at the Falls Church address given above, or telephone (202) 663-2417 (daytime).

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Meeting Your Fellow Members

Stan Rough

trex@bigplanet.com

Cemil Betanov, The New EFOCC Editor

There are collectors who seek only errors, freaks and oddities (EFOs).

Admirable as that is, the expansion of our hobby depends upon enticing all the other philatelists to also collect any EFOs related to the areas they already study.

Cemil Betanov, our new editor, understands the importance of this trend.

"I do not specialize in EFOs. I consider them an interesting addition to my main thematic, art on stamps. I particularly enjoy seeing in museums the originals of paintings I see first on stamps. Living on Long Island, in the greater New York area, allows me to see many exhibits, most of which are somewhat tied to my stamps collection."

As for his daytime job, he is a software engineer. He runs the development group of a small software developer. He and his wife Rossana have two sons, Emile and Adrian.

The 49-year-old New Yorker started collecting stamps in his early teens. When he was 17 years old he was introduced to EFOs.

"In Istanbul, Turkey, where I lived for the first 23 years of my life, a mailman brought an EFO to my father's store. He wanted to sell the whole sheet for twice the face value."

"My father asked me if I wanted it, and how I would pay him the money he would lay out." No problem for the young Cemil.

"I sold some blocks of four at 10 times face, paid my dad back and was able to hold on to most of the sheet. I still have it today," he added.

In addition to art on stamps, our new editor has some interest in the countries of Turkey, France and

Germany. He also has inherited material from the 1930's and 40's to search through as well.

Cemil houses his stamps in stock books, transferring them leisurely to albums.

He enjoys stamp collecting as a relaxing hobby.

As a teenager, he joined the philatelic club in his middle and high schools, frequently exhibiting his stamps.

Since then, he has often thought about exhibiting, but has not partly because he wants to collect without the pressure of competition.

But make no mistake about it, Cemil has the heart of a real collector.

"I enjoy all types of abnormalities and freaks. I enjoy them even more when I own them."

I think that is the definition of a true collector!

WANTED: ALIVE or ALIVE!

Yessiree, pardner. We want some fellow members to step up to the trough and be interviewed for the *Meeting Your Fellow Members* column.

Boss writer Stan Rough doesn't want to have to put out a bounty to get his quota, so drop him an e-mail if you are willing to let him corral you for an interview.

And, if'n you all don't think your story would fill a whole column, that's O. K., the Kid will put two or three of you together in a sort of rodeo of EFO collectors.

Well, pilgrim, just e-mail Stan at trex@bigplanet.com

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Cemil Betanov

CemilB@optonline.net

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EFOCC Member Post

Members are entitled to three free listings per year. Please mail or e-mail requests to Editor.

538a and 540a Plate # blocks & sheets for sale or trade. I need plate #s of 498a, 498b, 499a, 501c, R168a and other early imperf errors. **Stan Wittig**, Box 2742, Springfield, MO 65801.

Error list. Twenty page illustrated US major and minor error list showing over 350 different errors. SASE with 55 cents postage. For specific topics, please enclose SASE for request. **Stan Goldfarb**, 8520 Atwell Road, Potomac, MD 20854.

Wanted. Unusual MDI booklets (blue cover vending booklets of fifteen or thirty 32c or 33c stamps). Also seeking flag EFOs, eighteen cents and up. Color shifts, color contaminations, dry printings, miscuts, etc. Also, flag/porch 2915A and 2915C coil with 11 teeth along right side and plate # 66666, mint or used. **Doug Iams**, P. O. Box 7651, Santa Rosa, CA 95407.

For sale best offer. Two miscut 25c Pheasant booklets. **Charles Kahn**, 101 Hendy Avenue, Elmira, NY 14905-1904.

Wanted. Anything unusual for the Legend of Sleepy Hollow (Scott 1548), Washington Irving (Scott 859) or 1982 Christmas Bear on Sled (Scott 1940). **Gary Denis**, P. O. Box 766, Patuxent River, MD 20670.

Wanted. Transportation coil varieties such as plate cracks, etc. Prefer strips of five with the flaw in the center. Write first giving price. Also interested in corresponding with other collectors of any repeating varieties, checklists, etc. **Stan Raugh**, 4217 8th Avenue, Temple, PA 19560-1805.

Wanted. PNCs with 50% upper and 50% lower plate numbers or PNCs with 100% upper plate numbers or any EFO issue of the Black Heritage issues. **Ken Moreau**, 308 Coronation Road, Franklin Road, MA 02038, phone/fax: (508) 528-9026.

Money back guarantee. Send \$15 plus a SASE #10 envelope for an eye catching foreign EFO, which is worth \$50 to \$75. If not satisfied, return EFO within 10 days for full refund. **Howard Frank**, P. O. B. 340868, Brooklyn, NY 11234.

Every EFOCC member is entitled to three free 35 word listings per year in the EFOCC Member Post. To use your free listing in the EFOCC Member Post, please complete this form, and mail it to the Editor ASAP. If you wish, you can also e-mail your request to the Editor.

Help With Members' New Projects

Free listing – Please mail or e-mail requests to Editor

Kansas-Nebraska issue: Looking for any of the “a” numbers (pairs with only one overprint). I am preparing an exhibit and would like one of these and any unusual overprints (e.g. missing period, etc.), unusual cancels. What have you? **Alan R. Davis**, P. O. Box 85039, Tucson, AZ 5039 or bobacarol@netzero.net.

Doing an analysis of auction houses, as to likes and dislikes, of those placing stamps in an auction. If you have placed stamps or attempted to place stamps in an auction, let me know the name of the auction house (it will be held confidential) and what you liked or did not like about the experience. **Howard Frank**, P. O. Box 340868, Brooklyn, NY 11234.

Scott #2132, twelve cent Stanley Steamer, plate #1 split 50% top, 50% bottom, in strips of 5 or 6. **Ken Moreau**, 402 Coronation Drive, Franklin, MA 02038.

5c Johnny Appleseed (Scott #1317), also Indian Centennial (Scott #972), Ohio Statehood (Scott #1018), Fort Duquesne (Scott #1122), Civil War (Scott #1178-1182), George W. Marshall (Scott #1364), American Indian (Scott #1364), Great Americans (Scott #2176-2178-2184). Any “exotic” material. Will buy, sell or trade. **Giovanni Bertolini**, C.P. 267, 20099 Sesto S. Giovanni, Milan, Italy, e-mail: bertolgi@tiscali.net.

Constant “War Perf” Part-Perf Settings on vertical pairs of Presidential, National Defense issues and War Savings stamps. If you have any of these and would like a copy of my last article laying out what exists, send me a stamped, addressed envelope. Now trying to update that article and hoping for new finds/reports of items previously not known. **John Hotchner**, P. O. Box 1125, Falls Church, VA 22041.

Your Editor has a project you all can help with. When preparing the EFO Collector layout, there is always some empty space, at the bottom of the pages, between articles, etc. I would like to fill those areas with pictures of EFOs from your collections. Can you please send me, by e-mail or postal mail, pictures of your EFOs? If using e-mail, please send scans that are at least 300 dpi, preferably 600 dpi, color preferred. We print only black and white, but I can reduce to grey tones using the proper tools to get the best effect. If using postal mail, send photocopies, black and white is OK. If your copier allows you to do so, copy at a size greater than 100%, i.e. send a magnified copy. Please be sure to indicate whether you want your name published. We can give credit or print the pictures anonymously. **Cemil Betanov**, 153 Claudy Lane, New Hyde Park, NY 11040, CemilB@optonline.net.

If you would like a free listing in the EFO Collector to help you with a new EFO project, please complete this form, and mail it to the Editor ASAP. If you wish, you can also e-mail your request to the Editor.

I am looking for _____

Name, address, e-mail: _____

Buyers and Sellers of EFO Material

To sell or buy EFO material, contact any of the following buyers/sellers of error, freak, oddity philatelic material. **Remember:** To offer for confidential outright purchase or sale at a public auction, it's best to first send a description and/or clear photograph, photocopy or scan before shipping the item. **Do not forget** to include your address, telephone number, e-mail and return postage/s.a.s.e.

Ag, P. O. Box 1, Medford, NJ 08055	(609) 654-7415
Back Stamp Auctions, P. O. Box 2056, Mesa, AZ 85214-2506	(480) 969-5835
Steve Crippe, Inc., P. O. Box 23413, Tampa, FL 33623	(813) 878-9845
Howard Frank, P. O. Box 340868, Brooklyn, NY 11234 (<i>Foreign EFOs only</i>)	
Stan Goldfarb, 8520 Atwell Road, Potomac, MD 20854	(301) 279-0754
Sam Houston Philatelics, P. O. Box. 820087, Houston, TX 77282	(800) 231-5962
John Hotchner, P. O. Box 1125, Falls Church, VA 22041	(703) 820-5449
John Koval, P. O. Box 83, Griffith, IN 46319	(219) 924-4836
Leo Malz & Co., 425 Broadway, New York, NY 10013	(212) 877-7223
Montclair Stamp Co., P. O. Box 38, Cheltenham, PA 19012	(215) 728-7836
J. Nalbandian, P. O. Box 71, E. Greenwich, RI 02818	(401) 885-5020
Princeton Philatelics, P. O. Box 304, Tappan, NY 10983	(845) 359-7434
Jacques C. Schiff, Jr., 195 Main Street, Ridgefield Park, NJ 07660-1696	(201) 641-5566
Martin Sellinger, P. O. Box 47, White Plains, NY 10602-0047	(914) 948-4246
Saskatoon Stamp Centre, Box 1870, Saskatoon, SK Canada S7K 2S2 (<i>BNA and Canada varieties only</i>)	(800) 205-8814
Thomas E. Smith, P. O. Box 23149, Phoenix, AZ, 85063-3149	(623) 205-1163
Stephen Wittig, P. O. Box 2742, Springfield, MO 65801	(417) 831-8746
Victory Stamps, P. O. Box 1129, Mt. Pleasant, SC 29465	(843) 849-6713
Weiss Philatelics, P. O. Box 5358, Bethlehem, PA 18015	(610) 691-6857

List updated: November 1, 2003. Please send changes to Editor. Also, e-mail Editor if you would like to add an e-mail address to your listing.

Please Vote!!!!

The Club sincerely appreciates members taking the time to cast a ballot for the *EFO Collectors Club* officials who will serve during the term of July 1st, 2004 to June 30th, 2006. The Nominating Committee has put forward the candidates listed below.

For President: CWO Jim McDevitt

Jim resides in Kingsland, Georgia, and has served as EFOCC President from 1994 through 1996 and from 2000 through 2004. He has also served as Secretary from 1985 through 2002. He retired in 1979 from the United States Coast Guard and the Norwood, Massachusetts, Fire Department in June 1995. He has been Chairman of the American Philatelic Society's Affiliate Coordination Committee since August of 1997.

For Vice-President: John M. Hotchner

John resides in Falls Church, Virginia, and was the EFOCC's President when founded in 1978. He served as Secretary from 1980 through 1985, and as Vice-President since July 2000. This issue of the EFO Collector does not have sufficient pages to list John's non-EFOCC philatelic accomplishments. Suffice it to say that he is an active member of the Citizen's Stamp Advisory Committee and a past President of the American Philatelic Society. John contributes the column "Perf Orations" to the EFO Collector.

For Secretary: Stan Raugh

Stand resides in Temple, Pennsylvania, and has been EFOCC Secretary since July 2000. He also contributes two columns to the EFO Collector, the Secretary's Report as well as "Meeting Your Fellow Members."

For Treasurer: David Hunt

David resides in Denver, Pennsylvania, and has been the EFOCC Treasurer since July 2000. He reports regularly on the Club's finances in the EFO Collector in the "Treasurer's Report" column.

Ballot for the election of EFOCC Officers for the 2004 to 2006 term. Mark and return your ballot before April 15 th , 2004 to Mr. Kenneth P. Martin, 400 Toftrees Ave., Apt. 306, State College, PA 16803			
For President:	Jim McDevitt	<input type="checkbox"/>	or write-in: _____ <input type="checkbox"/>
For Vice-President:	John M. Hotchner	<input type="checkbox"/>	or write-in: _____ <input type="checkbox"/>
For Secretary:	Stan Raugh	<input type="checkbox"/>	or write-in: _____ <input type="checkbox"/>
For Treasurer:	David Hunt	<input type="checkbox"/>	or write-in: _____ <input type="checkbox"/>
Please sign your ballot: _____		Date: _____	
Please print your name: _____		Member No: _____	

The EFO Collectors' Club

**4217 8th Avenue
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