The Rochester Philatelic Association, Inc

HINGES & TONGS

MEETINGS ARE HELD 2ND & 4TH THURSDAYS SEPT.-JUNE AT ST. PAULS' EPISCOPAL CHURCH

TRADING & TALKING 7PM   FORMAL PROGRAM 8PM
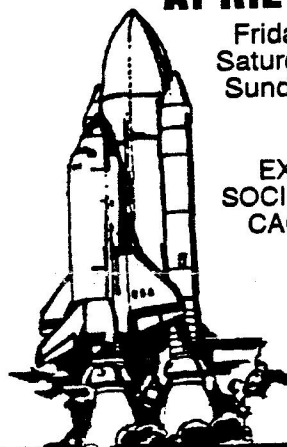
| MARCH- APRIL | editor
Joseph K. Doles | 1995 |

NATIONAL STAMP SHOW

HONORING: MAN IN SPACE

APRIL 7 - 9, 1995

Friday 10am - 7pm
Saturday 10am - 6pm
Sunday 10am - 4pm

EXHIBITS · DEALERS
SOCIETIES · POST OFFICE
CACHETS & CANCELS
YOUTH BOOTH

Holiday Inn
Genesee Plaza
120 Main Street East
Rochester, NY

ROPEX '95
IT'S A BLAST

Presented by the Rochester Philatelic Assn., Inc.

FUN STAMP EXCHANGE

MEETING AT SIDE ROUND TABLES
7-8 PM EACH MEETING

CALL: DON OSBORNE
381-3458

Trade stamps with fellow members. Just for fun. No money to be exchanged - just stamps

Give Don a call and tell him what your looking for and what you have to trade. He might just be able to coordinate a swap. Future needs will be printed in H&T. Let Don help you locate those hard to find items.

LAWRENCE R. MORIARTY, SR.
1916-1995

The Rochester Philatelic Association was deeply saddened by the death of Larry Moriarty on January 25. Larry had been an active RPA member since 1968. He served several terms as club president and also acted as ROPEX chairman a number of times, most recently in 1993.

Larry had been a collector since childhood. He started collecting stamps when one of his paper route customers paid him in Hungarian stamps instead of money. His primary adult collecting interest was Hungarian postal stationery, but he also collected Fiume, basketball stamps and perfins. He was past president of the United Postal Stationery Society and was also active in several other philatelic groups. He was an accredited APS judge and also judged for the Central Federation and Niagara Federation.

Larry was born in Brooklyn. A civil engineer by profession, Larry held degrees from Manhattan College and Purdue University. He retained a keen interest in environmental and water quality matters after his retirement from the Environmental Protection Agency in 1980 and was a member of the Irondoquoit Conservation Board. He served in the Navy in World War II and moved to Rochester in 1966.

Larry was very generous with his time, always ready to help a fellow collector with any kind of problem. He typically came back from out-of-town shows with several items he had found for friends.   One of Larry's many jobs at ROPEX was official smoocher. When he handed out awards, he always gave women recipients a kiss with each award. One year he sent his wife home to bring him the mustache wax he needed to prepare for this enjoyable "job"!

Larry and his wife Mary celebrated their 50th wedding anniversary in August. He is also survived by four children and four grandchildren.

History of
The Rochester Philatelic Association
1913-1971
by
Thomas M. Fortunato
part II

Several events of note occurred in the 1930's. Another philatelic society was established in Rochester in 1929 named the Genesee Valley Stamp Club. It was formed by an ex-RPA member, James Flynn, who conveniently scheduled GVSC meetings for alternate weeks from those when the RPA met. One major benefit to GVSC membership was the publication of a newsletter which was available at meetings. Many area collectors belonged to both groups at first, but by 1933, the GVSC was in trouble due to declining membership.

On December 14, 1933 the RPA board voted to absorb the Genesee Valley Stamp Club into its ranks. One spin off of this action was the first appearance of the RPA's own publication titled, "Philacopy". The earliest edition found dates from December 11, 1933 (volume 1, #2) containing two pages, one with news and the other with advertisements.Further newsletters were named, "Rochester Philatelic Association Bulletin" starting with volume 1, #3. It was also around this time in November 1933 that the RPA agreed to meet twice a month, on the second and fourth Thursdays.

Rochester's centennial was celebrated in 1934 and several philatelic tie-ins were arranged. The brand new Cumberland Street Main Post Office was completed that year and the RPA created a commemorative cover to mark its dedication on March 2, 1934. It is uncertain if this was the first such cover produced by the RPA. The rubber stamped cachet pictured the building, which included an underground tunnel connecting the post office with the railroad station to expedite the mail. It was supposed to meet Rochester's postal needs through the year 2000. Two stamp exhibitions were planned around the centennial festivities. The RPA and Rochester Chamber of Commerce sponsored the November 13-18, 1933 "Stamp Expo". The Rochester Centennial Hobby Show ran from August 11-September 2, 1934. It featured many collecting/hobby groups in Monroe county all displaying their areas of interests. The show probably was run in conjunction with the Monroe County Fair, also taking place at Edgerton Park at the time. This event may have sparked the RPA into joining the Rochester Museum Association in February, 1935, a loose confederation of the hobby groups which met regularly at the museum.

The RPA's 25th Silver Anniversary banquet was held in 1938 with over 70 people in attendance. The guest speaker was Rollin Flower who spoke about something called the "stereoptican table". On Wednesday, October 11, 1939 the famous Philatelic Truck visited Rochester and many RPA members took advantage of its appearance.

Little is known of club activities in the 1940's. For a time, meetings were held at members' homes. The RPA met for the first time at the Rochester Museum of Arts and Sciences, 657 East Avenue, in 1942. The Hobby Room was on the third floor and used by many groups. The new museum would become the RPA's home for the next 34 years. At least on exhibit took place, from August 30 to September 1, 1945, known as the 7th annual Hobby Show.

On March 4, 1950 two RPA representatives travelled to Buffalo to assist in the formation of the Niagara Frontier Federation of Stamp Clubs. The group consisted of stamp clubs throughout western and central New York, as well as Canada. Rochester hosted several federation meetings and exhibits in 1951 and 1957. Two hospital stamp clubs w supported by the RPA. One was at the Rochester State Hospital run by Rudolph Langer and the other at the Canandaigua Veterans Hospital run by Charles Messner.

The later half of the 1950's were quite active. On January 21, 1956 the RPA sponsored a junior exhibit contest, with the winning entry being sent to the FIPEX stamp show in New York City that April. A club library was formed in memory of Ed Huggler. Several RPA members contributed books which contained bookplates noting their donation. The club collection was still going strong with Henry Berman as the curator of the 44 frames of material.

Another attempt to form a youth program was started in 1958. The RPA Junior Stamp Club was for children over 12 years old and met on the same dates as the senior club. Jerome O'Neill, Jr., a junior member, already had international exhibiting experience having been invited to show his collection of dirigible flown first day covers at the 1957 Soviet Youth Festival held in Moscow.

The club bulletin was inaugurated in 1958. A philatelic letter drop was established at the main post office. Efforts were underway to make the RPA a tax-exempt organization with the government.

Tragedy struck in 1958 when 1959 preside...-elect Helen Lauer died unexpectedly on November 10. She had been elected president at the October 27th meeting, was active with the Niagara Federation, and also Rochester's chapter of the Cover Collectors Circuit Club. [continued in the next H&T]
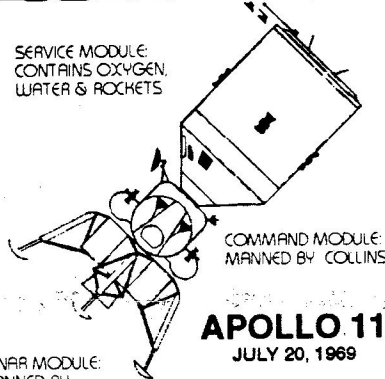
ROCHESTER PHILATELIC ASSOCIATION

SERVICE MODULE:
CONTAINS OXYGEN,
WATER & ROCKETS

COMMAND MODULE:
MANNED BY COLLINS

LUNAR MODULE:
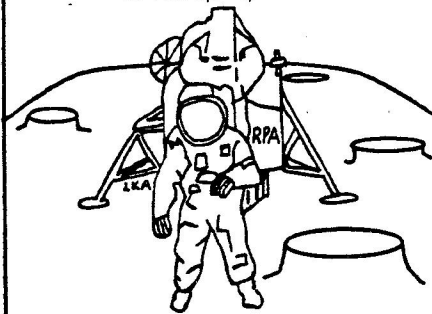MANNED BY
ARMSTRONG & ALDRIN

APOLLO 11
JULY 20, 1969

ROCHESTER PHILATELIC ASSOCIATION

Apollo 11 lunar module pilot
"Buzz" Aldrin
at Tranquility Base

ROCHESTER PHILATELIC ASSOCIATION

BOVE CACHETS AVAILABLE AT ROPEX'95

ALPEX 1995 / Plewacki Exhibition
4568 Broadway at Borden
Depew, NY   March 25, Sat. 10:00 - 6:00
                        March 26, Sun. 10:00 - 5:00

UPCOMING EVENTS

March 9: A slide show from the United Postal Stationery Society. UPSS will be convening at ROPEX this year, so come and learn something about postal stationery so you can enjoy the UPSS exhibits and other activities at the show more. Also one-_frame_ competition--bring 8 pages to be judged by a panel of your fellow club members. The winner gets a free 16-page frame at ROPEX.

March 23: Work session to prepare for ROPEX - we'll be assembling the program, putting stamps and labels on postcards and otherwise getting ready for the high point of the philatelic year! Everyone is needed. One-_page_ competition. Theme: "Nature."

April 6: Setup for ROPEX. Workers are needed throughout the day. See Rick Kase to find out when you would be most useful.

April 7-9: ROPEX!!! Helpers needed to staff hospitality table and do other jobs during the show, also to help with takedown at 4 pm Sunday. Come and enjoy the show, but you'll enjoy it even more if you participate. Check with Rick to see when help is needed.

April 13: AUCTION - More of Warren Stevens materials. One-page contest, any subject.

April 27: No Meeting, as the church is unavailable.
Coming up in May: Talks by Lou Call and THE MYSTERY STAMPER!

$14.00 per person
ROCHESTER PHILATELIC ASSOCIATION
SINCE 1913
Rpa

Annual Banquet & Auction
Tuesday, June 13, 1995
The New Dutch Mill
Dewey Ave at Stone Rd
Cocktails 6:30 - 7:00 pm
Buffet Dinner at 7:00 pm
Auction to follow

Reservations:
Bob or Elli   621-5434

HOW MUCH SHOULD I BID?

Many people ask this question and qualify it with different phrases such as, " I am new to mail sales and would like some guidance" to those who want opening bids or prices realized and decide for themselves.

Before discussing this issue, let me say that stamp collecting exhibits two very important features. First, collecting is done entirely with discretionary funds. No one spends money on stamps before they spend it on their family and food, clothing, shelter and transportation and probably a few other things besides. The second thing that sets stamp collecting apart from other commodities is that the stamp market is as close to the free enterprise system as you can get. All the information about the stamp is known. The prices of the stamps are listed in advertisements. Many companies issue price lists which are almost as complete as the Scott Catalogues. There are newspapers and journals which tell you about current values of stamps so neither the buyer nor the seller operates without knowledge Moreover there is very little opportunity for collusion. Yes, you hear stories of people making markets in certain stamps, or controlling the price of high value stamps or dealers working together to obtain an advantage over someone operating independently. But these instances are rare. There is precious little price fixing, there are no monopolies or trusts. Probably the biggest stamp company grosses about $30 or $40 million a year. Which compared to EXXON, GM or IBM represents less than one thousandth of their gross. Most of the stamp firms are family owned and run businesses and are indeed small by any measure.

When it comes to a mail sale you are competing against two parties--the owner of the stamp and other stamp collectors. The owner wants a fair price for his stamp. It really doesn't matter what he paid for it. When you buy a can of peas (or any other product) you don't care what it cost the grocery store. If you can buy it for $.59 you don't care that he paid $.65. Funnily enough, people do get mad if they found out he paid $.10 for the can. But in reality why? The price of the can of peas is market driven, not cost driven. Similarly with TV sets. Why should you pay $500 to a store that had to pay more to get their sets to sell when you can buy the same set for $400 elsewhere? The seller's cost is not a factor because he may have bought it when the market was low (or high) and had to keep it interest free The same applies to stamps. The market determines the price not the cost. Back to the stamp owner. He prices the stamp according to the market. It is true that some owners would rather have the cash than the stamp sitting around and will sell below market. The buyer would like to buy for as little as possible but how to find out what the owner will let it go for? Only by direct negotiation or by detecting the seller's habits. Secondly, how can the buyer know what the competitors are willing to pay for the stamp? The answer is that the buyer can read the ads in the stamp literature, look at 'Buy' ads, use catalogs, (which incidentally are about a year old when you see them since it takes time to compile, publish ar distribute the data) or obtain prices realized whenever he can. Another way is for the buyer to bid low and keep raising his bids until be is successful or doesn't want to bid any higher. But your bid really depends on how much you want the stamp, when you think you will get another opportunity and whether the market is rising or falling. You certainly wouldn't want to have to pay more for it in the future.

Consider the $5 Columbian. In mint, never hinged condition Scott values an F-VF specimen at $4,250. Along comes a superb MNH copy and the question the bidder asks himself is, "How much should I bid?" Since it is much better centered than F-VF it is probably worth more than $4250. But how much more? Knowing that such a stamp is rarely seen, and that many people want it, you decide to bid $6,000. Is that enough? Probably not. There are many people just waiting for that stamp who have deep pockets. And so you have to decide just how much you want that stamp and how stiff the competition will be for it. This is something that only you can decide. The same principles apply to much less expensive stamps. A veteran

in the field offered this advice, and I paraphrase, Bid high for the stamps you absolutely must have now, bid medium for those you would like but can wait for the next opportunity ι bid low for those you might like but can live without.
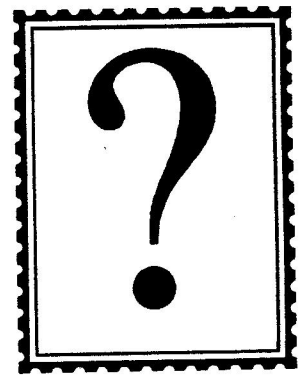
I would add to that, "Be fair, to yourself and the owner." People tend to overvalue the things they own and undervalue the things they would like to buy. I have seen several people value stamps to be sold at very high prices and offer very low prices for stamps they wanted to buy. Needless to say these people do not exchange much material. But then again maybe they don't want to. And that's what is nice about stamp collecting. You buy and sell on your own terms, both at the price you want to pay or receive and the time in which you want to do it.
In reality the information is available for you to reach an independent and objective determination that matches your desires, interests and pocketbook. But you must do some research. The return is pleasure every time you look at the stamp, the knowledge that others in your family can enjoy it, possibly exhibiting your ςresting items, and further that, if it doesn't return all your money, at least it will return some of it. That and your enjoyment, knowledge gathered, friends you meet, stamp club meetings you attend, relaxation and the thrill of the chase make it a totally absorbing endeavor. Dinner and a movie won't do all that.

ANNUAL BANQUET & AUCTION

This year's RPA banquet will be held on Tuesday, June 13 at the Dutch Mill Restaurant, 2901 Dewey Avenue, near Stone Road. The buffet dinner will be at 7PM, with a cash bar available starting at 6:30, and feature three entrees. Cost is $14 per person. An auction follows a brief awards ceremony.
Checks made payable to "RPA" may be sent to our post office box or given to either of our co-chairpersons, Elli Phelps or Bob Steeb. ¬servations must be received by June 3. Attendees may submit up to 7 lots each for the auction. Lot descriptions, including catalog numbers and minimum bids, must be given or mailed to the co-chairpersons in advance by the June 3 deadline.

ARE YOU GOING TO BE IN THE CLUB PICTURE?

PHOTO TIME

Make plans to attend our special May 11 meeting. Besides our regular program, the RPA is planning to take a group portrait of the membership, which may become an annual event. Be sure to come to this meeting. Should you need a ride to this or any RPA meeting, contact Tom Fortunato one week in advance at (716) 621-1670 for arrangements.

MEMORIAL FRAME PLATES AVAILABLE

The RPA Board of Governors has approved a plan to honor deceased members. Special name plates are now available for $25 each which will be permanently placed on ROPEX frames in memorium. Proceeds will be used to perpetuate the frame fund. Any departed RPA member may be commemorated in this lasting and meaningful way. Send payment to our post office box along with the name of the honoree.

ROPEX '95 CALANDER OF EVENTS

Friday - April 7, 1995

8-10 a.m.	Coffee in Hospitality Suite - Room 1200
10:00 a.m.	ROPEX'95 Opens
NOON	Exhibitors' Luncheon - Barnaby's
7:00 p.m.	Show Closes
7:00 p.m.	Informal United Postal stationery Society Banquet at Barnaby's .. Please check at UPSS table for details.
7-Midnight	Hospitality in Room 1200

Saturday - April 8, 1995

8-10 a.m.	Coffee in Hospitality Suite - Room 1200
10:00 a.m.	Show Opens
11:00 a.m.	Seminar, U.S. Postal Cards EF&O's, Brad Horton - Genesee Room
11:00 a.m.	Fakes, Forgeries & Counterfeits Study Group - Fairfax Room
NOON	Empire State Postal History Society and Mobile Post Office Society Joint Meeting - Exchange Room
NOON	Chapter 53, Central New York First Day Cover Society Luncheon - Barnaby's
1:00 p.m.	United Postal Stationery Society General Meeting, all welcome, Genesee Room.
1:30 p.m.	Beginner's Seminar - for all ages - Exchange Room
1:30 p.m.	Chapter 53 CNYFDCS Business Meeting - Room 1200

Saturday - April 8, 1995 (cont'd)

2:00 p.m.	Central N. Y. Federation of Stamp Clubs Meeting - Fairfax Room
2:00 p.m.	An AAPE Exhibiting Seminar: Ann Triggle , V.P., Stephen D. Schumann (past president) officiating - Genesee Room
3:00 p.m.	Judges' Critique for exhibitors and the public - Genesee Room
3:30 p.m.	Beginner's walk-through of exhibits - exhibit highlights for beginners - meet at ballroom entrance
6:00 p.m.	Show Closes
6:30 p.m.	Cash Bar before Banquet
7:30 p.m.	ROPEX 95 Banquet - Genesee Room - No Smoking in Banquet Room. Guest Speaker - Peter M. Jehrio

End of Banquet until Midnight - Hospitality in Room 1200

Sunday - April 9, 1995

8-10 a.m.	Coffee in Hospitality Suite - Room 1200
10:00 a.m.	Show Opens
10:30ish	The Marmalades - Show & Tell - Genesee Room
1:00 p.m.	Worldwide Postal Stationery Seminar - Genesee Room
2:00 p.m.	Empire State Postal History Society: Meeting for those interested in creating a videotape on exhibiting postal history - Genesee Room
4:00 p.m.	Ropex 94 Closes

The Rochester Philatelic Association, Inc

HINGES & TONGS

PO Box 10206 Rochester, NY 14610-0206

ROCHESTER, NY
4 MAR
1995

LOVE
USA
1995

FIRST CLASS MAIL

9205
THOMAS M FORTUNATO
42 MAYNARD STREET
ROCHESTER NY 14615