NAPEX
PHILATELIC EXHIBIT

TWIN BRIDGES
MARRIOTT HOTEL
Washington, D.C.
JULY 2-4, 1982
NAPEX Cachet Envelopes (set of three) .......... 75¢

NAPEX Serviced Cachet Envelopes,
Station Cancel, 3 days, available
on Sunday. Three for ................. $1.50

Plate Printers NAPEX Souvenir Card ........... $2.00

Awards Banquet Tickets, per person .......... $16.00

NAPEX items may be bought and/or ordered
at Board Room, located in the Convention Center Lobby.

PARTICIPATING SOCIETIES
(Society lounges located in Convention Center Lobby)

Meeting —
AMERICANA UNIT, ATA

Meeting —
ASSOCIATED STAMP CLUBS of the CHESAPEAKE AREA
Regional Meeting —
AFDCS, ROBERT C. GRAEBNER CHAPTER

Meeting —
BUREAU ISSUES ASSOCIATION

Meeting —
CHINA STAMP SOCIETY

Meeting —
GEORGE WASHINGTON MASONIC STAMP CLUB

Meeting —
INTERNATIONAL SOCIETY for JAPANESE PHILATELY

Meeting —
KOREA STAMP SOCIETY

Meeting —
LIONS INTERNATIONAL STAMP CLUB

Luncheon Meeting —
SCANDINAVIAN COLLECTORS CLUB

Meeting —
S.P.A.

Meeting —
TURKEY and OTTOMAN PHILATELIC SOCIETY

Meeting —
WASHINGTON PHILATELIC SOCIETY
Dear Visitors:

On behalf of the directors, officers, and members of NAPEX, I extend a most cordial welcome to our philatelic friends, and wish you an enjoyable visit in our Nation's Capital.

We extend special philatelic greetings to officers and members of the Bureau Issues Association, the International Society for Japanese Philately, the Associated Stamp Clubs of the Chesapeake Area, the China Stamp Society, the Korea Stamp Society, George Washington Masonic Stamp Club, Robert C. Graebner Chapter of the AFDCS, Lions International Stamp Club, The Scandinavian Collectors Club, Turkey and Ottoman Philatelic Society, Americana Unit ATA, SPA, and Washington Philatelic Society, who have scheduled meetings at NAPEX.

You are cordially invited to attend the NAPEX Auctions on Friday and Saturday afternoons in the Commonwealth No. 1 Room. The auctions are handled by John W. Kaufmann, Inc., of Washington, D.C.

The show cancellation depicts 'Old Glory' – long may it wave!

Philatelically yours,
John N. Hoffman
Chairman

NAPEX, P.O. Box 61, Ben Franklin Station, Washington, D.C. 20044
NAPEX COMMITTEES

General Chairman .............. John N. Hoffman
Vice Chairman ................. Milton Mitchell
Finance ....................... Gerhard S. Wolff
Society Coordinator ............ Marion Mitchell
Entries ....................... Clarence A. Stillions
Awards ....................... John N. Hoffman
Judges ....................... Milton Mitchell
Floor Manager ................ Gary F. Paiste
Security ..................... Ralph I. Sigler
Banquet ...................... Ethel B. Williams
Publicity .................... James H. Bruns

JUDGES

W. Eugene Tinsley, Los Angeles, Calif.
Henry Gobie, Cypress Gardens, Florida
Fred Barovick, River Edge, N.J.
Philip Ireland, Bethesda, Maryland

APPRENTICE JUDGES

Raymond W. Ruthrauff, Sr., Darby, Pa.

AWARDS

NAPEX AWARDS

NAPEX GRAND AWARD and NAPEX RESERVE GRAND AWARD
Gold, Silver, and Bronze medals will be awarded on an “Open Show” basis, without regard to classification or the various society awards.

SOCIETY AWARDS

American Philatelic Society
Medal to the best exhibit by an APS member

American Topical Association
Americana Unit ATA/APS: Armetale Tray to the best Americana exhibit

India Study Circle
Award Plaque

Korea Stamp Society
Best Korean exhibit

Society of Philatelic Americans
SPA Research Award

United Postal Stationery Society
Award Certificates

United States Cancellation Club
Certificate and Plaque
PROGRAM
2 - 4 July 1982

THEY, 2 July 1982

10:00 AM - Exhibition and Bourse Open

1:00 PM - BIA Lecture: “ABCs of EFOs” by John M. Hotchner

1:30 PM - NAPEX Auction, 1st Session

3:00 PM - Turkey and Ottoman Philatelic Society Lecture

4:00 PM - Americana Unit ATA Lecture

4:00 PM - Confederate Stamp Alliance Slide Show

7:00 PM - Exhibition and Bourse Close

7:00 PM - Americana Unit Dinner Meeting

SATURDAY, 3 July 1982

10:00 AM - Exhibition and Bourse Open

10:30 AM - AFDCS Graebner Chapter Lecture

11:00 AM - Bureau Issues Association Board Room

12 Noon - Scandinavian Collectors Club Luncheon

1:00 PM - S.P.A. Lecture

1:30 PM - NAPEX Auction, 2nd Session

2:00 PM - China Stamp Society Lecture

2:30 PM - George Washington Masonic Stamp Club Lecture

3:00 PM - Confederate Stamp Alliance Lecture

4:00 PM - Interntl. Soc. for Japanese Philately Seminar

4:00 PM - U.S. Philatelic Classics Soc. Seminar: “Carrier Service to 1836” by John D. Kohlhepp

6:00 PM - Exhibition and Bourse Close

6:30 PM - NAPEX Dutch Treat Party

7:00 PM - NAPEX Awards Banquet

SUNDAY, 4 July 1982

10:00 AM - Exhibition and Bourse Open

11:00 AM - Judges Critique

1:00 PM - Washington Philatelic Society "D.C. Trolley Lines", by Tom Stanton

1:30 PM - Lions Interntl. Stamp Club Lecture

2:00 PM - Associated Stamp Clubs of the Chesapeake Area, Meeting

2:30 PM - Korea Stamp Society Lecture

4:00 PM - Exhibition and Bourse Close
OF SPECIAL INTEREST....

UNITED STATES POSTAL SERVICE

The U.S. Postal Service will provide a special post office station for NAPEX with a supply of commemorative stamps and a special show cancellation — "NAPEX STA." This station will be open during the hours of the show on all three days, and is located in the rear of the Chesapeake Room.

UNITED NATIONS SALES AGENCY

The United Nations Postal Administration will have a booth for sale of recent postal items and stamps. They will be available during the hours of the show in the Chesapeake Room.

WASHINGTON PLATE PRINTERS UNION

Members of the Union at the Bureau of Engraving and Printing will exhibit a display of hand-engraved and intaglio printed items. A small hand "Spider" press will be shown. A 1981 souvenir card produced by Bureau craftsmen press will be shown. The NAPEX-82 Souvenir Card will be on sale.

NAPEX MEMBERSHIP

Effective January 1982, annual NAPEX dues were established at $2.00. Membership — as individual or club — is available at the NAPEX Office, or contact any NAPEX officer or director.

WHILE IN WASHINGTON....

STAMPS and POSTAL HISTORY at the SMITHSONIAN

The national philatelic collection contains more than 14 million specimens representing every conceivable aspect of philately and postal history, including three-dimensional objects used in the mail service, many specialized collections, and stamps of all nations. This great collection is put to use in many ways, the most visible being the public exhibition in the Hall of Stamps and the Mails. You are cordially invited to study the thousands of philatelic items on display there, as well as the Smithsonian exhibit panels at NAPEX. Smithsonian Institution's Hall of Stamps and the Mails (located on the third floor of the National Museum of American History, 14th Street and Constitution Avenue, N.W.) is open to visitors every day from 10:00 AM to 5:30 PM, and there is no admission fee.

Plan now to attend the next NAPEX show:

1 - 3 July 1983

EXHIBITS

GRAND BALLROOM: Frames 1 – 120

Frame Nos.

1–5 United States Proofs
A selection of 18th Century die and plate proofs showing shades and multiples, experimental proofs, etc.

6–7 White Plains: The First U.S. Souvenir Sheet
A collection of the varieties of the US'S first souvenir sheet, and examples of various ways this "souvenir" was used to carry mail. Stephen J. Rod

8–12 The War Years, 1861–1864
Tennessee Confederate postal history. Buck Boshwit

13–18 Georgia Confederates
Confederate covers to and from Georgia covering various usages during this period. McCary Ballard

19–20 French Colonies: Used Postal Stationery
All types and most colonies commercially used. Robert G. Stone

21–25 The Shield
A study of the stamp as an example of the variety of early Bureau issues. Don Berman

26–32 Switzerland: Used Federal Stamps 1850–1881
Color varieties, postmarks, and unusual usage. Harlan F. Stone

33–40 Haiti – The Issues of 1887–1898
A specialized collection of essays, proofs, varieties, cancellations, and covers showing rates of the period. Carroll L. Lloyd

41–46 Zeppelin Mail: The Europa-Pan-American Flight of 1930
Flown dispatches and their stamps. Gerhard S. Wolff
Issues of the Japanese Military Command on the Stamps of Dutch East Indies during World War II
Overprints and regular postal issues by the Japanese military forces during their occupation of the Dutch East Indies 1942 to 1945. Thomas R. Bleeker

German Post in China during the Boxer Rebellion
A study of the cancels relating to German postal activity in China during the Boxer Rebellion and occupation 1900 to 1906. Diane D. Boehret

Occupied Denmark
Traces the 9 April 1940 German invasion of Denmark and its consequences, including the occupation of Danish territory by the Allied Armed Forces. Robert Dunn

Persia 1870-1925
A survey of stamps, covers, overprints, stationery, reprints, and philatelic forgeries. Gordon H. Torrey

19th Century Post Offices of Cape May County, N.J.
Some examples of postal markings from Cape May County post offices in existence in the 19th Century. Craig C. Mathewson

U.S. Regular Issue: The 2-Cent Shield of 1903
A study of one regular issue postage stamp. Includes perforate, imperforate, booklet panes, shade varieties, errors, use in possessions, etc., on and off cover. George N. Wendt

United States Airmail: Rates and Flights to 1936
Airmail covers depicting U.S. airmail rates and flights (domestic and foreign) from the pioneer period through the first return flight from the U.S. of the Hindenburg (LZ 129). Allen D. Jones

Eastern Roumelia and South Bulgaria
Stamps, covers, specimens, forgeries. Gordon H. Torrey

German Southwest Africa
Forerunners, stamps, postal stationery, and cancellations. R. C. Maurer

Great Britain: Surface Printed Issues, 1855-1883
Examples and some usage of issued plates on values through 1 lb. Richard A. Colberg

S. Korea: Korean War - U.N. Flags Commemorative Issue
This specialized exhibit describes the large set (22 pairs) of flag stamps issued in 1951-1952. Major portions pertain to redrawn designs, EFOs, and postmarks. C. G. Marx

Austria: 19th Century Adhesive Documentary Revenues
A showing of all the major varieties of Austrian documentary adhesives of the 19th Century with selected examples of usage. James R. Simon

Franco-Russian Alliance, 1890-1914
The philatelic aspects. Gordon H. Torrey

The Provisionals of Newfoundland
(Not for competition)

CHESAPEAKE ROOM: Frames 121 — 196

Arts and Artists
A recognition of art and artists on selected U.S. postage stamps. Brett L. Miller

First Issues of the World 1840-1889
Examples of the first stamps released by each country in the world during the first 50 years of the use of adhesive stamps. H. H. Wineburgh

The Citizens of Europe
Persons who, in a variety of ways, contributed to the concept of a United Europe. Stephen Luster

Clara Maass, She Gave Her Life
The story of yellow fever, the brave nurse, who put her life on the line, and efforts resulting in Cuban and U.S. commemorative issues. Robert B. Spooner
ASSOCIATED STAMP CLUBS OF THE CHESAPEAKE AREA

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187–188 Washington Philatelic Society
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1. JOHN W. KAUFMANN, Inc., Washington, D.C.
2. METRO STAMP COMPANY, Middle Village, N.Y.
3. AMERICAN EASTERN STAMP CO., Baltimore, Md.
4. MARYLAND STAMP & COINS, Bethesda, Md.
5-6. MICHAEL LIFRIERI, Wildwood Crest, N.J.
7-8. SCOTT MICHAEL, Randallstown, Md.
9. BAILEY'S STAMP & APPRAISAL SERVICE, Cincinnati, Ohio
10. ACORN STAMP COMPANY, Tuckahoe, N.Y.
11. WESLEY A. CROZIER, Fair Haven, N.J.
12. SHULL SERVICE, Crofton, Md.
13. JOY COVERS, District Heights, Md.
15. ABBOTT LUTZ, Inc., New York, N.Y.
16. HOFFERS COVERS & STATIONERY, Inc., Cornwall, N.Y.
17. JACK J. PERRIN, Marlton, N.J.
18. STAMP MART, Inc., Baltimore, Md.
19. NEWTON TRADING COMPANY, Plaistow, N.H.
20. HAROLD BURTON, Eagleville, Pa.
21. MOUNTAINSIDE STAMPS, Mountainside, N.J.
22. EAGLE STAMP CO., Baltimore, Md.
23. B & C STAMP COMPANY, Somerville, N.J.
24. BARRY NEWTON, Akron, Ohio
25. AALLSTAMPS, Milltown, N.J.

27. J & D STAMPS, Inc., Cincinnati, Ohio
28. RICHARD G. TAYLOR, Mansfield, Ohio
29. KENWOOD STAMPS, Glen Echo, Md.
31. R. G. BOWER ASSO., Bound Brook, N.J.
32. HARRY HAINES, Jr., Monmouth, Maine
33. SCOJO STAMPS, Ridgely, Md.
34. ANDREW LEVITT, Inc., Danbury, Conn.
35. BONANZA STAMP & COIN, Silver Spring, Md.
36. B & K STAMPS, Bowie, Md.
37. OLD DOMINION STAMP SALES, Vienna, Va.
38. UNITED STATES POSTAL SERVICE
39. BUCKLIN PHILATELIC PURVEYORS, Ipswich, Mass.
40. WASHINGTON PLATE PRINTERS UNION
41a. ROCKVILLE STAMP & COIN, Rockville, Md.
41b. THE GALA STAMP ORGANIZATION, Richmond, Va.
42. UNITED NATIONS POSTAL ADMINISTRATION
Put me to work for you.

When it's time to consign your "yesterday's collection" to auction, call me. I'll go to work for you right away. First, I'll personally come out to see you. (If I'm not in when you call, it's because I'm on the road seeing another collector. But I'll call you back.) Then, in the comfort and privacy of your home or office we can discuss the best way to handle your collection. You'll find me helpful and sympathetic.

As soon as your material is in my shop, I'll study it to determine the best way to realize the most for you. Important decisions will be weighed. Shall we clear it all out in a single auction? Shall we place parts of it in our auctions of specialized material where they would fit in nicely? Shall we place parts into sales of "name" collections where they might be enhanced by such proximity? Shall we put aside exceptional items for inclusion in our annual Gem Sale where realizations are often astonishing? You won't be left out of these deliberations. You'll get my recommendations and reasons why before we lock up the sales.

After that, we'll turn to the critical business of listing and describing. We pride ourselves on this. Since we know our collector-buyers, we break lots down with their interests in mind. We don't cherry-pick the easy ones and relegate the rest to huge lots and remainders. We milk each decent item. This means better realizations for the collector-seller. In each lot, we look for the "hidden value" — the unusual cancel, the faint double transfer, the out-of-the-ordinary usage that would make that item a prized addition to a collection. And this too makes for better realizations for you.

We're meticulous in our descriptions. For instance, when is "fine" not so fine? A stamp off-center top and bottom is worth more than the same item off-center left and right. Yet each can properly be described as "fine." To make sure the better "fine" gets the better price, we photo it. Who benefits? Both you and the buyer.

I work for you in other ways:

All auction catalogs are not created equal. I honestly think mine are better. Since "presentation" in a catalog is so important, you'll see that I place 75% of the items, many larger than actual size. This 75% compares with an average of 50% in most others' catalogs. That's important for your material, because most buyers can't come personally to view the lot. If a buyer can't see what he's buying, chances are he won't buy. But a photo does the trick. Also, you'll find the important items illustrated in full color in every sale. This draws attention to them and they realize more. And as much as possible, we position photos adjacent to their lot description. That's a convenience to the buyer and a giant headache to us. But since buyers expect it and sellers request it, we do it.

A truism: "If you're willing to sell, they're willing to buy." I make sure your material is offered in my catalogs to thousands of collector specialists and dealers here and abroad. Their collecting interests cover a broad spectrum. They're a very receptive audience for quality material and they're serious buyers.

As an auction is coneluded and the hammer falls on the last lot, we'll already be hastening our sentiments with you to get your money into your hands. A number of factors will be working for you here. First, our computerized system eliminates the mountains of tedious paper work in tracking and invoicing every lot and bidder. Secondly, our buyers tend to pay promptly; we discourage slow payers by dropping them from the catalog list. Most important, our return rate is surprisingly low. We work hard at that by making sure our descriptions are accurate, our claims not exaggerated, and most material photographed.

Let me respectfully suggest that when the time comes to sell, take a few minutes for a toll-free call to me (800-424-9519). Let's discuss your collection. You may end up putting me to work for you then and there.