



(WOMEN EXHIBITORS)

2007: Vol. 1-5

June 30, 2007

Newsletter Editor: Barbara Harrison, barbandwill@patmedia.net

Chair: Ruth Caswell, ruthandlyman@earthlink.net

Treasurer/Membership: Liz Hisey, lizhisey@comcast.net

STATEMENT OF PURPOSE: *To provide a vehicle through which women exhibitors can encourage each other through sharing information, ideas, experience, advice, problems, and solutions.*

Next Meeting: *StampShow*, Aug. 9-12, Portland, OR. Sat., Aug. 11, at noon, our Program will be: *Overcoming Intimidation*, evaluation of our progress & survey results.

Next Workshop: *StampShow*, Aug. 9-12, Portland, OR (Fri., Aug. 10, noon, Room C126); Women's Beginning Exhibitor's Workshop

Satellite Mtgs: *INDYPEX*, July 6-8, Indianapolis, IN; Sun., July 8, 11 a.m.; Janet Klug, Ann Triggler.
PNSE, Sept. 7-9, King of Prussia, PA, Barb Harrison.
Apple Harvest, Sept. 21-23, Spokane, WA, Ruth Caswell.
Sarasota Natl. Stamp Exhibition, Feb. 1-3, 2008, Sarasota, FL, Ann Triggler & Liz Hisey.
SOPEX, April 5-6, 2008, Central Point, OR, Nancy Swan.
COALPEX, June 14-15, 2008, Walnut Creek, CA, Sat., June 14, 2 pm; Vesma Grinfelds. (Critique at 3 pm, followed by meeting at frames.)

Keeper's Korner:

What a remarkable group this is! WE membership keeps growing thanks to all of your efforts.

At StampShow 2007 in Portland OR (August 9 - 11), WE has two events. A Beginning Exhibitors Workshop for Women will be Friday, August 10, 2007 beginning at noon. It will be in room C126 and last for two hours. Please bring with you a few philatelic items, enough for two pages. A variety of items is preferable, if you have them. Also, bring an outline of an area of interest. Or, alternatively, bring some information about your area. If you forget all of these, come anyway. There will be extras with which to work. The Workshop is led by Ruth, Inge, and Denise.

The second StampShow event is the WE meeting which is Saturday, August 11, 2007 at noon in room C126. *Overcoming Intimidation*, a program by Janet and Denise will follow a brief business meeting. Bring your thoughts on topics for meetings and on format, if any, for the satellite meetings. Please check the program book for confirmation of the meeting and workshop rooms.

Opportunities for WE members: Be sure to look at the COALPEX invitation in this newsletter. Through Vesma's efforts, WE members have a wonderful opportunity to improve their exhibits. COALPEX (June 14-15, 2008) has invited WE to this women's only exhibition. Let's take advantage of this opportunity.

Cuy-Lor stamp club needs exhibits for their show in Cleveland OH on 6-7 October 2007. And don't forget the invitation to Sarasota that has been in several WE newsletters. Judges are: Patrick Walters, chair, Dr. Yamil Kouri, Dr. Michael Dixon, Phillip Stager, Ross Towle, Dr. Edwin Andrews.

Thanks to all who are moving WE forward.

Ruth

*****UPCOMING SHOWS*****

BALPEX: WSP show, Baltimore, Labor Day (Aug. 31-Sept. 2). Contact Pat Walker for prospectus (psw123@comcast.net) or go to <http://www.balpex.org/bps.html> to download a copy. With questions about available space, the venue, hotel accommodations or travel, contact Pat as well.

SOUTHEASTERN STAMP SHOW: Women exhibitors are being encouraged to enter exhibits at Southeastern Stamp Show (WSP show) to be held in the Cobb County Civic Center in Marietta, Georgia, September 28-29. There is a special incentive offered by the Athens Philatelic Society – a \$50 cash award for the best philatelic exhibit by a woman, called the Connie Hale Award in memory of a long-time member of their Society. For Prospectus and Entry Form, Google stampclubs.com, click enter site & scroll down to click & print. For further info, contact Scott Mark, mark_s@bellsouth.net; www.stampclubs.com; 770-619-2917.

CUY-LOR STAMP CLUB: We have received a plea for help from AAPE member Ed Powell, Exhibit Chairman for this club on the west side of Cleveland, Ohio. They are in great need of exhibits for their show on October 6 & 7 (2007). They use 9-page frames (for 8 ½ x 11 pages). Maximum is 15 frames (or 135 pages total). They DO accept standard 1-frame exhibits, but you would need to reserve 2 frames for 16 pages. Entry fee is \$3 per frame. Prospectus and entry form can be obtained from Cuy-Lor Stamp Club, P.O. Box 45042, Westlake, Ohio 44145, or contact Ed Powell via e-mail. Entry forms must be received by Sept. 22. Bourse will have about 20 dealers. For further details, contact Ed at starmoo72@aol.com.

SARASOTA NATIONAL STAMP EXHIBITION: WSP show, Feb. 1-3, 2008. Will host a WE satellite meeting. For prospectus contact Exhibits Chairman, Jack Seaman (jakcman@comcast.net). If you're planning to enter an exhibit at Sarasota next Feb., keep in mind that frames for WE entries will only be held until **Oct. 1. Best to submit your entry early.**

INVITATION FROM SOPEX: Through Nancy Swan's efforts WE has been invited to hold a satellite meeting at SOPEX 2008 (Southern Oregon Philatelic Society's show and bourse), being held again at the Padgham Pavillion at EXPO in Central Point, OR. Dates are April 5 & 6, 10-5:30 and 10-4. It's an open show with prospectus available late this fall. They will be showing in 12 page frames. There will be 12-14 dealers. Nick Follansbee, show chair, is happy to welcome a WE satellite meeting, which will probably be around noon on April 6.

INVITATION FROM COALPEX: Through Vesma Grinfeld's efforts comes this info: COALPEX 2008, which will be held June 14 and 15 in Walnut Creek, California, is proud to host WE (Women Exhibitors), a growing group of philatelists with the goal of encouraging more women collectors to take up or improve their philatelic exhibiting. The exhibition will be restricted to women exhibitors who need not belong to WE. There are 50 frames available. In consideration of others who may wish to participate, it is suggested that exhibits be limited to 5 frames or less. Special awards are available for novice exhibitors and "brand new" exhibits. Previous WSP Gold Medal exhibits will be judged head-to-head in a "best of the best" competition; all others will compete for the usual five medal levels and other awards. APS accredited judges will provide written feedback to all who exhibit. *Prospectus & Rules and Regulations appear at the end of this*

newsletter (pp. 7 & 8). For additional information, email David McNamee, COALPEX Show Chairman at dmcnamee@aol.com. **NO ENTRY FEES.**

THIS MONTH'S TOPIC: What process do you go through mentally as you begin a new exhibit?

From Denise Stotts: I think that the thought process is different depending on the exhibit. With the Japanese Art thematic, I had been collecting material for quite a while before I decided to exhibit. I started by trying to make an exhibit from what I had - THIS DOESN'T REALLY WORK! It is a good starting point, but you really need to write your story line and go out and find the material to tell that story. Hopefully, you will have a lot of the material you need, but you will definitely find out where the holes are. If starting from scratch, it is a good idea to figure out what you will need, then go out and find it -- adjusting the story as needed when certain items aren't available. For a thematic, the story line possibilities are fairly endless. I study a lot of books on the subject -- sometimes the chapter titles will suggest a great storyline. For a traditional exhibit, the "story line" is outlined in the APS Manual for Judging. A final note: every exhibitor should own this book -- you wouldn't dream entering any other sport or competition without reading the rule book!

QUESTION(S) FOR YOU TO ANSWER FOR NEXT NEWSLETTER: Do you belong to a local stamp club(s)? Which one(s)? Do you find support/encouragement for exhibiting? Do others in the club(s) exhibit? Describe meetings, including good and bad points. Is membership a useful experience? Do you attend regularly?

COMMENTS ON OUR SATELLITE MEETINGS:

Liz tells us that the ATA satellite meeting was very successful. Twelve were in attendance: 4 members, 8 guests -- 5 of which joined and received their WE buttons. Their discussion touched on the following: judges and comments; one-frame exhibiting; dealing with dealers/helpful dealers; various questions and answers. Some suggestions were made for the newsletter: Want ads; room mate ads (for show hotels); articles on class criteria (i.e. display, thematic, etc.).

DEALING WITH DEALERS

Sometimes it's hard for women to get a male stamp dealer's attention at a show when he's busy talking with male customers and friends. Maureen Lynch has this great story to share: My Mom is a retired antiques dealer, and one time she was at a flea market, waiting to inspect and hopefully purchase a nice box which was on the table in front of her, and so was another woman, who was looking at it first. The lady in front (another dealer, I believe) was haggling with the dealer who was asking \$20. "Well, I'm not sure that it's worth that much," she commented. My mom quickly pulled out a \$20 from her wallet and stood behind the other shopper, smiling broadly to the seller and holding it up. "Well, **she** thinks it is!" he commented, took it back and handed it over to my mom! Any time I want a dealer's attention, I simply announce that I'm anxious to spend money. If I say it with a smile, the parties usually excuse my butting in (doesn't always work, but it's no more offensive than ignoring a customer, I figure).

Maureen also offers this encouragement: Just phoned in some bids for a few delectable items in the Nutmeg Mail sale with a focus on aerophilately, and as I was giving my information, the staff member there remarked "It's so good to talk to a woman!" referring to the bidders' calls she was taking that evening. And this afternoon I called a dealer I'd met at NOJEX about a wonderful item I wanted to order, and he commented he remembered me well, as he hasn't yet run into many women at the shows, especially exhibitors. I do note there were a number of women at NOJEX, and overall the ladies' exhibits did quite respectably. I aspire to move above silver on our efforts

(my spouse's and mine -- it's a joint effort!), but it will be a while in coming, given our subject matter. I remember at the **WE** discussion there making a comment that I'd not encountered any glass ceilings in the field yet, because I hadn't gotten that high yet!

Helpful Dealers: In my limited experience in dealing with stamp dealers (just over 3 years) I have had good service from quite a few. At first, with many dealers, I found they were too busy talking with other customers, friends, or other dealers, to even look my direction. I've learned that you can't be polite and wait for an opening – you have to politely interrupt and ask your question(s) or you'll be left behind in the dust. Now that I'm doing quite a bit of repeat business, and the dealers are getting to know me and my various exhibits, I find that I'm receiving much warmer welcomes and better service. Some of those who have helped me most are: **John Nunes (Nunes Nook**, huge stock, very helpful, always find things I need, good deals); **Chip Blumburg (The Folded Letter** – for really special material, great covers and cinderellas, very helpful); **Doug Weisz U.S. Covers** (great covers, very fair prices, good finds, very helpful); **Bare Cove Associates** (very nice/helpful, good covers); **Doug Gary**, Campbell, CA (has huge stock – if you don't mind looking through huge boxes you can find all kinds of goodies, very helpful and nice); **Bob & Kathy Friedman, Friedman's Cover Corner** (have spent many hours at their table and made very large purchases; great stock, very helpful and nice, fair prices); **David Grossblat** (good material, fair prices – I think it was the first Stampshow I attended and I hadn't brought my checkbook, I spent most of my cash thinking I could make charge purchases, then learned many dealers don't take plastic – David amazed me by telling me to take the covers home and mail him a check, and he didn't know me from Adam! I've made many more purchases from him since!). With each show, I add more names to my mental list of “favorite dealers.” I've been treated fairly by all of these people, and there are also others, whose names I can't recall offhand. (from **Barb Harrison**)

++++**OTHER STUFF**++++

BUTTONS, BUTTONS: WE buttons are being distributed to members at satellite meetings by the meeting leaders and will also be distributed at our WE meetings in Portland. If you are unable to attend any of these meetings, you can e-mail Liz to request your button. **If at all possible**, please pick up your button at one of the meetings.

COLLECTING & EXHIBITING INTERESTS: If you have not yet submitted your list of collecting interests and exhibiting types (including what you've already exhibited, what you're working on, and what you're thinking about exhibiting), please send this info ASAP directly to Ruth at ruthandlyman@earthlink.net, who will incorporate the info into the membership list.

REMEMBER TO USE NEW ADDRESS FOR WE NEWSLETTER INPUT: The editor's new e-mail address is barbandwill@patmedia.net.

CONGRATULATIONS and best wishes to Joann Lenz and Denise Stotts who have just been elected as APS directors-at-large.

“HOUSEKEEPING DETAILS” – **1)** I get occasional messages that e-mails do not go through, for reasons such as full mailbox, mailbox not available, etc. I will try (once or twice) to resend, but it gets time consuming. SO – if you think you may have missed receiving a newsletter, or other communication, please drop me a line and I will re-send. **2)** When you want to include info about upcoming shows, or satellite meetings you plan to hold, please send me **ALL** pertinent info (including who, what, when & where) in usable form, ready to go into the newsletter. Also, when sending other material, questions, whatever, please include **all** pertinent info, which will save me the time of looking up shows & dates, rewriting, etc. Many thanks. (Barb)

AAPE: If you are not already a member of the American Association of Philatelic Exhibitors, we highly recommend you join (\$20/yr.). Benefits are: 4 very informative issues per/yr. of TPE (The Philatelic Exhibitor); critique service; mentoring. Contact AAPE Secy., our own Liz Hisey, for membership info.

CONTRIBUTION TO WE: Anyone who did not already give \$5 toward our small expenses and would like to do so, please send to Liz Hisey, either directly or [paypal](https://www.paypal.com) through lizhisey@comcast.net. (**Youth members -- \$3**)

SPREAD THE WORD: 1) **Tell other women** philatelists about **WE**, even if they have only the slightest interest in the possibility of exhibiting. 2) **Write Letters to the Editor** of **philatelic publications**, including local societies, to publicize **WE**. Various hobby publications, including stamp club newsletters, have been very receptive to carrying letters/articles about **WE**. We've had tremendous response from letters to Linn's and The American Philatelist, resulting in several new members. Ask your local club to include info about **WE**, such as was published recently in Stamp Clubs Newsletter (Rocky Mt. Stamp Clubs). **WE** also had a nice mention in the NOJEX news release in Linn's and in the APS mailout from Ken Martin to those in the NOJEX area.

REMINDER: **Please do NOT forward the membership list to anyone.** When a new member joins they will receive a dated copy of the most recent membership list, which will now be kept current and sent out to the membership by Ruth. If there are changes during a given month, everyone will receive a new list around the same time as the newsletter is sent, with the current date. (If anyone would like a **membership list on an Excel spreadsheet**, contact Kristin Patterson, who will keep that version up to date.)

POSSIBLE NEW MEMBERS: Please refer them to Barb or to Liz (Liz will receive their \$5 start-up contribution). Either one can receive the membership information, and then Barb will send a welcome e-mail & the current newsletter; Ruth will send the latest membership list.

IMPORTANT – If your membership information is incorrect or NOT complete on the Membership List, please forward info to Ruth ASAP. IF you have a cell phone, please include it since this is a great way to keep in touch with each other at shows.

WELCOME TO NEW MEMBERS:

- Marla Wetterling joins us from Fernley, NV, and was referred by Terri Edwards. Marla is part of the Nevada Stamp Study Society and is an excited newcomer to exhibiting.
- Ann Dunkin read the letters in The American Philatelist and has joined WE. She lives in Vancouver, WA, and was an exhibitor some years ago in the “junior category.” She's looking forward to getting back into exhibiting.
- Five new members resulted from the ATA satellite meeting: Patricia Prevey, from Calgary, Alberta; Caroline Scannel, from Smithtown, NY; Ann Byerly, from New Orleans, LA; Judy Essig, from West Bend, WI; and Betty Yagi, from Kalamazoo, MI.
- Marge Thompson has asked to be removed from our list due to other commitments.

BACK MATERIAL FOR NEW MEMBERS: Please note that starting in July, I will send new members only the last newsletter when they join (in addition, Ruth will send them the latest Membership List). Up until now, I have been forwarding new members ALL back issues along with all other material that has been sent out, which has become quite time consuming. If any new member wants to hold a satellite meeting, I will be happy to send them upon request the poster and handouts they can use.

WANT AD: Looking for lady roommate to share room with 2 queen beds at Red Lion in Portland (StampShow '07), for 2 nights, August 10 & 11. If interested, contact **Nancy Swan** for details.

IN CONCLUSION:

We've had another exciting month, with our membership reaching 51!

With so many shows and exhibiting opportunities coming up, let's have some more sharing of names of helpful dealers – and it might be nice if you make purchases from any of those recommended that you tell them that they were recommended by a WE member! And remember to wear your **WE** button to all shows! It's a great advertisement and conversation starter.

PLEASE PLEASE PLEASE send in your answers to the monthly question, plus comments, special questions, advice, favorite dealers, suggestions, **WHATEVER**, so it can be included in the newsletter. We all like to read about what the others are doing, but in order for this to work we each have to sacrifice a little of our precious time to submit info for the newsletter for everyone else to read. When we share what we've learned, we can save time for each other. As my mentor once said to me, "No need to reinvent the wheel."

Thank you to all who have been helping by submitting material. It's not only helpful to your Editor, but **WE** members enjoy and learn from what you submit!

Barb, Editor

COALPEX

SPECIAL FOR 2008

HOSTING WOMEN EXHIBITORS

Contra Costa – Alameda County Philatelic Exhibition

Saturday, June 14th and Sunday, June 15th

Civic Park Assembly Hall, 1375 Civic Dr., Walnut Creek, CA

Sponsored by
Alameda Stamp Club – Diablo Valley Stamp Club – Fremont Stamp Club
East Bay Collectors Club – Philatelic Society of San Leandro, Inc.

PROSPECTUS 2008

**To enter your exhibit, complete this form, sign and mail to:
Tom Hoffmann, 17266 Via Annette, San Lorenzo, CA 94580**

Exhibitor's Name (Print) _____

Address _____

Phone (_____) _____ E-mail _____

Club Affiliations _____

Other Society Memberships _____

APS# _____ Novice: Yes _____ No _____ Youth _____

Title of Exhibit _____

Brief Description of Exhibit (for the Program) _____

Has this exhibit been shown before? _____ Please attach title page/synopsis to this application

Highest previous award for this exhibit: _____ at what show: _____

Number of Frames Requested (LIMIT: 5 frames, please see #4 of the rules) _____

I will bring my exhibit in person _____ I will send my exhibit by: Mail _____ UPS _____ Fed Ex _____

By another person _____ Name _____

(Exhibits not delivered in person will be returned to exhibitor by same method as received unless otherwise specified.
Please include your check for the return of your exhibit by the same method as it was sent to us.)

Signature of Exhibitor _____ Date _____

DO NOT WRITE BELOW

Date Entry Received _____ Accepted: Yes _____ No _____ Notified _____ Frame No(s) Assigned _____

Exhibit Mounted By _____ Exhibit Removed By _____

RULES AND REGULATIONS (COALPEX 2008)

1. This special exhibition is open to female exhibitors only. Entries must be made on the official entry form. Signing the entry form denotes acceptance of all rules and regulations.
2. Closing date for entries is Saturday, two (2) weeks before the show, or when all frames are filled, whichever occurs first.
3. Exhibits can be set up from 8:00 a.m. until 9:30 a.m. on Saturday.
4. Exhibit frames hold nine pages (9 x 12 or 10 x 11½) or sixteen pages (8½ x 11) or the equivalent. The frame limit for this exhibition is 5 frames.
5. An exhibitor may enter more than one exhibit provided separate entry forms are submitted for each exhibit.
6. It is preferable that a title page and synopsis (with list of references, if any) accompany your application. An application will not be counted “complete” until at least the title page OR synopsis OR description of the exhibit’s purpose and scope has been received.
7. The exhibits must be bona fide property of the exhibitor. COALPEX reserves the right to reject any exhibit, and to limit the number of frames, if necessary.
8. Owners must provide their own insurance. All reasonable precautions will be taken for the safety of the exhibits; no responsibility shall be attached to the Walnut Creek Recreation Department or to the COALPEX Committee and/or any of the member clubs for any loss or damage whatsoever.
9. An APS accredited panel of judges will be selected by the Council of Northern California Philatelic Societies’ Jury Selection Panel. The jury will make their decisions by deliberation and consultation among themselves, and their decisions will be final.

AWARDS: The COALPEX committee will provide a sufficient number of Gold, Vermeil, Silver, Silver-Bronze, and Bronze awards and ribbons for awards in an open competition.

GRAND AWARD: Best in show in open competition (excluding “Best of the Best” competitors)

“Best of the Best” Award: Best exhibit among previous Gold Medal winners at WSP shows

APS Award: Best exhibit by an APS member

ATA Award: Best thematic exhibit

Best Novice Exhibit Award for an exhibitor who has not participated in a WSP show

PARTICIPATION CERTIFICATES: For all exhibitors

10. The exhibit will close at 4:00 p.m. on Sunday. No exhibit or part thereof may be removed from the frames prior to the close of the show, and then, not until released by the Exhibit Chairperson. Exhibits not picked up at the close of the show will be given to the Exhibit Chairperson for return to the exhibitor as provided.

THERE IS NO ENTRY FEE.