

My Approach to the APS Winter Show in Reno

By Stan Cronwall

Having been to one of the huge APS Summer Shows in Portland a few years ago, I knew what to expect albeit on a reduced scale.

If you go to one of these (or any Show for that matter) you might want to do some homework ahead of time to find out just which dealers will be on hand. This is especially important if you go with a “Want List”.

For me, receiving a postcard from A & D Stamps (Jim & Sue Dempsey from California) meant that their gigantic “Wall-O-Stamps” inventory would be in Reno.

I had a short “Want List” which consisted of 3 items I need to complete a planned one-frame exhibit that goes way beyond my philatelic experience and knowledge. It has been about three years in the planning and gathering stage. The “Want List” included a set of four mini-sheetlets, a souvenir sheet and a single stamp all from different countries.

Beyond A & D, I hoped that the APS Winter event would attract one or two additional dealers who travel with large inventories.

About a week ahead of the Show, I checked with the APS website to see the dealer line-up and found there would be two others; A to Z Stamps (Michael Ball from Phoenix) and Ed Dimmick who has been a part of our own “Greater Reno Stamp & Cover Show” for many years.

Even though these dealers have large inventories, there is no guarantee that they will carry multiples of what you are trying to find.

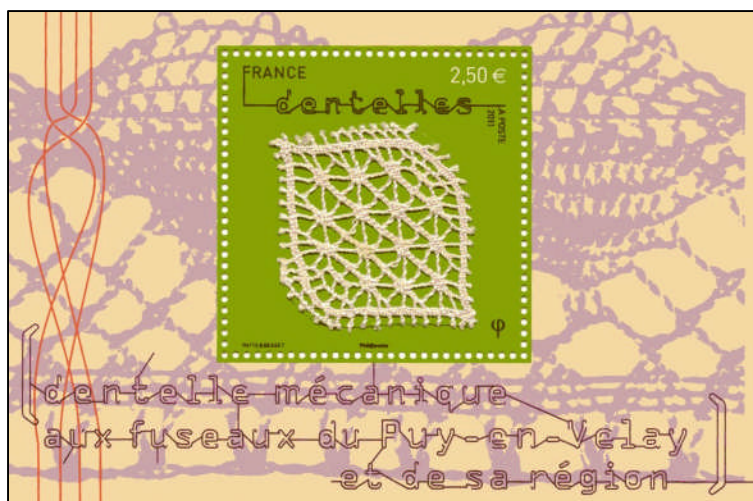
That’s not to say the “Want” items might not be lurking in some other dealer’s stock, but in this specific instance - probably not.

Although I wasn’t scheduled to work the NSSS booth until the first shift on Sunday, I felt that I should maximize my chances to find my “Want List” items by being at the Show when the “bell rang” on Friday. By volunteering to work the NSSS booth, I was provided with an APS Badge and volunteer ribbon which allowed me to “jump” the line and go to our friendly confines probably a good 20 minutes before the rush of other early birds.

Shopping was not allowed until the bell rang at 10 a.m., but you could walk the aisles and locate where your primary dealer prospects were located, and say “hello” to those who have been a part of our local stamp shows over the years.

When the “bell rang” at 10 a.m. on Friday, one of my targeted dealers immediately had all the chairs in his double booth filled. The next aisle over had both of my alternatives. One booth had all chairs filled but the other had one chair open. I sat and gave my short list of “Wants” to a dealer helper. After a few minutes he returned, “No luck”, but with a recommendation to visit one of the others on my preferred list.

The end result was that I did find 1 out of the 3 “Want List” items spending a total of \$ 28.00. The illustration above is one of the four miniature sheets, I purchased, with a quilted stamp from France Scott #4092-95. Each quilted stamp and surrounding selvedge is a different color — purple, beige, green and blue.



My scheduled stint at the APS Stamp Show on Sunday morning didn't happen. Overnight, the weather gods dumped 6-7 inches of Sierra Ready-Mix out here in the Somerset community where plows came two days after the storm. To me it wasn't worth risking life or limb to slide-in sideways at the Reno-Sparks Convention Center, so I called in my excuses.

***Stan Cronwall's** collecting interests include Germany: Third Reich 1933-45 and the areas it occupied (stamps, covers & cards). He also collects U.S. World War II Patriotic Covers and Cards; Civil War Patriotic Covers (both U.S. and CSA); U.S Naval Covers; DDR stamps; and, Post WW II Soviet Zone Hitler Head Obliteration stamps, covers & cards.*