

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 lotting 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 large 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 picture 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 lots. 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 concluded and the hammer falls on the last lot, we'll already be hastening our settlement 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 mountain 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 to call me, 202-638-5658. Let's discuss your collection. You may end up putting me to work for you then and there.

John W. Kaufmann

John W. Kaufmann, Inc.

1522 K Street, N.W.
Washington, D.C. 20005
202-638-5658



The National Philatelic Exhibitions of Washington, D.C., Incorporated

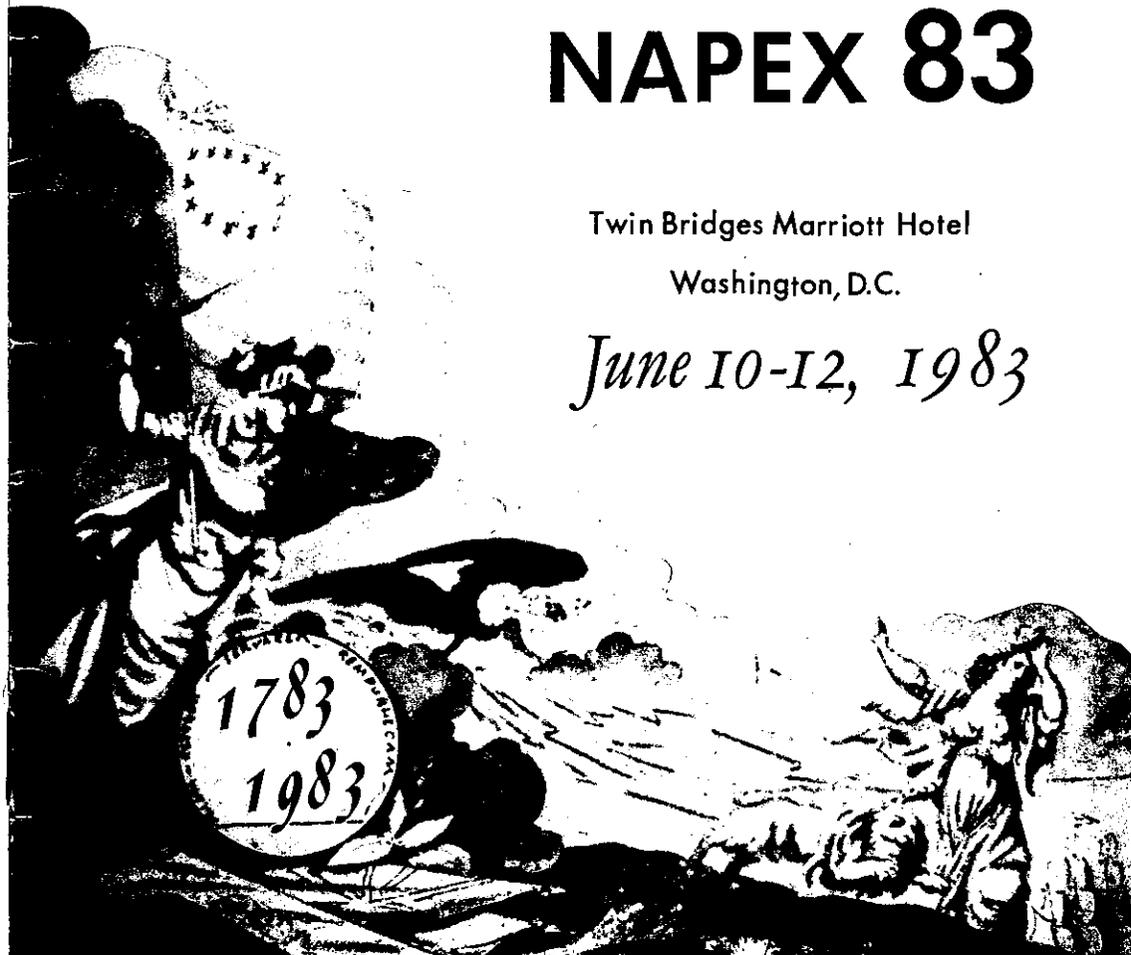
PRESENT

NAPEX 83

Twin Bridges Marriott Hotel

Washington, D.C.

June 10-12, 1983



TWO HUNDRED YEARS: Detail from the original drawing by Major Pierre L'Enfant for the diploma adopted by the Society of Cincinnati June 10, 1783



In Memoriam
Dr. John H. Hoffman

Dr. John H. Hoffman, 59, for many years president and chairman of NAPEX, collapsed and died of a sudden heart attack in Middletown, Pa., on July 7, 1982, only three days after the close of the last NAPEX exhibition. John was also president of the Collectors Club of Washington, a very active member of the George Washington Masonic Stamp Club, as well as a member and former officer of the Society of Philatelic Americans.

In his home town of Middletown, Pa., John was a founding member of the Middletown Historical Society, president of that organization, and a leader in the restoration of many of Middletown's historical sites. For 18 years John Hoffman was a curator at the Smithsonian Institution specializing in mineralogy. Militarily, he was a retired lieutenant colonel in the Army Reserve, a member of the American Legion and a member of the Society of Military Engineers.

John Hoffman will be sorely missed, both in Middletown and Washington, since he always gave so unstintingly of his time and of himself to so many worthy civic projects.

NAPEX

NATIONAL PHILATELIC EXHIBITIONS of WASHINGTON, D. C. Inc.

CHAIRMAN'S WELCOMING MESSAGE

Dear Visitors:

Let me take this opportunity on behalf of all the officers, directors and members of NAPEX, to extend a very warm welcome to our Philatelic friends and to wish all of you an enjoyable visit to the Nation's Capital.

Special philatelic greetings are extended to those participating societies which are holding their annual national conventions in Washington this year — The Society of Israel Philatelists, The Scandinavian Collectors Club and the Mobile Post Office Society; and NAPEX is always happy to have all of its "regulars" back with us again — The American Philatelic Society, The Society of Philatelic Americans, The Bureau Issues Association and all of the local chapters of the other National societies, many of which will have hospitality booths in the NAPEX lounge on the first floor of this hotel and have scheduled regional meetings at NAPEX. All visitors are cordially invited to attend the major NAPEX auction on Saturday afternoon in Commonwealth Room #1, currently handled by the John W. Kaufmann organization of Washington, D.C.

NAPEX this year offers the most outstanding and beautiful souvenir card of all time designed and printed by the Plate Printers Union of Washington, D.C., and which depicts the National Medals of Honor of the Military Service.

Philatelically yours,

A handwritten signature in cursive script that reads "Milton Mitchell".

Milton Mitchell
NAPEX Chairman

NAPEX, P.O. Box 6726, Silver Spring, Maryland 20906

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PARTICIPATING SOCIETIES

Meeting — Friday, June 10 AMERICANA UNIT, ATA	Meeting — Sunday, June 12 KOREA STAMP SOCIETY
Meeting — Sunday, June 12 AMERICAN FIRST DAY COVER SOCIETY	Meeting — Saturday, June 11 LIBERIAN PHILATELIC SOCIETY
Meeting — Sunday, June 12 ASSOCIATED STAMP CLUBS OF THE CHESAPEAKE AREA (ASCCA)	Meeting — Sunday, June 12 LIONS INTERNATIONAL STAMP CLUB
Meeting — Friday, June 10 BUREAU ISSUES ASSOCIATION	Meeting — Saturday, June 11 MOBILE POST OFFICE SOCIETY
Workshop Session — Friday, June 10 DIETZ CONFEDERATE STATES OF AMERICA	Meeting — Saturday, June 11 PALESTINE STUDY GROUP
Meeting — Saturday, June 11 GEORGE WASHINGTON MASONIC STAMP CLUB	Meeting — Saturday, June 11 SCANDINAVIAN COLLECTORS CLUB
Meeting — Saturday, June 11 INDIA STUDY GROUP	Meeting — Saturday, June 11 SOCIETY OF ISRAEL PHILATELISTS
Meeting — Saturday, June 11 INTERNATIONAL SOCIETY FOR JAPANESE PHILATELY	Meeting — Sunday, June 12 SOUVENIR CARD SOCIETY
Meeting — Sunday, June 12 ISRAEL PLATE BLOCK GROUP	Meeting — Saturday, June 11 U.S. PHILATELIC CLASSICS SOCIETY

PROGRAM

Friday, June 10, 1983

10:00 AM	Exhibition and Bourse open	
1:00 PM	Bureau Issues Association Meeting and Lecture: "The ABC's of EFO's" by John Hotchner	Presidential Classroom
2:00 PM	Workshop Session	Board Room
4:00 PM	"Dietz Confederate States of America" catalog and handbook revision	
3:00 PM	American Unit Lecture: "American History in your Foreign Stamp Collection" by Don Brenke	Presidential Classroom
7:00 PM	Americana Unit Dinner Meeting	
7:00 PM	Exhibition and Bourse close	

Saturday, June 11, 1983

10:00 AM	Exhibition and Bourse open	
9:00 AM	Society of Israel Philatelists	Commonwealth No. 2
12:00 PM	meeting	
9:00 AM	Mobile Post Office Society	Commonwealth No. 1
12:00 PM	meeting and lecture	
10:00 AM	Scandinavian Collectors Club	Presidential Classroom
12:00 PM	meeting	
1:00 PM	U.S. Philatelic Classics meeting and Lecture: "Conservation of Postal Stamps and other Philatelic Material" by Norman J. Shaffer	Board Room
1:30 PM	John W. Kaufmann — AUCTION	Commonwealth No. 1
5:00 PM		
1:30 PM	The Palestine Study Group: "Fundamentals of Stamp Production" by Dr. Arthur Hochheiser	Commonwealth No. 2
2:00 PM	SCC slide show and membership meeting: "Recent Norwegian Varieties"	Presidential Classroom

Saturday, June 11, 1983 — Continued

2:00 PM	International Society for Japanese Philately: "Aspects of Japanese Philately and the ISJP"	Board Room
3:00 PM		
3:00 PM	George Washington Masonic Stamp Club: "Washington's 250th birthday Covers and Cancells" by William A. Sumpter	Board Room
4:00 PM		
4:00 PM	Indian Study Group	Board Room
5:00 PM	Liberian Philatelic Society Meeting	Board Room
6:00 PM	Exhibition and Bourse close	
6:30 PM	NAPEX Dutch Treat Cocktail Party	
7:00 PM	NAPEX Awards Banquet	

Sunday, June 12, 1983

10:00 AM	Exhibition and Bourse open	
10:00 AM	Korea Stamp Society	Presidential Classroom
10:00 AM	SIP meeting	Commonwealth No. 2
10:00 AM	Mobile Post Office Society meeting	Commonwealth No. 1
11:00 AM	Judges Critique	Presidential Classroom
11:00 AM	American First Day Cover meeting	Board Room
12:00 AM	Lions International meeting and slide show	Board Room
1:00 PM	Philippines Study Group	Presidential Classroom
1:30 PM	House of Zion Auction	Commonwealth No. 2
2:00 PM	Israel Revenue Study Group	Commonwealth No. 1
3:00 PM	Israel Plate Block Group	Commonwealth No. 2
2:00 PM	Associated Stamp Clubs of the Chesapeake Area (ASCCA)	Presidential Classroom
3:00 PM	Souvenir Card Society Meeting	Board Room
4:00 PM	Exhibition and Bourse close	

NAPEX 84 will be held June 22-24, 1984

A W A R D S

NAPEX AWARDS

NAPEX Grand Award and NAPEX Reserve Grand Award

Gold, Vermeil, Silver, Silver-bronze and Bronze medals will be awarded on an "Open Show" basis, without regard to classification or the various society awards.

SOCIETY AWARDS

~~AMERICAN AIRMAIL SOCIETY MEDAL~~

AMERICAN PHILATELIC SOCIETY

APS Medals of Excellence
a. Pre 1900
b. 1900-1940
c. 1940 to present

AMERICAN TOPICAL ASSOCIATION

Americana Unit ATA/APS Armetale Tray to the best Americana exhibit.

MOBILE POST OFFICE SOCIETY

Award for the Best Transit Exhibit.

SCANDINAVIAN COLLECTORS CLUB

The SCC National Award

SOCIETY OF ISRAEL PHILATELISTS

Michael Bale/Barry Hoffman Award for the best NEW Mandate Exhibit.

Michael Bale/Barry Hoffman Award for the best Israel/Holyland Exhibit.

Society of Israel Philatelist Medal for the best Israel/Holyland/Judaica/or related exhibit. Five or more exhibits for the above areas are required of which 1 must win a minimum of a Silver award from NAPEX. Certificates are awarded for 2nd and 3rd places.

House of Zion/Ed Rosen Award for the best Interim exhibit.

SOCIETY OF PHILATELIC AMERICANS

S.P.A. Research Award

UNITED POSTAL STATIONERY SOCIETY

Award Certificates

U.S. CANCELLATION CLUB

The Charles-D. Root Memorial Award

NAPEX ENTRIES 1983

GRAND BALLROOM — Frames 1-225

Frame Nos.

- 1-10 **U.S. Postage and Carrier Stamps and Their Use**
Stamps and covers 1842-1866 inclusive.
R. B. Meyersberg
- 11-16 **The One Cent Blues 1851-57, Imperforate**
A specialized and comprehensive study of the types and varieties from the four plates, on and off cover.
Richard I. Cowitt
- 17-23 **U.S. 2¢ 1883-87: Cancellations, Postal Markings, and Usages**
Examples of the range of markings employed on this issue and the wide public use of this stamp, the first 2¢ first class letter rate.
Randolph L. Neil
- 24-28 **The 4¢ Jacksons — Issues of 1883 and 1888**
A showing of proofs, varieties, plate numbers, cancellations, and covers including history.
Budd W. Dickey
- 29-31 **"Let's Take a Trip on the Housatonic!"**
The History of a railroad told through and in conjunction with a complete set of its known markings.
Margaret C. Wenk
- 32-34 **Transit Markings**
A postal history exhibit showing many of the special postal markings used while mail was in transit and/or the type of mail involved.
John R. Mason
- 35-36 **Railroad Markings 1847-1851**
The route agent markings of the period on covers; both with adhesive stamps and stampless.
Henry L. C. Wenk
- 37-43 **U.S. 1902 Series; the 1¢ Green**
The stamp, its production, cancels, rate and advertising usage.
Frederick J. Kozub
- 44-49 **U.S. Regular Issue: The 2¢ Shield of 1903**
A study of the regular issue postage stamp; perf., imperf., booklet panes, shade varieties, use in possessions, etc.
George N. Wendt
- 50-54 **United States Specimen Envelopes**
A variety of early specimen envelopes.
John R. Weimer

- 55-61 **Hawaii: 1853-1900**
Pages showing unused and used singles, blocks and covers.
Martha M. Keally
- 62-71 **Puerto Rico Postal History**
From the pre-philatelic to the Spanish-American War period.
Antonio M. Longo
- 72-73 **Bermuda, Bahamas and the Blockade 1861-65**
Blockade runner covers, several of historical interest, researched as fully as available records allow.
M. H. Ludington
- 74-80 **London General Post Office Stamps**
The general, evening and morning duty date stamps used by the Inland Section, London General Post Office, 1661-1858.
Kimber A. Wald
- 81-84 **Tristan da Cunha 1836-1936**
A century of postal history beginning with the earliest whaling letters.
James Goldsborough
- 85-94 **Palestine Mandate Philately**
A presentation based on steps in production.
Arthur M. Hochheiser
- 95-100 **Civilian Censorship in Palestine 1939-45**
A study of censorship of civilian mail during the Second World War.
Ramey Rubin
- 101-110 **The Postal History of North Borneo**
North Borneo's postal history during periods of British influence, 1883 to 1963.
W. Danforth Walker
- 111-115 **Cancellations and Markings of Hong Kong and Treaty Ports**
Tracing the history of cancels, ship cancels, overseas' usages from 1850 to 1930.
John Chovan
- 116-125 **Austrian Post Offices Abroad**
A specialized study showing rates, cancellations, transit markings, steamship covers and disinfected mail.
William A. Sandrik
- 126-132 **"Suisse Par . . ."**
Swiss mail to France 1803-1850, showing route and postage due markings required by treaties.
Harlan F. Stone
- 133-138 **Postal History of the Spanish Philippines: 1826-1898**
Mail routes and postal rates.
Donald Peterson
- 139-140 **Serbia: The Coronation Issue of 1904**
Origination, production and use of this misunderstood issue.
Lowell Newman
- 141-146 **First Day Covers of Sweden 1928-1945**
Early first day covers, including examples of cachet varieties, unofficial cancellations, and censorship during World War II.
Alan Warren
- 147-152 **Iceland: 1873-1944**
From a working collection of stamps, stationery, covers, and revenues up to independence from Denmark.
Michael E. Falls
- 153-155 **Danish Postal Markings**
A random walk through the more interesting and attractive Danish cancels and markings.
Don Halpern
- 156-161 **The 1931 German-Russian Polar Flight and Expedition**
Stamps, cards and covers used and the use of the stamps on other mail.
George Cheren
- 162-165 **The Parodi Covers 1815-1862**
Covers addressed to Parodi in Genoa, selected to show delivery times, transit and other marks; arranged to show the extent of the Parodi banking empire.
Stephen Luster
- 166-168 **The Private Posts of Mannheim**
Stamps and postal stationery of the five postal companies of Mannheim.
P. F. Rogers
- 169-174 **German East Africa**
Stamps, postal stationery and cancellations.
R. C. Maurer
- 175-178 **French Colonies: Small Post Offices**
Covers and stamps postmarked at small post offices.
Robert G. Stone
- 179-183 **Russian Postal Development from the 1780s to 1917**
Traces the post's outward expansion, increased accessibility and improvements in the kinds of mail available.
David M. Skipton
- 184-193 **Cuba: The Stamps of King Alphonso XII, 1876-1888**
A study of the regular issues and their major varieties, with emphasis on usages.
Ernesto Cuesta
- 194-199 **Ecuador Postal Stationery, a Centenary — 1884-1983**
An original work of typing the stationery issued since 1884.
Robert E. Shoemaker

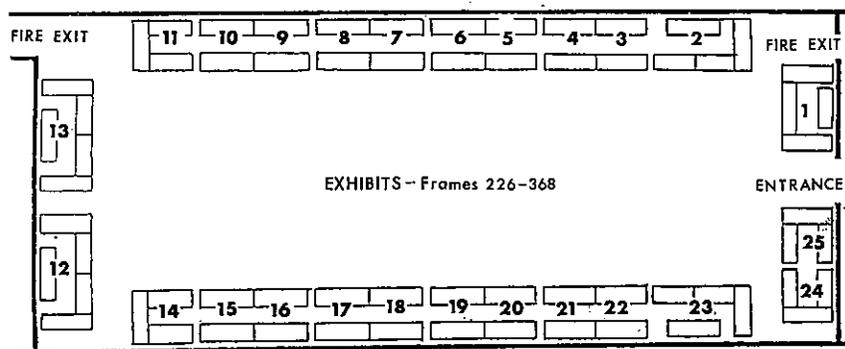
- 200-207 **Mexico: The First Design, 1856-1867**
Printing varieties, errors, district overprints, cancellations and usages of the first design.
Dale R. Pulver
- 208-217 **Holyland Forerunners Specialized**
Turkish, Austrian, French, German, Italian and Russian Post Offices in the Holyland.
Leo Schuessler
- 218-224 **Forerunner Posts of the Holyland**
Postal operations in the Holyland during the Ottoman Empire.
Jerome L. Byers
- CHESAPEAKE ROOM: Frames 225-368**
- 225-227 **Israel-Sinai Campaign 1956**
Israeli and Egyptian military mail in the Sinai and Israeli Civil Post in the Gaza Strip about 1957.
Oscar Stadler
- 228-237 **Local Stamps of Israel's Besieged Cities**
Local Posts of Israel's interim period 1948.
Arthur Cohen
- 238-242 **Postal History of Rishon Le Zion**
Traces the philatelic history of the first Zionist immigrant colony in Palestine from 1882 to establishment of Israel's post in 1948.
Stanley E. Gorrish
- 243-251 **"Siege Post of Jerusalem"**
A documentation of the philatelic history of Jerusalem's post during the transition and period of siege, from British withdrawal to establishment of the Israeli post.
S. & B. Banchik
- 252-261 **Israel Military Mail 1948-1949**
Mail during the 1948-1949 War of Independence; regular, registered, package receipts and Prisoner of War mail.
Lewis J. Bernhardt
- 262-268 **Israel: Tax and Revenue Stamps**
Tax stamps and labels, "Kofer Hayishuv" issued by The Jewish Agency for Palestine 1938-48; Israeli revenue stamps 1948 to present, its municipalities and special tax stamps.
Arthur Nitzberg
- 269-273 **Olympic Games 1896-1928**
Olympic Games showing stamps, proofs, souvenir sheets and postal history.
Morris Rosen
- 274-276 **Israeli Postal Rates**
Postal history of Israel's first 10 years showing changes in letter, postcard, printed matter, registration and express rates.
Josh Furman
- 277-278 **The Areogrammes of Israel**
A brief study of the errors, varieties and freaks.
Sid Morgenstin
- 279-282 **British Army Post Offices in Palestine 1917-19**
A.P.O. and F.P.O. postmarks on cover, including Indian, French and Italian contingents with the Egyptian Expeditionary Force in Palestine.
Albert Friedberg
- 283-286 **Foreign Post Offices in Palestine**
Examples of various cancellations used by the Foreign post offices in Palestine.
Howard S. Chapman
- 287-293 **First Issues of the World — 19th Century**
A study of first issues released by the countries and states of the 19th century from the first adhesive postage stamp of 1840 through the year 1900.
H. Harold Wineburgh
- 294-301 **World War II Philatelic Warfare**
Forgeries, propaganda issues, occupation and military government stamps and covers of the Allied and Axis Powers during World War II.
Donald E. Haller, Jr.
- 302-303 **China Treaty Ports and Post Offices Abroad**
Stamps and usages of the early treaty ports and post offices abroad for use in China.
Sharon Amott
- 304-305 **Introduction to Foreign Precancels**
An overview of precancels used by several foreign nations from the 19th century to date.
Percival K. Stone
- 306-312 **The 5c Beacon Air Mail Stamp of 1928**
A study of the stamp, sheet design and errors with attention to domestic and world use on cover.
Ward B. Masden
- 303-319 **Pioneer Zeppelin Mail**
The Early Zeppelin Mail 1900-1928.
Gerhard Wolff
- 320-327 **Bolivia: Early Airmail**
Forerunners, Pioneer Flights, The L.A.B. issues, Zeppelin mail, Chaco War flights and international airmail.
Erwin Herschkowitz

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The Knox Martin Flight and the issues of the "Compania Colombiana de Navegacion Aerea".
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Stamps and covers illustrating Italy's air post service between the two World Wars.
Robert E. Lana
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A golden anniversary display of covers relating to U.S. air events.
Henry M. Kapenstein
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Philatelic and para-philatelic materials relating to Herzl, with emphasis on the earlier items.
Arie Ben-David
- 351-354 **Skating Through Philately**
Using stamps and other philatelic material to illustrate ice skating movements in Singles, Pairs and Ice Dancing competitions.
Melinda Ellen Wilson (Junior)
- 355-361 **The Life of Emperor Charles V**
A world-wide collection of stamps and covers memorializing the 16th century ruler.
Dorothy G. Kapenstein
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Accountancy markings associated with the Franco-British Postal Conventions between 1843 and 1876.
Jeffrey C. Bohn
- 366-368 **Christmas/EFO's — "To Err is Human"**
Various things that can go wrong during the annual production of Christmas stamps.
Don L. Dombrowsky

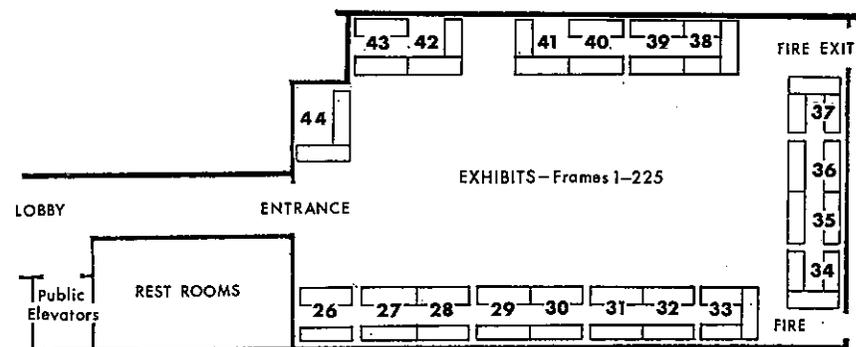
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1. JOHN W. KAUFMANN, INC., Washington, DC
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3. AMERICAN EASTERN STAMP CO., Baltimore, MD
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6. ALLSTATE STAMP CORP., Brooklyn, NY
7. COINS OF THE REALM, INC., Rockville, MD
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39. JOSEPH E. KROIS, INC., Bayside, NY
40. CHICKASAW COLLECTABLES, Memphis, TN
41. UNITED NATIONS POST OFFICE
42. U.S. POSTAL SERVICE
43. ROCKVILLE STAMP & COIN, Rockville, MD
44. WASHINGTON PLATE PRINTERS

MEMBER CLUBS

American First Day Cover Society — R. C. Graebner Chapter 17
American Society of Polar Philatelists — Iceberg Chapter 3
American Topical Association — Potomac Chapter
Arlington County Recreational Stamp Club
Baltimore Philatelic Society
Capital Precancel Club
China Stamp Society — National Capital Junk Chapter
Collectors Club of Baltimore
Collectors Club of Washington
Dolley Madison Stamp Club
George Washington Masonic Stamp Club
International Society for Japanese Philately
Korea Stamp Society — D.C. Area Chapter
Library of Congress Philatelic Club
Northern Virginia Stamp Club
Rockville-Gaithersburg Stamp Club
Scandinavian Collectors Club — National Capital Area Chapter 12
Silver Spring Philatelic Society
Society of Indo-China Philatelists
Springfield Stamp Club
U.S.C.S. — Admiral Byrd Chapter 11
Washington Philatelic Society

NAPEX 84 will be held June 22-24, 1984

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 125-year old, 800 pound “Spider” press will be in operation demonstrating the art of plate printing.

NAPEX MEMBERSHIP

Effective January 1983, 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. Life membership is available at \$25.

NAPEX ITEMS

NAPEX Cachet Envelopes (set of three)	\$ 1.00
NAPEX, Serviced Cachet Envelopes, Station Cancel, 3 days, available on Sunday. Three for	2.00
Awards Banquet Tickets, per person	23.00

NAPEX items may be purchased and/or ordered at the NAPEX Information Desk in the Convention Lobby.
Orders for covers must include SASE.