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Today's Collector  
New Opportunities

Return To A Lingerin Question?



sr58 #6 1/2r Toluca Sz 1605 F-VF est \$20-40 was priced \$32.50 now listed at \$26.33

Last week, I received an email from one of my best clients and friends. It was about something I had heard many times since I had returned to the hobby of my youth. I quote from his letter to me: " There is no reason to beat my head against the odds." And, he went on to say, "Do you think there is just less interest nowadays in Mexican philately?" Okay, I will start by addressing his current feelings and the question about the hobby. I will start with my observations about the hobby in general, because it is far larger than Mexican philately. It seems to be a broader shift in our hobby.



sr09 #9 4r Campeche Sz 70 No.8 30ts Very Fine est \$90-180 was \$125.50 now listed at \$101.66

The number of serious collectors worldwide is not what they use to be. When we started, there were some limitations on new issues: kids generally had to be happy to collect historical events, and there was multiple duplication of common stamps from European countries. Now every Sand Dune country has printed stamps that have never been in their country. Modern stamps are just stickers that cost far more than the printed price, but when resold, they bring nothing in a market flooded with the same type of crap. Even the USPS issues fantasy, gaming, and storybook stamps. I use them too, but most young people would never think of sending a letter to a friend. They won't even make a phone call, but spend hours texting one another. So, the majority of modern stamps go to waste and are only found on the next annual stamps of this and that country.



Fp90 C213 wmk 300 horizontal 80ctv Mint Light Hinged est \$60-100 was \$44.55 now listed at \$32

That said, there are many sophisticated collectors in today's philatelic hobby. People who are willing to spend to get scarce items. People with time and money to spend on things they want. I know that the quality you want will pay off in the future when the time comes to sell what you have put together. I have bought collections that were not composed solely of expensive, high-value stamps. Those are the collections that were my highest priced because they had little or no fakes or faulty stamps to deal with. So, the bottom line is that philately is not dead; it is still thriving. More people are turning into real philatelists than ever before. Today's stamp collectors are looking for material that is not bulk stamps, but rather that appeals to them and that they are willing to learn about as they strive to add to their collections. On the other hand, those collectors of stamps frowned on by collectors of value and rarity are not to be shunned, but to understand that they, too, may also turn into the philatelist of tomorrow.

Enjoy!

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MEPSI #2795

APS #198784, USPCS #4060,

Western Cover Soc. #1423, UPSS #6670,

CCNY #7864 and Royal Philatelic Society of London