

Subject: Scott Catalogue
Date: Thu, 30 Jun 2011 12:56:38 -0400
From: Steven Myers <smyers@amospress.com>
To: <ecuesta@philat.com>

Dear Mr. Ernesto Cuesta:

I have been given your name from Don Peterson, who recommended you as a person who might be interested in help as an advisor to Scott Catalogues. We have you in our files as a Cuban Society contact but not as an actual Scott advisor, he feels you would be a good person to have onboard as a specialist to help us make the catalogue even better. If you have an interest in becoming a Scott advisor please read the following and let us know if this is something you would like to participate in.

I would like to introduce myself, my name is Steve Myers, and I am the valuing editor for Scott Catalogues. I will be doing the value (price) analyzing for the Scott Catalogues, and some editorial suggestions, as well as preliminary screening and forwarding editorial suggestions to Jim Kloetzel, who is our general editor, and very soon to be fully changed over to Chad Snee (for next catalogues, being 2013 dated). Also, I will be forwarding any photo suggestions to the appropriate department. I am here to maintain the tradition of accurate pricing and quality information that has been held for many years.

My procedure for valuing the catalogue, will be analyzing and valuing each country during the month or two (or so), following the requested "deadline" for suggestions, that we sent to you for each volume of the Scott Catalogue. If you send your suggestions early, this is not a problem, but your suggestions may not be fully analyzed until that country comes up at a later time. At this later time any questions I may have, or up-dates will be addressed. Of course, you may feel free send any updates, at any time, or to contact me at any time by writing, calling at (937) 498 0802 ext. 336, faxing at (937) 498 0807 or e-mail at smyers@scottonline.com <<mailto:smyers@scottonline.com>>.

Each season, (usually around September) as we prepare for the next catalogue year, we will send to you tear pages from the current Scott catalogue for the current year, for any countries you request. You may want to only work on one country or submit comments and values on a long list of them. Either way is fine. These pages are actual Scott pages ripped from the catalogue exactly as printed. You may use them as you wish, however, (and our original approach) was to have most advisors just write on these pages and send them back to us, and most do this, but some folks make copies (even blow-up copies) of them and put their comments on them. Others make up their own spread sheets, some just write letters, or lists, or any number of other approaches, but by having the tear sheets we know (and they know) they are commenting on the latest catalogue data that we have published. You would automatically receive these tear pages for each year once on our list, and if you make a reasonable contribution, you would receive that Scott catalogue volume, also, when it is issued. Therefore, you would be doubly prepared to be able to think about what things you may want to add/revise/value for next editions.

Please understand that valuing suggestions are part of pool of resources and your suggestions may or may not appear in the catalogue exactly as you submit them, but are usually considered each year they are submitted. Editorial suggestions may be worked on right away, but also make take several years to be worked on, as research may be needed or it may be part of a broader project, and other time related occurrences may delay implementation. What would be needed from you currently is the list of countries that you may have an interest in working on. This can be just one, or a long list. You do not need to submit information on every one, every year, even if you choose to put them on your list, but we always appreciate all the help we can get. Also needed is a mailing address and some contact information, especially if this letter arrives to an email you don't want use (any good email OK for now). When the time comes you will receive a packet with the tear pages, a letter of explanation, some helpful hints, and a formal advisor sheet. This will assure you a listing in the catalogue as an advisor, if you like.

I hope that I will be able to have an excellent working relationship with you, as one of our valued advisors, and I hope this will result in an even better Scott Catalogue for many future years. Once you are in our files as an advisor, please keep us informed of any changes in your address, phone number(s), email or other contact information.

Sincerely.

Steve Myers

Valuing Analyst

Scott Publications

Subject: Re: Scott Catalogue
Date: Thu, 30 Jun 2011 21:44:48 -0400
From: Ernesto Cuesta <ecuesta@philat.com>
Reply-To: ecuesta@philat.com
To: smyers@scottonline.com

Dear Mr. Myers:

I would be delighted to help as a valuation advisor for the Cuba section of your catalogs only, since that is the only area of my expertise. I have been specializing in all aspects of Cuban philately for over 40 years and last year founded a new International Cuban Philatelic Society (ICPS) dedicated exclusively to all aspects of Cuban philately. The Society was launched in March of 2010 and we already have 87 members and are publishing a quarterly journal "Journal of Cuban Philately" supplemented as necessary by "Special Studies Monographs". We have already published three issues of our journal and two monographs and they have won a large silver medal at an international philatelic exhibition in Latin America and a silver medal at NAPEX 2010 in the National Capital Area. Our members, myself included, have recently updated the Cuba section of the United Postal Stationery Catalog of the United States Possessions, including its pricing section. We are also currently working with the United Postal Stationery Society on a catalog of the postal stationery of Cuba for the Republican period from 1902 to 1958 that will also include pricing of all entries. Additionally, we are advising the Spanish publishing house Edifil in the updating of Volume 1 of their Specialized Catalog of Cuba that covers the Spanish colonial period, U.S. Administration, and Republic up to 1958, and pricing is going to be one of our focus areas in providing them with feedback on the current update scheduled for publication towards the end of 2011. All of these accomplishments would have not been possible without the support of a substantial network of philatelists experienced in Cuban philately that I have brought together as part of the ICPS and we will all be pleased to support your efforts in making the Scott catalog the best in the field because it is also in our best interest.

I am copying the ICPS Board of Directors and our Editorial Board on this message so that they are aware of our joint commitment in supporting your efforts.

The best way to reach me is via e-mail as I check my messages frequently during every day of the week and try to respond to all messages as soon as possible.

I will be looking forward to working with you.

My best regards,
Ernesto Cuesta
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301-564-399 (Home)

