



## Editorial

### Where Are Collectors Getting Their Covers?

Most collectors don't go out and find local covers (not that there are that many these days). Most collectors don't regularly trade. Most collectors don't buy in auctions. And, most collectors don't attend club meetings, swapfests, and conventions..So, where are collectors getting their covers?

Searching your local area for new issues will only provide a few covers, at best. Plus, unless you collect Hotels/Motels/Restaurants, there's a 99% likelihood that none will be in your categories.

It's very difficult to find reliable and steady traders these days, but even if you're lucky enough to find a handful, the amount of covers that brings in annually is small, indeed...and a collector only has so many years to collect. And, although I've always been a big advocate of trading, the flip side is that you have to be ready to get *lots* of covers you don't need, flats, and *way* too many used and damaged covers.

The same is true of attending hobby get-togethers of any kind. Most collectors don't live within driving distance of such meetings, and most won't, or can't, attend out-of-state functions. Still, even if such is attended, you're not going to be able to build a respectable collection from freebie tables and room-hopping.

If collectors are simply waiting for covers to find *them*, those collectors don't stand any chance at all of building a decent collection in any category. Perhaps that's one of the reasons why the hobby has lost so many participants in the last 25 years.

On the other hand, perhaps it's a matter of *some* collectors finding local covers, others trading regularly, and yet others picking up covers at meetings, swapfests, and conventions. But, if that's the case, it would still be unlikely that a decent collection could be put together...*except* in the case of buying.

If you're able and willing to *buy* your covers, you can, eventually build a great collection. Of course, you can simply buy a couple of big collections in your category, and, bingo!, you suddenly have a great collection, but that's not what I'm referring to here. I'm talking about, mainly, participating in auctions on a regular basis. Of course, you have to have the money to spend, but I can't think of any collectibles that sell cheaper than covers.

The advantages of participating in auctions are myriad, and I'll spell them out at length in the next issue.