“I have secured a sheet of 100 with inverted center.”

—WILLIAM T. ROBEY
During a recent exchange on the PhilaMercury chatboard, the question was asked, what can be done to ensure stamp collecting continues to thrive as a hobby and business?

My immediate response was *infrastructure*—not bridges and tunnels, but people. In philately that means:

- Competent philatelists to express opinions on items for certification services
- Exhibition judges trained to evaluate the wide variety of subjects displayed
- Editors with the skills to produce philatelic journals and magazines
- Professionals in the stamp trade, including auction describers and appraisers
- Information specialists to create databases with open access to philatelists
- Manufacturers of supplies and publishers of literature for philatelists
- Legal counsel to represent the hobby in legislative and regulatory matters

What are we at Siegel doing to build infrastructure in our business?

First and foremost, we actively train our in-house philatelists and our support staff to improve their expertise, marketing skills and service. We are better than we were two years ago, but not as good as we’ll be two years from now.

Second—some might say this comes first—we are collecting massive amounts of data and exploring ways to apply cutting-edge analytics to make it more useful to our clients. What started as PowerSearch™ is developing into something much more robust. This aspect of our business has tremendous potential.

Third, we are going to work with the American Philatelic Society to develop a program for remotely teaching techniques to identify stamps and detect faults, repairs or forgeries, using kits containing actual examples that can be sent to participants and used in a teleconference class. When I mentioned this concept on the chatboard, within two minutes Scott English, the APS executive director, sent me an email saying “we’re in” and asking what to do to make it happen. Over next summer we will be building the program, and hopefully by the fall it will be ready to activate.

Finally, the Siegel firm is committed to creating a space where new collectors feel secure buying stamps. Too many entry-level collectors get burned, either by bad material or inflated pricing, and the result is a rate of attrition that is higher than it should be. Graded certificates have helped protect collectors against the old ploy of “buy it as Fine and sell it as Very Fine,” but there is still too much shortsighted transactional business in philately. Most collectors I have met do not set out to make money, but neither do they expect to have their inexperience used against them. From my perspective, a new client is a precious asset, to be nurtured, encouraged and given all the information needed to make smart decisions.

Behind the scenes, all of us at Siegel, including Charles Shreve, director of Siegel International and a very involved member of The Philatelic Foundation board of trustees, are working hard to ensure that stamp collecting’s future is bright. We realize that most of the people who dedicate their time and effort to the hobby’s organizational infrastructure do so without any financial compensation or reward. Thank you. Without you, the Siegel firm could not exist.
The 1918 24-Cent Inverted Jenny
POSITION 77—MINT NEVER-HINGED (PF 85)
FROM THE GERALD FORSYTHE COLLECTION

TO BE OFFERED IN MARCH 2021 WITH HISTORIC WILLIAM T. ROBEY LETTERS
FROM THE DRS. JOANNE AND EDWARD DAUER COLLECTION

ABOVE: Cover from Philip H. Ward Jr. to Colonel Edward H. R. Green with 24¢ 1918 Air Post stamp affixed upside down, an apparent salute to the newly discovered Inverted Jenny.

AT RIGHT: William T. Robey’s May 15, 1918, letter and original envelope to Elliott Perry, announcing “I have secured a sheet of 100 with inverted center, the only one in existence at this date.”

THE SUPERB POST-OFFICE FRESH INVERTED JENNY AND THE HISTORIC ROBEY LETTERS WILL BE FEATURED IN A SPECIAL SALE CATALOGUE
Houston-based energy sector investor Gary Petersen built his nearly complete United States stamp collection with a philatelist’s appreciation of rarities and an oil prospector’s dogged determination to seek treasure wherever it might be. When the Siegel firm unveils this extraordinary collection, it will claim its rightful place in the pantheon of the greatest U.S. stamp collections ever formed.

Gary Petersen gushes with enthusiasm when he talks about his stamp collection. Considering Mr. Petersen’s numerous accomplishments, it is surprising he could find time to spend on his hobby. A resident of Houston, Texas, Mr. Petersen helped create and is a co-founder and managing partner of EnCap Investments, one of the largest private equity firms in the world for the upstream and midstream sectors of the U.S. oil and gas industry. The firm, with more than $30 billion of assets under management, is considered the gold standard in the energy private equity space. Prior to forming EnCap in 1988, Mr. Petersen worked in the finance business, specializing in the energy sector.

Before entering the business world, he served from 1970 to 1972 in the U.S. Army as an Armor Officer at Ft. Knox, Kentucky, and later in Washington, D.C., as a First Lieutenant in the Finance Corps attached to the Army Security Agency.

Mr. Petersen currently serves on the boards of several EnCap portfolio companies and is a member of the board of Plains All American, Inc. He is a member of the Independent Petroleum Association of America, the Houston Producers’ Forum and the Petroleum Club of Houston. Mr. Petersen is chairman of the Energy Advisory Council of the Dallas Federal Reserve Bank and sits on the Houston branch’s board of directors.

Both Gary and his life partner Elizabeth are deeply involved with many of the large charitable institutions in Houston. He is a member and past chairman of Chapelwood United Methodist Church, past chairman of Memorial Hermann Healthcare System Foundation Board, past chairman of the Council on Alcohol & Drugs in Houston and the Museum of Natural Science. In addition to supporting these organizations, Gary and Elizabeth have contributed to the Legacy Foundation, Navy SEAL Foundation, Hope and Healing Center, and other worthy causes. Mr. Petersen is a minority owner and limited partner of the NFL team, Houston Texans, and the MLB team, Houston Astros. He was vice chairman of Super Bowl XVI, which was played in Houston.

Contemplating the sale of his beloved stamp collection, Mr. Petersen confesses it feels like he is letting go of one of his children, but he takes comfort in knowing that his stamps will bring excitement and joy to fellow collectors.
One of four recorded examples of the 1868 3¢ B Grill, ex Dr. Meilstrup
SCOTT 82, PFC

One of ten recorded examples of the 1875 5¢ Continental Bank Note Company Special Printing
SCOTT 181, PFC

4¢ 1908 Imperforate pair with Schermack Type III perforations—Mint Never-Hinged stamp at left—ex Koslowski, Schmalzreidt, Col. Green and Lilly as part of a strip of five, and ex “Connoisseur” and Whitman in its present form—one of two recorded Mint N.H. examples of Scott 314A
SCOTT 314A, PFC

1908 2¢ Vertical Coil pair—one of four recorded pairs in private hands (plus one pair in Miller collection and two singles on covers), ex “Newport”
SCOTT 321, PFC

1875 $12.00 Continental Bank Note Company Special Printing—one of two recorded examples (from the five sold), ex Inman
SCOTT PR52, PSE AND PFC

The Gary Petersen collection will be featured in a special hardcover/dustjacket catalogue. For a preview of the collection, please go to SiegelAuctions.com and download the brochure.
United States Stamps & Covers

The March sale of United States stamps and covers features 19th and 20th Century issues in high grades, specialized 2¢ Black Jack Issues, Carriers and Locals, and postal history (see page 10 for covers).

Go to SiegelAuctions.com to see the online catalogue in early March.

1¢ Type II (7), Plate 3
PF 100J OG

2¢ Re-Issue (103)
PSE 95 OG

15¢ Re-Issue (108)
PSE 90 OG

15¢ E Grill (91) OG
2005 PF

2¢ 1875 Special Printing (180)
2020 PF

$3.00 Columbian (243), Mint NH
PSE 95

$5.00 Columbian (245)
PSE 95 Jumbo OGph

$2.00 1902 Issue (312)
Mint NH, 2006 PF 95

5¢ Pilgrim (330), Mint NH
PSE 98

4¢ Bluish Paper (360)
2013 PF
5¢ Perf 12 Coil (351)
Mint NH, PSE 98

3¢ Orangeburg (389)

6¢ Orange (429)
Mint NH, PSE 100

10¢ Panama-Pacific (404)
Mint NH, PSE 98

15¢ John Paul Jones, Perf 12 (1789B)
Mint NH plate block of 10

$1.00 Perf 11 (518)
Mint NH, PSE 100J

Unused 1¢ McKinley Postal Card with printed address (UX17)
There is still time to include your collection in this impressive sale, which includes comprehensive British Commonwealth, China, Western Europe & Colonies, the Gordon N. John Uruguay and much more. Your stamps can join these selected highlights in the upcoming auction.

To discuss selling your collection, please contact Charles Shreve, Director of Siegel International, on his mobile phone 214-533-8882, or email charles@siegelauctions.com.

Siegel International in association with Charles F. Shreve
The March sale of United States Stamps and Covers will feature specialized 2¢ Black Jack Issues, 1¢ 1869s, and Carriers and Local Posts, including the important rarities shown here.

Go to SiegelAuctions.com to see the online catalogue in early March
Siegel's 2020 Sales top $25.7 million

The year 2020 will be known as the year of Covid-19, in which the pandemic that started in China in 2019 spread throughout the world and brought sectors of the economy to record lows. In these dire circumstances, it is notable that the Siegel firm achieved $25,770,404 in total sales, comprising 15 auctions (one paperless catalogue) and 10,767 lots sold, including five name sales. The total includes the 18% buyer’s premium. Individual sale totals are listed below (adjusted for returns and after-sales).

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<tr>
<th>Sale</th>
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<th>Lots</th>
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<tr>
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<td>1218 “Dubois” Prestamp BNA</td>
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Jan-Dec 2020 Total Lots and Sales (w/premium) 10,767 $25,770,404

Scott R. Trepel commented on the 2020 results: “In March the Covid-19 pandemic hit our country and forced Americans to quickly adapt to social distancing measures. Stamp shows were cancelled and meetings were switched to remote conferencing. Our auctions were closed to physical attendance and relied on the internet and phone. Somehow we made it work. As market activity showed remarkable vigor, we began to realize that stamp collecting was an activity many of our clients were focusing on with their time and money.”

Trepel added: “It would be wrong to celebrate our good fortune while so many people are still suffering from both the disease and the impact on businesses that rely on physical proximity, such as restaurants and Broadway theater. We are among the lucky ones. I want to thank our consignors for their confidence and our bidders for their participation. They made it possible for Siegel to complete its 90th consecutive year as a profitable entity. Every obligation was met, and we did not use any assistance offered by the government, allowing others who really needed those funds to receive them.”

Trepel made the following prediction for 2021: “The Siegel firm is off to a very strong start in 2021 with the James P. Myerson collection in February, rarities from the Gerald Forsythe collection in March, and the extraordinary collection formed by Gary Petersen in April. Charles Shreve and the Siegel International team have an exciting multimillion dollar sale in formation, and our Rarities sale is already filling up with important items. We have many new collectors from around the world participating in our sales, and we hope to eventually meet them and see old friends in person as conditions become more hospitable to travel and social gatherings.”

In 2020 Samantha Aragon joined the Siegel firm and is now vice president of financial services. Gina Cashia has been promoted to vice president of operations, and Emily Chun is the newest member of the administration team.