

GRADING is the *Essential* Ingredient of Pricing!

Scott Publishing Company and the PSE (Professional Stamp Experts) both began issuing valuing grading guides last year. These revolutionary guides expand pricing for 6-8 different grades of stamps, from average to superb. The values of the two grading guides are very close to each other, usually within 5-10%.

The PSE is also a *certifying agency*, and on request will provide a "grade" on certificates. SHDC takes great care to properly grade stamps, but does not warrant a stamp will be grade certified. *Many of our higher valued stamps will be accompanied by such a PSE graded certificate at no extra charge.* PSE's address is: P.O. Box 6170, Newport Beach, CA 92658 – www.psestamps.com. PSE also sponsors a **FREE Set Registry** web site to compete for the finest set.

GRADED PRICE GUIDES – *Scott Pricing Guide '12*, *PSE Stamp Market Quarterly*, '10, postpaid. Available from Sam Houston Duck Company (includes most other valuable U.S. stamps also).



F-VF centering



VF centering



XF centering



Superb centering



PSE Graded Certificate

- **FINE-VERY FINE** (F-VF Grade 75) – Perforations well clear of design; will please most collectors.
- **VERY FINE** (VF Grade 80) – OUR MOST POPULAR GRADE: nicely centered stamp, balanced, perfs well clear of design, above the norm.
- **EXTREMELY FINE** (XF Grade 90) – A select grade; nearly perfect centering, may be *very slightly off-center* on one side, excellent color and freshness. Excellent stamp overall.
- * **EXTREMELY FINE-SUPERB** (XF-S Grade 95) – As above, nearly a superb stamp! PSE Graded Certificate will accompany when available.
- * **SUPERB** (Sup Grade 98) ... **ELITE STAMP** – Top of the Line! A visually perfectly centered stamp; excellent color and freshness. PSE Graded Certificate will usually accompany. *Not always in stock, prices volatile and subject to change.*
- ** **GEM 100** (GRADE 100) Virtually a 100% "perfect" as man and machine can produce. RARE GRADE; seldom awarded. *Always accompanied by Graded PSE Certificate.* Please e-mail or call for availability and price.
- **MIXED GRADES** PSE certificates will sometimes place an "in-between" grade on a stamp; for example VF-XF, or XF-Superb. Since we do not price all mixed grades in our catalog, prices will be adjusted to a level between grades.

Note: JUMBO

(J) Rating means stamp is a JUMBO example. Each priced individually when available. JUMBO margins on stamps always command a substantial premium, as do "100 GEM" stamps.