

## The End of A Myth

Sometimes a myth, when repeated enough times, becomes “fact.” One such often-repeated myth in philately is that Siegel Auction Galleries does not sell anything other than United States material. There is no question that the Siegel firm sells more U.S. stamps and postal history than any other firm, by a considerable margin. And, I suspect that when the Siegel firm has sold any worldwide collections, such auctions might have been overshadowed in people’s minds by so many impressive offerings of U.S. material.

When I was running my own namesake firm for many years, often in direct competition for collections with the Siegel firm, I certainly did not dissuade potential sellers of important worldwide material from believing in this myth. It allowed me to sell many wonderful collections and exhibits simply because there was this perception that my major competitor did not sell such properties. All the while I knew the truth — and it gave me great pause — that the Siegel firm not only sold an extraordinary number of important foreign collections over the years, but also did so with great success. From the incomparable Josiah K. Lilly collection of worldwide stamps up to recent spectacular sales, such as the Islander Collection of South America stamps (where the famous Brazil “Pack” strip sold for a remarkable \$2,185,000), the list of important worldwide collections sold by the Siegel firm is impressive by any measure.

After having sold my auction firm a few years ago I took a little time off to decide what I would do next in my career. I thought about opening another firm under my name, but I could not get out of my mind the professional respect I had for the Siegel firm as a competitor. And, I thought about the unfair myth that still existed about Siegel not selling worldwide stamps. I also wondered what could be accomplished if I teamed up with the Siegel firm and created a separate entity that devoted itself exclusively to the proper marketing and presentation of important worldwide exhibits and collections. Well, as fate would have it, Scott Trepel, the president of the Siegel firm, was thinking along similar lines. And, long story short — welcome to our first Siegel International sale.

Siegel International was created to give collectors of important worldwide philatelic material a desirable alternative when selling their collections. Siegel International offers potential sellers all of the benefits that sellers of U.S. material have enjoyed for years:

- Unmatched financial strength, giving collectors peace of mind knowing that they will be paid on time after the sale
- Outstanding philatelic expertise with a staff handpicked for their experience, professionalism and knowledge in dealing in worldwide stamps and postal history
- Lavishly produced catalogs (like this one in your hands) that spare no expense and are filled with highly informative and accurate descriptions
- A selling venue in one of the stamp capitals of the world, New York City, where, unlike some other overseas venues, stamps can be sold free of extra fees such as VAT or GST
- Competitive seller’s commissions and the lowest buyer’s premium among major auctioneers, which invites the optimum number of bidders to participate
- And, the option to be paid in United States Dollars, which is still considered one of the safest and most stable currencies in the world

So, whether you are a collector of British Empire stamps in Chicago, an award-winning exhibitor of Brazil in Switzerland, or an accumulator of important worldwide rarities in Beijing, you now have a new choice of where to sell your stamps. Robert A. Siegel Auction Galleries, which has been America’s premier stamp auctioneer since 1930, is now your best choice when selling international collections.



Charles F. Shreve