Pricing Guidelines and Mounting Tips

StampStore items must be priced at $1.00 or more. Most sellers use the *Scott’s Standard Postage Stamp Catalogues* for values to use as comparisons to establish their pricing scheme. In general, competitive prices fall within the 40%-60% of catalogue value with our more successful sellers pricing their items below the 50% level.

The listed values for never hinged, mint (unused) and used in Scott’s is for very fine condition. Your chosen pricing percentage could be applied to unused and used material. For example, US #621, the 5-cent Norse-American stamp, is valued in the 2015 Scott’s U.S. Specialized Catalogue at $20 for never-hinged, $10 for unused, $10 for used and $17.50 on cover. If 50% is the chosen pricing percentage, you could use it for all four items, making your asking prices $10, $5.00, $5.00 and $8.75, respectively.

The condition of the item must be considered when determining your price. Faults, such as pulled perfs, thins, tears, rounded corners, scuff marks, no gum on mint stamps, etc., should be noted in the description area and would reduce the asking price considerably. Do not expect to sell stamps with faults for more than 20%-25% of the catalogue value. There is always an exception to these pricing limits. As an example, the “Match & Medicine” revenues of the U.S. are not usually in very fine condition. The catalogue values for them are for stamps with some faults. Those in very fine or excellent condition can sell for much more than catalogue value.

When sellers use other U.S. catalogues, buyers will still want a favorable comparison with Scott’s before deciding to buy items. Some members use specialized catalogues for areas such as Germany, France, British Commonwealth, Scandinavia and others. These catalogues refer to the markets other than the U.S stamp market and sellers should keep in mind that those markets may command a different pricing level. Remember that you are selling mainly within the U.S. market and your asking prices should be developed to compete in the U.S. market. Items not found in Scott’s Catalogues might be listed in those other specialized catalogues or in specialized dealer price lists and auction realized price lists. Those listed prices could be considered retail and pricing at 10%-20% below retail will place your material in the ballpark with other sellers.

Tips for Mounting in StampStore

1. Affix item(s) in the large box on the StampStore form using a clear mount. When affixing a set, each stamp must be visible. Do not use hinges or cloudy glassine materials – clear mounting is required for scanning purposes. **Suggested Mounts:** We recommend using the ClearBags.com mounts – suggested sizes listed:
   - For reg. singles/standard commemorative 1 5/8” x 1 1/2” + Flap, Crystal Clear Bags® [SKU: B1X1]
   - For larger singles and regular blocks of 4 2 1/2” x 2 1/2” + Flap, Crystal Clear Bags® [SKU: B2X2]
   - For normal commemorative plate blocks 4 1/2” x 2 13/16” + Flap, Crystal Clear Bags® [SKU: B4X2]
   - For No. 6 ¾ envelopes 6 11/16” x 4 3/4” + Flap, Crystal Clear Bags® [SKU: B56M]
   - For No. 10 envelopes 9 7/8” x 4 7/16” + Flap, Crystal Clear Bags® [SKU: B49XL]

   Split-back mounts can also be used and are available from hobby suppliers such as Mystic Stamp Company, Amos, Subway Stamp Shop or Kenmore Stamp Co.

2. Make certain your mounts are sealed on more than one side and if tape is used on open edges consider using Scotch® Magic™ Tape which allows for easy peel off. If you place an item in a mount that has the top and sides open, it is insecure and in most cases found loose in the package which runs the risk of damage.

3. Make certain the mount is not too large for the stamp you are placing inside. If the mount is larger your scan will have more “glare” because the mount is too large.
4. Make certain mounts are securely attached to the page. Showgard split-back mounts have a tendency to “pop off” the page if not securely fastened. If using this type of mount, be sure to moisten both the bottom and top of the mount or even apply a small piece of Scotch® Magic™ Tape to make certain they are secure (if you find it necessary to tape open sides of mounted stamps be sure to use Scotch® Magic™ Tape which allows for easy peel off – but please be careful with the use of tape because if the stamp slides into the taped area it could get torn when attempting to remove from the page and could result in returns to the seller).

5. Photo Corners are used many times for first day covers, unfortunately we are finding that these are very insecure. We strongly suggest not using these when mounting your FDCs (Clear Bags offer envelope sizes and split-back mounts are available in sizes that can accommodate FDCs).

6. If an item is too large for the black area on the front of the page, please mount the item on the backside avoiding the area where the hole punches are made for storage of material. If the item is too large for a mount, try inserting the item and submission form in a notebook sheet protector by placing the sheet in the front with the holes on the left and the item in the back so that we can simply place it on the scanner bed. Do not place the item backwards so that we have to handle it by turning the item face up to scan. Do not send loose items, all items must be attached to a form in some manner.

7. Items that are larger than an 8x11 sheet should be sent to us with some type of protection. Try enclosing the submission form and the large sheet in a manila folder so that they do not become separated and can be stored easily in our “large item area.”

Basically, treat items as if they are part of your personal collection and make certain they are mounted securely. Items are handled several times before they are sold and if they are not securely mounted the item could become lost or damaged due to poor mounting methods.