



Luff, universally recognized as one of the greatest philatelists of his time.

catalog. In 1890, Scott Stamp & Coin acquired the business of Henry Collin & Co. Collin joined the Scott Stamp & Coin firm, and it is

believed that his acknowledged expertise was channeled into catalog editing and valuing.

In 1893, John N. Luff (Figure 6) joined the Scott Stamp & Coin firm, and by 1896, he was in charge of all new listings, though Collin remained as chief editor until he left the company in 1899. At that time, Luff took full charge of the catalog. Much of the valuing was still done by Henry Calman, until he sold the firm in 1901 to a stock company whose owners included George L. Tappen and Joseph S. Rich. Tappen took charge of the catalog when Luff left for several years to join the New York branch of Stanley Gibbons, but when Luff returned to Scott in 1909 or 1910, he once again was given complete control over all new listings in the catalog and retained control until 1934. In 1914, Scott Stamp & Coin was purchased by Charles E. Hatfield, a Boston financier.

Various members of the Scott staff did stamp valuing during these periods, but it is recognized that by 1916 the valuing responsibility had fallen to Hugh M. Clark (Figure 7), who had joined the firm in 1912. While he was with the firm from 1916 to the middle 1920s, again from 1933 until 1942, and still again from 1956 until his retirement in 1971, Eugene Costales was an important contributor to values and then listings as well (Figure 8).

The first time a Scott catalog mentioned the name of an editor was the 1923 first edition of *Scott's Specialized Catalogue of United States Postage Stamps*. The title page indicated that the catalog had been "compiled by" Eugene N. Costales. Of course, as noted previously, John Luff had been editing the listings of the standard catalogs for some time and Hugh Clark had been in charge of valuing the listings (though neither was mentioned by name in the catalog pages). Others, from John Scott himself to Henry Calman and then Henry Collin, had edited the catalog in earlier years.



Figure 7. Hugh M. Clark provided the values for the stamps listed in the Scott catalog from 1916 until he sold the company to Gordon Harmer in 1946. Clark was responsible for the current Scott numbering system, introduced in 1940.

Hugh Clark are given as the editors of the standard catalog, and Hugh Clark was named as the editor of the U.S. specialized catalog.

Hugh Clark purchased Scott in 1938, selling off the retail side of the business to Norman Serphos and reorganizing the publishing side as Scott Publications. One of Hugh Clark's great legacies is the current

Scott numbering system, which includes lettered prefixes in each country's listings to separate postage from airmails and all the other categories of stamps. This was introduced in 1940. In all previous volumes, listings were by numbers only, with gaps left between sections to make it possible to add new issues.

By 1940, however, it had become evident that many gaps were almost filled in, and something had to give. The solution was what we see in the catalog today, with postage having no prefixes, but then prefixes starting with AR for postal fiscals, B for semipostals, C for air post, and so forth. This allows for infinite expansion within the sections.

After Clark sold Scott Publications to Gordon R. Harmer in 1946, Harmer became editor of both the standard and the U.S. specialized catalogs, with Allen Thatcher of Harmer, Rooke & Co., actually handling the editing of the U.S. specialized catalog and Eugene Costales being coaxed back to be co-editor with Harmer in the mid-1950s.

In 1960, Harmer sold Scott Publications to Esquire, Inc. (publishers of *Esquire* magazine). Harmer remained as catalog editor, with Eugene Costales as co-editor. James B. Hatcher became another co-editor of the standard catalogs in 1964, and of the U.S. specialized catalog in 1968.



Figure 8. Eugene Costales, along with John Luff and Hugh Clark, is considered to be one of the most knowledgeable philatelists and catalogers ever known.

In 1970, Esquire sold Scott Publications to Duane Hillmer of Graphics Publishing Corp., Omaha, Neb., for a reported \$2.5 million. At this time, the company name was changed to Scott Publishing, Inc. James Hatcher was soon installed as sole editor, with associate editors Richard Gordon, Irving Koslow, Louis Robbins and Bert Taub.

After suffering significant losses, Scott Publications was sold again, in 1973, to a group headed by Henry Ginsberg. The editor and associate editors remained as before, with Harvey Warm joining the staff as managing editor of publications.

A group headed by Frank Trumbower purchased Scott Publications in 1977, and in 1981 William W. Cummings was named catalog editor, with Hatcher assuming the title of catalog editor emeritus until retiring just before the sale of the company to Amos Press.

In late 1984, Amos Press, Inc., of Sidney, Ohio, purchased Scott Publishing Co. Cummings retained the editorship. James E. Kloetzel (Figure 9) was appointed as editor of the Scott catalogs in November 1994 (though due to the dating of the catalogs and publishing lead time the Kloetzel name does not appear on the title page as editor until the 1996 editions).

Throughout its history, the Scott catalog has been a price list, a full catalog with retail prices, a catalog with reference values, and today a catalog with retail values for very fine stamps. This part of the Scott catalog history is a Catalogue Column unto itself, and we will delve into that part of the story in a future article.



Figure 9. James E. Kloetzel has served as Scott catalog editor since November 1994.

From J.W. Scott's 1867 one-page price lists, the Scott catalogs now total 6,557 tightly packed, four-column pages for the six-volume standard catalogs, 813 pages in the U.S. specialized catalog and 1,043 pages in the *Scott Classic Specialized Catalogue of Stamps & Covers*, for a total of 8,413 pages of listings and values published annually. **S S M**