

# KNOW YOUR COVERS!

## Flats!

Flats, often known as ‘Salesmen’s samples,’ are cover that have never been stapled, never held matches, and often never even been creased at the saddle and top flap.

Flats are normally quite attractive since they are almost always in pristine condition, never having been used, and some collectors save them for this reason. But, flats have never been acceptable as collectible covers to the hobby in general, and most collectors simply toss them.

There have been a few voices arguing for their inclusion into the hobby, especially as real covers have become scarcer, but the hobby isn’t going for it.

