

Owen Sound Stamp Club
Chapter 191
Royal Philatelic Society of Canada

Next Meeting: Wednesday, July 20th 2016 @ 7 PM

From the President...



Summertime is upon us and the weather is steamy outside. Fortunately I am inside experiencing the benefits of air conditioning. The time has arrived to publish the latest edition of the club newsletter and to update everyone on the location of our temporary meeting place for the summer months. The cheapest place available is the office building of the 1st Christian Reformed Church at 201 4th Avenue West. The office building is called the New Life Center but some of you may know it as the former Timothy Christian School.

Activities for the evening include the usual things with a short update on the clubs operation, and a chance to share something in the “show and tell” portion of the meeting. Following the business portion of the meeting, there will be an opportunity to go through the Owen Sound Stamp Circuit Books as well as some private circuit books that Tom Griffith left at the meeting of the Saugeen Stamp Club. These books are put together by a person in the Niagara peninsula that is friends with Tom. The final opportunity to satisfy your stamp collecting habit for the evening is the “Treasure Box.” If you have some excess stamps that are in good condition and off paper, consider donating to the box so that other club members can sort through it to find their “gem.” Proceeds from the sale of these stamps are a donation to the club. At 5 cents per stamp, you can't find anything cheaper in the sales circuit book.

Since the last meeting, Bob Ford and I had an opportunity to audit the Owen Sound Stamp Circuit Books. We found them in good shape and the records kept by Chris to be accurate. For those members who had entered pages in the books, there will be a pay out for the stamps sold. I would urge everyone to prepare pages for the circuit books so that we all can benefit from stamps for our personal collections as well as earning some cash to keep ourselves going in the hobby. The circuit books will be making a visit to the Saugeen Club in August as well as the GRVPA fair in Cambridge in October.

The August meeting will be a club auction night and it will be held at the 1st Christian Reformed Church office building. It is also time to remind everyone of the upcoming Royal Show in Kitchener. Advertising flyers for the “Royal” will be available at this meeting. Please let me know if you are able to help set up the frames the day before the show. If there are three other people to help me, it should only take a few hours to prepare for the exhibits. If you are planning on attending the show, take some time to look at the exhibits. They are really top notch!

I hope that the summer is allowing you some serious time for philately; it has for me so far! See you on the 20th.

Phil Visser
President
OSSC

Temporary Meeting Place is the Christian Reformed Church, New Life Center, at 201 4th Ave West!

Summary Tip #11: Buying at Auction Part I - Learn about the pitfalls and benefits of buying at stamp auctions.

Dear Philip,

In previous 'Stamp Tips of the Trade' I have focused considerably upon the issues of 'quality'. Quality is so important that we will doubtless be returning to it - but, for a change, in this next series of tips I am going to deal with auctions - which in many ways can be mysterious.

Auctions fall into various types - but where stamps are concerned really there are only 3 different types of auctions that matter: Public - Postal - Internet

These days Public and Postal auctions also have 'internet presence' which can blur the edges, but we'll deal with Public auctions first:

A Public Auction: A 'public' auction is as it sounds - an auction - transparent by virtue of it being held in public, often thought of as a 'room' auction at which collectors and dealers attend. Public auctions also accept bidding by post, fax, telephone and often internet.

I don't expect to be 'popular' for some of my comments - but in many ways public auctions benefit the person who is able to attend - to the detriment of persons who cannot. This may not be true so much of well described and photographed sets and singles - but where miscellaneous lots such as 'box' lots and large collections are concerned there is no substitute for not being present - unless money is no object.

Part of the problem is due to the nature of the public auction - most auctioneers main focus is upon lots selling (unsold lots are not profitable) - so there is a temptation to do less work and under-estimate the value of lots. This temptation is heightened by the desire to advertise afterwards that a lot estimated at £1,000 realised £5,000. In fact those with knowledge who had viewed the lots and were present in the auction room already knew which lots were, in their opinion, under-estimated.

It is not hard to see why - with mixed lots and collections - the 'remote' bidder who has not viewed has little chance of winning - it takes a lot of 'chutzpah' to place bids for 5 x estimate when one has not seen the stamps. Public auctions also prefer to sell lots to room bidders - they are paid immediately and there is less packing or posting as buyers usually takes the lots with them

so all of this explains why public auctions are so popular with dealers and collectors who are able to attend. Generally speaking good public auctions can fill the room with bidders - all eager to bid on apparently under-estimated lots and sometimes over-estimated lots too. The opportunity to snap up a bargain is motivating

however this is one of the most important places for 'caveat emptor' - buyer beware - to be borne in mind. Possibly there may be guarantees offered of the description of sets and singles - but collections and mixed lots are a different matter. Study the small print, most often - what you buy is not returnable. Buyer really

must beware and even if you are in the room and have viewed what is an important lot to you - being the last viewer before the auction is always reassuring.

Beware the 'buyer's premium' too never forget that in most public auctions the price at which the lot is 'hammered' down to you is not the price that you pay. Buyer's premiums are the auctioneer's commission charged to the buyer - in many cases with VAT added these premiums can be close to 20% over the 'hammer' price. You need to bear this in mind - that 'cheap' lot may not be such a bargain when almost 20% is added to the cost. Payment by credit card may be charged an extra few % too.

Being 'wrong-footed' can also be expensive let's say you have decided that the maximum you will bid is £120 on a lot. You put your hand up to bid. Somebody else is bidding or the auctioneer indicates that he has a bid 'on the book' from a 'remote' bidder. The bidding rises, alternating between you and another bidder - all of a sudden the auctioneer calls £120 - and it is not your bid. Stop bidding and somebody else has bought your lot for the price you are prepared to pay - make another bid and the next bid 'step' could in some auctions be as much as £20 - you have been 'wrong-footed' and now have to bid £20 more if you wish to try one more bid

to 'combat' this or just to try and gain the 'upper hand' some 'old-hand' experienced bidders may try to intimidate by calling out a much higher bid - well ahead of where the bidding has reached ... pushing the auctioneer to the new level - and intimidating other bidders to drop out.

Many experienced bidders and dealers - simply will not waste their time by staying for the auction. Wishing to keep tight control of their bids - so that even the auctioneer is unaware of how much they are prepared to bid - they employ the services of an experienced 'auction agent' who represents them in the room. An auction agent can save them time, travelling costs - and money if they buy below top bid - all for just a couple of percent or less of the total spent, or a 'fixed' fee. An agent may be a good idea if your bids are very high against estimate. Most countries have highly respected auction agents - ask and we will point you in the right direction.

Generally speaking auction agents only cover public auctions - postal auctions usually offer other positives with the disadvantage of restricted viewing. I will talk about them in our next 'stamp tips of the trade'.

In summary - public auctions provide a valuable service, and the opportunity for distinct bargains, usually for those attending ... best advice is to bid cautiously until gaining confidence.

Happy collecting from us all,

Andrew

PS. If you find this 'tip' interesting please forward it to a philatelic friend.

Andrew McGavin

Stamp Collecting Perceptions

By Philip Visser

It is always a wonder on where personal perceptions come from. This particular perception is something I haven't been able to trace back in my memories. The remainder of this article is about stamps that have one or more sides with a straight edge. Two stamps from the 1960's posed a long time search to find a replacement with all four sides perforated.



The first stamp with a straight edge was issued on May 21st 1969. The design commemorates the founding of the International Labour Organization (ILO) in 1919. This organization was created from the Versailles Treaty ending World War 1. The treaty recognized that social unrest originates when workers are treated poorly in the work place and when work is not fairly compensated. The goal of the organization is to have a safe and equitable workplace. Today, the ILO operates as an agency of the United Nations.

Information in the *Unitrade Specialized Catalogue of Canadian stamps* states that the ILO stamps were printed in a pane of 50 stamps. There is no mention of straight margins in the catalogue neither for this stamp design nor for any of the other stamps printed in the same time period. However, there are at least three other issues printed in the same year with one edge being straight (that I know of). Unitrade lists the stamp issued in memory of Sir William Osler with a variety of an imperf gutter pair with the vertical side being imperf. The illustration shows the top edge of the Osler stamp being imperf.



Looking at these stamps show that the distance between the design and the edge to be fairly large. A reason for disliking stamps with straight edges might be



that it is easy to give a stamp a straight edge by trimming the perforations off. As a result there is a question if the stamp is cut with a straight edge by the printer or is it trimmed by somebody? Looking at the stamp at the side is exactly the problem a collector might face. This stamp has had the left side perforations trimmed which can be seen by the angle of the cut leaving different perforations at top edge and bottom edge of the stamp.

Straight edges re-entered Canada with the issue of booklet stamps. Primarily filled with definitive stamps and Christmas stamps, collectors are now enticed to find those stamps for their collection. For instance the Lighthouse stamp album has space for both the sheet stamps and booklet stamps. This practice is also evident from other countries, Australia, United States and the Netherlands are other countries that I am familiar with.



Collectors are forever on the search for some variety or another. With booklet stamps this is no different. The scan of the booklet beside is of the third booklet issued by the Netherlands in the 1960's. It appears to be straight forward with two different stamps present generally easy to find. Both of the stamps show Queen Juliana and are number 344 and 346c in the Scott's catalogue. As can be seen, the 10 cent stamp has the right side imperforate while the 18 cent stamp can have either the right side or the left side imperforate. Finding examples should seem

fairly easy and the catalogue does not give a price for the individual booklet stamps.

Pricing of stamps in a catalogue is a mystery to an average collector, but I am sure that it is based on scarcity and the number of stamps printed. Expecting either stamp of these two stamps to be scarce would be a dream. But perhaps the following numbers might change a readers mind. The booklet contains one

copy of #344 and five copies of #346c. The 10 cent stamp was only issued in booklet #3 while the 18 cent stamp was printed in booklets 3 and 4. Finding a copy of #344 is a bit of a challenge that I was introduced to by a fellow collector of Dutch stamps. In an effort to help him fill the elusive hole in his collection I searched through my doubles, and alas, no luck. So why is it so elusive?

Beginning with the number of booklets printed, two runs were issued which totalled 535,000 booklets. Thus, there are only 535,000 copies available. A fantastic number to the collector and not comparable to the inverted Seaway issue of 1959 nor the 2 cent Large Queen Victoria on laid paper of the 1870's! Yet the challenge remains in finding a copy of #344 booklet stamp. So here comes some further numbers for comparison. Number 344 was issued in sheet form with total sales of over 1.1 Billion stamps. That means a collector has less than 0.0005% chance of finding a copy of the booklet stamp. By comparison, the Seaway invert has less than 0.00001% of being found by the average collector. The difference is about 50 times greater to finding the elusive Dutch stamp than the Seaway invert! Oh, what is the difference in catalogue pricing? Number 344 is listed at \$0.20 while a used copy of the Seaway invert is listed as \$10,000 in the 2016 Unitrade catalogue.

So here is a shout out to all collectors reading this newsletter, help out a fellow collector by looking through your doubles, and perhaps you may have that elusive stamp.

Coming Events...

- AUG 13, KINEX 2016
Davidson Center, 601 Durham St., Kincardine, ON, N2Z 1L6
Annual stamp Show & Bourse. 8+ dealers, youth table, sales circuit, displays, lunch booth, door prizes. Free admission. For more information call John Phone: 519-395-5817 Email: jcortan@hurontel.on.ca
- AUG 19, ROYAL*2016*ROYALE August 19, 2016 to August 21, 2016
Waterloo Memorial Recreation Complex, 101 Father David Bauer Drive, Waterloo, ON, N2J 4A8
88th Convention of the Royal Philatelic Society of Canada. National postage stamp, postal history, & postcard marketplace. Competitive exhibits, Canadian & international dealers. Canada Post, RPSC Sales Circuits, seminars, Junior collectors program. Phone: 519-746-4270 Email: royal2016royale@gmail.com Web: <http://www.rpsc.org>
- AUG 20, Burloak Stamp Fair
Burlington Senior Centre, 2285 New St., Burlington, ON, L7R 1J4
Hours: 9 a.m. to 2 p.m. Nineteen years of regular monthly shows on the third Saturday of every month. Six to nine dealers, active buyers, and always something new. For more information contact Steve Simon, telephone 905-575-2950, email bas6@bell.net.

From the Editor...

With the threat of a postal service disruption now put aside, this letter comes to you through the traditional channels as well as via email. If any member wishes to receive the letter by email, please let me know, and I will add your name to that group of members. Don't forget that the Owen Sound Stamp Club also has a website to visit at www.owensoundstampclub.org. Do you have some computer skills? Do you have some time to spare for the good of the club? Why not consider becoming the newsletter editor. The editor is a vital person that helps keep the club together and furthers the hobby. Applications gladly received. Don't forget to look at the upcoming events, particularly the Kincardine Stamp Show on August 13th and then the height of the philatelic hobby, the 2016 Royal show in Kitchener-Waterloo from August 19th to the 21st.

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The Owen Sound Stamp Club meets at 7:00 pm on the third Wednesday of each month in the cafeteria of St Mary's High School, 555 15th Street East. The meeting in the month of July will be held at the Christian Reformed Church, 201 4th Avenue West. Meetings will vary between having visiting club circuit books, speakers and an auction. Guests and new members are always welcome. Annual membership fees: \$15.00

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