

*Owen Sound Stamp Club*  
Chapter 191  
Royal Philatelic Society of Canada

Next Meeting: Wednesday, August 19<sup>th</sup> 2015 @ 7 PM

From the President...



I am writing this greeting at the end of the Kincardine show. It was a good day with many collectors present; from all over the GRVPA area and the dealers seemed to be happy at the end of the day. I saw many of our own club members seeing what could be added into their own collections. Besides meeting other acquaintances from within the GRVPA catchment area, I was pleased to see the turn out from Owen Sound. The number of the Owen Sound meeting attendees was nice to see and is a great support to another local club.

Further in the newsletter is another article about stamp collecting as well as a new feature, a series of tips I have received from Universal Philatelic Auctions, a UK stamp business from which I must have purchased an eBay item from once. The author has given a recipient of the “tips” to freely share these “tips” with other collectors. Some of these tips may answer a question you may have, but more importantly, it will help collectors to know what a dealer looks at before purchasing a collection.

The Owen Sound Stamp Club received a donation of a stamp collection from Mary Cromwell last week. She had put an effort to get involved in the hobby but, kept her collection in photo albums, the kind with a sticky surface on the page to hold a photo in place and then a plastic covering to protect the photo. Unfortunately, that method of organizing a collection leaves the sticky gum on the back of the stamp, and so the collection is not of much use. She had also purchased mint Canadian stamps and so these stamps will be adorning the newsletter over the next few issues. Along with the Canadian mint, she had mint USA. I plan on totaling up the collection of USA mint and making those stamps available to members traveling or wintering in the US (at a percentage of face value). The proceeds of those sales will go into the clubs coffers.

Our meeting this month will be held in the Bluewater Curling Club again because our regular meeting place is not open yet open because the Labour Day weekend is as late as it possibly can be this year. The Oxford Philatelic Society will be bringing their club circuit books along so that your stamp fix can be satisfied for another month. At the beginning of the meeting we will have some time to discuss business from last meeting as well as get a few things into place for the show in October.

I hope to see you at the Bluewater Curling Club on the evening of the 19<sup>th</sup>. Good health and happy collecting till then.

Phil Visser  
President  
OSSC

**Temporary Meeting Place is the Blue Water Curling Club at 651  
19<sup>th</sup> St. East!**

Tip #1: Never insure with a non specialist stamp insurer

by Andrew McGavin

Dear Philip

Welcome to the first of my regular 'Stamp Trade Tips'. My intention is that you will benefit from my 44 years as a philatelist and 35 years full-time as a professional Stamp Dealer. During this time I have already experienced two previous down-turns of the economy and aim to pass on to you the benefit of what I have learned.

Periodically, I will send you another 'stamp trade tip'. Some may appear insignificant to an experienced collector, but incredibly useful to somebody just starting out on their journey through our wonderful hobby. However, taken together, I believe that they will be of benefit to all collectors; so please forgive me if some 'stamp trade tips' benefit beginners, whilst others may benefit advanced collectors. Each 'tip' will benefit and be of greater or lesser relevance to some collectors, more than others.

One of the reasons that have prompted me to offer you these stamp trade "tips" is the first tip below: This is how I lost £12,000 over thirty years ago due to my inexperience.

It was 1976, I was 22, the stamp business was 'strong' and I had already been offered 3 jobs by other stamp companies. My first and only stamp employers sold 'bulk' wholesale 'cto' type material - or rather they bought too much of the same and sold too little of it, so there were massive residues of stock 'overhangs' in the cellar - which apparently they could not sell.

They recognized that to keep me interested I would probably respond to a 'challenge'. So they set up a new limited company with no money in it! Here's the 'deal' that I was offered and accepted; - you sell our unsold stock and you can buy and sell whatever you want with the proceeds. They would own the company - but I would get a percentage of it dependent upon how well I got on.

I can remember thinking "Wow - what an opportunity". So, I set to, enthusiastically selling the unsold stock at profitable prices, swopping with other dealers against their surpluses to broaden (my!) stock. Within a year I had managed to 'convert' low calibre duplicated bulk stock into high calibre 'one-off' type material - similar to that we sell today in our auctions. The value had reached £14,000. In those days £14,000 was a lot of money.

I asked 'my investors' about insurance. The office was in Kilburn - and according to them the location - being somewhat 'rough' was uninsurable against theft. They had 'accidental' insurance cover only; "besides who would want to steal our bulk stocks - they'd need a removal van".

Two months later the premises were robbed. Unsurprisingly the only material taken was the high calibre stock that I had worked so hard during the previous year in building up. I was left with just £2,000 worth (a major factor which influenced the next phase of my stamp career).

Only then did I discover that you can insure virtually anything if you go the right way about it. So for those of you whose collections are uninsured - you would be surprised how little 'dedicated' stamp insurance costs - as little as £30 a year is the cost of insuring the average collection. Take a tip from me - this is money well spent - BUT here's a supplementary tip -don't (whatever you do) add your collection onto your household contents insurance ....

.... we have a client whose collection was stolen recently, who is currently embroiled in a claim with a household contents insurer who is being offered literally nothing - based upon a technicality. He is about to lose £6,000 unless the Ombudsman rules in his favour. Update: He lost £6,000.

Who do we recommend?

We have insured with 'Stamp Insurance Services' of Exeter for the last 20+ years. Never once has a claim not been paid out fairly and promptly. We make no money by recommending them - but hope that they recommend us as a reliable source of good stamps for collectors. Try contacting them or one of the other specialized stamp

insurers (for overseas subscribers to 'Stamp Trade Tips' there are sure to be specialist insurers in most major countries) - it should prove money well spent and considerable peace of mind. You can find them at: [www.stampinsurance.co.uk](http://www.stampinsurance.co.uk)

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

In Canada, insurance can be purchased through the RPSC if you are a member

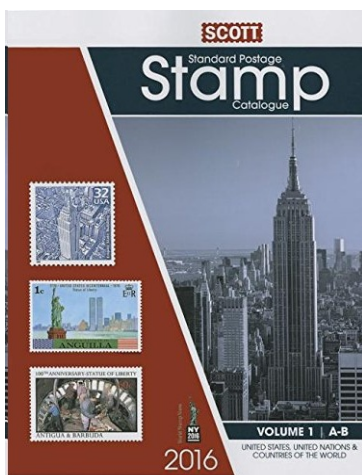
## Pot of Gold? Part 1

By Phil Visser

One of the first questions a stamp collector can ask “what is the value of a collection?” This naturally leads to the question “Where do I find out the value of my collection?” The simple answer is to look into a stamp catalogue, but you can be assured that there are a lot of catalogues which can be accessed to determine what the value of a collection is, however, the person looking into the catalogue needs to read all the details to determine a final value. Secondly, the collector can visit the local library and consult the reference section for the stamp catalogue.

Up to this point, I have tried to stay away from mentioning trade names of suppliers and so not to become an advertiser for a supplier or giving inaccurate/incorrect information. This topic, however, is impossible to discuss without using trade names and so hopefully a fair assessment is provided by which a person can make an informed decision about a finding the proverbial “pot of gold.” Because stamp collecting is a worldwide hobby, one stamp catalogue is unlikely going to provide a person with all the information one is really looking for, and so this article will introduce several catalogues from which to make reference to when searching for the “pot of gold.” Also, one article will not do this topic about collecting justice, therefore Part 1 now and more to come in the future.

As mentioned earlier, it is possible to find postage stamps from all corners of the Earth. To make the hobby even larger, each country issues postage stamps for use on letters multiple times in a calendar year, and so some countries may have issued several thousand stamps in its history. Combine that number with the number of countries in the world and it doesn't take long to realize that there are millions of different stamps available for a collector to find and add into a collection. To completely look at the total number of stamps possible for a collection, consideration must also be given to the countries that have issued stamps in the past but is no longer in existence today. Countless examples can be used, however, an example would be the former country of Czechoslovakia, which no longer exists as a single political entity but has divided into two new countries. Thus the former country of Czechoslovakia can be termed as a “dead country.”

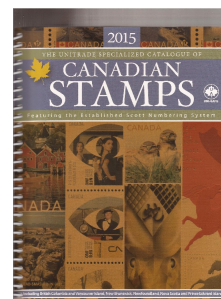


Collectors in North America will generally refer to the *Scott's Standard Postage Stamp Catalogue*. Because of the vast number of stamps a person could find, the *Scott's* 2016 catalogue is published in six volumes. Money sure makes the world go around, but the stamp catalogue serves as a much greater tool than just to determine the value of a single stamp or a collection. Also found on the pages of the catalogue is a numbering system for the stamps issued.

A numbering system is needed for collectors to search and try to complete the collection of stamps from a single country or topics on stamps. This numbering system is generally based on the date of issue, but some stamps will not follow the date format because the image may be issued over a number of years with varying postal rates as they are changed over time. These stamps are most likely to be definitives; however, other stamps are issued during a year to commemorate a place, event, organization or any other reason to put a design on a stamp.

A catalogue will also make the collector search out the varieties possible of the same stamp. Varieties could come about because of a change in printer who would use tools to differentiate their production from previous or future ones by using differing watermarks on the paper, or the number of perforations between individual stamps. These two factors can make a huge difference in the value of a particular stamp. As an example, when looking at pre confederation Canadian stamps, #2 and #6 from Prince Edward Island are similar stamps, the design is the same, the postal rate is the same, but the colour varies in the shade of blue. If a person has only one stamp in their hand, colour alone will not help, and so it is possible to be confused as to which stamp is being referenced. The catalogue values #2 as \$450 while #6 is valued at \$20. To the amateur collector or someone who has found this stamp, they may think they have found the “pot of gold” by looking at #2 instead of #6. The difference between the two stamps is mainly in the number of perforations around the stamp. #2 has nine perforations every 2 cm while #6 has 11.5-12 perforations in a length of 2 cm.

The Standard catalogue will help determine the approximate value of a stamp for a collection, but if a more precise value is needed to determine the value of a collection, reference will likely be made to a specialized catalogue. In Canada, most collectors will make reference to the *Unitrade Specialized Catalogue of Canadian Stamps*. This catalogue uses the *Scott's* numbering system, but then provides a much greater detailed list of varieties possible for a particular stamp, and then gives differing values for each variety. The key thing is to remember that a world wide catalogue such as *Scott's* will only show the major differences in value based on the differences in the production of stamps.



The next article will discuss other catalogues that are widely available and used in the hobby of stamp collecting.

### Coming Events...

- AUG 22: 2015 South-Central / Eastern Ontario Postage Stamp, Coin & Postcard Fair  
King Edward Community Centre Hockey Rink Complex, 75 Elizabeth Street , Brighton, ON, K0K 1L0. Show hours 10:30 a.m. to 3:30 p.m. Our 39th year in business, with over 1 million worldwide stamps, postcards, covers, coins and currency notes. Related hobby supplies also available, many at discounted prices. Free admission and parking. Email: dejackson8138@gmail.com• SEP 6, Brighthon ON
- SEP 11: BNAPEX 2015  
September 11, 2015 to September 13, 2015  
Ramada Plaza, 7389 Lundy's Lane., Niagara Falls, ON, L2H 1W9  
Hours: Fri. Sept. 11, 10 a.m. to 5 p.m.; Sat., Sept. 12, 10 a.m. to 5 p.m.; Sun., Sept. 13, 10 a.m. to 3 p.m. BNAPS annual convention, exhibition and bourse. Phone: 905-227-9251 Email: stuart.keeley@sympatico.ca Web: <http://www.bnaps.org/>
- SEP 12: North Toronto Stamp Club Show  
Yorkminster Park Baptist Church, 1585 Yonge St., Toronto, ON  
Hours: 10 a.m. to 4 p.m. Free admission, about 40 free parking spaces on site, easy subway access (St. Clair subway station), wheelchair access. Sponsor/Affiliate: North Toronto Stamp Club. For more information, contact Ernie Nyitrai. Email: NTSC.Treasurership@gmail.com Web: <http://www.northtorontostampclub.ca>
- SEP 19: Burloak Stamp Fair  
Burlington Senior Centre, 2285 New St., Burlington, ON, L7R 1J4  
Hours: 9 a.m. to 2 p.m. Eighteen 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](mailto:bas6@bell.net).
- SEP 19: Cambridge Stamp Show  
Newfoundland Club, 1500 Dunbar Rd., Cambridge, ON, N1R 6V3

10 dealers, free parking and admission. Lunch counter and club books. Sponsored by the Cambridge Stamp Club. Phone: 519-623-4911 Email: klagesss@gmail.com

- SEP 19: Best Western Stamp Show  
Niagara Room, Best Western Hotel, QEW at Lake Street, St. Catharines, ON, L2N 4G9  
Hours are 10 a.m.- 4 p.m. Free parking, free admission and free appraisals. Sponsored by Roy' Stamps, specializing in the stamps and covers of Canada and the British Commonwealth. For further information, contact Roy Houtby Phone: 905-934-8377
- SEP 19: Scarborough Stamp Club Show  
Cedarbrook Community Centre, 91 East park Blvd, Toronto, ON, M4K3Y1  
No admission charge, free parking, club circuit books, 4-6 dealers, near Markham Rd and Lawrence East. Phone: 416-778-4175
- SEP 26: Copex 2015  
Salvation Army Hall, 59 Ballantine St, Cobourg, ON, K9A 5G8  
Annual Show sponsored by the Cobourg Stamp Club. Hour: 9 a.m. to 3 p.m. Eight dealers, member stamp displays, club consignment sales, door prizes. Free parking and a food court. For more information call 289-252-0785 or 905-885-0075

From the Editor...

I hope to be able to continue serving as editor during the fall, but if another member would like to step forward please let me know. I can't say enough about the importance of club members staying connected. I hope you are able to come on August 19<sup>th</sup> at the Bluewater Curing Club.



During the school year, 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 15<sup>th</sup> Street East. Meeting agendas 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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