

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

Next Meeting: Wednesday, October 19<sup>th</sup> 2016 @ 7 PM

From the President...



Just I'm not sure where the time has gone, but it is time to welcome and encourage members of the Owen Sound Stamp Club to meet at St. Mary's High School on Wednesday October 19<sup>th</sup> at 7 PM. The meeting will focus on the Annual show, with hopefully a report on the show in September as well as planning for next year. The club circuit books will be present as well as the "Treasure Chest."

Our third annual competitive exhibit was held. There were four entries for judging contributed by four members. Thank you Marion Ace, Larry Crane, Bob Ford, and Randy Rogers for entering exhibits for this years show. Our judge for the competition was Mr. Jim Measures, who has been a judge at many shows for many years and agreed to judge these entries this year. Jim has shown exhibits at our show in the past and lives relatively close by (Clifford). The topic of this years challenge was Fauna

which turned out to be wide open and perhaps too large to put an exhibit together. The winner is mentioned further in the newsletter. Search your minds to come up with a topic for next years show and that should give you time to search for material to exhibit.

I will have a report from the GRVPA Board of Directors meeting which was held a week before our regular meeting. It is also getting busy for me and so this message is being shortened. I hope you will be able to come to the meeting

Phil Visser  
President

**We meet again at our regular meeting place, St Mary's High School, 555 15<sup>th</sup> Street East**

**THE FINAL PART OF OUR BUYING AT AUCTION SERIES**

Summary Tip #14: Buying at Auction Part IV - Learn about the pitfalls and benefits of buying at stamp auctions -  
STATIC INTERNET AUCTION BUYING

Dear Philip,

**STATIC INTERNET AUCTION BIDDING:**

Theoretically bidding on line with an auction house, whose auction closes at a specific time, is relatively straightforward, but there are still a few things to look out for. It may sound somewhat 'simple' but the most important thing is to ensure that you get a 'receipt' e-mail for your bids from the auction. E-mail is theoretically secure but not always reliable and placing bids on-line into a secure server/website still is no guarantee that your bids are registered correctly. You need an electronic receipt.

Naturally you still need to check out the auction's policy upon the following checklist:

- 1). Is there a buyer's premium - if so how much?
- 2). Does the buyer's premium include VAT/Sales Tax or is this an extra cost?
- 3). What is their postage and delivery charge/policy?
- 4). Critically - what is their returns policy on lots that are described which you have not viewed? Is this acceptable to you? Additionally - do they have a different policy for lots which have been photographed in their catalogue? Be careful - some auctions do - they will not accept returns for faults visible on the photograph - so it pays to check - and to look very carefully at the photo.

Never take it for granted that because a stamp/lot has been illustrated that it is without visible fault. Some auctions deliberately fail to mention 'visible' defects - assuming that the photo/illustration deals with the problem of 'short perfs' for example - or centring. However .... there are some auctions where static and live internet bidding collide:

Increasingly - we are pressured by 'internet savvy' bidders who wish to see the transparency of 'live' bidding - but fail to appreciate - or understand that over 95% of Collectors bidding do so conventionally - placing confidential bids by mail, fax, telephone or internet submission. For conventional bidders it is a level playing field. In our mail auctions we refuse to offer internet 'snipers' the opportunity to outbid conventional 'mail' bidders.

Be aware though that there are some mail auctions that discreetly offer this service to internet bidders - so that internet bidders are at a positive advantage over conventional bidders. In effect this is a similar advantage to those that the Collector or Dealer has when they are attending a public auction - they can see for themselves how under-estimated - or over-estimated a lot really is. Descriptions only tell part of the story.

Perhaps the best way to 'separate' such 'collisions' in our way of thinking is to realise that when one is bidding at Public Auction this is effectively an instantaneous process - so bidding by phone, or live internet submission 'dovetails' perfectly into this auction process. Similarly when bidding at a 'live' internet auction - the 'playing field' is level as all players can only participate in the same media.

Collisions of bidding 'culture' only start to manifest themselves when the postal-auction arena is 'clouded' by the offer/lure of new technology - to the advantage of computer-savvy bidders and to the detriment of the conventional bidder who submits his bid 'waiting to learn of the outcome'.

When you are next bidding at a postal auction/mail-bid sale - check out their bidding policy - does anyone have an unfair advantage over you?

Happy collecting from us all,

Andrew

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

Andrew McGavin  
Universal Philatelic Auctions (UK)

Farewell and so Long  
By Phil Visser

As I write this article for the newsletter, many thoughts are running through my mind. To begin with I would like to say farewell to the 2016 version of the Owen Sound Stamp Show. There are several important things that this

year's show has made very clear for me. I hope to share these thoughts with you the membership, because it is time to have a serious discussion and time to consider the thoughts which the remainder of this article which I hope will bring into open discussion.

Over the last few years I have tried to represent Owen Sound are several shows and I know that those visits have reaped benefits of our show. The fact that our members make this effort is noticed throughout the GRVPA catchment area. Yet there are challenges from these trips due to the economic times we are in. With shows within easy access just about every weekend from September to May, there is a limit to what an individual can put into the hobby. I am reminder what the economist Adam Smith suggested about the marketplace and that we are faced with unlimited desires but limited resources, and my interpretation of the economic axiom is simply that our "eyes are bigger than our wallets."

During the last couple of years the attendance at most of the shows I have attended has decreased. Our own show is no different. I attribute this to the aging demographic of our hobby, plus the inability to reach those in the community who are still interested in the hobby but somehow are not attracted to shows or participation in stamp clubs. Publicity is not my strong point so some attendance issues fall onto my shoulder, but requests for others to step forward also hasn't been acted on, which leaves a vacuum and threatens the viability of having an annual show.

An analysis of what I have attempted to bring into the Owen Sound Stamp Show is both to grow our hobby by exhibiting as well as building our personal collections. To that end I have tried to encourage the simplest step of doing a one page challenge for the exhibition part as well as attracting quality exhibits of collections. I am very pleased with the efforts put forward by Dave Pugh and Jim Measures, both of their exhibits were very well done. The one page challenge had four club members enter an exhibit. A HUGE thank you for all of your efforts in entering a page for the one page challenge exhibit. I am also proud to say that this year's winner is Randy Rogers, a first time exhibiter. Congratulations Randy!

Arranging for visiting stamp dealers is becoming a challenge. The challenge is compounded by the facilities we are currently using for the show. While the hall is fantastic for space, lighting and ease of access, the organization is also limiting our club. The date of the show conflicts with other shows and so the dealers cannot be in two places at once. Since we are the furthest away for many of the dealers, finding enough dealers to make the show financially viable is challenging. I appreciate the willingness that they make in coming to Owen Sound, and I hope that each has generated enough sales to at least cover their costs. Some dealers from previous years have not returned because it wasn't generating enough sales. This is a two headed problem which really doesn't need to end up in a finger pointing session, but it is a problem in organizing a show.

This brings the discussion to the membership; do you want an annual show? Somehow the mantle of organizing the show has fallen onto the president. This is simply unfair. I have already announced that this year's show is and was the last one that I am organizing. There is a need for fresh air, thoughts and energy. To that end Larry Crane has agreed to organize the show for next year. I believe Larry will approach a few other people to assist with the show for next year, but at this time no one has made the positive step of agreeing to help organize the show. I hope that Larry is supported by the membership.

Recognition is also needed to those who have supported and assisted me in the past. Thanks goes to Marion Ace, John Appleton, Bob Ford, John Lemon and the many others who have helped on the day of the show. I really appreciate the efforts made by everyone which helped make the shows successful.

It is now time to consider the elephant in the room, the declining attendance at the various club shows. This problem is not just simply with local shows, but also at the national level. The recent Royal shows in Southern

Ontario have also seemed to have slipping attendance over the last few years. Without too much experience with BNAPS, I am not in a position to render an opinion of the BNAPS National show, but I wonder if there are similar observations made for that organization. Refocusing on declining attendance and the cost benefit ratio that the dealers face with attending shows, there is needs to be a consideration on this topic.

It is with some reluctance that the following thought is presented for consideration. Using the Grey Bruce counties as an example, here is a suggestion that the whole hobby may wish to consider. With three clubs in these two counties, at present each club is holding an annual show. The timing is sufficiently far apart that the shows don't seem to compete with each other for collectors loyalty. Having stated that, many of us travel from an up to two to three hours to attend other shows. However, with shows at least once a month within reach, the budget for the hobby is being stretched and I notice for myself that the amount I spend at a show is decreasing.

A consideration that may be worthy of discussion is holding a regional show. Returning to the three clubs in Grey-Bruce counties, a regional show would be to have one annual show for all three clubs in a calendar year. There is a lot of thought necessary for this to happen as well as willingness for each club to assist in organizing the event. This shouldn't be too difficult since many members of the three clubs are members in at least two of the three clubs. With a regional show the individual stamp collectors' budget can build and thus the dealers can make their costs.

If the above concept spreads into other regions there is less competition between shows for dealers, plus the regional show allows a greater variety of dealers to meet all aspects of philately. For instance, dealers that specialize in different areas of philately can expect some sales and the collector can find items such as postal history, the British Commonwealth, Canada, USA etc. With the greater variety of dealers with different stock also comes something that every collector may find what they are looking for in their collection and those that are not attending local shows now may be attracted to a regional show. There may be resistance to this concept, both from collectors and dealers, but something has to change!

One unfortunate thing I have found myself doing is that the internet is replacing shows. Although there is a legitimate concern about the quality of an item purchased from the internet, there is also a problem with some material bought at shows. Other collectors I have contact with are also purchasing specialty items from auction houses/sales. These options are placing pressure on local shows. This is primarily for older material, and much doesn't have to be said about the flood of material postal authorities are spewing into the philatelic world since 2000.

Another consideration is the demographics of our hobby. It seems that the average age of club members is increasing. As a consequence, health issues are starting to affect the desire to travel to more distant shows. Greater communications within a club and the members may make it possible to car pool to shows people are interested in attending. This is something I put into practice a few weeks ago to attend a show in Toronto as well as visit the Greene Foundation and Sutherland Library. This was worth it for me, but these visits are not always returned by collectors in those regions by coming to our show. Again health seems to be the issue as I overheard from others at the show in Toronto.

Getting back to the club show here in Owen Sound, several things need to be seriously discussed. Who is going to step forward and assist Larry with the show next year? Key roles include contacting prospective dealers, the location and the date of the show. Marketing needs a person skilled in that area, which I am not. Without a commitment from members the show will suffer and perhaps begin a downward decline. This is for the year 2017. The merits of a regional show should also be given serious consideration for the future, as long as the concept is also supported by the two other clubs in Grey and Bruce Counties. With the membership's approval, I will carry this discussion further with the GRVPA at future Board of Directors meetings. Be prepared to discuss this at the October meeting.

The title of this article is “Farewell and so long...” The problem with clubs is that fewer and fewer members are actively involved in the clubs activities. I have chosen to step completely away from the annual show. After looking at what duties have come with the Presidents job and now the addition of the Newsletter editor besides having a full time job, something has to give. Saying “Farewell” is the passing the show torch to Larry and others willing to help organize it.

#### Coming Events...

- OCT 22 70th Guelphpex 2016  
Evergreen Seniors Centre, 683 Woolwich St., Guelph, ON, N1H 3Y8  
Guelph Stamp Club invites you to attend 70th Guelphpex 2016. Exhibition, dealer bourse & sales circuit from 9 a.m. to 4 p.m. Free admission & door prizes. Phone: 519-822-2658 Email: gary.repta@sympatico.ca
- OCT 29 GRVPA Club Fair (22nd)  
United Kingdom Hall, 35 International Village Dr., Cambridge, ON, L2V 4S1  
10:00 a.m. to 4:40 p.m. 12-14 Clubs, 450 circuit books, 2 silent auctions, snack bar, free parking.  
Phone: 905-227-9251 Email: stuart.keeley@sympatico.ca
- NOV 4 Hamilton Stamp Club Fall Show  
November 4, 2016 to November 5, 2016  
St.Jean De Brebeuf Secondary School, 200 Acadia Drive, Hamilton, ON, L8W 1B8  
NOTE CHANGE OF LOCATION! Large silent and voice auctions Friday evening with viewing starting at 5 p.m. Saturday is a 20-dealer bourse with stamps, postcards, covers and supplies, plus youth booth and silent auction from 10 a.m. to 4 p.m. GRVPA clubs circuit sales books Friday and Saturday. Light food and refreshments available with ample free parking. Sponsored by the Hamilton Stamp Club. Email: southont@cogeco.ca Web: <http://www.hamiltonstampclub.com>
- NOV 13 Troyak Club's Fall Coin & Stamp Show  
John Paul II Polish Cultural Centre, 4300 Cawthra Rd., Mississauga, ON, L4Z 1V8  
Sponsored by the Troyak Club. Hours: 9 a.m. to 4 p.m. Over 30 dealers & 60 dealer tables. Canadian and world coins, banknotes, stamps and supplies. Buy, sell, trade, appraise. Phone: 416-505-7999  
Email: leszekp@rogers.com Web: <http://www.troyakclub.com>
- NOV 19 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.
- NOV 19 North Toronto Stamp Club – Winter Postage Stamp Bourse  
Yorkminster Park Baptist Church, 1585 Yonge Street, Toronto, ON, M4T1Z9  
Hours: 10 a.m. to 4 p.m. Easy subway access at St. Clair subway station. Free admission. 22 dealers, over 100 sales circuit books including recent issues, over 100 ten cents books, members table, door prizes, snack bar, wheelchair access, parking at the Church and on nearby streets, families and children welcome.  
Phone: 647-990-4073 Email: NTSC.ProgramChair@gmail.com Web: <http://www.NorthTorontoStampClub.ca>
- NOV 26 Waterloo Region Stamp Club Annual Stamp Show  
Royal Canadian Legion, 316 Marsland Drive, Waterloo, ON, N2J 3Z1  
The Waterloo Region Stamp Club hosts STAMPFUN, our Annual Stamp Show. Join us between 10 a.m. and 4 p.m. We feature 10 dealers, a silent auction, door prizes and free admission. Light morning refreshments are available and lunches will be sold by the Legion kitchen staff. For more information contact Oscar  
Phone: 519-742-5892 Web: <http://www.waterlooregionstampclub.weebly.com>

From the Editor...

I hope the readers will find the opinions of Andrew McGavin useful, even if you have been a long time collector. The club is still looking for a full time Newsletter Editor. I will be able to do a few more but once I return to work, there will be a number of months without the newsletters.



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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