

Next Meeting: Wednesday, August 15th, 2018 @ 7 PM

**New Life Centre, 1st Christian Reformed Church, 199 4th Ave West, Owen Sound
Volume 5 Edition 8**

From the President

Meeting Plans

Hello one and all hope you have found some comfort with this crazy weather. Our next meeting is back up at the New Life Centre our usual summer retreat. This meeting we will discuss our up and coming show in September and see what we can do to make it as easy as possible to put together. A progress report on what has been done and what is in the plans to be done towards the show.

Last meeting was a pleasure to look back on and enjoyment of our little auction. Those who had bought some items, and the surprising looks when they won the auction. First off we had the best attendance that I have seen at one of our meetings (20 people).

Second it was so nice to see the 4 newest members in attendance, Mr. Joe Perrone, Mr. Mike Barta, Mrs. Jill Carroll, and Kristi Burrows (who had just joined at the July meeting).

Thirdly I'd like to thank Chris Tschirhart when he brought it to our attention, that of having 4 ladies in the room for the meeting, thanks Chris for bring it to our attention, and thank you Marion, Judy, Jill and Kristi, so nice to have you all here at our meeting. Remember folks the old saying "Behind every Successful Man there was a Woman, and behind her was his Wife."

Hopefully we will have a guest speaker to enlighten us on his new adventures in his young career.

Hope to see you all at the next meeting.

John C. Lemon
president
Owen Sound Stamp Club

From the Editor

Phil Visser

This edition fo the newsletter is coming at the very last minute. Unfortunately circumstances has delayed the gathering and writing of this edition, but I hope to be able to see those who are able to come to the August meeting. This newsletter will be travelling the cyberspace route to those whose email addresses I have, and via the mail system for the remainder of the club members

Yesterday was the Kincardine stamp show. I was pleased to see several members (at least 9) of the OSSC there, and hopefully, like me, were able to find "treasures" for their collection. My stay was very brief, but I was able to find addition to my Dutch collection, my topical collection on ships, and buy an indispensible tool, the Instanta Perforation Gauge from Stanley Gibbons. Our resident dealer is the richer for these finds!

Sometimes news doesn't travel fast, and sometimes people like to keep personal concerns private. Gerd Fehler has been struggling with significant health issues and has missed the last number of meetings. We hope that health care you are receiving is successful Gerd.

A scan relating to something further in this newsletter:





Larry Crane
1946-2018
On July 10th,
Larry's health
struggles came to
an end. The
Owen Sound
Stamp Club
extends their
condolences to
Mary and their

three sons, James, David and Stephen.

At the time of his death, Larry was the President of the Owen Sound Stamp Club. He had been for the last couple of years. As the President he represented the club with the Grand River Valley Philatelic Association but was also helpful to the club before assuming the leadership role.

Larry was the person who suggested and arranged for the club to meet at the St. Mary's High School, as well as arranging for the 2017 show to be held in the cafeteria/gym/hall. This was a tremendous help for the club providing easier access and less strain on the clubs finances.

Our last newsletter asked for members to share memories of Larry. Chris Tschirhart shared that Larry was proud that he was able to convince the Owen Sound Library to donate a complete set of Scotts catalogue to the club. We will have to find out where they are and make arrangements for their use at meetings. This was a real coup for him!

On one of the visits I had with Larry during the last few months, he had asked for me to make his collection available for auction at either the OSSC auctions or the Saugeen Stamp Club regular meeting auctions. The proceeds are to go to Mary. At the time of writing, the collection is still with the family, however, arrangements will be made shortly to begin the process. Larry made it clear that the collection had nothing special in it, but was a little bit of everything, a general collection.

The collection was just Larry's interest in stamps. He did have a few topics that was of special interest to him. He had mentioned a collection of Vatican

stamps, an interest in stamps on stamps and of course his moose thematic (topical) collection.

The picture at the start of this memorial was in the obituary listed in the Owen Sound Sun Times. A better and more personal photo than the one that has been used in the newsletter. Rest in peace Larry.

SELLING YOUR STAMPS? (Continued) Part 5: Summary Tip #22: 5 Different Ways to Sell your Stamps: Selling via on-line Auction

Dear Philip,

In Parts 1 to 4 of 'Selling your Stamps' we discussed the advantages and disadvantages of 4 different ways to sell your stamps. In all of these there were the common threads of best methodology of selling to dealers and what to avoid if you are thinking of consigning your stamps for sale by public stamp auction.

Here in Part 5 we discuss the merits and demerits of 'DIY' - do-it-yourself - i.e. you selling your stamps direct to collectors. Ultimately - apart from selling to colleagues or members of your stamp club/circuit ... there are really only 2 ways - the 1st of which - placing advertisements in Stamp Magazines to sell direct to collectors - (please take our word for it) - does not bear thinking about for collectors.

Let me explain: advertising in Stamp Magazines is expensive. In some monthly magazines it can cost the best part of £1,000= (US\$1,500=) pro-rata per page to advertise. It can take years to 'build' trust and 20+ years to build databases of over 20,000 collectors. In the same way that one 'swallow does not make a summer' - one advertisement costing many hundreds of pounds/dollars will not usually 'yield' more than 20 responses from collectors, often less ... and that may be for a 'free offer' in the first place. Philatelic advertising 'pays' as part of an overall marketing campaign - not 'stand-alone'. No. The answer to your quest to sell direct to collectors lies on the internet. This is where you employ the might of 'eBay/Amazon/delcampe' to locate your clients for you. Naturally you pay a commission to do so when you 'list' an item for sale

and a commission when you sell it ... but these represent a fraction of your selling price and your items for sale are found directly by buyers who are likely to be collectors.

Of course this sounds like 'manna from heaven' and in many ways it is; but nothing is that simple in life otherwise we would all be millionaires. Take eBay - it is hard to imagine a more demanding taskmaster/environment. If you are not serious about selling on-line - take our advice - don't bother ... the 'learning curve' is steep. You won't be successful without opening a 'Paypal' account and if you are dilatory about photographing / describing stamps, answering queries, posting the goods and accepting returns you will be severely punished by your clients - who 'expect' to buy one evening, pay on-line and have their stamps delivered all within a few days at most ...

... remember your eBay clients have the power to 'rate' you and all others can see. Internet auctions are transparent - and certainly on eBay you cannot 'rate' your clients or retaliate. You must be a committed seller offering superb service ... depending upon what you are selling it can take months to build up sufficient high rated 'feedback' to build client 'trust'.

We often purchase collections from 'eBayers' who have literally given up but if this has not deterred you ... you will be hard pressed to find a better avenue to 'reach' collectors directly ... but be prepared - some items will sell for more than you expect ... whilst others will sell for far less. 'On-line' price comparisons are easy and unscrupulous/naive sellers (often still with high feedback ratings) are commonly seen selling mutton dressed as lamb which easily undermines the price of similar high quality items you may be selling.

So this brings us to the end of our 'Selling Your Stamps' series of 5 articles. The purpose has been to cogently 'inform' collectors of the variety of options open to them when disposing of their collections. If you have any further selling query please contact the writer. In our next 'tip #23' we'll further discuss the relationship of 'catalogue value' to real value.

Happy collecting from us all,

Andrew

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

Andrew McGavin

Summary Tip #23: Catalogue Value: Part 1 - What is it ?

Dear Philip,

In a previous Stamp Tips of the Trade (#7) we touched upon "Catalogue Prices: Common Misconceptions" - today I am revisiting this area as it is such an important part of our weekly work.

A new client telephoned our office a few days ago saying that he found catalogue values "confusing" and asked if we could explain the relationship between catalogue value and "real" value? What followed was a long telephone conversation so as soon as we can we'll put together a 'tutorial' video upon our website; meanwhile, please bear with me while I establish some 'basics' upon which we can expand and discuss. The more I think about it the less I can ever recall reading an expose of this nebulous subject.

What follows is based upon 45 years personal philatelic experience of which almost 40 years are full time in the trade.

Some collectors will be aware that different catalogue publishers dominate in different countries ... so that for example everybody in the UK and globally most stamp collectors will have heard of Stanley Gibbons (SG). Stanley Gibbons are large enough to publish catalogues of all stamp issuing countries and of all 'dead' countries that historically issued stamps but no longer do so.

Theoretically 'Michel' of Germany would be Stanley Gibbons biggest stamp catalogue publisher competitor ... were it not for the 'English' speaking world - the fact that everything is published in German. To be fair Michel does produce a good translation document but Michel is not that user friendly for English speaking collectors unless those collectors are sufficiently committed to work through the language / euro price barrier where they are often rewarded by useful additional information such as quantities of stamps issued / printed which can be very interesting indeed.

In the USA 'Scott' catalogue publishers dominate. Naturally they are in 'American' English with values in US\$ and cents. Like Michel they produce good catalogs ...

There are other publishers too. Yvert is big in France, Sassone in Italy and there are others for Scandinavia, Benelux, Spain and many more specialist catalogues besides.

The important thing to realise is that 'home' markets generally use 'home' catalogues ... so that few specialist collectors of German stamps in Germany are going to use Stanley Gibbons (SG) specialist Germany Catalogue - they all use their Michel Germany Specialised Catalogue which is far more detailed than the Stanley Gibbons Germany specialised (which to be fair is more than adequate for us). When collectors quote 'Michel' prices and numbers to us - we know what they are and mean ... but most of our collector buyers of the stamps of Germany use SG. This is further complicated by sometimes wildly differing catalogue values caused by specialism and even the current rate of exchange.

So if you live in the UK you are likely to use SG catalogues for virtually all countries of the world (please remember our previous conversation that Stanley Gibbons Stamps Of The world

(STOW) catalogue is too simplified for 'classic' issues collecting and we do not recommend be purchased for such - generally you need their specialist catalogues for pre 1952 material).

Some catalogues transcend markets ... so that for example if you are a dedicated collector of British Empire and you live in the USA - sure you can use Scott but the SG (nickname 'Part 1') 1840 > 1970 Commonwealth and Empire is a far superior catalogue ... whereas few self-respecting collectors of US material living in the USA are going to be buying the SG USA catalogue.

In short specialised home market catalogues are almost invariably superior when home produced. For example if you collect specialised GB then there is no contest - SG 'Red' specialised catalogues are the best as no other is so comprehensive.

A whole article just to establish a few home truths, but one important point emerges - if you wish, for example, to sell your Germany stamp collection in Germany then by all means catalogue in 'Michel euros' - but if your collection is not that specialised and you may be selling your Germany in the UK then identify and price in SG £'s ... (or of course you can do both).

In my next article we'll discuss the relationship between catalogue prices / catalogue values and real values based upon an understanding of the catalogue publishers which is what we wanted to discuss in the first place

Happy collecting from us all,

Andrew

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

Andrew McGavin

Upcoming Shows

SEP 8-9 National Postage Stamp and Coin Show

Hilton Mississauga/Meadowvale, 6750 Mississauga Road, Mississauga, ON, L5N 2L3

Presented by Canadian Stamp News and Canadian Coin News, the fall edition of the National Postage Stamp & Coin Show will be held on Saturday from 10 a.m. to 5 p.m., and Sunday from 10 a.m. to 4 p.m. The show will feature stamp and coin dealers from across Canada, who are selling, buying and appraising all kinds of philatelic and numismatic materials. Admission is only \$3 on Saturday and FREE on Sunday. Parking is also free. Special room rate available at the hotel. Check out our website for show updates and list of dealers.

Phone: 800-408-0352 Ext. 228

Email: info@trajan.ca

Web: <http://www.stampandcoinshow.com>

SEP 15 Cambridge Stamp Show

Armenian Centre, 35 International Village Dr., Cambridge, ON, N1R 7M5

Hosted by the Cambridge Stamp Club between 9:30 a.m. and 4 p.m. Visit with our 10 dealers, circuit books, and silent auction. Free admission and free parking. A lunch counter is also available for your convenience. Enjoy a great day with friends! For more information please contact Oscar Cormier.

Phone: 519-742-5892

Email: jocstamp@rogers.com

Web: <http://www.cambridgestampclub.weebly.com>

SEP 21 BNAPEX 2018

September 21, 2018 to September 23, 2018

Hotel Plaza Quebec, 3031 Laurier Blvd., Quebec City, QC, G1V 2M2

British North America Philatelic Society 70th annual convention, exhibition and bourse. 160 frame BNA exhibition, 20 dealer bourse, 25 BNAPS Study Group meetings and seminars, Tour of the Citadel and old Quebec City, Dinner out and Awards Banquet. Contact Hugo Deshayé.

Email: hdphil@videotron.ca

Web: <http://www.bnaps.org/bnapex2018/index.htm>

SEP 22 North Toronto Stamp Club

Fall Postage Stamp Bourse

Yorkminster Park Baptist Church, 1585 Yonge St., Toronto, ON, M4T 1Z9

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 cent books, members table, door prizes (first prize one kilo of stamps) 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>

SEP 29 Owen Sound Stamp Club Show

St Mary's High School,

1555 15 St. E., Owen Sound, ON, N4K 0E2

Owen Sound Club holds their annual stamp show, including stamp dealers, exhibits and ongoing draws. For more information contact John

Phone: 519 376 7161

Email: lembudd@yahoo.com

OCT 27 57th Annual Barrie Stamp Exhibit and Bourse

Allandale Recreation Centre, 190 Bayview Dr., Barrie, ON, L4N 4Y8

12 Philatelic dealers from across Ontario. Door prize tickets. Refreshments available in Rec Centre. Free parking. Free admission. Wheelchair access. Direct Bus route transportation! Children's table. For more information contact Bruce Walter.

Phone: 705-735-6009

Email: b.walter@rogers.com

Web: <http://www.barriedistrictstampclub.ca>

NOV 2 Hamilton 2018 Fall Stamp Show

November 2, 2018 to November 3, 2018

St. John de Brebeuf Secondary School, 200 Acadia Dr., Hamilton, ON, L8W 1B8

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>

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There are many philatelic website's to visit, but don't forget to look at your own club web site at www.owensoundstampclub.org. The advice provided by Andrew on selling on eBay does have a lot of truth to it. Selling isn't easy, but can be done. The unfortunate thing is the lack of trust in this market place, and the only way to establish trust is by a volume of sales. What isn't mentioned is that if the purchase is unsatisfactory, a return of an item will usually get a buyer banned by that seller, and who knows what other good item may come in the future! So, if dud item is bought, always remember the seller and that affects the future bids made on that sellers items. For instance, a seller offered a MNH early stamp, and on arrival it was clearly altered. Now my bids for MNH from this seller will not happen and anything else will be looked at carefully.

Conversely, buying on eBay has advanced my collection greatly. This is mainly because the specialized items for a detailed collection are not found in the stock pages of the dealers in the shows I attend here in South Western Ontario. Until Saturday, I could have mentioned the odds of finding a pair of Netherlands #1 at a show was non-existent.

I do really like the auction format on eBay, and I think I have probably paid more to find a specialized item within a collection of early Dutch stamps. As a result, the number of duplicates is piling up, but the cancel collection is also growing. This may be a topic in an upcoming issue during the fall. There is one advantage to having duplicates, it has given me the chance to search for plate faults on Dutch stamps, both recognized by the NVPH and those not recognized. The NVPH publishes a specialised catalogue every year and through the stamp dealers, have expanded the market and search for Dutch stamps. But the joy is finding that elusive stamp to fill the hole in the collection.

Keep looking, don't get bored and above all celebrate with your fellow club members the "finds" that have brought joy to your heart! In this hobby, the only limit to a collection is the imagination.

One final thing to add, the scan on the first page is of stickers that can be put on letters supporting a cause. These stickers are for the Lung Association. This association started it focus because of Tuberculosis, a consumptive disease that cause many people to die prematurely and now is pretty well disappeared from the medical problems commonly faced by the population. Larry suffered from breathing problems, first thought to be COPD, and when that was ruled out no other diagnosis was give, except breathing is necessary for life. A set of stamps issued by the Netherlands to support Tuberculosis welfare.

