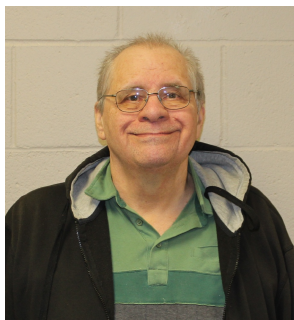


Next Meeting: Wednesday, June 21st, 2017 @ 7 PM

Regular meeting Place: Cafeteria in St Mary's High School, 555 15th Street East, Owen Sound

From the President



At our next meeting, distinguished exhibitor, Ken Magee, will talk to us about exhibiting. At our last meeting I asked if anyone had any questions about exhibiting. The only question I got was about, subjectivity in judging. But surely this is putting the cart before the

horse. The purpose of exhibiting is to show your friends and colleagues, what you are interested in and how you are collecting it. Competing comes later, if you are interested. At our March meeting I asked people to bring in a small sample of what they collect to show other members. I would like to do this again at our July meeting. Sort of like exhibiting but with no pressure.

Give me your thoughts.

Larry Crane
President
OSSC

From the Editor

Phil Visser

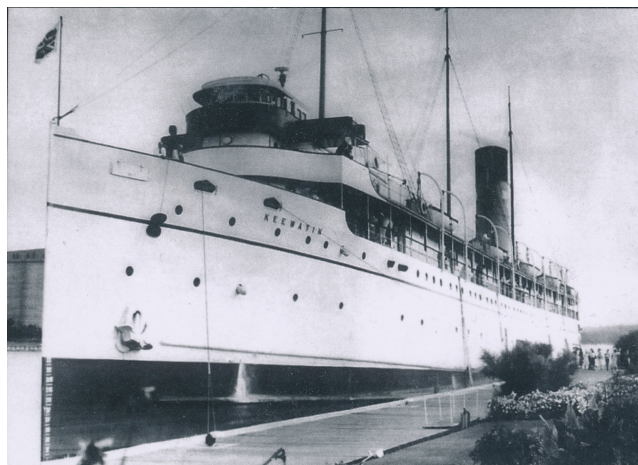
A new month has arrived, the days are getting longer, and in fact the meeting will be held on the longest day of the year in the Northern Hemisphere. To assist Ken in discussing the topic of exhibiting, I would suggest that past exhibitors bring those pages in for all to see and recognize that making a page is not that difficult.

This edition of the newsletter carries a different aspect of our hobby, one that has a name all to itself! It is a continual amazement how stamp collectors can be pulled in so many different directions, even when focusing on a single topic or aspect for their collection.

Following the article on deltiology, is another "Stamp Tip" from Andrew McGavin of the Universal Philatelic Auctions. This particular tip is a useful reminder on how to value our personal collections. Over the last several years I have been approached about collections and the first question to ask "was the collector a specialised one." Unfortunately, the value lies in the hard to get items in a collection.

The Royal has come and gone, but don't forget the upcoming Postal History Symposium that is upcoming in July in Hamilton. Details about this event are further in the newsletter under the upcoming shows section.

A few weeks ago I had the opportunity to see a really old ship. The SS Keewatin was built in Scotland and sailed across the Atlantic, then broken into two halves at Montreal, towed through the Lachine and Welland canals and finally rejoined in Buffalo NY. From Buffalo, the ship sailed to Owen Sound and was outfitted here. The woodworking was amazing! A visit to Port McNicoll should include a visit to this historic ship with an Owen Sound attachment. The ship sailed from the CPR docks on the east side fo the harbour carrying passengers and freight to Thunder Bay and then passengers and grain back to Owen Sound. The operation was moved to Port McNicoll in 1912



How did this get into my collection?

By Phil Visser

Several years ago I attended the Royal in London, ON. It was an interesting day, found a few items to add into my collection and looked at the exhibits. Wow, what an amazing series of displays! A few years later the Royal returned to London and again the displays were awesome. The one exhibit that sticks out in my memory was that of the “penny black.” It is when you see those displays that a “common” collector says that my collection doesn’t come close to these displays.

Besides satisfying the “stamp bug” and wondering where the exhibitors find the range of material seen in the displays, I came across a lonely gentleman with some books. With some time on my hand, a magnet attracted me to the table and a conversation with the gentleman. This conversation introduced me to the world of deltiology. Is this a new word for you? Well this word simply says you are a collector of postcards. Mike Smith was giving the Royal attendees an opportunity to buy his recently published book on the postcards that a particular postcard publisher had printed. It seems that is how the postcard world works.

When the topic of postcards is spoken about today, most readers are probably thinking about the picture postcard. These postcards are actually serving as an advertisement for that particular area being illustrated. Naturally an individual postcard is showing some important buildings, parks, residential areas and panoramas from a particular area. For the sender of the card it provided an opportunity to share sights and some information about how the trip/visit is going. Many people simply collected cards to remind themselves of what they had seen while on vacation.

The advent of postcards really came long after the first postage stamp was printed. Postal regulations finally allowed the sending of preprinted postal stationary. This part of collecting can find samples from the 1870’s and later. Eventually this type of stationary was changed into what we now know as postcards today. A particular stamp bug infected me into collecting the following postcards and additional

philatelic material.

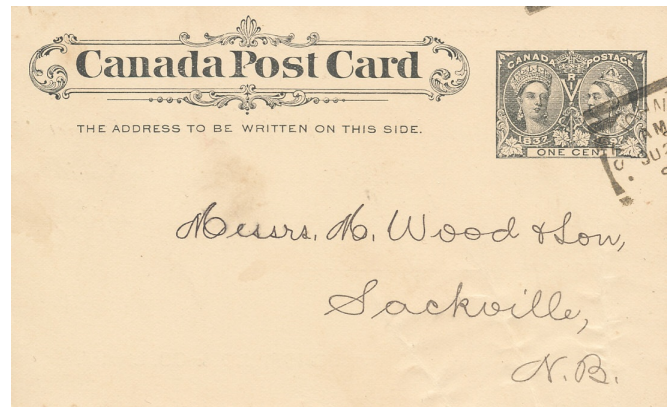


Figure 3 A business card sent during the 1890’s. The year date cancellation is over the edge of the card.

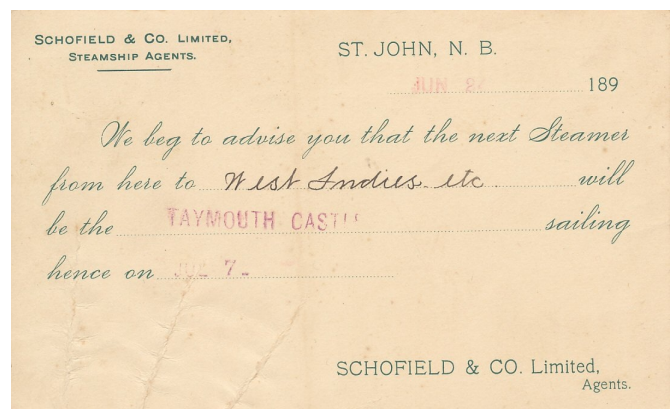


Figure 4 The reverse side of the business card. Unfortunately, the year mailing is missing which the cancellation on the front was also not able to answer.

“Stamps on Stamps” is a topical area recognized by the American Topical Association. Having an interest



Figure 5 A postcard celebrating the hobby we share. The subject on the stamps is Queen Wilhelmina of the Netherlands and these were issued after she ascended to the throne.

in this particular topic, I was distracted (tempted) into purchasing this postcard. It shows stamps issued by the Netherlands in the late 1800's and early 1900's. The colour of the stamps compares favourably with the actual stamps issued, but the artwork differs significantly, I suppose to prevent forgery of the official stamps. Beyond the scanning ability for this publication, in very fine print along the left border is the name of the printer who produced the postcard. Mr Ottmar Zieher from Bavaria designed it in accordance with the requirements of the Universal Postal Union.

In researching on Google, it seems that Mr Zieher had printed about 100 different cards for as many postal administrations to entice people to buy and mail them. There are currently two different versions in my collection. The first one purchased had the stamps embossed, which can be seen on the reverse side of the card. A second postcard arrived and from that card it was clear that it was a later printing, because the stamps on the card had not been embossed on the back.



Figure 6 The reverse side of the postcard and which can be seen the indentations of the embossing of the stamps on the front, as well as the Coat of Arms from the Netherlands.

Embossing the stamps is done by placing a raised metal surface under the card and then pressing down on the top of the card to leave raised edges on the top and the indentations on the back of the card. Going back to the many different countries for which Mr Zieher printed these postcards, each card would have a slightly different design and layout and so there would have to be many different dies for which to be printed on for each different postal

country/colony. That is a high cost and so, likely to reduce the cost of printing and increase profit margins, the embossing is likely to have been discontinued on subsequent printings.

According to Google, Mr Zieher printed these cards in the early 1900's. Further internet research shows that the postcards are available through on line auctions by typing in "embossed Zieher postcards." The search did not reveal a reference book or catalogue on this topic but leaves that up to an intrepid postal historian for the future. However, all of this writing really is not the source of the question asked in the title of this article, "how did this get into my collection?"



Again, it is easy to blame someone else for being the source of temptation, but I can say I think these next two items do have a place in my collection, even though it may be classed as "Cinderella" material. I use the term "Cinderella" in the sense that these cards do not have a recognized postal usage. The cards to show stamps from the Netherlands similar to the Zieher postcards, but the reverse side quickly show that these cards cannot be sent through the mail channels. They are actually advertising devices to get people to purchase either tea or coffee from the particular brand.

It is easy to see how the stamp collector can get distracted and begin the endless search to fill a particular collection. The trick is to stay focussed on one or a very limited few topics! Happy collecting everyone.

Club News

The May meeting was another lively gathering. About twenty members were present and had the opportunity to go through the Saugeen Stamp Club Circuit books.

Of course each meeting is a chance for club members to show what they have found and might be of interest to others in the club. Trading, buying and selling between club members is always part of the evening!

VALUING YOUR STAMPS

Summary Tip #16: When SELLING many of us forget how much or how little was paid.

Dear Philip,

Do you remember the average percentage(s) of 'catalogue value' that you may have paid over the years?

When it comes to selling their collections, collectors often inform us that they are looking for as much as 40% of the 'SG catalogue' value. It is possible for a dealer to pay such levels - but only when the market justifies for scarce/very desirable material in high quality - and not for general collections in poorer condition and incomplete or inconsistent quality sets. Collectors can usually buy such stamps at these levels - so to expect to sell at such levels to the trade would be an impossibility.

Dealers are often viewed with suspicion when it comes to selling - sometimes this may be justified - many times it may not. I recall a recent home visit some considerable distance away. Generally speaking, after spending a couple of hours assessing a collection - dependent upon its size and value, we may have a reasonable idea of the potential - so that we feel we are ready to enter into a preliminary discussion of our view of the collection and solicit the views of the owner and the price levels that they are hoping to achieve.

By that time I had seen enough to know that we could not possibly pay even as much as £10,000= for the entire collection ... so I was able to ask the owner, with some confidence - were they looking for £10,000= or more for the collection for an immediate payment ... because if the owner was looking for £10,000= upwards I would not need to spend any further time viewing the collection. (I had already invested more than 2 hours concentrated viewing time, giving the collector feedback as the

valuation progressed, and knew that it was still 2 hours journey time to get back to the office).

The owner assured me that they were not looking for £10,000= for the collection - so I carried on viewing and an hour and half later was in a position to discuss what our company could offer - in the region of £7,000=. Presenting this opinion I was now able to ask how much the owner wanted for his stamps? The answer - £10,000=. Gently reminding the client of our earlier conversation I made a final offer of £7,500= and suggested that he obtained another offer from a well established company. He told me that he had already been offered £7,000= but the dealer wanted to pay over a period of time. I suggested he try another company prepared to pay immediately.

To cut a long story short - six months later we received a call from the client saying he was prepared to accept £7,500= - when could we call to collect? Hopefully a happy ending for client and dealer alike - but expecting to sell at the price paid proved an impossibility - the stamps were simply not in good enough quality - catalogue prices may have risen - but not far enough when it came to lower quality/less desirable stamps.

Happy collecting from us all,

Andrew

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

Andrew McGavin

Upcoming Shows

JUN 17 Burloak Stamp Fair

Burlington Seniors Centre, 2285 New St., Burlington, ON, L7R 1J4

Hours: 9 a.m. to 1:30 p.m. Twenty years of regular monthly shows on the third of Saturday of every month. Six to nine dealers, active buyers, and always something new. Phone: 905-575-2950

Email: bas6@bell.net

JUL 15 Burloak Stamp Fair

Burlington Seniors Centre, 2285 New St., Burlington, ON, L7R 1J4

Hours: 9 a.m. to 1:30 p.m. Twenty years of regular monthly shows on the third of Saturday of every month. Six to nine dealers, active buyers, and always something new.

Phone: 905-575-2950

Email: bas6stamps@gmail.com

JUL 20 Postal History Society of Canada Symposium 2017

July 20, 2017 to July 23, 2017

Sheraton Hamilton, 116 King St. W., Hamilton, ON, L8P 4V3

First Annual PHSC Symposium, a four day event of exhibits, bourse, numerous presentations, social events and historical tours.

Phone: 905 699-7451

Email: symposium@postalhistorycanada.net

Web: <http://www.postalhistorycanada.net>

AUG 3 APS National Summer Convention

August 3, 2017 to August 6, 2017

Greater Richmond Convention Center, 403 N. Third St., Richmond, VA, 23219

Stamp Show 2017 in Richmond, Virginia marks the 131st annual convention of the American Philatelic Society. Each year, stamp collectors, exhibitors, historians and members of the general public gather to socialize, increase philatelic knowledge, and exchange stamps. The 2017 show will feature 100+ dealers, societies, live auctions, literature and philatelic exhibits, more than 100 meetings and seminars, and first-day-of-issue ceremonies for new stamps. The show is FREE and open to the public.

Phone: 814-933-3803 ext. 217

Email: stampshow@stamps.org

Web: <http://www.stamps.org/stampshow-SS>

AUG 12 Kinex 2017

Davidson Centre Seniors Room, 801 Durham St., Kincardine, ON, N2Z 2X7

8 Dealers, exhibits, youth table, door prizes, lunch booth, free admission.

Phone: 519-395-5817

Email: jcortan@hurontel.on.ca

SEP 9 North Toronto Stamp Club - Fall Postage Stamp Bourse

Yorkminster Park Baptist Church, 1585 Yonge St., 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>

SEP 16 Burloak Stamp Fair

Burlington Seniors Centre, 2285 New St., Burlington, ON, L7R 1J4

Hours: 9 a.m. to 1:30 p.m. Twenty years of regular monthly shows on the third of Saturday of every month. Six to nine dealers, active buyers, and always something new.

Phone: 905-575-2950

Email: bas6stamps@gmail.com

SEP 16 Best Western Stamp Show

Niagara Room, Best Western Hotel, QEW at Lake St., St. Catharines, ON, L2N 4G9

Hours are 10 a.m. to 4 p.m. Free parking, free admission and free appraisals. Sponsored by Roy's Stamps, specializing in the stamps and covers of Canada and the British Commonwealth. For further information, contact Roy Houtby

Phone: 905-934-8377

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Figure 10 The same card as shown earlier, but this one has a different engravings on the 5 cent Princess Wilhelmina.



Figure 11 The same card as shown earlier, but this one has a different engravings on the 5 cent Princess Wilhelmina.

When you have a chance, why not visit the club web site at www.owensoundstampclub.org. Feedback is always important to keeping this means of connecting up to date. The only way to end a newsletter is with another picture of our common obsession, stamp collecting!