

**Next Meeting: Wednesday, June 20th, 2018 @ 7 PM**  
**Hillyer Hall, St. Mary's High School, 1555 15<sup>th</sup> Street East, Owen Sound**  
**Volume 5 Edition 6**

**From the President**



**Meeting Plans**

John Lemon was able to connect with Oscar from the Waterloo Stamp Club and they will be coming to the meeting with their Circuit Books.

The July meeting will be held at The Seasons retirement home. Please bring something from you collection along to show other club members as well as any guests from the home. Perhaps your ideas of organizing a part of the personal collection may give another member an idea on how to organize their own collection. (The never ending battle!)

PV on behalf of Larry Crane  
President  
Owen Sound Stamp Club

**From the Editor**

Phil Visser

Time to update your contacts list. My email address is now [pmvisser54@gmail.com](mailto:pmvisser54@gmail.com) With that order of business put of the way, comes a brief heads up on what you will find inside on these pages. It has been a while since Stamp Tips has been included so that is the first article of this issue.

Randy Rogers has included Part 3 of the "Circuit Book Explorer." It appears that there is a lot more to the program than I ever imagined! Hopefully these articles will help the readers fix the stamp habit.

A third article is also included in this months newsletter. Perhaps the teaser scan will shed some light on what the story is about. There is also a little about the Club Circuit Books as well as a report on the last meeting.

As usual, there is the listing of upcoming shows in

the area. I like to draw your attention to the show in **Kincardine** on **August 11<sup>th</sup>**. A very reasonable drive from here, about an hour! Summer is a slower time for shows but the attendance at the Kincardine show is always good. Besides the dealers there will be some exhibits and a draw for the Penny Black. Martin De Keyser donated one copy each to the three local clubs.

Before the Kincardine show in August come two big shows, "**The Royal**" in St Catharines in June and the "**Postal History Symposium**" in Hamilton in July. Make plans to attend both of these events because they are very professionally set up.

In the latest edition of The Canadian Philatelist I was reading the section about new members and I ran across our own Randy Rogers. Congratulations and welcome to the RPSC. Also in the back pages were a listing of clubs that had membership with the Royal, and I see that the Owen Sound Stamp club has been a member for over 50 years! That puts the origins of the club in 1960's and possibly before.

It seems to me that we are all looking for those "rare" stamps and forget the simple joy of collecting stamps from all parts of the world. Why not start up another collection? The main idea is that there are VERY limited numbers of the rare stamps and the odds of ever filling that hole in the collection is pretty small.

And now for the "teaser" scan!



**SELLING YOUR STAMPS? (Continued) Part 2:  
Summary Tip #19: 5 Different Ways to Sell your  
Stamps: Choose with Care.**

Dear Philip,

Following the first article in the 'Selling your Stamps?' series we present the advantages and disadvantages inherent in each of the 5 different ways to sell your stamps.

*1. Direct Sale: To a Dealer - or Stamp Auction buying on their own account.*

The merits of 'direct sale' are often under-estimated by collectors. Direct sale, intelligently handled, may yield considerable benefits. For example we recently purchased a modest collection at a major London auction which was estimated at £4,000 to £5,000. Remember in our last article #18 when we talked about 'know the strength of your collection' ... this collection was the kind that no public auction house could afford to 'break' on behalf of the owner - so it was offered intact as one lot. Inevitably no collector would purchase such a diverse collection - so the 'trade' was bidding against each other in order to purchase. Finally we purchased the collection for £8,158 including 20% buyer's premium. The collection actually sold for £6,800. The auction's commission charged to the buyer was £1,358.

But that's not the end of the story. Did the seller receive £6,800? ... NO. The seller received £6,800 less the seller's commission which unless specially negotiated was a further 17.62% inclusive of VAT. That's a further £1,198 to be deducted from the £6,800 sale price. The owner will have received £5,602 upon a collection sold to us for which we paid £8,158 !

45% MORE was paid for the public auction to sell the collection to a stamp dealer.

£2,556 more was paid that the collector did not receive.

I can hear you saying that Auctions exist so that buyers compete to pay more for your stamps - it's true - but some collections simply are not suited to being sold via public auction. All you are doing is paying an auction to ensure that dealers compete to purchase your collection ...

BUT - there are imaginative ways that you can obtain more from dealers without going to auction - and have

the benefit of certainty too, whilst not waiting up to 6 months for your money ... for example -

... a valuable collection was offered to us earlier this year. We're allowed to write what happened without revealing any confidences. Unfortunately the Father had died leaving one of his two Daughters £25,000 and the other Daughter his Stamp Collection - a very difficult situation as you might imagine. Believing the collection may be valuable, unusually, 3 different dealers visited to value it. All 3 dealers incurred costs - in our case 6 travelling hours and 260 miles - so none was happy to leave an offer on the 'table' for the next dealer to pay £50 more and purchase the collection - what was the client to do allowing fair play to all? We suggested an 'auction' monitored by the owner of the collection - not hard to conduct in the age of landline and mobile phones... and opened the bidding with a £20,000 bid.

The 3rd Dealer dropped out - the 2nd dealer had just finished viewing the collection so was actually on the client's premises. He bid £21,000, we bid £22,000 ... and so it went on until bidding 'narrowed' to £500 increments and finally we purchased the collection for £27,500 and travelled 260 miles again to collect it and pay for it. The client thanked the 2nd dealer for his time and participation with a small ex-gratia payment. Fortunately a happy ending for the client - amazingly, more than her Sister ... it could so easily have been a different outcome.

But what if that collection had been publicly auctioned as one lot or 7 volumes + residue? For the client to have been better off - the trade would have had to pay more than £40,000 ... an unlikely scenario. The moral - know the strength of your collection and 'pick' the right people to participate in its purchase.

In our next article we'll discuss alternatives.

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

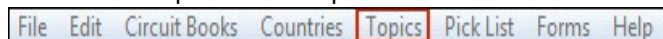
**The Circuit Book Explorer Part 3**

Last month in the Circuit Book Explorer we discovered how to use a simple text 'Want List' to create a Pick List for our circuit books. That completes our examination of the 'Pick List' menu option. In this

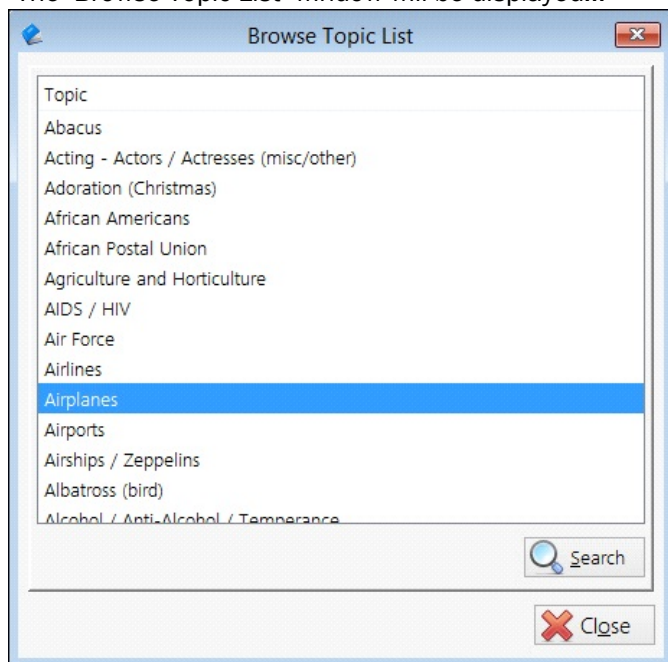
issue we will look at creating Pick Lists for Topical collectors.

We have a special book (WW01) for Topical pages which makes it easy to locate the pages that have been created around a specific topic. However, if you think about it, every stamp has a Topic. For the past few months I have been adding topics to most of the items on the new pages as they are entered into the Circuit Book database. This gives us the added advantage of finding stamps on a topic of interest even if they are not on a 'Topical' page.

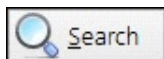
The process of searching for stamps by Topic is quite simple. For this example my topic will be 'Airplanes' Select the "Topics" menu option.



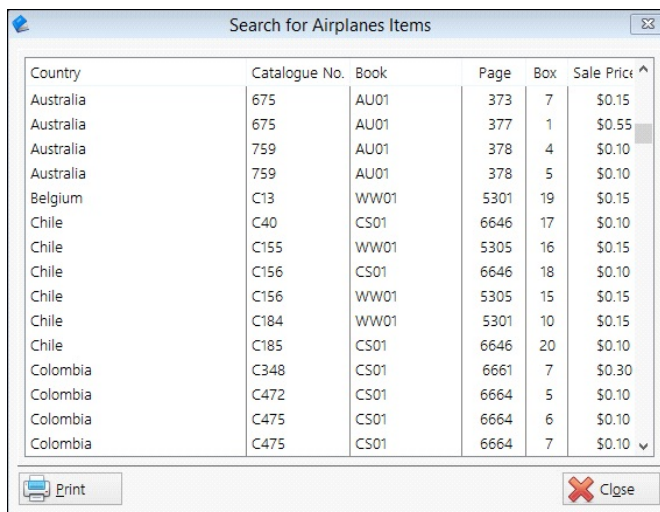
The 'Browse Topic List' window will be displayed...



This list contains all of the available Topics that have been defined for use with the Circuit Books. I used the mouse to select 'Airplanes' on the list.

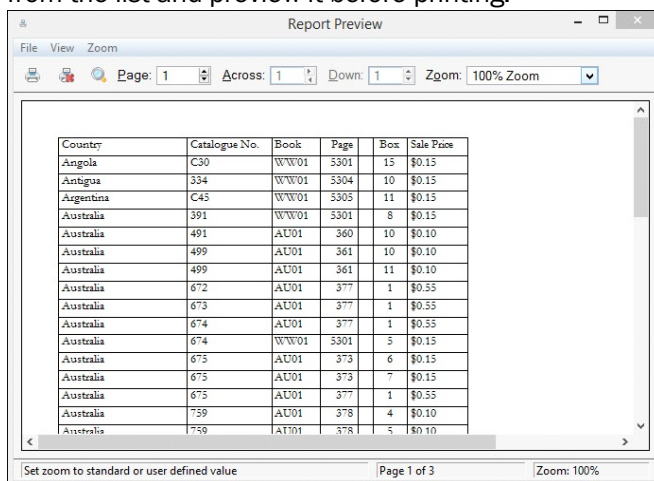


Click the 'Search' button to search the Circuit Book database to find any items that have been associated with the 'Airplane' topic.



We got a lot of hits. This screen shot is just a portion of results returned. Many of the hits were found in book WW01, the Topical binder, but there were also many others found in other books.

Now you can press the "Print" button to create a report from the list and preview it before printing.



Click the small printer icon to print the report or use the 'File' menu to selectively print pages from the report.

Next month we'll take a look at Printing Circuit Book Page Forms for you to use in creating your own pages for the Circuit Books.

### Club News

The May 16<sup>th</sup> meeting was a little different than the most recent meetings. There were 15 members present and one guest, who was present to share some information about collecting Topical Stamps. Larry Davidson is a Director of the American Topical Association and lives in the Kitchener area. He showed two Power Point presentations about a different way to of collecting stamps.

As a first point, topical collecting is finding stamps on a topic of interest to a collector. Perhaps that topic has to do with an interest such as famous authors, artists, or simply art. The idea may be pretty big and can involve many hours of research going through a stamp catalogue, but fortunately a lot of effort has been put forward by many other collectors to help a beginner to this area of philately.

Larry then introduced a distinction about topical collecting. This area can move beyond stamps into a "theme" which means that anything to do with the topic could be included in the exhibit/display. For instance, Larry won a Gold award recently on his exhibit about beavers. The display included such things as a small piece of beaver fur, stamp, letters/FDC's with beaver stamps on them and cancels which contained the image of a beaver etc.

The second distinction is purely "philatelic" in nature, which will have a display about the topic, and for ease of discussion I will point out the topic of Stamps on Stamps. Thus to follow this topic would be to find the individual stamps (MNH or used), souvenir sheets, sets, first day covers, postally used envelopes bearing these stamps. Of course this can be broadened into thematic collecting by searching for stamp designs reproduced completely or partially after the original stamp was issued and "faux" stamps on stamps, where anything that resemble a stamp such as a square with perforated edges.

After that presentation, Larry went on to speak about the American Topical Association (ATA) itself. Under the banner of the larger organization, there are about 49 affiliate groups as well as there are more than 1000 checklists which a person can follow to help search for a topic of interest. To seek further information please go to <http://americantopicalassn.org/home.shtml>. The checklist can be either purchased in electronic form, which is an Excel spreadsheet, or by books on the topics. I have purchased one in each format so depending on an individual's personal taste or "feel," the amount of effort can be easily reduced by getting the checklists already available from the ATA.

### **Show and Tell**

There was a brief "Show and Tell" session which the editor forgot to write down, and so at the time of writing, my memory has failed me on what had been circulated!

### **Circuit Book Update**

Just a brief update to say that there will be "payout" at the June meeting for the sales made since the last payout.

### **Royal 2018 by Phil Visser**

The highlight of the philatelic year is almost on us! That bold statement is backed up by a brief look at what the "Royal" is for our hobby. First, it is an opportunity for many individual stamp collectors to get together in one place. Secondly it is a time and place where the best exhibits/displays can be shown and compared.

Most clubs will have an annual show. Stamp Dealers are invited to bring their wares and give the local club members an opportunity to fill the holes in their collections. Besides filling holes, it gives the collectors a chance to speak with the dealers and leave/give "want lists." This is a very important thing! Once a dealer knows your wants, they do more travelling than most members, and they can help in the search to bring satisfaction to the individual collector.

Some local shows will also introduce collectors to the world of stamp exhibiting. Stamp exhibiting is simply a display on a topic coming from the individual's collection. Local shows can decide to what standard of exhibit is desired. A display is simply to share something with the viewers and hopefully create an interest in the hobby or an aspect of the hobby.

With this brief introduction, we now get to the "Royal" itself. The name can take several meanings such as the penultimate show of the year, but more likely because it is being hosted by the **Royal Philatelic Society of Canada**, or even both meanings! To achieve the goal of being the best show, means that the best of the best are present.

I have no fear in saying that the best exhibits are present! Several of them stick in my memory from the shows that I have attended. To get an exhibit to the Royal, the exhibit will have had to be shown at local and regional shows and recognized as being a high quality exhibit. Thus the Royal will have the "best of the best" exhibits from all across Canada and if space allows, invited displays.

As a secondary venue, the Royal will also have the largest dealers that will likely have the higher quality stamps that are missing from individual collections. This presents the collector an opportunity then to

advance their personal collections. In total, the Royal will try to have something that will attract all collectors to gather in one place. This includes sessions with guest speakers.

It is hoped that this introduction will light the interest in attending the show from June 22<sup>nd</sup> to the 24<sup>th</sup> in St Catharines. With lots of advertising available from show cards, to ads in *The Canadian Philatelist* and the *Canadian Stamp News*, more details are available to see why going there will help your collection and yourself.

Even though the show is the highlight of the year for us, it is not recognised by Canada Post. Because it is an annual event, issuing stamps is not of that great importance. However, the hobby has twice made the new issue department for Canada Post. This occurred in 1978 and 1982.

So what stands out with those two years? Both of these shows were International Shows, with many visitors from all over the world attending. Of course that expands the field of exhibitors as well as for dealers.

The stamps issued for each show fall within a collecting interest for me, which the pictures will explain for themselves. Capex 78 was held from June 9-18th, 1978 in Toronto. On June 10<sup>th</sup>, Canada Post issued a souvenir sheet with three stamps in it as well as each stamp individually for common postage usage.



A scan of the souvenir sheet shows the three stamps with denominations of 14 cents, 30 cents and \$1.25. The CAPEX show was the date which the postage rates changed. Domestic mail now cost fourteen cents to mail, International mail changed to thirty cents a letter and registered mail cost the one dollar twenty five cent

rate.

A search on [www.canadianpostagestamps.ca](http://www.canadianpostagestamps.ca) did not reveal why the stamp on stamp design motif was used, but the beauty of the original designs are there for all to admire.

### Upcoming Shows

#### JUN 22 Royal\*2018\*Royale

June 22, 2018 to June 24, 2018

Holiday Inn & Suites Parkway Convention Centre,  
327 Ontario St., St. Catharines, ON, L2R 5L3

The St. Catharines Stamp Club hosts the 90th Convention of the Royal Philatelic Society of Canada  
Fri. & Sat.: 10 a.m. to 5 p.m. Nominal admission fee.  
Sun.: 10 a.m. to 3 p.m. – free admission. Free Parking, 30+ dealer tables, exhibits, RPSC meetings, seminars.

Phone: 905-227-9251

Email: [stuart.keeley@sympatico.ca](mailto:stuart.keeley@sympatico.ca)

Web: <http://www.rpsc.org>

#### JUL 19 PHSC Symposium

July 19, 2018 to July 22, 2018

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

Building on the success of the 2017 Symposium, the Postal History Society of Canada is proud to announce the 2nd Annual PHSC Symposium. We will visit several different sites of historical interest in Hamilton and the greater Toronto area at which invited members will speak about a variety of postal history topics. We will also host a National-level postal history exhibition as well as a bourse with 15 dealers, breakout sessions and additional speakers and activities. The activities and meals are available at a nominal cost. Admission to the bourse and exhibition is free. We look forward to seeing you.

Phone: 905-690-3598

Email: [symposium@postalhistorycanada.net](mailto:symposium@postalhistorycanada.net)

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

#### AUG 11 KINEX 2018

Davidson Center, 601 Durham St., Kincardine, AL, N2Z 1L6

Annual stamp show and sale, exhibits, door prizes, lunch booth, youth table 8 dealers and sales circuit.

Phone: 519-395-5817

Email: [jcortan@hurontel.on.ca](mailto:jcortan@hurontel.on.ca)

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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](http://www.owensoundstampclub.org). I know that Randy would appreciate hearing from members about ideas that can be incorporated into the website to make it a place to visit. A few meetings ago Chris Tschirhart mentioned he had received a fake email looking for money on behalf of the club. Well here is one that I received! Clearly a phishing email, but one danger of publishing the newsletter on the Internet which contains addresses etc of the club executive! Happy collecting.

Larry Crane <larrymarycrane@gmail.com>

5/30/2018, 12:53 PM

RE: HELLO!

To visserps@bell.net

Philip ,

Are you available? I need you to make a deposit to a vendor on behalf of our Board. You surely get your refund back. Am yet to read from the treasurer, It's imperative it goes out before cut-off time today.

Regards,  
Larry Crane

Sent from my iPhone