

**Next Meeting: Wednesday, July 18th, 2018 @ 7 PM**

**New Life Centre, 1<sup>st</sup> Christian Reformed Church, 199 4<sup>th</sup> Ave West, Owen Sound**

**Volume 5 Edition 7**

## From the Vice-President

### Meeting Plans

John Lemon reports that there will be an auction at this month's meeting as well as the club circuit books being present. Nothing is set for the August meeting, but it will also be held in this temporary summer meeting place.

### In Memoriam

At supper time tonight, Tuesday July 10<sup>th</sup> I received a telephone call from Mary Crane to share that Larry had passed away this morning. Larry had been struggling with blood oxygen levels and could not overcome the battle. He served as President for about one and a half years. He was responsible in arranging for our meetings to be held at the St. Mary's High School as well as arranging for last year's show and this one to be held there as well. Please remember Larry and his family and on behalf of the club and all members we pass our condolences on to Mary and their two sons.



## From the Editor

### Phil Visser

I was just wondering if a reader may have a dream. Perhaps it is owning a VF example of the 12d black. Something less ambitious would perhaps be the 3d beaver on laid paper. My dream is keeping my long tail away from all the rocking chairs that surround me! In other words, this is a very busy moment of time for me and so the newsletter is in a little different format this month.

There are three articles in the following pages. Two articles continue with suggestions from Andrew McGavin on selling your stamps. Randy Rogers has also provided another edition about the Circuit Book Explorer. It is nice to see the questions he has been asked which shows the diversity of stamp collecting interests within our stamp club.

Although we did have a meeting last month, there wasn't much to report about the meeting. At the time, Larry had just entered hospital again and so wasn't at the 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.

Don't forget about the "**Postal History Symposium**" in Hamilton from July 19<sup>th</sup> to 21<sup>st</sup>. Make plans to attend both of these events because they are very professionally set up.

At the last meeting, tickets for our own draw for a Penny Black were made available to the members. It only takes one purchase to win, just ask Dave Green! All proceeds of this draw will go towards the club funds, unless other plans are amended by the executive and membership. While the meeting is scheduled for the 18<sup>th</sup>, I will not be in Owen Sound, but instead having a family reunion in Northern Ontario.

About a month ago, the Royal was held in St. Catharines. A very loyal and hard working member, Marion Ace, had put together a thematic exhibit for the show. She won a Large Silver for her display on Heinrich Von Stephan. Besides this award from the RPSC, she also won a Novice Exhibitor award from the American Topical Association (ATA) and the American Association of Philatelic Exhibitors (AAPE).

One final note about the Royal, congratulations are also going out to Ken Magee who won a Large Gold at the Royal for his display on early Irish post, the first sixty years. Ken has been working on this topic for many years and now to be recognized is a proud moment for him. Although we don't see Ken often, he is a member of our club as well as several others.

**SELLING YOUR STAMPS? (Continued) Part 3:**  
**Summary Tip #20: 5 Different Ways to Sell your Stamps:**  
**Dealers 'runners' / Private Treaty**

Dear Philip,  
In Part 2 of 'Selling Your Stamps' we discussed the advantages of direct sale to dealers and how with careful handling and awareness of the 'strength of your collection' it is often possible to obtain more for your collection selling directly to dealers than by selling through auction.

In Part 4 of 'Selling your Stamps' we'll discuss the potential advantages and disadvantages of selling through auction on your own account .... but in this article we'll deal with two lesser known but nevertheless important aspects of selling your stamps .... the first being Dealers 'runners'.

Before you even start to try selling your stamps; preparation is all. Make some research:

Draw up a list of whom you consider as a possible target to sell / handle your collection.

..... then consider -

Why have I chosen those dealers/organisations ?

Here's something to think about ... for the best part of 20 years I watched the same advertisements extolling the merits of selling to this or that particular dealer ... but try as I might - I never once saw an advertisement by those companies to sell stamps. This was in 'pre-internet' days ... nowadays people trade on the internet with all manner of weird and unusual trading names, sometimes to disguise who they actually are - but in those days traditional selling 'avenues' were shops, stamp fairs, auctions, approvals, and retail/mail-order lists ....

... so why was it impossible to find out how those dealers actually conducted their business? The answer was simple - they sold to other dealers - they rarely if ever sold to collectors - they were Dealers 'runners'. Now for you to part with your beloved collection to the first dealer that you contact does not necessarily mean that you have made a mistake ... but, if that dealer writes you out a cheque ... and almost before the ink has even dried on it - (probably before you have presented the cheque at your bank) ... he or she is at the nearest big dealer 50 miles away being paid a

profit upon the price you sold your collection for - this is NOT in your best interest.

So what should you be looking for? You should be looking for an organisation / dealer that you can see and understand how they conduct their business. Dealers that sell to other dealers are unlikely to be paying the best price.

**Private Treaty: What is it?**

The idea of Private Treaty is that collectors 'place' their collection with a dealer or auction that charges a small commission to sell their collection outright. Sometimes it is claimed that the Buyer will pay the commission so that the collector pays no charges whatsoever. Historically 'Private Treaty' has acquired notoriety as an excuse for the company handling the transaction to 'buy-in' the collection for themselves. Maybe collectors and dealers should forget the concept of private treaty in favour of an open approach whereby the dealer/auction explains that they are purchasing on their own account ... or will charge a small percentage for handling/passing the collector/collection to a more appropriate buyer.

In Part 4 of 'Selling your Stamps?' we'll discuss consigning your stamps for sale by auction.

Happy collecting from us all,

Andrew

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

Andrew McGavin

**Circuit Book Explorer: Part 4**

**by Randy Rogers**

Last month we discovered how to easy it is to use the Circuit Book Explorer to search for stamps by Topic. One question I received asked if it was possible to search for Circular Date Cancellations. The answer is "It would be possible if we added a topic for that and someone was willing to take the time to identify them". The best way to identify cancellations without having the actual books would be to examine the page images supplied with the software. Unfortunately we don't have scans of all pages as the files are quite large and the scanning process is time consuming.

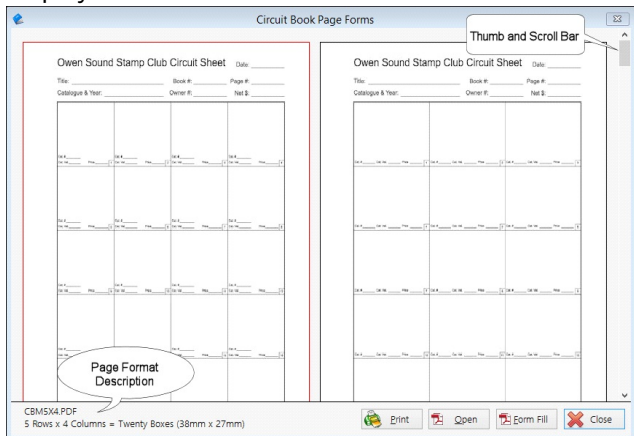
In this issue we will look at printing forms to use when

creating pages for our circuit books.

Select the “Forms” menu option.



The ‘Circuit Book Page Forms’ window will be displayed...

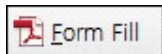


This list contains all of the available Page Formats that have been defined for use with the Circuit Books. The currently selected format is outlined with a RED box. You select a different format by clicking on it with the mouse. A description of the selected format is displayed at the lower left of the screen. Use the mouse to move the scroll bar thumb to scroll through the available formats. You can also use the mouse wheel when the mouse is pointing at the gray area around the format images. The mouse wheel does not work when the mouse is positioned over a format image.

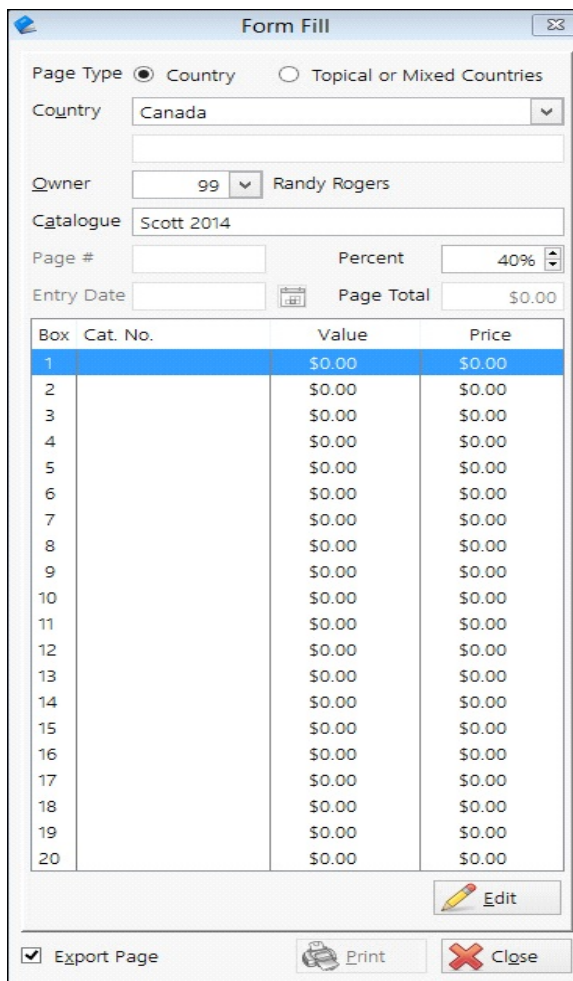


Click the ‘Print’ button to print the selected Page Format. You can use the printed form to create a new page for our circuit books.

If you have a program for editing PDF documents, e.g. Adobe Acrobat (not Acrobat Reader), you can click on the ‘Open’ button to open the PDF document. Now you can use your PDF editor to add text for the page header fields as well as the catalogue number, catalogue value, and sale price for your items. When you are finished, simply print the page and add your stamps to create a nice looking page for our circuit books.



The Circuit Book Explorer also comes with PDF Forms that can be used to generate completed computer printed forms. Organize the stamps (Catalogue number and value) that you want to put on the page, select the appropriate page format for the stamps you want to place on the page then press the ‘Form Fill’ button. The Form Fill window will be displayed.



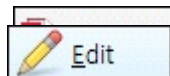
Page Type – select the type of page you will be creating. If all the stamps are from one country click the Country radio button and then select the country from the drop down list. If your page is topical or contains stamps from different countries, click the Topical radio button and select the Topic from the drop down list. If your page is not really topical but contains stamps from different countries, choose the ‘Miscellaneous’ topic. You will then be able to enter a user defined topic for your page, e.g. ‘Germany and DDR’.

Owner – select your membership number unless you are creating a page for someone else.

Catalogue – enter a description of the catalogue you used for numbering and pricing.

Percent – enter the percentage of the catalogue value to use for pricing. The program will automatically calculate a sale price for you; the calculated sale price can be overwritten.

Page # and Entry Date – these fields are disabled since the Page # and Entry Date are determined by the Circuit Book manager.



Item List – the Item List contains a line for each box available on the selected form.

Press the 'Edit' button to edit the entries in the item list. Enter the Catalogue Number, press the TAB key, enter the Catalogue Value, press the TAB key, the sale price will be automatically calculated using the percentage you set initially. Correct the price, if necessary, then press the TAB key to move to the next item. If you want to leave a box unused on your page, place an 'X' in the Catalogue Number field and leave the value as \$0.00. The program will draw an X in the box and place an X over the box number.

Once you have completed entering your items, the Page Total is displayed and the 'Print Button' is enabled.



Press the 'Print Button' to print the completed form, then mount the

stamps, and your page is ready for adding to the circuit books. You will be asked if you are satisfied with the printout. If you reply 'Yes' the Form Fill window will be closed. If you reply 'No' you will be returned the Form Fill window where you can make any necessary changes and then try printing again.

Export Page – If this field is checked, the program will, in addition to printing your form, create a text file which can be given on a USB stick or emailed to the circuit book manager. This file can be easily imported into the Circuit Book Manager program thereby reducing the time it takes to enter page information into the database as well as eliminating potential keying errors. With the field checked when you press the 'Print' button you will be asked to supply a file name and location. The name you supply for the file will also be printed at the bottom left of your page for reference. Next month we'll take a look at browsing through the pages which will complete this series of articles. Your comments and feedback are always welcome.

#### **SELLING YOUR STAMPS? (Continued) Part 4:**

##### **Summary Tip #21: 5 Different Ways to Sell your Stamps: Selling via Auction**

Dear Philip,

In Part 3 of 'Selling your Stamps' we discussed the importance of selecting the right dealers/organisations to approach and ensuring the choice of those with transparent modus operandi.

Here in Part 4 of 'Selling your Stamps' we'll discuss the potential advantages and disadvantages of selling through auction on your own account.

Remember we previously discussed the importance of knowing the strength of your collection. This is never more important than when making the decision to consign your stamps to auction. We have touched upon this in previous 'Stamp Tips of the Trade'. The most important thing to remember - is 'who buys complete stamp collections at auction?'

Collectors want to buy stamps that are missing from their collections: Dealers want to buy complete collections to break out individual stamps/sets to supply to collectors. By breaking collections into individual parts dealers add value/profit. When you consign your collection as one lot to auction - 9 times out of 10 .... it is a dealer that will be buying it. Unless you are a collector that purchases collections, extract the stamps you need, and sell on the rest - you will be looking to buy specific stamps, sets or small 'runs'.

So what is wrong with consigning stamps to auction? Nothing, if it is the right kind of stamps. For example - you need to 'quiz' the auctioneer selected as to what he/she is actually going to do with your stamps. Let's give you an example. A few weeks ago we purchased a 'Birds' thematic collection from public auction. We paid the auctioneer exactly £1011.50= ... but the actual price the stamps were 'knocked down' to us was exactly £800=. The buyer's premium was 26.4375% - and that was before the increase in VAT. If we purchased the same collection today - the buyer's premium would be 27% !

And did the collector realise £800=? NO. Even if the collector was charged just 12% + VAT selling commission - at today's rate the collector would receive £685=. Imagine, this collection has been sold to a dealer for £1011- by an auction who has put no money on the table and yet made a gross profit of £326= on the transaction. The dealer that paid £1,011.50 expects to make a profit. It follows that if you can approach the right dealers in the right way - then you can expect to eliminate much of the money that you pay for that auction to offer your stamps to dealers. Please refer to 'Selling your Stamps?' Part 2 for suggestions as to how this may be achieved for more valuable collections.

The 'funniest' thing of all was that the auction does not even pack your purchases .... we had to pay another £35 for a company to collect the stamps, package them and deliver them to us by parcel delivery!

The point is that unless your collection includes valuable stamps/sets that the auctioneer agrees to

extract and offer individually ... you are paying an enormous percentage of the value of your stamps for that auction to sell to dealers.

BUT, if your collection is one basically comprised of rarities - then an argument can be made for offering your collection individually lotted. In this way you are going to reach collectors + if yours is a 'named' collection often there is a 'kudos' value/premium that stamps with provenance achieve.

However - so large are the major auctions selling and buyer's premiums today - that even with collections of rarities - leading dealers can often offer to pay in excess of a fair auction estimate immediately - without risk, uncertainty of unsold lots, and immediately. The simple answer is get the auction to underwrite the minimum NET amount that they will guarantee you receive ... and then see by how much the 'trade' will improve upon this. Then you make a fully informed decision.

In Part 5 of 'Selling your Stamps?' we'll discuss the merits and obstacles of selling your stamps on-line via eBay and other on-line auctions.

Happy collecting from us all,

Andrew

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

Andrew McGavin

### **Club News**

The June 20<sup>th</sup> meeting was a little different than the most recent meetings. There were 15 members present who had the opportunity to search through the Waterloo Club Circuit books. It was good to see Oscar Cormier again as well as his trusty navigator Werner.

The members present were reminded that the next two meetings would be held at the New Life Center of the Christian Reformed Church. The address is 199 4<sup>th</sup> Ave West, in Owen Sound.

For those members who had pages in the clubs circuit books, there was a payout for the sales in the early part of this year. I hope you all take the time to fill pages in and submit them to the Circuit book team. They are doing a great job and would probably appreciate a congratulations and thanks for operating the circuit books on our behalf.

### **Circuit Book Update**

The "payout" occurred as planned. Thank you from the Editor!

### **Upcoming Shows**

#### **JUL 19 Postal History Society of Canada 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)

#### **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](mailto:info@trajan.ca)

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

**Club Executive:****President::**

Larry Crane (519) 371-7054  
2633 8<sup>th</sup> Ave. East, Owen Sound, ON N4K 6T4  
[larrymarycrane@gmail.com](mailto:larrymarycrane@gmail.com)

**Vice President::**

John Lemon (519) 375-7161  
117 Sussex Square, RR 3, Owen Sound, ON N4K 5N5  
[lembudd@yahoo.ca](mailto:lembudd@yahoo.ca)

**Secretary/Treasurer:**

Bob Ford (519) 376-4788  
721 8<sup>th</sup> Ave East, Owen Sound, ON N4K 3A5  
[rob.darford@rogers.com](mailto:rob.darford@rogers.com)

**Other Contacts:****Circuit Book Manager:**

Chris Tschirhart (519) 372-7738  
[chris.tschirhart1@gmail.com](mailto:chris.tschirhart1@gmail.com)

**Web Site Coordinator:**

Randy Rogers  
P.O. Box 103  
Hepworth ON, N0H 1P0  
[rrogers@devuna.com](mailto:rrogers@devuna.com)

**Newsletter Editor:**

Phil Visser (519) 376-6760  
554 9<sup>th</sup> Street A East  
Owen Sound, ON, N4K 0C4  
[pmvisser54@gmail.com](mailto:pmvisser54@gmail.com)

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). The last newsletter mentioned about a "phishing email." Well, the editor has been corrected and it really should be an "unsolicited message." Either way, beware of scams that appear in your "In" box. For instance, I received recently another message that looks like someone trying to get me contact PayPal about an apparent suspicious purchase that they are holding back until I confirm it by clicking on the links provided. All the right colours and logo's etc making me think that it was PayPal who sent the message to me. This one didn't fool me, but I did go to the Paypal website and it very clearly said the way they would contact a person about security issues, and this message was not from them.

Without a doubt, the Internet has greatly advanced my collection. It takes some common sense to consider a message to determine if a message is indeed a reliable request. Fortunately, these messages don't appear too often, even if I have written about it in two consecutive newsletters.

While I appreciate the advice offered by Andrew McGavin, I was wondering if anyone knew a dealer who would be able to provide some Canadian advice on how to sell collections. Obviously we would want our families to receive a fair market value for our collections. There are some general things to assist in the passing on of the collection, for instance being organized, and indicating which stamps/philatelic items are of value, but dealer reputations vary greatly. And then there is the matter of the collecting interests. With my collecting speciality being the Netherlands, the collection would likely be better suited for a sale to an overseas buyer. However, if someone could suggest a person to contact about getting some guidance on the Canadian market place, it would be appreciated.