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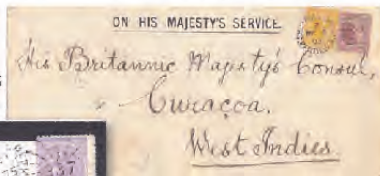
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APTA Philatelic Handbook 2014

The Official Annual Publication of APTA Inc.



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President's Greetings

Dear Collector,

On behalf of the Australasian Philatelic Traders Association (APTA), I am delighted to be able to introduce to you the 2014

APTA Philatelic Handbook.

In its eighth edition, APTA has maintained this concept for promoting philately, along with its membership and services to the public. Used in conjunction with the philatelic services of our website (www.apta.com.au), this handbook is an indispensable reference and tool for building up or expanding your specialised stamp collection.

The Association plays an important role in philately today and is managed by a responsible committee consisting of reputable local and international members. With its Code of Ethics, APTA strives to safeguard the philatelic industry from today's complicated market. The APTA 2014 Philatelic Handbook also contains articles about philately along with a listing of major philatelic events for this year.

Following our first Show at the Malvern Town Hall (Vic) in February, this year will be highlighted with two main events. In March, Canberra Stampshow 2014 will take place at the Hellenic Club (Woden, ACT) and will be focused on the anniversary of the start of World War I. This show will attract many local and interstate APTA members, including some of the world's premier philatelic traders. Following last May's Australia 2013, this will be your best opportunity to meet our international APTA members and finding out interesting philatelic material, not seen often in this country.

In complementing Canberra Stampshow 2014's exhibition of impressive and scarce philatelic material, the second main event will be the Adelaide Stampshow 2014 in October 2014 with another strong exhibition.

Of course, our scheduled APTA Shows in 2014 will be attended by our traders offering you free professional advice, valuations and a wide range of material to meet the needs of collectors at all levels. Quite simply, at our shows there will be something of interest for every collector. Make sure you diarise our events in your calendar.

Finally, it is in your best interests to consider doing business with an APTA member when making your important philatelic purchases.

I sincerely hope you enjoy our Philatelic Handbook.

Stewart Robbins
President of APTA



APTA Member Code of Ethics

As a member of the Australasian Philatelic Traders' Association Inc., I hereby pledge to observe the following code of ethics:

- ◆ I will promote, develop and maintain a high standard of ethics in all my business dealings.
- ◆ I will, by deed and example, endeavour to promote mutual trust and friendship between members and the public.
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- ◆ I will avoid misrepresentation and misleading advertising.
- ◆ I will conduct myself so as not to bring discredit to the Association or to diminish the prestige of the membership therein.
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- ◆ I will support and be subject to the constitution and regulations of the APTA and such amendments, resolutions and policies as may be established.
- ◆ In the event of any dispute arising between a customer and myself or with any other member of the Association, I agree to abide by any ruling in connection with such dispute as shall be given by the National Committee for the time being of the Association.

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A0027386H
PO Box 415, Blackburn, Vic, 3130, Australia
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George V stamp series - an Insight

By Richard Breckon

A hundred years ago, Australian stamps featuring the Kangaroo and Map, and King George V designs were contentious political topics. The Kangaroo and Map had been devised by Labor Postmaster-General, Charles Frazer, as an "effective advertisement for Australia". Frazer's successor as Postmaster-General, Liberal Agar Wynne, wanted King George V, to bring Australia's stamps into line with other British Empire countries.

Comprising 15 denominations from 1/2d to £2, the Kangaroo and Map stamps were issued during the early part of 1913. They would soon be under threat. In June 1913, a Federal election resulted in the Liberals replacing Labor in government. Postmaster-General, Agar Wynne, instructed his Department to make "necessary arrangements for a fresh issue of postage stamps utilising the design in the stamp competition some time back."

Wynne was referring to the winning entry submitted by Herman Altmann (St Kilda, VIC) in the 1911 public stamp design competition. Originally, Altmann's design was rejected by Postmaster-General Frazer. It featured an "excreable" portrait of George V, according to Frazer. In the event, the Altmann design was not readopted in its existing form by the new government, probably because of technical advice received from Stamp



Seated at left, John Bradley Cooke featured with his family in about 1920. (Photograph courtesy of Jock Murphy.)

Printer, JB Cooke.

Wynne contacted Herman Altmann to request new versions of the King's Head design be prepared, suitable for reproduction at stamp size. Addressing a meeting of the Australian Women's National League in Melbourne, Wynne

(Continued on page 6)



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George V stamp series - an Insight

(Continued from page 5)



Progressive die proof of the 1d George V stamp (margins cropped) with engraving of the lettering and background lines to be completed (Chapman Collection).

announced the new stamp would feature the King's head, a kangaroo on the right side, an emu on the left, and sprigs of wattle above the crown. He believed this "would make a very good stamp, being emblematic of Australia, and also of our loyalty to the empire". The largely female audience at the meeting greeted the remark with "loud applause."

Following advice received from the British government about the preferred depiction of the king on stamps, the new Australian stamp would feature the same royal profile as shown on Great Britain's stamps.



In 1914, the 1d letterpress George V replaced the 1d Kangaroo and Map as the basic letter rate stamp for use in Australia and to British Empire countries.

Australia's first George V stamp was a 1d value for basic letter postage in Australia and to British Empire countries. With a view to making the stamp look impressive, Wynne decided to print it by intaglio. As a result, the initial print run comprised only 1.2 million stamps. When it was released early in December 1913, a limit of six stamps was imposed on any single purchase. A further supply of 1.1 million 1d stamps was released in March 1914, without a sales limit.

The limitations of intaglio meant letterpress would be required to produce a permanent 1d George V stamp (which would be needed in quantities of 400 million a year), as well as for the other frequently-used denominations. As the Stamp Printing Office in Melbourne had no suitable engraver to cut a letterpress die, an order was placed with the London stamp printers, Perkins, Bacon & Co. In the event, Perkins, Bacon sub-contracted the engraving of the die to their competitors De La Rue, a firm more experienced in letterpress stamp production.



Between 1912 and 1924, the King's Warehouse (now called the Queen's Warehouse) was the site of banknote and stamp printing in Australia, photograph circa 1990.

In letterpress stamps, the non-printed areas of the design are cut below the surface of the plate. This leaves the upright areas, flush with the plate's surface, to form the design. The ink is deposited on the paper as a "flat" image, in contrast to the raised ink on intaglio stamps. Although it is less aesthetic than intaglio, letterpress was a more economical method of production.

However, it was practicable to use intaglio for higher denomination stamps required in small quantities. By April 1914, the planned replacement series for the Kangaroo and Map stamps comprised five letterpress values ($\frac{1}{2}$ d to 5d), and nine intaglio (2d, and 6d to £2). All the stamps would feature King George V, except for three values – 6d Kookaburra, 9d Kangaroo and 1s. Black Swan.

The replacement stamp series did not eventuate. The outbreak of war and a further change of government during 1914 saw to that. Nevertheless, new intaglio stamps were engraved by Note Printer, TS Harrison, based on designs prepared by his son, Ronald, who worked in the Note Printing Office. The intaglio stamps comprised 2d George V, 6d Kookaburra and 1s. Black Swan. Of the three stamps, only the



Thomas Samuel Harrison succeeded JB Cooke in 1918 to combine stamp printing with production of banknotes. Harrison retired in 1925.

(Continued on page 8)

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George V stamp series - an Insight

(Continued from page 6)

6d Kookaburra appeared, with 975,000 stamps being issued in August 1914.

In London, arrangements were made for the 1d George V letterpress die to be engraved. Seymour Bennett was Inland Revenue's Inspector of Stamping and the supervisor of British stamp production. He agreed to act on Australia's behalf. It was Bennett's job to ensure the engraving of the letterpress die closely followed details of the 1d intaglio George V stamp. He rejected various stages of the engraving, because the die proofs submitted did not match the intaglio design closely enough. At one point, Bennett queried: "The Emu – have you, as I suggested, studied the Emu at the Natural History Museum? I have, and also at the Zoo. The neck in your design won't do at all – it is the neck not of an emu, but of an ostrich or a cassowary. . . . The Kangaroo's Tail – This should join the body at about the angle which is depicted in the Commonwealth Arms. In your design the angle between the tail and the leg is too deep and too acute."

Following Bennett's final approval of the stamp die, Perkins Bacon proceeded to manufacture four, steel printing plates, each comprising 120 impressions of the 1d stamp. The firm also produced five George V stamp dies without a denomination; being left blank for subsequent use, when new denominations were required.

In late May 1914, the stamp dies and printing plates were shipped from London, reaching the Stamp Printing Office in Melbourne six weeks later. The consignment also included a supply of watermarked paper specially manufactured for the George V stamp. Being wider than the Kangaroo and Map stamp, the George V stamp required the "Crown & A" watermark to be in a different configuration across the sheet.

The issue of the 1d letterpress George V stamp varied across Australia. It was not official policy to coordinate a national



Block of four 1d George V stamps featuring the Sydney GPO date-stamp of 17 July 1914, the day the stamps was placed on sale for the first time in Sydney and Melbourne (Chapman Collection).

release on the same day. Local postal authorities determined when a new stamp was issued, which usually happened after stocks of the replaced stamp were used up. On 17 July 1914, the 1d letterpress George V stamp was issued at the General Post Offices in Melbourne and Sydney. Production of the 1d Kangaroo and Map stamp had now ceased. Agar Wynne had created a King's head stamp for basic letter postage in Australia and to British Empire countries. The former Postmaster-General, Charles Frazer, did not live to see the threat to his beloved Kangaroo and Map stamps. He died of pneumonia on 25 November 1913, aged only 33.

Using the blank denomination dies, the Melbourne Stamp Printing Office made printing plates for three George V stamps of ½d, 4d and 5d values. The stamps were issued at intervals during 1915, replacing the corresponding denominations of Kangaroo and Map stamps. This was the extent of substitution of Kangaroo and Map stamps until the end of World War I. The war had a considerable impact on stamp production. The supply of ink pigments from Germany was cut off and the pigments obtained from other sources were usually inferior. Consistency of colours could not be maintained and, in particular, the 1d George V stamp appeared in a striking range of red shades.

More far-reaching changes to George V stamps occurred as a result of adjustments to postal rates. Five changes to postal rates occurred in the 12-year period, 1918 to 1930. Each change required new stamp denominations to be issued and old denominations to be withdrawn. Further alterations were usually required by a rule of the Universal Postal Union (UPU). The UPU rule specified the colours of three stamps representing basic international postage for printed matter (green), postcards (red) and letters (blue). With each change to Australia's international postal rates, new stamps were printed in green, red and blue and the colours of replaced stamps were changed to avoid confusion.

On 20 January 1936, King George V died. New stamps featuring his successor, King Edward VIII, would be needed. The new king reigned for less than a year before abdicating in favour of his brother, King George VI. By early 1937, subjects for the George VI definitive stamp series had been selected. All the existing George V stamps would be replaced.

In May 1937, the first George V stamps were withdrawn, these being the commonly used 1d and 2d values. By October 1938, the last George V stamp had gone off sale. For almost a quarter of a century, the George V design served for the basic letter postage stamp, as well as for many commonly used postal rates. During this time, a total of 11.8 billion George V stamps were produced.

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Illustrations are from the Ray Chapman Collection of Australian stamps, Australia Post. Richard Breckon is a philatelist and a regular contributor of articles to philatelic publications. He is Team Leader, Philatelic Archives, Australia Post (GPO Box 1777, Melbourne 3001); email: Richard.Breckon@auspost.com.au

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<p>Chris Rainey Ph:+44 1268 590781 Fax:+44 1268 726687 E: chris@chrisrainey.com</p>	<p>PO Box 1060 SWINDON SN3 1JJ UK</p>	<p>Johnson Philatelics Richard Johnson 19 Bournemouth Street, SUMMERSTRAND, PORT ELIZABETH, 6001, RSA Ph: + 27 41 5833159 Fax: + 27 41 5833187 E: RJ@johnson.co.za W: www.johnson.co.za</p>	<p>PO Box 32091 SUMMERSTRAND PORT ELIZABETH 6019 RSA</p>
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APTA Stamp Shows and Events for 2014

8 - 9 February 2014

APTA Melbourne Stamp, Coin & Collectables Fair (Vic)
This event will be held at the Malvern Town Hall at the corner of Glenferrie Rd and High St from 10am to 5pm each day.
Enquiries to 0478 034 959 or visit www.apta.com.au

19 - 22 February 2014

Spring STAMPEX 2014 (United Kingdom)
This event will be held at the Business Design Centre, Islington, London. For details, visit www.philatelic-traders-society.co.uk

14 - 16 March 2014

Canberra Stampshow 2014 Half-National Exhibition (ACT)
This biennial 18th National Philatelic Convention will be held at the Hellenic Club of Canberra, Matilda St, Woden.
The theme of this major event will be the 100th anniversary of start of World War I. Many APTA traders available at this event.

Opening hours:
10am to 6pm (Fri & Sat)
10am to 3.30pm (Sun)

Details at www.apf.org.au or email elspeth@grapevine.net.au

12 - 13 April 2014

Orange Stamp Expo 2014 (NSW)
This event will be held at the St Joseph Church, 90 Hill St, Orange. For details, contact Howard Lyons on (02) 6362 2368 or email howard.lyons@bigpond.com

26 April 2014

Milton-Ulladulla Annual Stamp & Coin Fair (NSW)
This event will be held at the Ulladulla Civic Centre, Princess Hwy from 10am to 4pm. Go to www.apf.org.au for details.

17 - 18 May 2014

Wagga Stamp & Coin Fair (NSW)
This event will be held at the Sturt Public School Hall, White Ave, Koorlingal from 9am to 4pm each day. Enquiries to the Secretary on 02 6922 3393 or email simp19@bigpond.com

19 - 20 July 2014

APTA Melbourne Stamp, Coin & Collectables Fair (Vic)
This event will be held at the Malvern Town Hall at the corner of Glenferrie Rd and High St from 10am to 5pm each day.
Enquiries to 0478 034 959 or visit www.apta.com.au

16 - 17 August 2014

Perth Stamp & Coin Show (WA)
This event will be held at the University of Western Australia, Hackett Drive, from 10am to 6pm (Sat) and 10am to 5pm (Sun).
Enquiries to 08 9297 3040, email stampdealer@inet.net.au or visit www.perthstampandcoinshow.com.au

17 - 20 September 2014

Autumn STAMPEX 2014 (United Kingdom)
This event will be held at the Business Design Centre, Islington, London. For details, visit www.philatelic-traders-society.co.uk

20 - 21 September 2014 *

APTA Brisbane Stamp, Coin & Collectables Fair with QPC Philatelic Exhibition (QLD)
This event will be held at the Brisbane Table Tennis Centre, Green Terrace, Windsor from 10am to 5pm each day.
Enquiries to 0409 473 150, or visit www.apta.com.au

10 - 12 October 2014

Adelaide Stampex 2014 Half-National Exhibition (SA)
This event will be at Drill Hall, Torrens Parade Ground in Victoria Drive, Adelaide, from 10am to 5pm all days.
Enquiries to GPO Box 9800, Adelaide, SA, 5001 or email lindaw3456@gmail.com

11 October 2014

Orange Coin and Stamp Spring Fair (NSW)
This event will be held at the St Joseph Church, 90 Hill St, Orange. For details, contact Howard Lyons on (02) 6362 2368 or email howard.lyons@bigpond.com

8 - 9 November 2014

APTA Melbourne Stamp, Coin & Collectables Fair (Vic)
The venue* for this event will be confirmed later in 2014.
Enquiries to 0478 034 959, or visit www.apta.com.au

14 - 16 November 2014

Baypex 2014 (New Zealand)
This event will be held at Napier, New Zealand.
For enquiries, visit www.nzstda.com

22 - 23 November 2014

Wagga Stamp & Coin Fair (NSW)
This event will be held at the Sturt Public School Hall, White Ave, Koorlingal from 9am to 4pm each day. Enquiries to the Secretary on 02 6922 3393 or email simp19@bigpond.com.

*For APTA Shows, enquiries to 0478 034 959, admin@apta.com.au or visit www.apta.com.au
For all other shows, please visit www.apf.org.au, www.philatelic-traders-society.co.uk or www.nzstda.com.
(*) Dates / Venues to be confirmed*

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Philatelic Advertising in Colonial Era

By Rod Perry

The earliest Australian philatelic publications were largely House Organs, dedicated perhaps unsurprisingly to the promotion of the publisher's interests, which invariably were the sale of their philatelic stock. Advertising from competitors was not solicited.

How then did Philatelic Traders without a "House Organ" advertise their wares in Colonial times?

Some took advantage of the proliferation of overseas philatelic journals which encouraged advertisers, particularly those in North America. Others resorted to exposure to potential customers in the respective Colonies general press. The earliest philatelic advertisement I've located was by Sydney's **Edward Blunsum**, perhaps Australia's first professional philatelist. In the South Australian Register of October 11 1870 he inserted:

"South Australian Postage Stamps wanted to purchase. Thousands of the above for Cash or in Exchange for Foreign Stamps. Fifteen varieties of Foreign Postage Stamps, post free, for 9d."

I've noted many and varied general Colonial publications acknowledged by respondents as the source when contacting advertisers. Blunsum, 26 years after his S.A. publication advert, was casting his net perhaps more broadly than others, offering in *The Cumberland Argus and Fruitgrowers Advocate*, October 10 1896 number, the following:

"Stamp Collectors should send to Edward Blunsum, Tennyson Street, Enfield . . . for one of his approval sheets of rare foreign stamps at very low prices."

By the 1890s individual traders and firms were exercising a degree of professionalism in competently producing philatelic selling and/or buying lists for broad distribution to the public. For example, **Smyth & Nicolle**, 14 Hunter St Sydney, established 1890, were by the end of that decade producing a quality priced catalogue by which to market their stock (*Figure 1*). The firm at the time was sole Australian agent for Stanley Gibbons Ltd., which would have delivered prestigious exposure also in the Mother country. One wonders if some recipients of that catalogue were tempted to cut out the illustrated actual size NSW Sydney View 1d and Queensland Chalon 1d to mount in an album?

James H Smyth and Thomas H Nicolle dissolved their partnership a few years later, and as **J. H. Smyth Ltd**, the former relocated to 50

Castlereagh St, with prominent "J.H. SMYTH LTD/POSTAGE STAMP/DEALERS" sign writing, replete with pointing hand



Figure 2. Bricks and mortar perhaps the best advertisement?

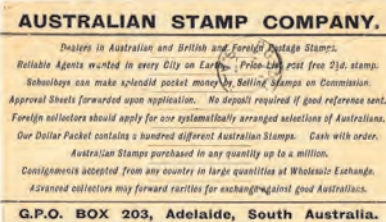


Figure 3A/B. Unbridled ambition in 1890s Adelaide

directed to shop below, festooned on side of building (*Figure 2 – at left*). A well positioned shop in Sydney CBD may well have provided the finest form of exposure available in the era to a philatelic firm.

Between 1894 and 1898, at least, the **Australian Stamp Company**, GPO Box 203, Adelaide, appears to have been that cities most prolific philatelic trader. I've not seen an inwards item to the firm, which from the uniform handwriting suggests a one-man-band; the proprietor may have processed all philatelic material at his disposal.

Nor have I been able to ascertain the name of the proprietor, but judging from the varied inscribed envelopes noted, he may well have been a printer or compositor. *Figure 3A/B* is an 1895 inscribed format with advertising both sides, obverse advising "1,000,000 – COMMON PENNY AND TWOPENNY AUSTRALIAN STAMPS WANTED – 1,000,000", reverse soliciting "Reliable Agents wanted in every City on Earth." Such ambition may never have been surpassed in Australian philatelic history? The covers seen are almost invariably to overseas destinations, largely North America, suggesting a preponderance of advertising in U.S. and/or Canadian publications.

Figure 4A/B is a very early introduction to Australia of the innovative adaptation of an essential philatelic prerequisite

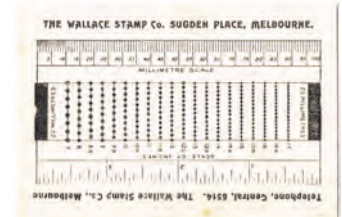


Figure 4A/B. "Discriminative Stamp Dealers"

(Continued on page 19)

Philatelic Advertising in Colonial Era

(Continued from page 18)

for promotional purposes. What better way to remind you of your favourite philatelic firm than having the name present on one's trusty perforation gauge?

That word "Discriminative" is of course an uncommon word in the 21st century, and probably not one likely to make a revival any time soon, given its potential for less than positive interpretation. Not so in the early 1890s, for "Discriminative Stamp Dealers" was clearly something **The Wallace Stamp Co** of Melbourne were proud to be titled. John Wallace had been dispatched to Melbourne in 1890 by the successful London philatelic firm, Wallace Bros. A copy of a photograph of the youthful Wallace, standing in the doorway of the firm's first Melbourne shop, 562 Collins St., with stamps on leaves including a Cape of Good Hope triangular clearly visible in window, was kindly forwarded to me by Gray Loyer of Maryborough. This was in fact Melbourne's first dedicated philatelic shop; Charles B Donne was trading in CBD Melbourne from 1878, but he included books and maps in his trading repertoire.

The Wallace firm later moved to Mason's Buildings, Sugden Place, off Little Collins St. (between Swanston and Russell Sts.), and by 1893 had sold out to the legendary philatelic trader, William Ackland.

H.W. Johnston traded as **Australian Stamp Market**, from 298 Chapel St. Prahran. On November 12, 1934, his philatelic collection of Australian States and New Zealand, said to be worth more than the then almost incredible sum of £10,000, was presented by his family to the National Gallery Trustees.



Figure 5A/B. Philatelic trader sets a precedent without parallel

Figure 5A/B is an example of a Johnston Price List, c.1901, the reverse with buying prices for select Australian stamps. Amongst the small number of stamps represented, largely first issue imperforates, are the Victoria perforated 1860 6d orange (buying price for used 50s.) and 1867 5s blue on yellow (paying £3 used), two items which wouldn't raise more than a yawn nowadays. Why were these stamps so keenly sought after then? The fact is, in the 1890s, these stamps were virtually unobtainable in the Australian Colonies; they were

almost exclusively used to overseas destinations, and insufficient time had elapsed for stocks to be returned to the Australian philatelic market. Minutes of meetings of The Philatelic Society of Victoria (later "Royal") in the 1890s would acknowledge when these stamps were present in an invited display, so then highly regarded were they.

Under West Australia is Johnston's buying price for "1850 [sic] 4d., Blue, inverted Swan, £35 each." By way of comparison, he was offering to pay for the Victoria 6d and 5s approximately 7.2% and 8.5% respectively of the price he would pay for the illustrious W.A. "inverted frame" (as is the correct definition). In Stanley Gibbons (2013 edition) the W.A. rarity is priced at £85,000; the Victoria 6d is £350 (0.43%), the 5s £400 (0.48%). Changed circumstances in philately over time are seldom this quantum.

My thanks to Mr Max Stern for generously having given me this delightful item. Incidentally, it was Max who bought the philatelic estate of the aforementioned William Ackland, in the early 1950s; a philatelic fusion spanning over 120 years!

Footnote: The H.W. Johnston collection was burgled in the early 1970s. No official inventory was held, and it was requested of me that I estimate the loss, it being regarded that I was more familiar with the collection than most. A desk was provided for a day at Russell St. Police Headquarters; a pin could have been heard dropping when I advised the Officer-in-Charge that more than a quarter of a million dollars in value had been lost.

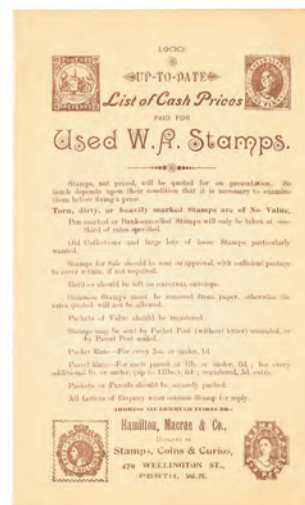


Figure 6. Flying the philatelic flag in the West

Not to be outdone by their Eastern colleagues, Perth's leading Colonial philatelic traders, Hamilton, Macrae & Co., had by 1900 produced a stylish "List of Cash Prices/PAID FOR/Used W.A. Stamps" pamphlet (Figure 6).

That firm was not as ambitious as H.W. Johnston in offering to buy the "inverted Swan", but are the first traders I've noted to specifically use

the line "Rarities should be left on ORIGINAL envelope." Many years would pass before Australian philatelic journal proprietors would accept advertising from non-related entities.

© Rod Perry

Rod has been a philatelic trader since 1962 and a collector since 1955. Rod is the only Australian member of the Grand Prix Club International, achieved for his Grand Prix Victoria at AUSIPEX 84. Rod can be contacted by email (rod@rap.com.au) or on +61 7 4059 0097.

Stamp Collection : Starting and Improving it

By APTA

Two of the common questions collectors ask today is that 'how much a stamp collection is worth' or 'where can I sell my collection'. APTA's advisory service receives such enquiries on a regular basis and while they don't appear to be complex enough, there are no easy answers to be found. Callers have confided that their collection came from a relative directly or from inheritance, while others proudly claimed that they developed it since they were at school. Old collections do not necessarily make them valuable; each situation is unique.

Typically, interest in stamp collecting goes through highs and lows. As teenagers, we ask friends and relatives for any stamps off letters. Later, as we are preoccupied with studies, stamp collecting becomes a low-priority task. As we enter adulthood, life changes around us with many responsibilities to handle. Today, many past and novice collectors return to the hobby in a serious way, when time and budget permits.

Collectors specialize their collection in three ways: the design of the stamps (thematic), the way in which stamps are produced (pre-production items, artist's drawings, colour trials, technical variations) and the way in which the stamps were used (postage rates and changes, envelope collecting, postmark varieties, travelling route of letter). But besides this, stamp

collecting is educational and fun! Each postage stamp issue promotes a country's history, civilization, culture and arts, social achievements, eminent people, tourism, flora and fauna, natural landmarks, man-made buildings, monuments, structures and much more!

In rediscovering stamp collecting, you need to consider the amount of money you are prepared to spend and how much time you wish to devote to your collection. Then, as you gain experience and knowledge, you must be prepared to adjust the focus of your collecting areas, if needed. It is equally important to work out the best ways of handling and storing your collection as well as maintaining it by using the right accessories. Technology improves over time and the selection of appropriate storage accessories will play a role in safeguarding your sensitive and scarce philatelic material properly. Cheap accessories may save you money but in the long term, this may jeopardize the condition of your stamp collection irreversibly.

Stamp catalogues such as Stanley Gibbons, Michel or Scott, are perfect in identifying stamps and varieties. They also list the market values for each stamp, but these are reflected at the time of publication and should be used as a guide. By

(Continued on page 22)

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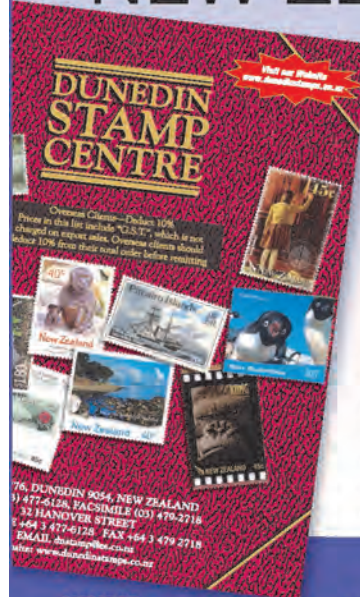
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Stamp Collection : Starting and Improving it

(Continued from page 20)

identifying your stamps correctly and regularly, you will save valuable time and effort in the future. These considerations are not uncommon for building up a collection professionally. Discussing this with a 'collector' friend or with your local stamp dealer will help you in making informed decisions.

For valuing a collection, if it consists of postage stamps from domestic mail, the chances are that they will be of common values, issued by the postal authorities in large quantities. As a result, these collections may not be worth much. Overvaluing a collection is common, especially when some stamps are old. Condition and issued quantities affect stamp values, as with supply and demand in the philatelic market.

Damaged stamps have no value unless they are exceedingly rare. Dealers would recommend that stamps should not be tampered with and certainly, not to be taken off letters as it may damage the stamp. Scarcity may also relate to postmarks used to cancel the postage stamp or even the envelopes or covers. There have been occasions where valuable collections have been neglected because collectors have told their spouses that they were of no value in order to deflect criticism of the money spent on their hobby.

Remember that when a collection is sold, dealers may purchase stamps or collections for a fraction of the catalogue

price because a profit must be made on the purchase. The only way to be certain is to have your collection valued properly by an accredited dealer who is a member of an established organization, like APTA.

Our members are listed on page 13 of this Handbook. Bringing along a sample of the collection to an APTA Show is another way for obtaining obligation-free advice and valuation. APTA recommends that enough valuations are taken for a fair estimation of a collection's value. Our shows are attended by professional and experienced members, who comply with the APTA's Code of Ethics (see page 4).

Valuations over the phone are ineffective. APTA advises that a visual inspection is appropriate as condition is a major factor in valuing a collection. A collection sold directly to the dealer will ensure immediate settlement. Another option is to sell it to an auction house but settlement may occur later, when the collection is sold outright and public settlements are completed.

The Australasian Philatelic Traders' Association is the principal representative stamp dealers' body in Australia with membership connections in New Zealand, Malaysia, South Africa, Europe and the United States. APTA's network of stamp dealers allows you to approach experienced and reliable dealers with confidence about how to start your philatelic journey and how to improve your collection.

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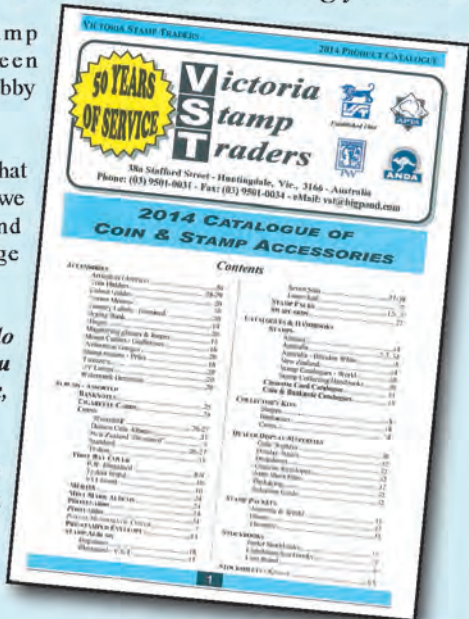
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Australian Philatelic Federation

Its mission is to grow organised philately within Australia and provide international representation for that body of collectors; to function as the National controlling body for organised philately in Australia; to act as the voice of organised philately in Australia; to represent the interests of organised philately, positively and effectively to community and government organisations; to represent Australian organised philately to international philatelic federations and other major international philatelic organisations; to promote and encourage an increasing understanding of the art and science of philately among stamp collectors; and to increase the popular awareness of stamp collecting as an interesting, rewarding and educative hobby.

APF NEWS is a free service from the APF published 3 times per year (March, July and November), and distributed widely throughout the philatelic community including stamp clubs and societies, stamp dealers, and other interested persons and organisations. Requests for a copy can be mailed to The Editor, APF News, Jeff Trinidad, P.O. Box 10777, KALGOORLIE, WA, 6430, Australia, or email jeff@jystamps2000.com

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NAPE - details on the International Association of Philatelic Exhibitors.

APF News - summary of the latest edition of APF News (our official newsletter) - many of our popular articles accessible on our website.

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Links - our links page gives the most comprehensive listing of Australian based philatelic websites and can be used as your internet-surfing base.

Awards - the Australian Philatelic Order and the SPAN Awards recognise and honour philatelists for their significant contributions to organised philately in Australia at the national level. The honour roll can be viewed, plus details on the scheduled presentation of the next awards.

Contacting Us - lists all the key contacts of the APF, almost all of whom are contactable by e-mail for your convenience.

State and Territory Guide - Lists philatelic clubs and societies, stamps fairs and others special events, and services provided by your State/Territory Council. Simply click on the green box (top of screen).

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