

- direct sale to a collector
- sale through the exchange books of a stamp club

For most people, direct sale to a dealer is the most convenient method of selling stamps. If the dealer is interested in the collection, a member of ASDA will make you a fair offer for your stamps or direct you to another dealer who may be interested. It is worthwhile obtaining at least two offers. Remember though that dealers are in business and may not be interested in buying material for which they have no potential buyers or of which they are overstocked.

If the collection is of significant value the best method of disposal is by auction. ASDA will advise you of the names of reputable auction houses who will be able to sell your material on commission. Auction houses have a worldwide clientele, so you will obtain the best market value. However, the commission may be as high as 25%.

If your collection consists mainly of lower value material it may be better to sell the material through a local stamp club. Most clubs have exchange books through which members can sell stamps on the payment of a small commission. Your local club will advise you on the details of this method of selling your stamps. For details of clubs near you please contact your state philatelic council.

AUSTRALASIAN STAMP DEALERS' ASSOCIATION

GPO Box 5378, Melbourne Vic 3001

STATE PHILATELIC CONTACTS

ACT Philatelic Council GPO Box 980 Canberra, ACT 2601.

New South Wales Stamp Council, GPO Box 9800, Sydney, NSW 2001.

Queensland Philatelic Council, 18 Coolcrest St Wynnum, QLD 4178.

South Australian Philatelic Council, GPO Box 9800, Adelaide, SA 5001.

Western Australian Philatelic Council, GPO Box 9800, Perth, WA 6001.

Tasmanian Philatelic Council, GPO Box 9800, Hobart, TAS 7001.

Victorian Philatelic Council, GPO Box 9800, Melbourne, Vic 2001.



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I HAVE JUST INHERITED A STAMP COLLECTION. WHERE DO I GO FROM HERE?



Many people at some time in their lives inherit a stamp collection from a relative. In many cases the person inheriting the collection has no idea of the value of the collection or what to do with it.

This brochure aims to give you some idea of the possibilities in the event that you find yourself in this position.

Take Up Stamp Collecting Yourself.

You could decide to take up collecting yourself.

Stamp collecting is one of the world's most popular hobbies, satisfying our collector instincts as well as providing an insight into the history, geography and culture of the countries whose stamps we collect. Many people also consider it therapeutic and a relief for stress.

For more information on stamp collecting please contact your local stamp club. Details of stamp clubs near you can be obtained from the state philatelic councils listed at the end of this brochure.

Determining The Value Of A Collection

If you decide that you do not wish to take up stamp collecting the next step is to determine the value of the collection.

Most collectors collect stamps because of the enjoyment of the hobby. Most are built up from stamps from the mail and will usually be the most common values. As a result most collections are not worth a fortune.

Many people overvalue the stamps in their possession. You should remember that just because a stamp is old does not mean that it is valuable as many old stamps were issued in very large quantities.

The value of a stamp is determined by both supply and demand and its condition. A stamp which was printed in large numbers will rarely have much value. Similarly a stamp which is very rare is of little value if there are few people wishing to buy it.

Many people are aware of stamp catalogues. In valuing stamps from stamp catalogues, it needs to be remembered that a dealer needs to make a profit on a purchase and will normally only buy a stamp for a

fraction of the catalogue price which is most commonly a dealers' selling price.

You also need to be aware that the condition of a stamp is very important in determining its value. Damaged stamps, for example, are usually of no value unless the stamp is exceedingly rare.

On the other hand many valuable collections have been disposed of by relatives who were not aware of their value. There have been occasions where valuable stamps have been destroyed because collectors have told their spouses that their collection is of 'no value' in order to avoid criticism of the money they have spent on their hobby.

The only way to be sure of the real value of your collection is to have it properly valued.

The best way to have the collection valued is to have a valuation done by a stamp dealer. Most people will find that there is a local stamp dealer to whom the collection can be taken for a valuation.

Members of the Australasian Stamp Dealers Association (ASDA) agree to abide by a code of ethics and will provide you with a realistic idea of what your collection is worth.

Contact ASDA for details of members near you.

When bringing a collection to be valued you should never remove stamps from an envelope or postcard. Many stamps, especially older stamps such as those

issued for each of the Australia states, are worth significantly more on cover than as single stamps.

You should bring the stamps in the albums, books or boxes in which they are housed.

Look after your stamps. Stamps are easily damaged by water, mould or insects. Do not for example leave your stamps in a damp garage or basement.

What next?

After you have determined the value of the collection, your options for dealing with the collection include:

- selling the collection; or
- giving the collection away.

If the collection is of little monetary value you should consider giving the collection to a young collector or donating the collection to a junior club in your area.

For details of local junior clubs contact your local state philatelic council. Contact details are given at the end of this brochure.

Disposing of the Collection

If the collection has a reasonable monetary value (say over \$500) you may wish to sell it. The major ways of doing this include:

- direct sale to a dealer
- consigning the stamps to an auction house