Catalogs Revisited
Resources for Comparing Stamp Selling Prices

In the 1990s, the sales division staff presented a list of catalogs that had been used by sellers for comparison pricing in the sales books. Since then, the online StampStore website became operational and StampStore sellers also used those catalogs for comparison prices. Some are familiar to most collectors and some are so specialized that they are, in general, hard to find, though often available through the American Philatelic Research Library or in the online Philatelic Union Catalog.

While many stamp catalogs in the nearby chart may not have been updated in the last few years, they are still catalogs of choice for collectors. Other catalogs are updated every year.

In the United States, the catalog used the most and the most understood for price comparisons is Scott Standard Postage Stamp Catalogue, printed annually in six volumes. Specialists in U.S. material usually reference the Scott Specialized Catalog of U.S. Stamps and Covers, which includes values for cancels, multiplemail items, and stamps on cover. More varieties also are found in it. More than 95 percent of the sales books we receive have the Scott catalog listed for catalog value comparisons.

Notice that the other major collecting areas of the world have widely recognized catalogs, and our sellers of specialized collections prefer to use them for varieties not listed in Scott catalogs. Michel, Stanley Gibbons, Zumstein, Yvert-Tellier, and Unitrade cover German, British, Swiss, French, and Canadian areas, respectively. The chart here shows the catalog title, its countries or specialty, and the last year it was updated, as far as we know. These catalogs can be found in libraries or requested on loan from the APRL.

As for pricing of items in these catalogs, please be aware that the values in the specialized catalogs may be based on the philatelic market where the catalog is published. This means that the market prices may be comparable or higher than the U.S. market prices. Sellers should know that most of the collectors buying from our two services would base their purchase decisions on the U.S. market. Conversely, buyers need to know that items of a specialized nature not addressed in the Scott catalog might be priced using the specialized catalogs.

Online Catalogs

Many of the catalogs noted in the chart have an online presence for which you must pay a fee to access. There are other catalogs that are free, but their listings are not as complete as those in the major commercial catalogs. The following are a list of some of the websites I have encountered and my first impressions of them. You will find many more than I show here, but at least this may be a starting point for you. Visit the APRL, stamplibrary.org, for more online catalogs.

www.worldstampcatalogues.com

online-stamp-catalogues-old — This site has quite a list of catalogs for countries of interest and shows the languages in which they are readable online. Access to many of the catalogs is free,
but may require registration to gain extended viewing.

colnect.com/en/stamps — Nice references to major catalog numbers for items shown, but it does not have all stamps of all countries listed.

postbeeld.com — Lists quite a few stamps with some information as to multiple catalog references.

https://en.wikibooks.org/wiki/World_Stamp_Catalogue — This is a Wikipedia-type site with as many listings as people enter. It includes a stamp identifier.

stampworld.com/en_US/ — Listings show prices. Like similar sites, the listings are not complete for each country. Their mission is to connect collectors with other collectors.

stampstore.org — The APS online sales site can be a good reference site as well. We generally have 250,000 items for sale and collectors can use it for getting catalog values and corresponding selling prices for items they collect. Don’t overlook this resource.

Clearance Category Notes

Last month, I put out the plea for sales books of Latin American stamps for the regular circuits. This month, I am noting the categories of the clearance inventory that are needed and highlighting the ones for which we have little or no demand.

Similar to the regular circuits, U.S.
areas have the most demand. Revenues, U.S. used, U.S. 19th century and U.S. possessions lead this category. More clearance circuits contain U.S. material than any others, with Germany and its areas coming in second place. Buyers frequently request Eastern European countries (Baltic States and Russia having the most demand) and the Far East with China and Japan leading in this area. Global 1840–1940 is on the lists for many APS chapters that want a monthly clearance circuit, but the global general category is not specified very much.

The following categories are rarely requested, so the sales books sit in our files doing nothing for 18 months: United Nations, almost all topicals, U.S. first-day covers, and global covers. Covers of countries other than United States are not requested. At the moment, we have a lot of picture postcards in the overseas countries, along with FDCs and special event covers, but not many postally used covers.

If you are interested in any of these low demand areas, let us know if you want a clearance circuit of them sent to you. You will have the first looks of them as clearance books.

Many sellers have the standing order to flip their retired books to the clearance inventory upon retirement and without returning them to the seller. One discount figure is applied to all of the books to expedite their processing. If the seller wants a different discount for certain categories, we will return them upon retirement from the regular circuits and the seller can then calculate what they want for each book.

Clearance Special for November and December

Provide us with a list of up to three categories and we will send you one clearance circuit of material from only one of the categories and there will be no 5 percent buyers fee charged. We will most likely choose the category with ample supply in our inventory. Please note that requests for U.S. single-stamp categories might not be chosen, because of supply.

However, U.S. blocks and the U.S. cover categories are fair game. We will need your name, mailing address, APS number, daytime phone number, e-mail address (if you have one), and the three categories. This is a one-circuit-per-member special.

‘5 For 10’ Categories (Needs)

You can earn coupons for free blank books for every 10 completed books (clearance books do not qualify) containing material from a set list of categories. As you earn coupons for free blank books, the coupons can only be redeemed if accompanied by an order for sales books and/or mounts. Each month we list categories that are in particularly short supply. (Single-country books usually have better sales.

- U.S. Fancy Cancels
- U.S. Officials
- U.S. Plate Number Singles
- U.S. Possessions
- British Middle East
- Hong Kong
- German Colonies
- Portuguese Colonies
- Spanish Colonies
- China
- Japan
- Korea

Sales Division Details

Questions? Contact us via e-mail at salesdiv@stamps.org, by phone at 814-933-3803, ext. 227, or by mail at APS, 100 Match Factory Place, Bellefonte, PA 16823.

Westminster Stamp Gallery, Ltd

The North American Agent for Auktionshaus Christoph Gaertner

We require all types of stamps, postal history, collections, dealer stocks and estates. For Buying, Consigning or Selling, please give us the chance to make you our best offer!

Mr. Palazzo can meet with you when you have important philatelic properties available for consignment or for outright purchase. Don Palazzo’s contact information can be found:

- online at http://www.westminsterstamp.com • e-mail stamps@westmin.win.net
- call 1-508-384-6157 • snail mail P.O. Box 456, Foxboro, MA 02035.
- The auction firm can be contacted directly at: http://www.aktionen-gaertner.de located in Bietigheim-Bissingen, Germany

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