



**JOHN
MOWBRAY
INTERNATIONAL**

Stamp Auctioneers

New Zealand's premier auction house

- 1978 John Mowbray becomes first member of NZSDA to hold Auctioneers Licence. Holds first public stamp auction.
- 1981 Regional winner and national finalist Air NZ Enterprise Awards.
- 1983 John Mowbray elected as President of the New Zealand Stamp Dealers Association, and served a second term 2005-2007.
- 1985 100th Auction.
- 1989 John Mowbray elected as President of the International Federation of Stamp Dealers.
- 1998 World record price of \$125,000 achieved for a NZ stamp in the sale of a 1903 4d Lake Taupo invert.



- 2000 First company with a listing on the New Capital Markets of the NZ Stock Exchange.
- 2003 Mowbray Collectables lists on the main board of the New Zealand Stock Exchange.
- 2007 Our first fifteen annual auctions have realised over \$10 million to date.

**We also buy outright
good quality collections**

**In 2007, John Mowbray International
sold more than \$1,200,000 worth of
stamps in their annual auction**



A mint block of four Penny Blacks from the Royal Philatelic Collection. Sold by us in 2001 for \$27,800, and sold again by us in 2006 for \$48,000.

Why not take advantage of our first class service?

- ◆ International client base
- ◆ Excellent sale rate
- ◆ Accurate & professional descriptions
- ◆ Guaranteed Prompt Payment
- ◆ Cash advances on major consignments (part payment at time of consignment)
- ◆ Competitive commission rate



Regular visits to NZ major cities and towns
Contact John Mowbray

Phone 06 364 8270 (or Int'l +64 6 364 8270)
or Mobile 027 243 7809 (or Int'l +64 27 243 7809)

**We also buy and auction postcards,
cigarette cards, coins and banknotes**



**MOWBRAY
COLLECTABLES**

**JOHN MOWBRAY
INTERNATIONAL**

**New Zealand's
largest stamp auctioneers**

Selling by Auction

Postal address:

Private Bag 63000
Wellington 6140
New Zealand

Street address:

247-253 Main Highway
Otaki

Phone +64 6 364 8270
Fax +64 6 364 8252

Email john.mowbray@xtra.co.nz
Website www.mowbraycollectables.co.nz



JOHN MOWBRAY INTERNATIONAL

♦ Who are we?

John Mowbray International is the largest stamp auction house in New Zealand, holding an annual sale (usually October). Formerly known as Stanley Gibbons NZ Ltd, the company has had sixteen such auctions and established an international client base of thousands of buyers worldwide.

John Mowbray International is a wholly owned subsidiary of Mowbray Collectables Ltd, Australasia's largest stamp dealers, listed on the New Zealand Stock Exchange.

The group has offices in Otaki, as well as Melbourne and Sydney (Mowbrays Australia Ltd).

♦ Why sell by auction?

Simply because this can be the easiest way to realise the best price for your stamps and coins, whether a lifetime collection, a few better items or deceased estate. It is only logical that with our international mailing list, we can easily reach collectors all over the world - about half of what we sell every auction is sent overseas. Many thousands of buyers in New Zealand and overseas have learnt to trust our descriptions and estimates as to the value of what we sell. Every lot sold by John Mowbray International is guaranteed to match the description and be genuine as described.

♦ How do I present my collection?

Simply bring or send your stamps to us (we would appreciate a phonecall for an appointment but this is not essential). We will quickly assess your collection, obligation and cost-free, to determine if it is worth offering at auction - this is not a valuation, only a preliminary examination.

It is best left to us to determine if the collection should be broken down into several/many lots or is best offered intact.

We illustrate better single items and covers - all part of ensuring your material sells at the best possible price.

The minimum consignment value we accept is \$1,000.

♦ How do I know I can trust you?

The name of John Mowbray is your guarantee. We have been dealing for over 40 years and the sales of the Mowbray Collectables group of companies exceed \$10 million per annum, with thousands of satisfied vendors.

We belong to all the world's most prestigious stamp trade associations, ie. NZSDA, PTS (London), APTA (Australia), ASDA (USA); as well as John Mowbray being a member of many of the world's major collecting societies.

♦ What is your fee?

We charge a commission of 15% of the realised price. There is also an insurance charge of 1% of estimate on all lots offered, and an unsold lot fee of \$10. Whilst in our possession all stamps are fully insured. All charges are subject to Goods & Services Tax of 12.5%.

♦ Does the whole process take long?

It takes time prepare a catalogue and describe the lots. We need the stamps a minimum of 12 weeks before the auction date. The sooner we have the stamps, the more time we have to research and check any unusual items.

Catalogues are sent to thousands of bidders world wide four weeks before auction date as well as being posted on the internet.

Payment to vendors is made six weeks after sale date. This process may be delayed where the purchaser queries a lot, or has yet to settle with us. With about half of our sales going to overseas purchasers, we must allow for invoicing, receiving payment, despatching lots and handling any queries. If there is any delay we will advise you promptly.

♦ What if my stamps don't sell?

We sell most of the material in each sale. If some of your stamps don't sell we normally offer them a Private Treaty sale, and if still not sold, the next available sale at a reduced estimate. It is quite rare for anything to remain unsold a second time. If you want your unsold material returned, we will send it back to you at our expense.

♦ Do I need to set reserves?

No, with our experience, we feel it is best left to us to determine a fair selling price for your items. Every lot is automatically reserved at 70% of the published estimate.

♦ How do I get my stamps to you?

If you live in the lower North Island, naturally it is best for us if you can bring them in. We are conveniently located on the Main Highway, Otaki and it is easy to park right outside our door. Under certain circumstances we can come to you to collect your material.

If you are out of Wellington...we make regular visits to major cities and towns to assess suitable collections. Contact us for a visit.

If you are outside these areas you can send the collection, by one of the following methods:

- ♦ NZ Post to: Private Bag 63000, Wellington 6140, NZ;
- ♦ By courier via New Zealand Couriers or Courier Post, who deliver to us four times a day. Please request "signature required" delivery. Our address for courier delivery is: John Mowbray, 247-253 Main Highway, Otaki.
- ♦ Overseas clients please post, or contact us for advice about bulky consignments.

Please phone us first to confirm insurance details.

If you have any questions, don't hesitate to contact John Mowbray, Chris Burt, Alan Jackson or David Smitham on 06 364 8270 or email john.mowbray@xtra.co.nz