



NSDA News

Stamps, Stamp Collecting, Covers and Postal History

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National Stamp Dealers Association

“Dealers Helping Dealers”



NSDA News

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News Highlights

Turn to page 9 for news and announcements and page 11 for a list of upcoming stamp shows.

In This Issue

This quarter’s article by Sid Morginstin is a tongue-in-cheek philatelic dictionary . Go to page 6 to read Sid’s article and see if you can come up with some philatelic terms of your own. For those of you who were unable to attend the big international stamp show held recently in New York City, read Richard Pederson’s recap of the show starting on page 7. This edition’s Dealer Spotlight, starting on page 5 features Stamp Smith owners Dale and Andrea Smith and Bob Sazama starts a new column, entitled “Random Thoughts” on page 6.

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My Two Cents Worth **Richard Pederson**

NY 2016 is now behind us and those of us who were fortunate enough to attend were treated to a wonderful opportunity to acquire and/or sell philatelic material, meet philatelic friends, and see a wondrous array of rare stamps and covers in the many competitive, non-competitive, and invited exhibits. I helped staff the Allied Military Government (AMG) Collectors' Club booth and gave a talk on AMG collecting at a joint society meeting with the United States Possessions Philatelic Society and Cuban Philatelic Society. See my article on the show starting on page 7.

In this quarter's edition of *NSDA News*, Sid Morginstin provides a light hearted look at philately with a "Philatelic Dictionary" in his column that begins on page 4. Read Sid's column and see if it inspires you to come up with some philatelic terms of your own.

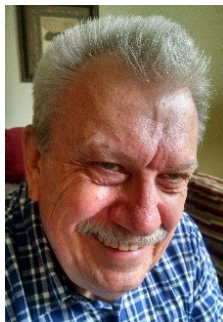
Also, in this issue's Dealer Spotlight, we feature Dale and Andrea Smith who do business under the name of Stamp Smith. Stamp Smith has a broad stock with a large inventory of topical material in addition to U.S. and worldwide stamps and covers.

The NSDA Officers and Board met in Portland, Oregon at APS StampShow, which was held from August 4th through 7th. In his "President's Corner" column, Dick Kostka discusses the NSDA presence at the show. According to Dick, since many NSDA members did not participate in NY 2016, the APS StampShow was their most important show of the year.

Letters to the Editor

[Editor's Note: In my previous column, I alluded to Sid Morginstin's column, in the same edition, discussing the costs dealers incur going to a show and the effect on the prices they charge at the show. Following are Bob Sazama's comments on the subject of dealer pricing and how to respond to customer's regarding pricing.]

I always include sales tax in the price that I quote and charge a customer at a stamp show. I find that easier to do than quoting a sales price and then mentioning that the price does not include sales tax. When I report my sales to the state I send off what is due them. I have also used the same rationale in justifying my price (i.e., cost of table, hotels, meals, travel expenses, etc.) when a customer questions my pricing of an item. Obviously, although it really means little to many customers, I find many "shocked" at the prices we dealers pay for a table at a show! And unlike gun or antique shows, most stamp shows do not charge admission. Most seem to then understand the problem that we face in making ends meet in order to justify our continued attendance at the stamp show. Besides pointing out that they "might" be able to meet or beat my price on eBay, I recommend that they shop at their local stamp shop. Usually, this elicits a chuckle or two. If a customer is unhappy with my offer to sell, I always ask them to make me a fair offer. If the offer is not fair (or really ridiculous) my standard response is, "Thank you for your generous offer which I cannot accept." End of negotiating process.



President's **Corner** **Dick Kostka**

Well the big one is over, that is the APS show in Portland, Oregon. I say the big one because most of us did not make the New York international, so the annual APS summer show is our big one. The NSDA had a

very good presence at the show. There were 89 (number from the APS) total dealers in attendance at the show with about 40% of those being NSDA members. The NSDA also had its own association booth headed up by Executive Director, Amanda Morgestern. Amanda did a stellar job in producing, and having available, material for handouts about the NSDA, including our new “Member Guide”. I believe Amanda also personally contacted each dealer at the show, both members and non-members, promoting the NSDA. Her presence was fully noted by the comments from many of those she contacted.

Our standard was also visible at the “Stamps In Your Attic” table. As in the past, we joined forces with the APS by providing the manpower to service the booth. Bob Sazama, NSDA VP, and Roy LIngen, NSDA member and Website coordinator, were the main force behind the effort to help people determine the value of their holdings and the best method of disposition.

For me, it was a chance to reacquaint myself with old friends and meet some of the dealer members who are new to me. As a dealer at the show, I had two booths, a regular corner booth and a \$1 booth. With the help of my son, Shane, we covered the regular booth and my good dealer/friends, Kyle and Millie Nybo of Sandy, Utah covered the \$1 booth. I have to say that both booths were only moderately successful. My information from APS showed that attendance was down from what is normally expected. The APS was not able to get out their usual mailing through the Postal Service and they feel that had a significant negative impact on attendance. Now, for the APS and us dealers, it is on to Reno on Mar 3-5, 2017.

There was an NSDA board meeting in Portland. All members can read those minutes in the members-only area of the Website. We are putting a lot of effort into obtaining new dealer members. I would ask each member to carry an application form with them at all times. When you are at a show or club meeting, be an ambassador of the NSDA and sign up a new member. Remember if you sign up a new member, you get a free ride on your dues for the next year.

Your NSDA Board of Directors is working on a number of things that will help dealers and the hobby in the future. Please watch our Website for upcoming news. You can also participate by forwarding your ideas to any of the officers for consideration.



It's What I (Usually Alone) Think: Dealers At Shows **Sid Morginstin**

[Editor's Note: Sid, an avid Star Trek fan, is at the top left in the picture above. In this edition's column, Sid takes a light-hearted look at philately with a tongue-in-cheek philatelic dictionary.]

Philatelic Dictionary

PHILAT FEET: What you get from walking around at stamp shows.

SPLIT PERFED PANTS: This happens to your pants after eating too much junk food at shows.

CARPAL TONG SYNDROME: Caused by excessive use of stamp tongs.

HINGED NECK: Caused by looking up at the top row of exhibits.

UN-HINGED KNEES or CREASED BACK: Caused by kneeling down to look at the bottom row of exhibits.

GLAZED GUM EYES: Caused by excessive squinting in poorly lit halls.

MAXIMUM CARDS: When your credit cards are maxed out from buying too much at the bourse.

EMPTY STOMACH ALBUM: Caused by skipping lunch so you can attend a meeting or use the money to buy some more stamps or covers.

BENZENE HIGH: This comes from inhaling the benzene fumes while checking for watermarks.

CANCELLED ON ORDER: What we hope happens to long winded speakers at show banquets.

NEW ISSUES: Neophyte dealer who does not know what he has and sells it for far less than it is worth.

LOCAL CARRIERS: The hotel staff helping dealers get in and get out.

WATERMARKED COVERS AND STAMPS: What a dealer gets when a drink is spilled on the table.

UPSIDE DOWN AIRMAIL: This is the result of a dealer losing money doing a show.

UNDER SCOTT VALUE: When an exhibitor does not get the award he feels that he deserved.

OVER SCOTT VALUE: When an exhibitor gets a better award than he feels that he deserved.

PLATE BLOCK: The very small plates used at show receptions and dinners.

GLASSINE: The tape that is stuck to the plastic sheeting dealers use to cover the table.

ADVERTISING COVER: The ads that a dealer sends out that are actually brought to the show.

UNSORTED MIXTURE: This is what happens to a dealer's carefully sorted stock book after a client picks out some items for inspection and then puts them back in the wrong place.

GLAZED GUM: This is caused by drinking too much at the show receptions.

WATERBURY RUNNING CHICKEN: This is the main course at show banquets.

PERF-IN: The hole in a souvenir sheet after a client pierces it with his pointy tongs.

SUR-CHARGED STAMPS AND COVERS: This is the sales tax some dealers add on to the sales price.

RETURN TO SENDER: This is the material that a client bought at the prior show and now wants to return for a full refund.

TETE-BECHE: This is what happens to the covers in a large box after it spills on the floor.

FREE FRANK: This is the material that is stolen from a dealer's table.

STATIONARY: This is material that a dealer can not sell after many shows.

DEAD BEAT LETTER OFFICE: This is the person who gave a dealer a check that bounced.

CINDERELLAS: These are the promises made but not kept by the show organizing committee.

Dealer Spotlight Stamp Smith

Stamp Smith has been in business since 2002. Located in Kansas City, Missouri, the company is owned by Dale and Andrea Smith (Dale at right and Andrea below). Collectors for 25 years, they had focused on topicals as their collecting interest. Andrea, a retired



nurse educator, has collected Cats on Stamps for many years. Dale, a retired pharmacist, has focused on Stamps on Stamps, HIV/AIDS on stamps, and the U.S. Pharmacy stamp, Scott 1473. He also collects classic U.S. stamps.

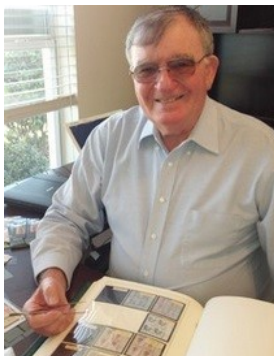
Stamp Smith has one of the largest inventories for about 30 of the more popular topical stamp and cover collecting areas. They also have a large inventory of worldwide and U.S. stamps and covers. Stamp Smith usually participates in eight to ten stamp shows a year. Most are located in the mid-west region but, last year, they also attended shows on the east and west coasts.

In addition, Stamp Smith sells to the whole world on e-bay, having built up loyal customers in 20 countries. Also, they have built a business filling want lists sent to them by collectors. Many have been customers for

years. Dale and Andrea also appraise collections for insurance or inheritance valuation. They have a thriving business in directing individuals on how to dispose of both personal and inherited collections in order to gain the most value for the owner.

Dale Smith has served on the Board of Directors of the American Topical Association (ATA) for close to five years. He recently was sworn in as President of the ATA at NY 2016. Dale said “It is a way to give back to the hobby that has given us so much joy over the years. Topical collecting is the first type of stamp collecting that many people start with today. Those collectors are passionate in their pursuit of their topic. I have seen many graduate into exhibiting and other specialized stamp collecting.”

Largely because of the unselfish contributions by leaders such as Dale Smith, the ATA has seen a growth in membership in both the U.S. and international community while many philatelic organizations have seen membership declines. The ATA maintains checklists, for 1200 topics, which can be obtained at a very reasonable price by members of the association. *[Editor’s Note: If you are looking for topical stamps, why not contact our spotlight dealer, Stamp Smith, and see if Dale and Andrea can help you find what you are seeking.]*



Random Thoughts
Bob Sazama

Isn't it refreshing to have Scott English from the APS sit down at your booth and ask how we can all work together in growing the hobby? I've seen him visit with many dealers at their tables during the last year.

This is quite a change from the past.

In the same regard, it might be time for us to present some new ideas to the APS and all entities (dealer organizations, clubs, societies, exhibitors, etc.) involved in promoting the hobby and industry.

Some ideas to consider might include the following:

1. Clubs holding and promoting joint shows.
2. Limiting or combining the number of World Series of Philately shows.
3. The APS holding four “truly” regional shows and limiting the number of dealers, thus eliminating the APS winter and summer shows.
4. Corporate sponsorship of shows or combining show efforts with other collectible shows.
5. In some manner, use social media and the internet in hosting weekend stamp show dealers.

Yes, some of these ideas are really mine fields; however, conducting business using the same business model from the past does not seem to be growing the hobby.

Our hobby will survive and dealers and others can help shape the way in which it survives and grows. As usual, any change(s) will be met with skepticism, naysayers, etc. However, by working together, it is possible to make a difference, but it means “truly working together” which also means giving sufficient time and thought. And none of us ever seem to have enough time!

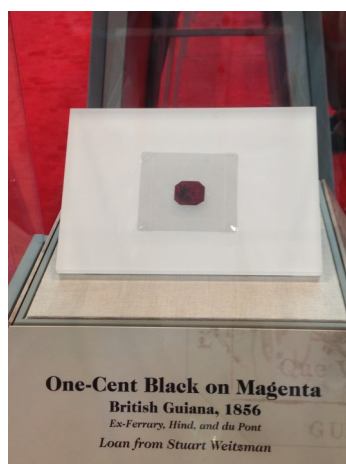
NY 2016 Recap

Richard Pederson

I spent three days at NY 2016, the big international stamp show held at the Javits Center in New York City, the front of which is pictured below. A portion of my time was spent helping to staff the Allied Military Government (AMG) Collectors' Club booth and giving a talk on AMG collecting. The remainder of my time at the show was used to visit dealer friends, make some purchases, and view the many wonderful exhibits that were on display.



The world's most expensive stamp, the unique 1856 British Guiana 1-cent black on magenta was available for viewing in the court of honor. This was the first time it had been displayed at an international stamp show since the 1986 Ameripex show in Chicago. A picture of the stamp on display is shown at the right.



While I was at the show, the crowds varied from very light on Sunday (the second day of the show) to quite heavy on Monday, which was Memorial Day. Some dealers seemed to be consistently busy. One cover dealer with a very large booth had customers stacked

three deep every time I passed by. NSDA dealer Wayne Gehret said he had a very good show, which was evidenced by a steady stream of customers at his booth. Wayne's booth is pictured below with Wayne in the green shirt.



Each day I was at the show, including Sunday, there was a crowd of people waiting to get in as soon as the show opened. People entering were funneled through a large entrance with show security staff checking their badges. I was rather surprised the security staff seemed to pay much more attention to people's badges rather than what they were carrying. I carried a large shoulder bag into the show each day, sometimes entering and exiting multiple times, and only had my bag given a cursory check one time. I would have thought with all the current attention on worldwide terrorism, there would have been more focus on security. The main entrance to the show is pictured below with me in the foreground.



If you have not attended an international stamp show, such as NY 2016, it is hard to imagine all of the things there are to see and do at the show. It provided an unparalleled opportunity to shop for elusive philatelic items as the number of dealers and philatelic administrations with booths even dwarfs what you see at the annual APS StampShow, which is normally the largest stamp show in the U.S. Pictured below (in order) are the international postal administration area, a small portion of the dealer bourse area, and the front of the enormous U.S. Postal Service sales booth at NY 2016.



If you were one of those on a tight budget, were more interested in looking than buying, wanted to learn about stamps and covers, or wished to meet philatelic friends, there was still plenty to keep you busy at NY 2016. Every day there were numerous society meetings and presentations on all aspects of collecting, with most of them open to the public. In addition, there were rows and rows of competitive exhibits, society exhibits, and invited exhibits, plus a Court of Honor displaying some of philately's most iconic items, such as the 1856 British Guiana one-cent magenta. In addition, some of the dealers displayed rare and/or valuable items at their booths. An early printing press that was on display at the Mystic Stamp Company booth is shown below.



One of the nice things about attending a show in New York City is that there are lots of things to do when you are not at the show. That benefit is partially offset by the costs of staying in the area, but my wife and I kept our expenses down by staying in New Jersey and taking the ferry over to the Javits Center each day. It worked out quite well for us as the Javits Center is only a couple block walk from the ferry terminal. While at the show, we managed to see a Broadway show (*The King and I*), tour the Museum of Natural History, and have a great dinner in Chinatown. Shown at the top of the next page are an evening view of the New York City skyline and the outside of the new World Trade Center.



All in all, I would say that NY 2016 was a success and I am very happy that I had the opportunity to attend. This is the third international stamp show in which I have been able to participate and each one has been a wonderful experience that I won't forget. Unfortunately, it's another ten years before the next U.S.-sponsored international show in Boston. Hopefully, I will be there to add another unforgettable philatelic experience to my memories.



News & Announcements

NSDA Website. All past issues of NSDA News have now been posted to the NSDA website in the Members Only area. Additional articles of general interest from the newsletters will be added to the public area of the website, as time permits.

World Stamp Show-NY-2016. The huge international stamp show is now behind us and planning is starting for the next U.S. international show to be held in Boston, ten years from now. Early accounts indicate the show was a financial success and NY 2016 has committed to donating \$100,000 seed money for the next international.

Stamp Shows. Although there are currently no NSDA-sponsored shows scheduled, NSDA dealers are regularly participating in local, regional, and national shows and bourses across the country. At the right is a picture of the bourse floor at Fairfax Stampfest, which is held several times a year in Fairfax, Virginia. NSDA members Wayne Gehret (standing in center of pic-

ture) and Richard Pederson of Pederson Stamps participated at the most recent show held on August 13th and 14th. NSDA dealers are encouraged to take pictures of shows in which they participate and send those pictures to the Editor for inclusion in the newsletter. NSDA dealers also can get free advance publicity for shows they are attending by sending details about the shows to the Editor for posting in *NSDA News*.





**Executive
Director's Report
Amanda
Morgenstern**

Currently, the NSDA membership stands at 164 members. There has been one new member added, Roy Lingen, and no members dropped. A membership application is included on page 13. Prospective members should complete the application and submit it to the NSDA office located at 3643 Private Road 18, Pinckneyville, Illinois 62274-3426.

Internet Auctions



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Show Schedule

If you wish to have us consider listing your show, please send the show name, dates, location and other relevant information, such as table cost for dealers and special hotel rates, to Richard Pederson at rich@pedersonstamps.com. Priority is always given to shows with participating NSDA members. Any show taking out a separate advertisement will always be listed in the show schedule.

1. Fairfax StampFest in Fairfax, Virginia

October 1-2, 2016
Elks Lodge
8421 Arlington Blvd.
Fairfax, VA

2. Fairfax StampFest in Fairfax, Virginia

November 26-27, 2016
Elks Lodge
8421 Arlington Blvd.
Fairfax, VA

Club News & Meetings

1. The Warrenton Stamp & Coin Club meets the first Thursday of every month at 7:00 PM at the Sun Trust Bank building in the Warrenton Center in Warrenton, Virginia.
2. The Greer Stamp Club meets monthly in the Taylor's library located at 316 Main Street in Taylor's, South Carolina. Meetings are normally held on the second Saturday of the month. Contact Susan Whitehead via e-mail at stam-pahlic@aol.com for further information.

This space is available for advertising.
Please contact us at
nsda@nsdainc.org for details.

Advertisements

To place an Advertisement, contact Amanda Morgenstern at (800) 875-6633 or via email at nsda@nsdainc.org. Our advertising rates are: 1/8 page for \$8/issue (\$30/yr.); 1/4 page for \$15/issue (\$55/yr.); 1/2 page for \$28/issue (\$100/yr.); and full page for \$50 (\$175/yr.).

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