

National Stamp Dealers Association

“Dealers Helping Dealers”



NSDA News

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NSDA News is a quarterly publication of the National Stamp Dealers Association (NSDA). Normal publication months are February, May, August, and November. All submissions for publication must be received no later than the last day of the month preceding the publication date to ensure consideration for inclusion in the newsletter.

Richard A. Pederson, Editor
P.O. Box 662
Clemson, South Carolina 29633
Phone: (703) 626-5599
E-mail: rich@pedersonstamps.com

Address comments to Richard Pederson at rich@pedersonstamps.com.

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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 discusses the issues involved with the purchasing of Israeli stamps and collections. Go to page 4 to read Sid’s article and see if your experiences with stamps of other countries mirror his. This edition’s Dealer Spotlight, starting on page 5, features RASLAD Enterprise proprietor Lynn Davidson-Stroh. Also read Bob Sazama’s “Random Thoughts” column, which starts on page 7 and reviews the 2016 APS Stamp Show held in Portland, Oregon this past August.

National Stamp Dealers Association

NSDA
3643 Private Road 18
Pinckneyville, IL 62274-3426
Phone: (406) 827-1958
Toll Free: (800) 875-6633
nsda@nsdainc.org

President: Dick Kostka
Vice President: Bob Sazama
Secretary: Cecilia Ball
Treasurer: Michael Ball
Executive Director: Amanda Morgenstern
IFSDA Representative: Sebastian Delcampe



My Two Cents Worth
Richard Pederson

We are closing in on the end of another year and I hear some dealers bemoan the current state of the market for stamps. They say that stamp stores are disappearing and the customer traffic is declining at many shows. While I agree with those assessments, I am not sure they capture the whole picture. Some shows are still very successful and the ones that are declining may be declining because of inadequate advertising and/or the lack of sufficient new material being brought to the shows.

I have been to Sunday shows, as a dealer and a customer, where dealers pack up and leave hours before the show is scheduled to close because the traffic is too light. As a dealer, I have made some of my largest sales during those last few hours, possibly because I stuck it out while others did not. Unfortunately, when dealers leave early, it only helps bring about the demise of shows since customers then think it is not worth the trouble to come on Sunday afternoon since there won't be enough dealers to make it worthwhile.

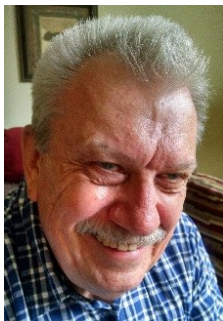
Despite declining show attendance and disappearing stores, I don't think the future is all bleak. There are certainly fewer collectors than there were twenty or thirty years ago, but the decline in the number of collectors seems to me to have stabilized in recent years. Many auctions of high end material seem to be doing well and from what I can see, the market for on-line sales seems to be booming. In my opinion, the stamp market is still relatively healthy—it has just changed from what many of us remember. Those who are able to adapt will do well and those who try to

keep doing things the way they always did, will likely be in for challenges. We, as a hobby, need to figure out how to get the large number of collectors who make all of their purchases on-line actively involved with the hobby's many organizations, such as the American Philatelic Society (APS) and the American Topical Association (ATA). Doing so would provide a benefit to both those individuals and the organizations they join. The world is constantly changing and so is the stamp hobby. That unpredictability is part of what makes life interesting –we just need to learn how to adapt.

The NSDA Officers and Board met in Portland, Oregon at APS StampShow, which was held from August 4th through 7th. For many NSDA dealers who did not attend NY 2016, APS StampShow was their most important show of the year. Unfortunately, according to multiple sources, collector turnout at the show was lighter than normal. Read Bob Sazama's comments about the show in his column starting on page 7.

Letters to the Editor

There were no letters to the Editor received in time for inclusion in this edition of *NSDA News*.



President's Corner
Dick Kostka

The "Summit on the Future of Philately" that everybody has heard about, finally took place. A number of you provided input for me to take to the APS headquarters in Bellefonte, Pennsylvania and share at the conference. My personal thanks to each of you who took the time from your busy schedule to put down in writing your thoughts on this subject. All comments that were submitted to me were combined into a port-

folio that was presented at the meeting to the committee. We removed any names and personal references to protect the innocent and save them from the “Philatelic Police”. My view on the meeting is that it was a success. Without a head count, there were about 40 people at the round table and over 20 in the audience. There were representatives from all areas of the hobby and some of the people, like myself, traveled great distances. Attendees came from the east coast, the midwest, and the Pacific coast. Each person had the opportunity to speak and present their thoughts. There is no need for me to give an accounting of those who were there and the ideas that were offered. The full summit was recorded and can be viewed on the APS Facebook page (see link on page 9). A commitment was made to continue with the process, refine our ideas, and get together for another meeting in six months for further action. We don’t want to drop the ball on this one as it is critical to the future of our hobby!

The summit meeting was held on Friday with the next day, Saturday, being the grand opening and ribbon cutting for the American Philatelic Research Library’s (APRL’s) new facility. What an awesome addition to philately. This was my first visit to Bellefonte, the APS, and the APRL. I received the full tour, seeing each facet of the operation and meeting with those responsible for each area. If you haven’t been there, it is well worth your effort, so put it on your “bucket list.”

The NSDA elections are coming up. During the last election, we elected a full slate of officers including President, Vice President, Treasurer, and Secretary. Those officers shall hold their offices until they resign, are removed, or are disqualified to serve. We do, however, need to elect a Board of Directors (BOD). The By-Laws call for five Directors, with a term of two years, that begins on Jan 1, 2017. We have five people who have volunteered for those positions and will be placed on the ballot. Ballots should go out to each NSDA member, along with their dues notice, before the end of November. Please cast your vote for the proposed BOD or write in one or more candidates of your choice. I also ask that you pay your dues in a

timely manner. Remember that, if you sign up a new dealer/member within any year, your dues are free for the following year.

That’s the news from “headquarters” at this time.

My warm wishes for a joyous and happy Holiday season to each of you.

Happy Stamping!



***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.]

As you may know, I run the NEGEV HOLYLAND AUCTION. My business deals in the stamps and postal history of pre-1948 Palestine, Israel, some Arabic, and selected Judaica.

Very often, I am offered collections of Israel mint tabs and/or First Day Covers (FDCs). The person showing these to me is usually either a senior citizen or a son or daughter selling his/her father’s collection.

I give the collection a very fast run through. I then ask if there is someone in the family who might want the collection. Invariably, the answer from the senior citizen is that his/her children or grandchildren are not at all interested. The son/daughter states that they just want the money.

I then go into my explanation. It is prefaced with “Please do not shoot the messenger.” Below is an expanded version of the explanation.

When Israel was established in 1948, many American Jews felt that the easiest way to support Israel was to buy its stamps. They did not do this as an investment. Now that they are elderly or have passed on, many of these collections are coming onto the market.

The stamp market is governed by the rules of supply and demand, but is heavily skewed to demand. For example, I am sure that you have heard of the upside down air-mail. There are just 100. Many collectors want one. One recently sold for about \$200,000. There are other stamps where less than five are known to exist. The value is very low as there are very few collectors interested in them.

We now have an over-saturated market for Israeli material. There are some "better" items that do sell. These include mint tabs from 1948 thru 1951 and from about 1988 to date. Early FDCs with full tabs are also good (but we need to be careful of fraudulent items). Nearly all items from 1951 to about 1988 are practically worthless.

Some years ago, I had to handle an estate of a doctor. Instead of buying two or three or even five of a stamp, he bought 50 or more. For some items, he bought hundreds. I told his son that he would be lucky to get ten cents on the dollar of what his father spent. I got him about 12 to 13 cents on each dollar.

Even on the "better" items, the price is down. When I was growing up, I told my father that for my birthday I wanted either a set of Israel seven thru nine or nothing. My father listened to me – and bought me NOTHING. I am glad that he did that. At the time, a set cost about \$6,000 to \$7,000. I can now buy a set for about \$3,000 to \$4,000.

Nearly every United States stamp issued since the Civil War is still good for postage. However, it may be foolish to use some of them. Since 1948, Israel has had five or six currency changes. All existing stamps were devalued and cannot be used for postage. Only stamps from 1988 onwards can be used for postage and even these are often sold at a deep discount from face value.

We can go over to some dealers and buy U.S. discount postage. That is, for \$500 you will get about \$600 worth of postage. Yes, instead of one 49 cent stamp, you will

have to use 3 or 4 stamps to get to 49 cents.

At this point, the person is somewhat discouraged. To be nice, I look the collection through again and point out the better items. If there is something that I can use, and that is not often, I make a fair offer.

I also ask him/her if there is any synagogue or youth group that might want the collection. In addition, I suggest that they contact another auction house (I mention two that I have dealt with) stating that they might do better there as those auction houses are better equipped to handle collections.

Now I do not know if there is a similar situation with other collectible areas, philatelic related or otherwise. If there is, please write about it. I am sure that others will be interested.

Dealer Spotlight

Lynn Alida Davidson-Stroh, MD
RASLAD Enterprises



Lynn Davidson-Stroh first started collecting stamps when she was eight years old in Paoli, Pennsylvania. Three different stamps came on the mail one day. When she asked her mother why, her mother told her about stamp collecting. Her grandfather had tried to interest her mother in the hobby, but it didn't take. Nevertheless, her mother remembered enough to spark her daughter's interest. Lynn's grandfather had sold most of his stamps during the Great Depression

but still had his blue Ivory Stamp Club album and some approval stamps from Tannu Tuva. Lynn loved learning about dead countries from that time on. She traveled the world by way of her stamps, learning about history and different cultures.

Lynn had to put aside her stamps when she went to college at Mount Holyoke where she graduated magna cum laude as a chemistry major. She then went on to earn her Masters degree in chemistry at Georgetown University.

Lynn discovered a wonderful stamp store called Latherow's in Arlington, Virginia. She fell in love with the German Kaiser's Yacht stamps issued for all of the German colonies. Lynn began teaching chemistry at the Holton Arms School. Every Friday, when the school closed early, she would head over to Latherow's to look at their next bid auction lots. She also joined the American Philatelic Society (APS) around this time.

Lynn then got a job at the National Institutes of Health (NIH) as a research chemist, followed by a job at the Food and Drug Administration (FDA) as a regulatory chemist reviewing new drug applications. Meanwhile, she met and married her husband, Richard Allen Stroh, who worked at the Bureau of Engraving and Printing (BEP) as an engineer.

Richard encouraged her to start her own stamp business and become a part time stamp dealer. They named the business with the combination of their initials, RAS and LAD, in 1986. For the next three years, they did ten small stamp shows a year in the mid-Atlantic region as a CASDA dealer member.

Then Lynn's husband died and she went to medical school at the age of 39. The stamps were put aside for ten years until she moved to Topeka, Kansas as a resident in psychiatry at the Karl Menninger School of Psychiatry. She joined the local stamp club and met Jamie Schwartz who encouraged her to resume being a stamp dealer. He introduced her to Ralph Lott, who ran the Cessna Stamp Club Show in Wichita, Kansas, and to Ron Lampo, who ran ROMPEX in Denver.

From there, Lynn's stamp business took off. It was still

only a part time business. Practicing psychiatry took her to Gallup, New Mexico, where she worked for the Indian Health Service for eight years before retiring from government service. While in New Mexico, she ventured to ARIPEX one year as a dealer and frequented BJ's Stamps in Phoenix, Arizona. Lynn also participated in the first NewMexPex show in Albuquerque, New Mexico.

After a few months of retirement, a postcard picture of a buffalo enticed her to move to Hays, Kansas where she returned to practicing psychiatry for the next eight years. Back in Kansas, Lynn resumed doing shows in Wichita, Denver, and Kansas City. She started learning more about U.S. stamps and covers from Joe Lambert, who sponsored her membership in the NSDA. She was also mentored by Robert Sazama, who sold worldwide colonial stamps.

Lynn retired for the second time in December 2015 and started planning to be a full time stamp dealer. She joined the Midwest Philatelic Society and the Gladstone Stamp Club. She began selling stamps on the Internet using the Worldwide Philatelics eBay store. She is currently working on listing her entire inventory on line.

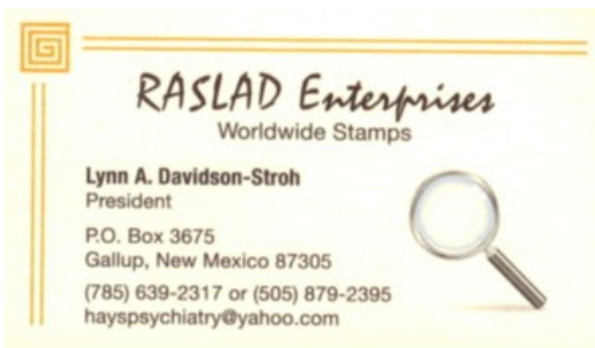
This year, Lynn went to the APS show in Atlanta where she first used movable storage cabinets to simplify set up and take down at shows. To transport the cabinets she first tried an Isuzu box truck before she learned about U.S. DOT regulations. So this summer she traded in the truck for a brand new Nissan NV high roof van (see picture below).



Her maiden voyage was to Milcopex, in Milwaukee, where Michael Mules helped her unload and load the cabinets. Thanks in part to Denny Peoples, who introduced her around, the show was a success!

Lynn has joined TSDA and MSDA and plans to participate in most of their shows in Texas and the Midwest this year. She is excited to be able to travel now to shows from coast to coast to attend all the upcoming major stamp shows. She is also a member of ATA again thanks to Dale Smith, president.

Lynn enjoys the interaction with the other dealers and especially her customers. She encourages them to send her want lists so she can shop for them at all her shows. She specializes in “dead countries” particularly pre-1940 but also has an extensive stock of U.S. Match and Medicine stamps. Lynn also has newer dead countries such as Biafra, Tin Can Island, Norfolk Island, Berlin, and Bophutswanaland, etc. Older dead countries in her stock include Saseno, La Aguera, Le Rouad, Zululand, Funchal, Mariana Islands, and Italian Aegean Islands such as Rhodes and Stambalia.



Random Thoughts
Bob Sazama

Several NSDA members had booths at the APS’s Portland show this past August. Following are pic-

tures of just a few of the NSDA dealers who attended the show. Pictured below, at the top left, is Hang Vinh of Marcel Philatelics followed by the Wulffs of Wulff’s Stamps. Peter Gutter of Gutter Pairs, Etc. is in the middle picture, followed by, at bottom left, the Inklebargers of Classic Asia—Stamps & Covers. Scott English, Executive Director of the APS, and Dick Kostka, NSDA President, are pictured at bottom right in front of Dick’s booth.



As usual, the NSDA sponsored the “Stamps in Your Attic booth” and assisted somewhat less than 100 non-collectors by providing a quick analysis of their

stamps and a referral to a minimum of three dealers at the show that might be interested in making an offer for the stamps. The low number of people seeking referrals/help can be attributed to the failure of the United States Postal Service (USPS) to do a mass mailing in the greater Portland area prior to the show as has been done in the past. Apparently, the USPS exhausted their budget promoting the big New York 2016 international show. Following is a picture of the Stamps In Your Attic booth with William Seymore (foreground) and NSDA dealer and webmaster Roy Lingen assisting people by evaluating their collections.



The general consensus from our dealer membership was that the show was not particularly well attended, except for Thursday, which was the first day. The APS made the usual attempts to promote the show through the local media sources, but this did not seem to bring out the collecting community in large numbers. Also, low attendance figures could in part be attributed to: the New York 2016 show being held a about two months earlier; the USPS not blanketing the area with a mass mailing of post cards promoting the show; or, maybe, because the show's location was not in the heart of an area having a large number of known collectors and/or stamp collecting clubs. I'm sure other reasons can also be added to those mentioned above, such as the weather was too nice, the weather was terrible, there was a big game on television, etc. Seemingly, we always have a "pat or good" excuse for justifying low attendance at stamp shows!

The APS should be praised for efforts to move its two

flagship shows (summer and winter show) around the country; however, maybe it's time to reconsider this endeavor to service all parts of the country with just two big shows? Scott English at the Sunday dealer breakfast asked for a show of hands, from the dealers present, as to how many would be attending the APS's winter show in Reno, Nevada. Only a few raised their hands. Another question that could have been asked was what justified the selection of Reno since very few east coast dealers attended the Portland show.

Perhaps it's time for all World Series of Philately (WSP) shows to be considered APS national shows and also serve the purpose of meeting the concept of holding a regional show? Of course, this would have a direct impact on the competition for exhibitor awards - the APS Champion of Champions award, etc.

This past year, the APS chose Atlanta as its winter show site. In doing so, the Southeast Federation of Stamp Clubs cancelled its regional show because the "big show" came to town. Attendance at the Atlanta show was also not considered to be earth shattering. Once again, some speculated that the lack of attendance was due to show location, the weather, the big game on television, etc.

A pattern of low collector attendance at shows has a direct impact on the dealer community. Dealers cannot continue to pay for or subsidize shows that don't produce a profit for the dealer. What's the answer in the era of rising venue costs and declining sales? Some dealers will continue to make money at many shows, but more dealers will drop off the show circuit because sales do not justify their continued participation. The vicious cycle of increasing overhead costs eventually will impact the more successful dealers as their overhead costs increase proportionally as more and more mid-level dealers drop off the show circuit. If shows don't survive, what then can be said for the survival of exhibits?

Something needs to change! I have ideas about changes in business practices, but the real bottom line for dealers seems to be the need to grow the collecting community. That's why the NSDA membership was recently asked, in a letter by Dick Kostka, to write/

send him ideas to be brought before an APS-sponsored meeting in October to discuss the following:

- Growing the hobby;
- Strengthening the dealer community and markets;
- Partnership with the broader philatelic community; and
- Consider that it's time to stop looking at things through rose colored glasses.

Maybe it's time to stop using the tired old excuses that the weather was good, the weather was bad, there was a big game on television, etc. It is time to roll up our sleeves and "contribute" to bringing about change.

Don't sit back and rely upon the excuse that you too don't have time. If you don't have the time, who will have time? Take the time and offer constructive help.



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.

APS StampShow. The big annual summer national stamp show sponsored by the APS was held in August. As in the past, NSDA supported the Stamps In Your Attic booth at the show. NSDA Vice President, Bob Sazama, provides a report on the show in his column which starts on page 7.

Summit on the Future of Philately. Representatives of industry groups met at the APS headquarters in Bellefonte, Pennsylvania to discuss ways to ensure the future success of the hobby. NSDA President Dick Kostka attended the meeting. Dick's comments on the meeting are included in his column starting on page 3. A follow-up letter sent to Dick from APS President Mick Zais and ASDA President Mark Reasoner, after the meeting, is included on page 14. Further information about the meeting can be found by following the links below:

- A video of the Summit is available for viewing on the APS Facebook page at: [facebook.com/](https://www.facebook.com/americanphilatelic.society/videos/10154735865879172/)

[americanphilatelic.society/
videos/10154735865879172/](https://americanphilatelic.society/videos/10154735865879172/)

- The Summit highlights can be read on the APS blog: blog.stamps.org/2016/11/10/summit-on-the-future-of-philately-report/
- A complete summary of the Summit can be viewed on the APS website at: [stamps.org/
userfiles/file/reports/FOP-Summit-
Summary.pdf](https://stamps.org/userfiles/file/reports/FOP-Summit-Summary.pdf)

The summary of the meeting will also be posted in the "Members Only" area of the NSDA website.



**Executive
Director's Report
Amanda
Morgenstern**

(928)567-3138

New Members:

1. Clark Frazier, Clark Philatelics, PO Box 263, Hingham, MA 02043, (781)875-3103, E-mail: cfrphoto@hotmail.com
2. David B. Markowitz, Markowitz Stamps dba Uptown Stamp Show, 2373 NW Westover Rd., Portland, OR 97210, (503)444-7119, E-mail: info@uptownstampshow.com, Website: www.uptownstampshow.com
3. Scott Murphy, Professional Stamp Experts, Inc., PO Box 6170, Newport Beach, CA 92658, E-mail: scott@gradingmatters.com, Website: www.gradingmatters.com
4. Patricia A. Kaufmann, 10194 N. Old State Road, Lincoln, DE 19960-3644, (302)745-8146, E-mail: trishkauf@comcast.net, Website: www.trishkaufmann.com

Currently, the NSDA membership stands at 169 members. There was one reinstatement, four new members added, and no one was dropped. The reinstatements and new members are listed below. A membership application is included on page 14. Prospective members should complete the application and submit it to the NSDA office located at 3643 Private Road 18, Pinckneyville, Illinois 62274-3426.

Reinstatements:

1. Kendel V. Jensen, Sedona Stamps, PO Box 655, Cornville, AZ 86325,

Dropped: None

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USA STAMP DEALERS ASSOCIATION ifsda

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

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

2. Fairfax StampFest in Fairfax, Virginia

February 3-4, 2017
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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Want lists encouraged





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AMERICAN STAMP DEALERS ASSOCIATION
 PO Box 513 • Centre Hill, PA 16828
 Phone: 800-369-8207, ext. 4 • www.americanstampdealer.com
 Email: dana@americanstampdealer.com



November 10, 2016

Dear Friends,

The Summit on the Future of Philately was held on Friday, October 28, 2016 at the American Philatelic Center. We had 56 leaders within the industry participating in the Summit in person or by phone and hundreds more have viewed the Summit online since then.

Thanks to all who were able to participate in the Summit. We had a very positive and balanced conversation that focused forward on the hobby. As promised, we are providing you with a summary of the meeting and a discussion on next steps.

There were three key takeaway items that dictate our next steps:

1. The branding of the hobby to be more inclusive and descriptive of the hobby, especially for non-collectors,
2. Increasing our technological capabilities to reach a larger audience of collectors,
3. Strengthening our ability to improve the marketplace, including preparing the next generation of dealers today.

As discussed at the Summit, we believe that these needs require a permanent and sustained effort by the highest leadership in the collecting community. As a start, we would like to invite the leaders from the five key groups of the hobby to join as a permanent Council for Postal Collectors: the American Philatelic Society (President and Executive Director), National Postal Museum (Director), United States Postal Service, American Stamp Dealers Association (President), National Stamp Dealers Association (President), and the American Topical Association (President).

We are inviting this group to convene in the month of December to consider this summary and develop an action plan going forward to develop initiatives in partnership. At that time, we should also consider additional members we should invite to join. We will receive support from the staff of the American Philatelic Society, but we will also ask that you consider all resources available to you as we develop these plans.

Your first step is to contact the Council at future@stamps.org to provide the appropriate contact information to contact for meeting notices and other information as we move ahead. From there we will schedule the first meeting. Thank you again for your leadership and we look forward to a strong partnership going forward.

Sincerely,

Mick Zais
 President
 APS

Mark Reasoner
 President
 ASDA

NSDA Membership Application

Mail application to the NSDA Office

Use this form to introduce a new or reinstating member and receive your 2018 membership FREE!

"Dealers Helping Dealers"



Date: _____

Your Name: _____
first name middle initial last name

Business

Name: _____

Physical Address (if you have a physical store)

No & Street _____

City _____ State (prcv) _____ Zip or Postal Code _____

Country _____

Mailing Address

No & Street or PO Box _____

City _____ State (prcv) _____ Zip or Postal Code _____

Country _____

Business Phone: _____

Business Fax: _____

Business Cell: _____

Email address: _____

Website address: <http://www.> _____

Specialties: 1. _____ 2. _____ 3. _____

Full Time Dealer Part Time Dealer

NSDA requires its members to:

1. Be a Member in good standing in the APS (American Philatelic Society) APS# _____
 2. Hold a current State Sales Tax License. Please give your local State: _____ Retail Sales Tax Lisc. # _____
If you are from a state without sales taxes please provide a license from another state where you collect sales tax.
If you do not have a retail sales tax license, provide a copy of your State or Country business license.
- Have you ever been expelled from, censured, or placed on probation by a philatelic organization? Yes or No _____
If yes, please attach a separate letter of explanation to this application.

Philatelic References:

Name _____
Phone Number: _____
Address: _____

Name _____
Phone Number: _____
Address: _____

Dues Structure:
Please allow 2-3 weeks for processing. Application is subject to approval by the Board of Directors. Dues are \$75 per year. Initial fee includes \$10 processing fee and pro-rata dues to end of following year.

Application during:
Jan - March \$142.00
April - June \$123.00
July - Sept. \$104.00
Oct - Dec \$85.00

I hereby agree to the CODE OF ETHICS of the National Stamp Dealers Association, its rules and regulations, and bylaws. Enclosed with this application are my dues per the graduated dues structure for the current year. Check is payable to NSDA in US Funds Only. Please attach your business card to this application.

Signature of Applicant: _____

Referred by: _____ NSDA (Yes/No) _____

*Only valid once new/reinstating member has paid their dues.

3613 Private Road 18 Pinckneyville, IL 62274 3426 www.nsdainc.org nsda@nsdainc.org 1-800-875-6633