



NSDA News

Stamps, Stamp Collecting, Covers and Postal History

The Quarterly Publication of the National Stamp Dealers Association

May 2017

Volume VIII, Number 2



Registration Desk At Southeastern Stamp Expo

National Stamp Dealers Association

“Dealers Helping Dealers”



NSDA News

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News Highlights

Turn to page 9 for a report on the Southeastern Stamp Expo and page 12 for news and announcements.

In This Issue

This quarter’s article by Sid Morginstin discusses the future of stamps and postal services. Dealer Spotlight, starting on page 6, features cover dealer, Doug Weisz.

Also read Bob Sazama’s “Random Thoughts” column, which starts on page 7 and puts forth ideas for improving the hobby.

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My Two Cents Worth **Richard Pederson**

I am looking forward to seeing other NSDA dealers at APS StampShow this coming August. The summer APS show is always a wonderful opportunity to seek out hard-to-find items for myself and customers, enjoy the many incredible exhibits, and see friends. My wife and I also stay with two of our closest friends when visiting Richmond. That will make this an especially rewarding trip for me as we have the opportunity to spend quality time with friends while attending the top stamp show in the country.

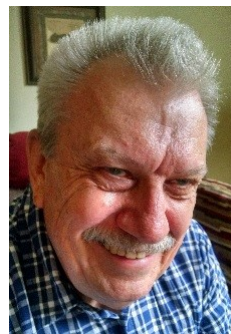
Now that the results are in, I want to congratulate the NSDA members elected to the new APS Dealer Advisory Council. In addition to NSDA Vice President Bob Sazama (South), NSDA dealers Jim Dempsey (West) and Kim Kellerman (At Large) were elected to the council giving the NSDA three of the six elected members. Besides the elected members, APS Vice President Trish Kaufmann (who is also an NSDA member) and APS Dealer Representative Eric Jackson will serve on the council and ASDA President Mark Reasoner and NSDA President Dick Kostka will serve as ex officio members. The non-NSDA members elected to the council were Roy Delafosse (At Large), Irving Miller (Northeast), and Telah Smith (Midwest). The dealer portion of the APS website states that the Dealer Advisory Council will “*Serve as an advisory group to the APS Board of Directors and staff on matters that impact the dealer community, including show locations, membership initiatives, and growth of the hobby.*” If you have suggestions for growing and improving the hobby, pass them on to one of the NSDA dealers on the council.

I would also like to congratulate our Executive Director Amanda Morgenstern for receiving the Nicholas G. Carter Volunteer Recognition Award from the APS. It will be presented to her by APS Executive Director Scott English at the National Topical Stamp Show which will be held in Milwaukee, Wisconsin on June 23rd thru June 25th.

This edition’s Dealer Spotlight, starting on page 6, features Doug Weisz of Weisz Covers. In his column (page 7), Bob Sazama proposes creative ideas for attracting prospective collectors to shows and collecting data at shows allowing the hobby to make sound business decisions about the future. Bob also provides a report on this past January’s Southeastern Stamp Expo. Sid Morginstin addresses the future of stamps and worldwide postal services in his column starting on page 4.

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**

We are off and running for 2017. Starting with the APS winter show held in Reno from Friday, March 3rd, through Sunday, the 5th. There were many mixed feelings before the show regarding the success dealers might have. Thus, the show did not have the full complement of dealers one would expect at a normal APS winter show.

A big fear for dealers was the timing of the show, since there is always the possibility of snow in Reno in

early March. Unfortunately, those fears came to pass as the snow started late Saturday and continued into Sunday. The weather shut down most of the roads in and out of Reno. There were some who just stayed an extra day and waited to leave. A few tried to circumvent their normal route home, adding extra miles to their trip.

Prior to the show, there was also concern as to how much success there would be regarding floor traffic and sales. I am sure there were several dealers who will taunt success while there were others who were disappointed. I am aware of some dealers that did not have enough sales to cover their table fees let alone their travel expenses.

We also conducted a Board of Directors (BOD) meeting on Saturday morning. There were six members present and several others participated via phone conference. Anyone that wants to review the minutes can do so by going to the members-only portion of the NSDA website. After reviewing the minutes, send any comments or suggestions to one of our board members. We solicit and want any input you have that will contribute to the betterment of the Association.

The next big event we are looking forward to is the APS summer show in Richmond, Virginia, this coming August. We have already firmed up our plans for the show. The NSDA booth will be open during the entire show, operated by Executive Director, Amanda Morgenstern.

The “Stamps In Your Attic” booth will be available for those people that bring in their holdings for evaluation and possible disposal. Arrangements have been made for four to five people to staff the booth and we are soliciting additional help from any of our members who are attending the show.

The NSDA will also hold a BOD meeting on Saturday morning (August 5th). It appears that we will have a full complement of board members attending.

I would also like to let you know I feel that the APS is taking some very positive steps toward improving the hobby. A couple of things to mention are the “Future

of Philately” and the new “Dealer Advisory Council” committees. On the latter committee, the members were elected to their positions by APS dealer members. I am happy to report we have several members holding positions on that committee. I wish to extend thanks to the APS and its Executive Director, Scott English, for taking the lead in those efforts.

That’s it for now. Hope to see you in Richmond this August.



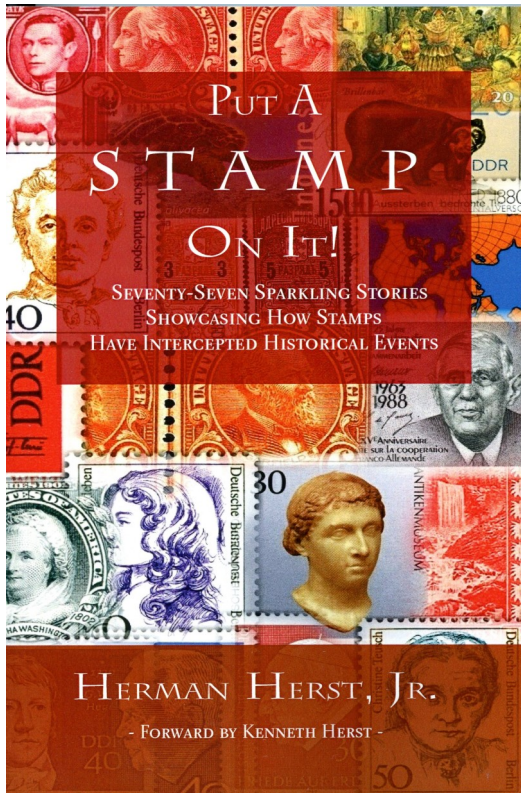
It's What I (Usually Alone) Think: The Future Of Stamps **Sid Morginstin**

[Editor's Note: Sid, an avid Star Trek fan, is at the top left in the picture above.]

I just finished reading *Put A Stamp On It* by Herman Herst (the book's cover is pictured at the top of the following page). The story entitled “Our Leading Hoaxer” (story #73) brought a couple of things to mind.

In the piece, Herman Herst speculated about the future of the mails (and stamps) and relates how technology had changed things. He tells how the telegraph, the telex, the telephone, and radio changed communications. He also speculates what would happen if and when stamps are no longer issued.

My sister, Rachel, moved to Israel in 1955, when I was just six years old. She wrote a letter to our folks each week. She used aerogrammes (air letter sheets) for the letters. Way back then, an international phone call



was very expensive. Besides, where she lived at the time, phones were few and far between.

As the years passed, it became easier and less expensive to make international phone calls. Rachel also moved to an area where, eventually, there were phones in each home. My parents could then call her weekly and the aerogrammes stopped coming.

ON A RELATED NOTE: My mother saved these aerogrammes from Rachel in a shoe box. I started collecting stamps at age ten. A couple of years later, I started my Israel collection of used stamps.

I had always read the letters Rachel wrote. I had no real idea what the aerogrammes were. One time, I noticed some extra stamps on what I then considered to be the envelope. Sometime thereafter, I found the treasure trove in my mother's closet: the shoe box full of Rachel's letters. Need I tell you what I did? I pulled many of the stamps off the letters. My mother got angry at me for doing that!

Many years later, I went to a stamp show and someone showed me the postal stationery of Israel. I said,

"WOW! I have many of these at home -- my sister's letters!" I got home, checked my parents' closet, and found the box containing Rachel's letters. I then discovered what I had done many years before. I was angry at my mother for letting me ruin the air letter sheets!

I do not know when Herman Herst wrote *Put A Stamp On It*. Since then, many new ways of communication have come into being. These include E-mail, texting, FACEBOOK®, LINKED-IN®, TWITTER®, and SKYPE®.

As you may know, I retired in January 2016 after a 40 year career programming MAINFRAME COMPUTERS – the big room-sized, multi-million dollar machines. Despite that, Personal Computers (PCs) still boggle my mind. I have a GEEK SQUAD service contract.

I do use E-mail and I text only when absolutely necessary. I recently used SKYPE for the first time at a client's house. I do not use any social media. Hey, I still have 78 RPM records – I collect classical music on 78 RPMs. There is something to be said for the scratchy sound of a 78.

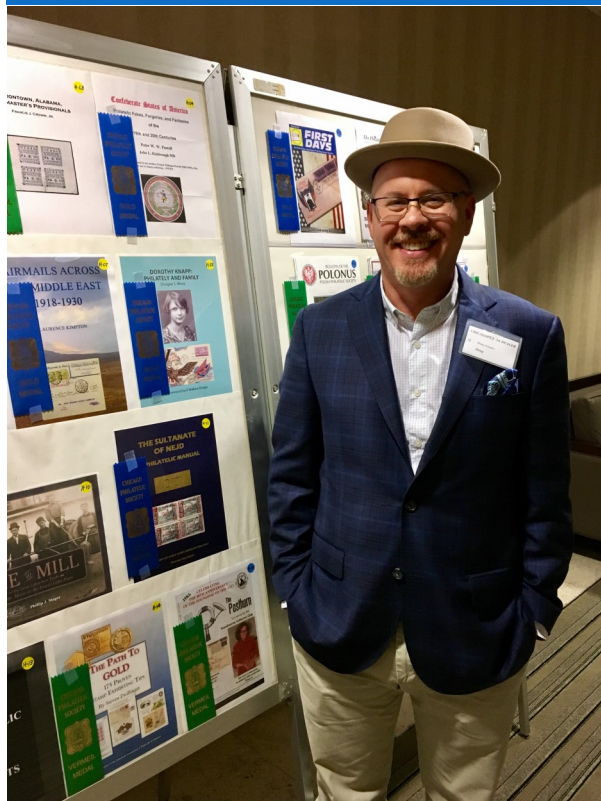
Postal historians like to get the actual letter. There may be significant philatelic or historical information in the letter. Historians use those letters as primary source material. A good part of the David McCullough book, *John Adams*, is based on letters between John and Abigail.

Such letters were readily available as STAMPLESS FOLDED LETTERS. They became less available with the advent of envelopes. With modern methods of communication, not only are stamps lost but those letters as well. E-mails (as well as TWEETS, etc.) may not be permanently saved. This is a loss to the historian.

So what are my predictions for the future? Stamps will remain. They are a good source of revenue for the postal services. Letters will still be written and packages mailed, but package delivery will become the major focus of the postal services.

Dealer Spotlight

Doug Weisz
Weisz Covers



Collectibles have always been part of the fabric of my family. My father, Richard, was a worldwide approval dealer in the late 1950s and early 1960s. I remember sorting used worldwide stamps and trying to figure out their country of origin. Once my father gave me a pile of on paper stamps and told me to trim the excess paper away from the stamps. I did a great job of trimming all the way to the design and doing away with all those pesky perforations.

He retired from philatelic dealings when I was just five or six and began importing, predominantly, 19th century English furniture. I would help my mother set up and run bourses in the Chicagoland area to generate customers. I was enlisted to help merchandise, repair, and move countless pieces here and there in our showrooms and when I was old enough, became a delivery man for the business. This sort of business

isn't really all that far a departure from what I do today.

My uncle Bob was Stamp King in Chicago and a dealer for over 60 years. My cousin Stewart was a dealer and shared a shop on Austin Avenue in Chicago with my Uncle Bob. When Stewart was in high school, he and his brother Mitch ran the largest political pin company in the United States. They lived just ten or so miles from where I lived in Woodstock, Illinois. Their mother, Lorraine, owned an antique store called "Lady Bug Antiques" on the square in Woodstock. Mitch and Stewart's brother Lawrence was a coin dealer.

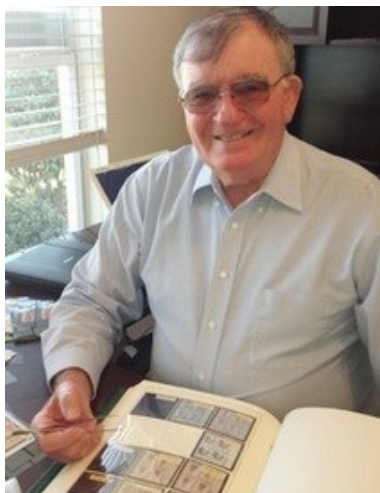
So, you see, it runs in the family. I avoided the inevitable for many years. I was in succession a pharmacist, cook, went to pastry school and was a pastry chef, worked for my dad again restoring furniture and selling in the showroom, and finally became a cover dealer. My current career started when I ran into my uncle Bob at his daughter's wedding and he asked me to sell for him on eBay®. Bob really didn't know very much about or have much interest in covers and I would offer them up and see what happened.

I quickly learned a great deal about covers. I accumulated literature and would write buyers and ask them about the material they were purchasing from me. I started traveling to stamp shows to buy covers and to look at what dealers were offering. Somewhere along the way, I was exceeding my income at my dad's business and decided to embark on my own at long last.

I saved up \$6,000 and attended Richard Drew's last auction in Chicago and spent it all on covers in the auction. Stewart encouraged me to try stamp shows and offered a couple feet of table between him and Bob at Compex in Arlington Heights. My very first stamp show was a huge success. My first customer was Bob Driscoll of Brookman, Barrett & Worthen. He spent \$6,000. I remember thinking that this was going to be easy!

Bob asked me to come out on the road with him and split tables at the best shows in the country. Many of those shows had a long waiting list. I met all of his customers and had great buying opportunities. He was a terrific mentor and I owe a great deal to him

today. I was off to the races and have never looked back. Bob convinced me to take a table at Washington 2006. At the time, I hadn't made enough money at any show to pay for the table. He actually told me to take two tables and told me that I was going to be a star. I did take two and it turned out to be one of the greatest shows of my life. Sadly, Bob passed the year before the show and I never got to thank him for pushing me to participate and for all the things he had done for me. Philately has been very, very good to me!



Random Thoughts
Bob Sazama

Thinking outside the box!!!

Imagine a stamp show where potential exhibitors are only invited if their exhibit represents the theme of the stamp show? For example, the Florida Stamp Dealers Association, which sponsors FLOREX each year, could specify the show theme and only accept exhibits of "Reptiles on Stamps for judging." And for what reason? Because each year a huge reptiles show attracting hundreds is held at the same venue location as the FLOREX show. Imagine handing out flyers advertising FLOREX (the stamp show) over at the reptile show as folks wait patiently in line to pay the \$12 admission fee. We've got reptiles too, but they're on stamps and our show is free! At the APS 2019 show in Omaha, the theme could be Trains or Rail-

roads. Imagine all the train and railroad exhibits that might be entered. And maybe in the youth area we could have gigantic model train layouts or even a small children's train with free rides. Oh well, just thinking outside the box.

Total Quality Management (TQM) and really thinking outside the box!!!!

Background: Seemingly, there is little data to justify the selection of World Series of Philately (WSP) shows that receive APS endorsement and sponsorship. Does data exist to determine the viability of selected shows in promoting "stamp collecting as a hobby" or in determining their economic feasibility? Remembering that no show can continue without dealer financial support or active club volunteers, a need exists to gather such data. Without gathering data, decisions are made based solely on opinions.

If a show is to receive a WSP designation, the APS should demand that the shows collect and submit data justifying the APS's continued endorsement. Below is a draft of data points that could be gathered and submitted by each WSP APS-sponsored show. If data is not gathered and submitted, the show would lose the APS's endorsement and we know that won't happen!

Proposed data to be sent to the APS and shared with all dealers that consider attending the APS WSP show:

1. Length of the show (number of days, hours, and days held, e.g. Friday to Sunday).
2. Total overhead costs broken down by category, including rental of the venue, advertising, and security.
3. Number of dealers attending the show.
4. Average table cost per dealer.
5. Number of volunteer hours needed to hold the show.
6. Number of frames of philatelic exhibits.
7. Cost per frame to exhibit.
8. Square feet rented for the bourse area versus square feet of exhibit space.
9. Philatelic organizations attending the show.
10. Number of APS-sponsored workshops at the

show.

11. Advertising resources/means used for the show.
12. Cost of admission, if being charged.
13. Availability and cost of parking and public transportation.
14. By age groups, how many people attended the show in the past.
15. Attendee's rank ordering of why they attended the previous show.

The above list is not to be considered all inclusive; rather, it is to be considered a minimum first attempt to gather data and would be updated yearly as other data needs are determined. A roll up of this data for

each show or as an aggregate for all APS shows would make for an interesting annual article in the APS journal.

Those conducting the WSP show should also be involved in surveying attendees. A questionnaire distributed to attendees would include the types of data gathering questions shown in the example below.

This is just the beginning of the sort of data that would be useful in organizing and holding shows. Color coding of the surveys handed out each day the show is open would also provide interesting data in reference to actual attendance numbers.

(Continued on page 9)

Questionnaire for Show Attendees	
I came to this show (rank order 1st, 2nd, thru 7th in order of importance.	
<input type="checkbox"/> Buy stamps for my collection	<input type="checkbox"/> View stamp exhibits
<input type="checkbox"/> Sell my collection or to sell stamps	<input type="checkbox"/> Learn about stamp collecting
<input type="checkbox"/> Attend a stamp collecting workshop	<input type="checkbox"/> Meet with friends
<input type="checkbox"/> Attend a society meeting	
<input type="checkbox"/> Other Please Explain _____	

How many stamp shows do you attend in a year?	
<input type="checkbox"/> 1 – 3	<input type="checkbox"/> 7 or more
<input type="checkbox"/> 4 – 6	
If you are a collector, how did you purchase stamps in the past year (check all that apply).	
<input type="checkbox"/> At stamp shows	<input type="checkbox"/> On eBay or over the internet
<input type="checkbox"/> At a stamp shop	<input type="checkbox"/> At my local club
<input type="checkbox"/> Through the mail	
How far did you travel to attend this show?	
<input type="checkbox"/> under 25 miles	<input type="checkbox"/> 51 – 100 miles
<input type="checkbox"/> 26 – 50 miles	<input type="checkbox"/> Over 100 miles
How many days do you plan on attending this show?	
<input type="checkbox"/> Only today	<input type="checkbox"/> Every day this show is open
<input type="checkbox"/> 2 days	
Do you plan on attending this show again next year?	
<input type="checkbox"/> Yes	
<input type="checkbox"/> No	

The APS has just announced its sites for 2019 and 2020. I'm wondering if any consideration was given to the number of dealers (the major bill payers for renting the venue) that would likely attend when considering factors such as dealer table costs and dealer attrition. If both the number of collectors attending shows and the membership in the APS are declining, where will the new dealers come from that are needed to fill the large venues?

Perhaps smaller venues ought to be considered. Did the size of the venues for 2019 and 2020 assume present day floor space requirements? If so, someone will pay for any excess/unused floor space in the large venues and it is primarily the dealers who bear those costs (there are charges for exhibits, but not in relationship to the space required). Rose colored glasses are not needed by leaders/decision makers in the hobby. It's time to gather data and make sound business decisions allowing us promote the hobby based on real data.

Southeastern Stamp EXPO Show Report

Bob Sazama

Once again the Southeastern Stamp Expo (SESE) was held at the Hilton Atlanta Northeast Hotel in Norcross, Georgia on January 27th thru 29th of 2017. Last year's show was combined with the APS winter show in downtown Atlanta. This year the SESE was a regular APS World Series of Philately (WSP) national level show with exhibits and society meetings. The usual activities were present with a First Day Cover (FDC) ceremony, cachet maker's bourse, youth table, USPS booth, and a number of society meetings including those for the American Topical Association (ATA), Ebony Society of Philatelic Events and Reflections (ESPER), Scouts on Stamps Society International, and American Philatelic Society (APS). The SESE is sponsored by participating clubs from Alabama, Georgia, North Carolina, South Carolina, and Tennessee. It is a regional approach to holding a show that gives a number of groups a stake in the success of the show. Over 300 customers attended the SESE. Admission

was charged, as has been the case for several years. The show registration booth is pictured below.

How refreshing it was to attend a show where the show chair and board members came around to each dealer's booth and "thanked them" for participating, not just once, but many times, during the show. They also delivered a free lunch to each dealer's booth.



Please review the pie chart graph that was posted at the entrance to the show (see the top of page 10). Note the costs associated with the show and how the show was financed. Admission was charged—what a novel idea!!!! Few protested the charge and fewer still were concerned that this charge kept customers away from the show.

Also note from the poster, the number of volunteer hours required to put on this show. Let's say we paid volunteers \$10 per hour times 1000 hours, we would get a sense of the true value of volunteers in relation to hosting a show. It really boils down to no volunteers, no show.

The SESE is a model show and has many best practices that could be employed by others in the stamp show hosting business. Two individuals, Scott Mark and Cass Regent, are the primary "movers and shakers" for this show. They are both worthy of praise and the highest accolades for their work are deserved for making this a "go-to" show!



**Executive
Director's Report
Amanda
Morgenstern**

Since the last quarter, one member retired, four new members were added, and eight members did not renew their membership. The non-renewals, retirement, and new members are listed below. In addition, there are two members listed below that we have been unable to get in touch with. If you have current contact information for those dealers, please E-mail me at nsda@nsdainc.org. A membership application is included on page 15. Prospective members should complete the application and submit it to the NSDA office located at 3643 Private Road 18, Pinckneyville, Illinois 62274-3426.

NSDA is sponsoring the youth table at the National Topical Stamp Show in June. A picture of NSDA's

advertisement for the show is on the following page.

Retiring:

1. Alan Lipkin, Regency Superior, Thousand Oaks, CA

New Members:

1. Guy A. Gasser, HB Philatelics, P.O. Box 2320, Florissant, MO 63032; Phone: (314) 330-8684; E-mail: guy@hbphilatelics.com; Website: www.hbphilatelics.com; Recruited By: Lynn Davidson-Stroh
2. George E. Enstrom, George E. Enstrom, Ltd, P.O. Box 911, Byron, IL 61010; E-mail: genstromstamps@gmail.com, Recruited By: Dick Kostka
3. Philip A. Kumler, First Stamps (501(c)3), 17515 SW 108th Place, Tualatin, OR 97062; E-mail: pkumler@gmail.com; Website: www.firststamps.org; Recruited By: Dick Kostka
4. Lawrence M. Weinstock, Weinstock Stamps & Covers, P.O. Box 92033, Portland, OR 97292-2033, E-mail: wstampscovers@comcast.net, Phone: (503) 762-4116; Recruited By: Ed Dimmick

Did Not Renew:

1. Lloyd A. de Vries, Dragon Cards & Virtual Stamp Club, Washington Township, NJ
2. Robert A. Beall, Harmer-Schau Auctions NW, Portland, OR
3. Chuck Drouillard, Drouillard & Associates, LLC, Bellaire, MI
4. John Dudding, Fred Coops & Co., Redlands, CA
5. William A. Greenbaum II, William A. Greenbaum II Philatelics, Pacific Grove, CA
6. James A. Leer, Jim Leer: Stamps & Collections, Oroville, CA
7. Charles McFarlane, Ausdenmoore-McFarlane Stamps, Covers & Post Cards, Union, KY
8. Peter S. & Sheila Walters, Columbia Collectables, Irvine, CA

Unable To Contact:

1. Michael Poe, Michael Poe Enterprises, LLC, 10274 S Templeview Circle, South Jordan, UT 84095
2. John E. La Riviere, 857 41st Avenue, Santa Cruz,



Treasurer's Report
Michael Ball

As of May 30th, our bank balance is \$8,587.35 with all outstanding checks cleared. However, we have still not been billed by the IFSDA for our 2017 dues, which is our largest annual expense. Our next largest upcoming expense this year will be for the Stamps in Your Attic program at APS StampShow in Richmond. We will be paying for our President's travel expenses so he can work the NSDA booth and run the board meeting. At our Reno Board Meeting, we also pledged \$1,000, from our treasury, for the new APS program Scott English is putting together to promote philately. Our last large expense is for administration which we contract out to Amanda Morgenstern, who has done an absolutely amazing job.

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NSDA BOURSE DEALERS AT MILWAUKEE:

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RASDALE STAMPS	STAMPS N STUFF

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Find a Dealer on our Website @ nsdainc.org

With the above expenses taken into account, the budget looks solid to the end of the year.

Expenses for the past three months have been \$687.67 billed by Amanda for her services and expenses, \$672.83 for Dick Kostka's food and lodging at the Reno show, \$23.14 for our toll free number, a \$50 Grant to the St. Louis Youth Room, \$50 to the APS for a table fee, and \$25 for coffee at our meeting in St. Louis.

We only lost a few members this past renewal season and our recruiting efforts have been successful. We just revised the dues structure so new members don't have to pay two full years at once if joining in the first half of the year. Lastly, may I ask that you, yes YOU, go to our website and print off a copy of our new member application. Please sit down with a non-NSDA member and fill out the application with him or her and collect the check on the spot so, VOILA, you will have no dues yourself for 2018 (and that new member can do the same for their next year's dues!)

New Directors Ed Dimmick and Lynn Davison Stroh have both done a great job promoting the organization and recruiting. Ed and Lynn have decided that they never want to pay dues again so they just keep recruiting, why don't you do the same.

Wishing you tremendous sales for the balance of the year and I hope to see you out on the road.

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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News & Announcements

St. Louis Stamp Expo. Amanda Morgenstern represented NSDA and met with each NSDA dealer that was present. She also handed out the NSDA bags, February newsletters that were not distributed at Reno, dealer signs, and took the opportunity to offer members a free ad on the website. Most did not know this benefit existed even though it was highlighted in their renewal letter. There were 44 dealers at EXPO and 19 of them were NSDA members. Of the 19 present, ten said "yes" to an online ad. As Amanda worked the show registration desk and had many meetings, there was no opportunity to sign up new members. The NSDA dealers at St. Louis Stamp Expo had very positive comments about the show.

Board Meeting. There will be a Board of Directors meeting for NSDA officers and board members at 9:00 AM on Saturday, August 5th, at APS StampShow in Richmond, Virginia.

APS Dealer Advisory Council. The following NSDA members were elected to the new APS Dealer Advisory Council:

1. Bob Sazama, Southern Region Representative.
2. Jim Dempsey, Western Region Representative.
3. Kim Kellerman, At Large Representative.

In addition, NSDA member, Trish Kaufmann, is on the Council as APS Vice President and NSDA President Dick Kostka will serve as an ex officio member.

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. National Topical Stamp Show in Milwaukee, Wisconsin

June 23-25, 2017
Crowne Plaza Milwaukee Airport
6401 S 13th St.
Milwaukee, WI 53221

2. Fairfax StampFest in Fairfax, Virginia

July 15-16, 2017
Elks Lodge
8421 Arlington Blvd.
Fairfax, VA

3. APS StampShow in Richmond, Virginia

August 3-6, 2017
Greater Richmond Convention Center
403 N. Third Street
Richmond, VA 23219

Club News & Meetings

1. The Warrenton Stamp & Coin Club meets the first Thursday of every month at 7:00 PM at the Our Savior Lutheran Church on Route 605 (Dumfries Road) 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 stampahlic@aol.com for further information.

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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