



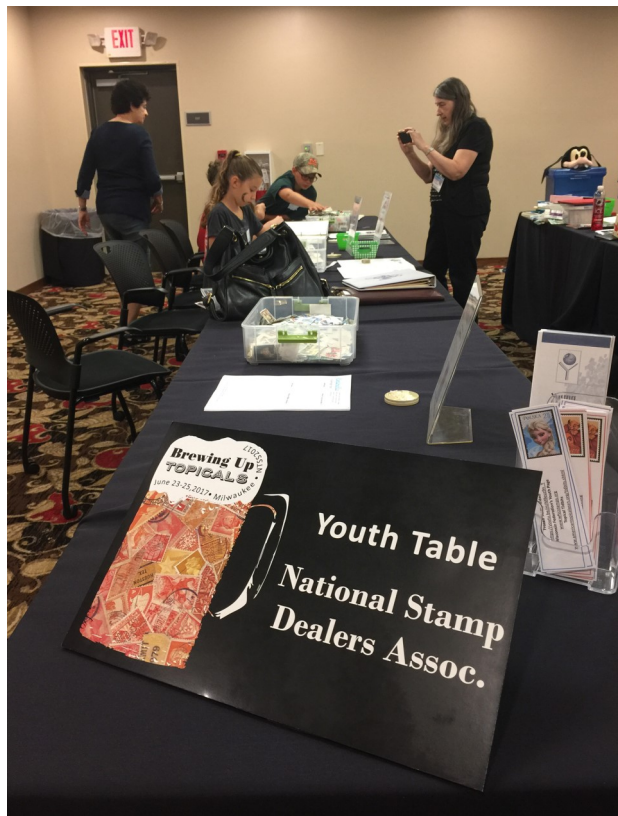
# ***NSDA News***

**Stamps, Stamp Collecting, Covers and Postal History**

***The Quarterly Publication of the National Stamp Dealers Association***

***August 2017***

***Volume VIII, Number 3***



**Youth Table Sponsored by NSDA at NTSS**

# National Stamp Dealers Association

*"Dealers Helping Dealers"*



## NSDA News

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### News Highlights

Turn to page 10 for a report on the National Topical Stamp Show and page 13 for news and announcements.

### In This Issue

This quarter's article by Sid Morginstin discusses honesty in stamp dealing. The Dealer Spotlight, starting on page 5, features Sébastien Delcampe and his internet market place for stamps.

Also read Bob Sazama's "Random Thoughts" column, which starts on page 7 and covers several topics including the Finlandia 2017 international show, the National Topical Stamp Show, and the APS Dealer Advisory Council.

### National Stamp Dealers Association

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**My Two Cents Worth**  
**Richard Pederson**

As I write this column, I have just returned from APS StampShow in Richmond, Virginia. In addition to attending the NSDA board meeting, I found time to attend the Presidential Era Committee meeting, work at the Stamps In Your Attic booth, view some of the exhibits, and visit with a few other dealers. It was nice seeing some of my friends and getting to meet a number of people who I had only previously communicated with via phone or E-mail.

One thing that struck me at the show was the extremely light attendance. I was at the previous StampShow held in Richmond and that show was bustling with people. People were lined up into the hall to get to the Stamps In Your Attic booth and when walking the show floor it was difficult to walk without constantly navigating around people. In contrast, at this year's show it was rare to have more than a couple of customers at the Stamps In Your Attic booth and there were lengthy periods where no one was there. When walking the aisles, there were few people at the exhibits or walking around looking for dealers from whom to purchase. I asked several dealers who were also at the previous Richmond show why the attendance was down so much, especially since there are quite a few collectors within a relatively short driving distance. The response was that, unlike past national shows, there were no mailings sent out by the USPS (or APS) to prospective attendees in the Richmond area. Therefore, many who would have normally come to the show, to either look around or bring their stamps and covers for evaluation, simply did not know about

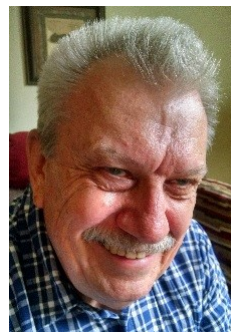
the show. If nothing else, this certainly demonstrates the value of advertising and explains why many shows that do not advertise, or just make a token effort, end up failing.

I will say that, despite the low attendance, I saw some dealers doing well. I suspect those dealers are the ones who were smart enough to contact their customers via mail or E-mail and remind them that they would have a booth at the show.

This edition's Dealer Spotlight, starting on page 5, features Sébastien Delcampe. In his column (page 7), Bob Sazama talks about the first meeting of the APS Dealer Advisory Council to which he was recently elected as the southern regional representative. Bob also provides a report on the Finlandia 2017 international show in Finland. Sid Morginstin addresses the importance of honesty in stamp dealing 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**

August always brings the annual APS summer show. This year the show was held in Richmond, Virginia. I believe the show was also there in 2010? With the help of my son, Shane, I was able to do the previous Richmond show as a dealer. This year I did not attend as a dealer, but as the NSDA President. Moving my material 3000 miles one way and having 6000 mile round trip, without help, just did not make sense.

The NSDA had a society booth at the show that was handled by Executive Director, Amanda Morgenstern.

[Amanda is pictured below at the NSDA booth talking to show attendees.]



As in the past years, the NSDA also staffed the “Stamps in Your Attic” booth. We had a number of members who were gracious enough to volunteer some of their time to help at the booth. The last Richmond show was very busy at the booth but, unfortunately, this one was not. A reason for the lack of activity was that the USPS did not provide a mass mailing to all postal patrons within the immediate area around Richmond as they have done for previous APS shows. This has been discontinued and, apparently, will not be available again in the future. Advertising will continue from the APS. We can only wait and see how this will work out for future shows, but it certainly affected the Richmond show.

I need to reach out and ask that you, as members, review and use some of the services that are available on our Web-site. Free of any charge, you can post your business card on the site. As a dealer member, you can also place an ad on our Web-site promoting your business, buy/sell ads, show venues, etc. Why not take advantage of this service. Get your name out there by advertising your business and capabilities. Our Web-site is receiving 3000 hits each month so use the site and turn those hits into more business for yourself.

Our 800 number is also working. All calls to it are forwarded to my land line. I receive many calls from people looking for information or with collections for sale. Those contacts are referred to NSDA dealers in the caller’s area.

I enjoyed seeing those of you who attended the show in Richmond. If you have any ideas on how to further the efforts of the NSDA, please them to me along with your thoughts on how they could be implemented.



## ***It’s What I (Usually Alone) Think: Honesty and Stamp Dealing*** **Sid Morginstin**

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

I recently finished reading *Put A STAMP On It!* by Herman Herst, Jr. The story, entitled “BITS OF HUMOR” (#20), brought the question of honesty in stamp dealing to mind.

In the piece, Herman Herst wrote the following:

*Then there is the group of collectors who found a shortcut through a cemetery a time-saving device as they walked home from the stamp club. On this one particular bright, moonlit night, they passed the grave of the local stamp dealer, now possessed of a new tombstone.*

*” HERE LIES A STAMP DEALER, AND AN HONEST MAN,” “Look at that,” said one of the party. “What about it?” said another.*

*“How in blazes,” the first one asked, “Did they ever get another man into Jack’s grave?”*

As dealers we must follow the APS Philatelic Code of Ethics (<http://stamps.org/Code-of-Ethics>). I am sure that the ASDA, NSDA, and other collector societies either have similar guidelines or use those from the APS.

As some of you may know, I am an avid fan of STAR TREK. One of the species in the series is the

FERENGI. This is a race of business people. They have many rules of acquisition. Rule #27 is "There's nothing more dangerous than an honest businessman."

As my clients may know, this is one rule that I do not follow. I try my best to be honest and as fair as I can to both vendors and buyers. At times, when I do fall short and make mistakes, I make every effort to correct the situation. If a client feels that I did him or her wrong, I ask them to let me know. This is item #5 in the code.

No dealer is perfect. We all make mistakes or could have handled a situation better.

I somewhat vaguely recall one show where the dealer next to me got into a heated discussion with a client wanting to return an item that he bought a long time ago. The item was deemed by an expert to be a fake. To make a long story short, the dealer took it back. I then heard the dealer say something to the affect that he had doubts about the item.

Other Ferengi rules that might apply to the stamp business are:

- #79: "Beware of the Vulcan greed for knowledge." This comes into play when the client knows more about an area of philately than the dealer.
- #99: "Trust is the biggest liability of all." We trust our clients when sending material for viewing.
- #214: "Never begin a business transaction on an empty stomach." So do not skip lunch. Grab a fast bite.
- #218: "Always know what you're buying." Isn't that the truth? How many times have we bought something that we did not know enough about?
- No number: "Always get somebody else to do the lifting." This is especially true at shows!!!

How about if we come up with some STAMP DEALER RULES OF DOING BUSINESS. They should apply specifically to the stamp trade.

LIVE LONG AND PROSPER!

## Dealer Spotlight

Sébastien Delcampe  
delcampe.net



delcampe

*[Editor's Note: this edition's spotlight is on philatelic entrepreneur Sébastien Delcampe (pictured above) and takes the form of an interview.]*

### Sébastien Delcampe, who are you?

Hello, my name is Sébastien Delcampe and I am 39 years old. I am married and I have a daughter. A few years ago, I created the largest marketplace for collectors all over the world. The website, [www.delcampe.net](http://www.delcampe.net), has been founded so that they can find or sell the collectible items they dream of.

**www.delcampe.net? Could you tell us more about it?**

Delcampe is the largest website in the world dedicated to selling and buying collectibles. It was founded 17 years ago. Each month, hundreds of thousands of col-



lectible items are sold on Delcampe with a positive feedback rate of almost 100%. The website has been designed to provide a service adapted to the collectors' needs. It is essential that they can easily find the items they are looking for.

**Which services do you provide for stamp dealers?**

We offer stamp dealers the chance to sell items to collectors from all over the world thanks to the magic of the Internet. It is also possible for auction houses to promote their catalogs on the website. Delcampe offers sellers a global reach from their home or their office.

We also encourage professional sellers by offering them a 10% discount on the commission fees they owe to Delcampe. This discount reaches 20% if the dealer has a VAT number.

The commission fees are amongst the lowest on the market so that Delcampe remains affordable for everyone. Putting an item on sale is free. You only pay if the item is sold.

**Why did you decide to launch your own website?**

Back in 2000, I was 21 years old and I was starting as a stamp dealer. I realized that none of the second-hand sales websites that already existed was adapted to collectors.

This is how I started programming Delcampe alone. A few months later, I launched it. It rapidly became successful and I decided to devote myself full time to the website. Since then, we have had an increasing number of members and collectibles.

We currently have more than 1,200,000 members. The site exists in six different languages (French version is pictured above), and Customer Service is available for each of them.

**Which difficulties did you encounter when you started your own business?**

I was very young at the time, I had to gain the dealers' trust. I had the chance to be supported by the numerous contacts I already had in the philatelic world, otherwise the site would never have been successful.

It should be noted that back in 2000, selling or buying on the Internet was not an established practice among

collectors. Fortunately, attitudes have changed.

**Over 17 years of existence, which developments have you been able to note on the stamp market through the Internet?**

The stamp market has significantly evolved in this regard. Seventeen years ago, few sellers took the step of selling their stamps on the Internet, but today there are more and more. They are absolutely right: the Internet opens the doors to new markets they wouldn't be able to access if they only had a physical shop.

This applies to buyers as well: they have access to sellers from all over the world through the Internet. Thanks to the forums, they can also easily contact collectors from different horizons/backgrounds. Delcampe offers passionate collectors the chance to virtually meet.

**Isn't it too burdensome for you to manage a website and a community of 1,200,000 members?**

I have the chance to work with a team of very dynamic and autonomous people. This is very important because it makes it possible to make progress in large-scale projects without having to urge them. We are all extremely involved in our job. The most important thing, both to them and to me, is to provide quality work, which will satisfy our clients.

**Do you think about developing abroad?**

Yes, this is one of my main wishes. Delcampe is well-known in the French-speaking countries and in Europe in general. We would like to attract the US community. I think that Delcampe represents a good opportunity for the American sellers who want to find new clients on the European market.

**What are the factors that will make a dealer's shop successful on Delcampe?**

First of all, the quality of the items. The Delcampe community is made of collectors. They are experts and you cannot offer them poor quality items.

Moreover, we offer a wide range of solutions so that sellers can stand out. On Delcampe, it is possible to use options in order to advertise the items you want to

highlight. You can also encourage buyers to discover your shop by advertising in the categories where you usually sell your items, so that buyers directly find your items.

**What are your plans for the future?**

We are currently working on several very interesting projects.

In a few weeks, we will offer our buyers and sellers a new payment method, which will be highly secure and cheaper than its competitors. Implementing it on the website will bypass the usual constraints a new user has.

We will also launch a blog aimed at collectors so that they can discover articles about the collections they are interested in. This blog will be in French, at first, but it will be translated into the other languages of the website very soon.

We also work with an emphasis on continuous improvement in order to satisfy our clients. Without them, we are nothing!



**Random Thoughts  
Bob Sazama**

**Where's the action? Stamps that is!!!!!!**

47 years ago I took my first overseas trip to England and Holland. I traveled around England and fondly remember shopping at the many small stamp dealer shops outside London. It seemed that almost every small city had one or two stamp dealers. The area around the Strand in London had several stamp deal-

ers. The area is know by many to be like the old Nassau Street of New York City. Here I was touring foreign countries and gravitating towards visiting stamp shops as part of the trip. This behavior was not strange to me, but became a bit difficult to explain to my wife many years later as we lived and traveled abroad. She learned to adapt only if we spent a bit more time in museums (another love for both of us) and shopping to include visiting grocery stores.

This past May, I again visited Amsterdam, Holland, as my return flight (using frequent flyer miles finally!!) was from Schiphol back to Orlando. How many more trips did I need to make to Anne Frank’s house, the Rijksuseum, or canal boat rides through the city? Because my time was limited, it was off to that part of the city known for stamp dealers and a Saturday outdoor/street stamp and coin flea market. During my first visit and subsequent visits in the 1980s, this area was a “bee hive” of activity for stamp collectors like me. This area is just a 10 – 15 minute pleasant walk from the main train station. The area is located behind the Royal Palace and the main street is Rosmarijsteeg. Sadly, during my Saturday visit, only two of the three stamp shops were open and only one stamp flea market dealer was selling from the trunk of his car. Two customers were seen with the street flea market dealer and none in the two shops which were open. Action!? Hmmmm, not what I remembered from times past.

By now you can guess I posed this question to the customers and dealers I met, “How’s the hobby doing?” All of the responses were from gray haired older gentlemen and were similar to the responses received from old gray haired U.S. collectors and dealers. However, I did have a good time browsing through the limited amount of material, which I thought was all over priced! Would I go back to this area on another visit? Yes for sure.....this is what I (we) all do.

### FINLANDIA 2017

The reason I was afforded the stop in Amsterdam is that it was coupled with my trip to the European International show in Tampere, Finland on the 24th – 28th of May 2017. Tampere is located about 130 miles

north of Helsinki and is the second largest (approximately 225,000 people) city in Finland. Certainly not the size of city to support a major philatelic exhibition.



The reported visitor attendance figure was 9,000 which included 800 school children (registration booth pictured above). I suspect that the 9,000 figure represented many duplicate counts although the 800 children were only counted on the day they came with their school groups. 10 Euros was charged as an entrance fee only on the first day of the show. Attendance on the last day of the show (Sunday) was sparse. Many dealers questioned the need to be open on a Sunday as the custom in Europe seems to lean more towards closing on Sundays.

The exhibit/show venue was a short 10 minute walk from the railroad station. At right, I am in



beside a sign advertising the show. The venue was in the Tampere Hall, a modern structure equipped with restaurants and comfortable seating





areas in which to rest and relax. The exhibits were spread over three floors and grouped by subject area (revenues, postal history, etc.) in separate auditoriums. This made it a bit confusing when locating exhibits to be viewed. However, the exhibits were all world class and thus drew advanced exhibitors from around the world.

I spent most of my time assisting in the dealer booth of Haruyo Baker of Rising Sun Stamps (see picture below). The bourse area for dealers was located in the



hallways throughout the venue (see picture above). Less than 20 actual dealers held booths. Most booths were occupied by major auction houses and postal agencies. The consensus from most dealers was that business was not very good. Those dealers handling only stamps did not fare well. Postal history/cover dealers seemed to do the best. Many foreign commissioners and jury members stopped by the booth recognizing both Haruyo and myself from other past overseas shows.

I'm sure that exhibitors thought this was a great show and it was, if you came to see the outstanding exhibits from around the world. Most dealers were not happy with sales.

#### National Topical Stamp Show (NTSS)

The American Topical Association (ATA) held its annual National Topical Stamp Show in Milwaukee from the 23rd – 25th of June. 15 dealers had booths at this show which is the only truly thematic exhibit show held in the U.S. While topical/thematic collecting is an important part of most international shows, that is not the case in the U.S. However, that appears

to be changing as one of the major revelations made by Scott English of the APS was the agreement between the APS and the ATA to hold their show in concert with one another next year in Columbus, Ohio. The ATA has experienced a growth in membership and interest in recent years...bucking the trend of declining membership in other philatelic organizations.

At the awards banquet, Vera Felts, executive director of the ATA, was named the ATA's recipient of this year's Distinguished Philatelist Award. Amanda Morgenstern, an ATA Board member, received from Scott English the APS's Outstanding Young Philatelist Award at the general membership meeting. As you know, Amanda is NSDA's executive director.

The bourse chair, John Hamman, needs to be commended for his outstanding work in organizing the NTSS. He really insured attention to detail; "goody snack bags" were provided to dealers on a daily basis, assistance was provided in unloading and loading, and he continually availed himself to dealers throughout the show. Of special help was an ATA member watching the parking lot as dealers loaded and unloaded for the show. John also came around and thanked each dealer for attending the show. If only he could have provided more customers! He truly understands the concept that dealers are customers of the ATA.

#### APS Dealer Advisory Council (DAC)

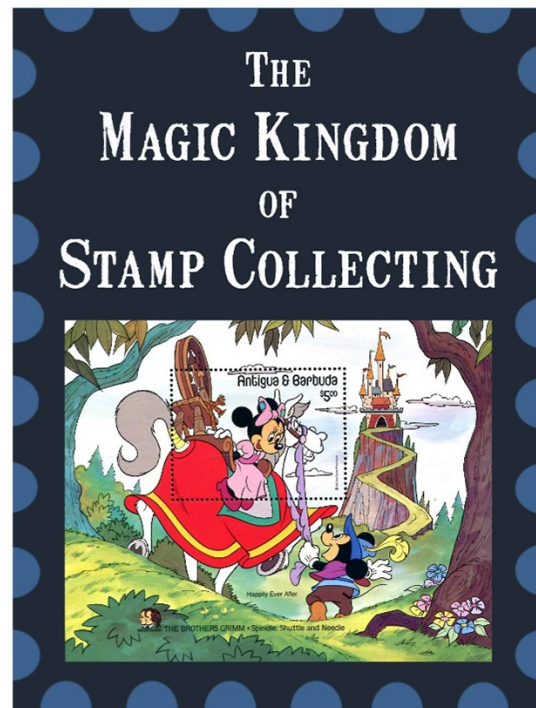
Yours truly was elected as the APS' southern regional representative. Of the more than 500 registered APS dealers, only 82 voted in the election of dealers to represent the various regions on the DAC. The first meeting was held via a teleconference on June 6, 2017 and lasted one hour. I feel the teleconference meeting format was not particularly effective as 15 members were all online at the same time creating some confusion and not allowing all to voice their concerns. Also, there is something to be said about body language and that cannot be captured in a teleconference. The usual pleas for the need to grow the hobby were made during the teleconference. Scott English indicated that the APS was developing a dealer survey instru-

ment for the APS dealer community. Much discussion centered on whether a personal touch such as a telephone call in addition to the survey instrument was needed. No consensus was reached on this issue. As of this date, the DAC awaits the scheduling of another meeting and the review of the survey instrument. I would hope that each NSDA dealer will take the time to respond to this survey instrument when it is distributed. Without actual dealer data, we are left with nothing more than opinions and we all know what opinions are worth! Get on the band wagon when the APS DAC dealer survey instrument is distributed.

## National Topical Stamp Show (NTSS)

Amanda Morgenstern

The NSDA chose to present its annual youth scholarship to the American Topical Association (ATA) and its youth room at NTSS 2017, which was held June 23-25 in Milwaukee. The \$300 scholarship was used to create "The Magic Kingdom of Stamp Collecting" Disney booklet (see below) and print 100 copies. Also purchased was a Plinko board for games



with the kids, where their Plinko chip determined the prize won. Prizes ranged from packets of stamps to Disney FDC's.

The entire youth area had a Disney theme (see picture below) with a variety of activities including puzzles, choosing free stamps to take home, plinko games, and filling album pages with stamps of particular types and themes.



The Disney booklet, a page of which is pictured below, was developed by the ATA Youth Activities Coordinator, MaryAnn Bowman and the ATA Youth Activities Assistant, Aimée Devine. 24 pages

### PARTS OF A STAMP

Can you match the letter with the correct description? Answers are on the inside back cover.

1. \_\_\_\_ The design on the stamp is called the **subject**.
2. \_\_\_\_ The **denomination** tells how much the stamp cost at the post office (face value).
3. \_\_\_\_ The name of the **country** that issued the stamp.
4. \_\_\_\_ **Perforations** are the holes at the edges of stamps, punched into the paper so that the stamps can be easily torn apart.
5. \_\_\_\_ The year the stamp was issued.
6. \_\_\_\_ **Marginal markings** can provide more information about the stamp, but sometimes they are related to the printing process.
7. \_\_\_\_ **Selva**ge is the border of paper around a sheet or pane of stamps.

### SOUVENIR SHEETS

A souvenir sheet, or miniature sheet, is a single stamp or a set of stamps printed on one sheet of paper. The margins contain lettering or a design that identifies an event being commemorated. The sheet on the left honors Disney's *It's a Small World*, while the one on the right is for Christmas. Circle each issuing country's name on the sheets. Both of these sheets would be nice for a topical collection. For example, someone who collects music would like the boy playing bagpipes. He could also go in someone's ethnic costumes collection because of the kilt he's wearing. Someone who collects birds would like both sheets. There are ducks on one and an ostrich on the other. Can you think of others?

long, the booklet was 8.5x11, full-color and contained topics such as: collecting tools, do's and don'ts, types of stamps, branches of philately, fairy tales on stamps, etc. The booklet will continue to be used with, and benefit ATA youth.

The Youth Room itself was shared with the ATA silent auction so had a good deal of traffic through the room. Front and center on the youth table was an NSDA Sponsorship sign (see front cover). Our logo was also placed in the Disney booklet and the NTSS program. The youth table was staffed during the three day show by Mary Ann Bowman and Aimée Devine. Several Youth Room participants are pictured below selecting some of the free stamps and looking at their Disney booklets.



The ATA thanks the NSDA for the generous donation that supported the Youth Room and activities.



**Executive  
Director's Report  
Amanda  
Morgenstern**

NSDA membership was 164 when I was given the NSDA database in July 2016.

2016 membership was gratis, so there was a small concern that we would suffer a great member loss when collecting 2017 dues.

As of the Reno Board Meeting (March 4, 2017), 151 members had renewed for 2017, i.e. paid or were given

membership in lieu of recruiting a new member. We also have four Life Members who pay no dues.

Our current membership (July 2017) is 165. Although we have lost and gained members over the last year, we have maintained our numbers. I think maintenance of numbers is admirable in the current climate where many organizations are showing a loss.

The goal for 2017 is to recruit 10 new members. We have added six new members so far in 2017.

**New Members:**

1. Anthony G. Mancuso, Barney's Stamps, P.O. Box 242184, Charlotte, NC 28224; Phone: (314) 330-8684; E-mail: [tony@barneysstamps.com](mailto:tony@barneysstamps.com); Website: [www.barneysstamps.com](http://www.barneysstamps.com); Recruited By: N/A



**Treasurer's  
Report  
Michael Ball**

**Treasurer's Report and 2017 Budget**

Current Bank Balance	\$6,958.72
Checks to Deposit	\$0.00
Liabilities	\$0.00
<b>Total Assets</b>	<b>\$6,958.72</b>

**Outflow since Reno**

Exec. Dir. Office	\$1,157.64
Pres. Airfare—Richmond	\$618.50
Dues Overpay Refund	\$20.00
Coffee—St. Louis	\$25.00
Insurance	\$398.00
Amer. Phil. Display Ad	\$65.00
ATA Youth Room Grant	\$300.00
St. Louis Youth Grant	\$50.00
APS Booth Fee—Portland	\$50.00
Pioneer Telephone	\$25.13
<b>Total Expenditures Since Reno</b>	<b>\$2,709.27</b>

**Income since Reno**

Dues	\$966.52
Mailing List Rental	\$20.00
<b>Total Income Since Reno</b>	<b>\$988.52</b>

**Projected Expenses Until YE**

IFSDA (165 members)	\$3,495.00
SIA Reno	\$1,000.00
Insurance—D&O	\$1,030.00
Insurance—Liability	\$398.00
Phone	\$36.00
Exec. Dir. Office	\$2,000.00
Grant to APS English	\$1,000.00
Sébastien Expense to IFSDA	\$250.00

<b>Total Projected Outflow</b>	<b>\$9,209.00</b>
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<b>Expected 2018 Dues (175)</b>	<b>\$13,125.00</b>
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Shortage will be covered by 2018 dues coming in and new membership application revenue.

## News & Announcements

*[The following announcement regarding Chicagopex 2017 was provided by the Chicago Philatelic Society.]*

**Chicagopex 2017.** This year's show theme is "Celebrating the 525<sup>th</sup> Anniversary of Columbus' Sailing," reflected in the souvenir show cachets and cancellations. Two societies are holding conventions at CHICAGOPEX 2017: Society of Israel Philatelists and the British Caribbean Philatelic Study Group.

There will be approximately 300 frames of philatelic material on display at this World Series of Philately event. 2017 marks the 51st anniversary of the show's philatelic literature competition, with the books and other materials on display. This is one of the few such competitions in the U.S.

The show bourse will feature 75 dealers from the United States and Europe, offering a vast array of material to interest everyone from the beginning collector to the advanced collector and exhibitor. The U.S. Postal Service and the U.N. Postal Administration will also attend.

The show includes a youth / beginners' booth, as well as meetings and speakers from local clubs (including the CPS and Germany Philatelic Society Chapter #5) and the convening societies. Meetings and talks are free and open to the public.

Saturday night will feature a catered awards banquet. Tickets must be purchased in advance; dress is business casual. Please see the CHICAGOPEX website (<http://chicagopex.org/>) for details.

Admission and parking at the show are free. Show hours are: 10 AM to 6 PM on Friday and Saturday and 10 AM to 4 PM on Sunday. Attendees are asked to contact the hotel (phone: 630-773-4000) to make reservations and to mention CHICAGOPEX for the special room rate.

**Board Meeting.** There was a Board of Directors meeting for NSDA officers and board members at 8:30 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.

*[The following announcement regarding Perpetual-Pex 2017 was provided by the organizer John Dunn.]*

**Perpetual-Pex.** Perpetual-Pex, the 24/7 Online Stamp Show, is now open for business for eligible stamp dealers and auctioneers, including NSDA members. This unique Stamp News Publishing marketing program is an effortless way for dealers to build sales and prospects any hour of the day from anywhere in the world, all from the comfort of their home or office. Likewise, collectors can contact 24/7 Booth holders whenever they are in a buying or selling mood. With a worldwide reach, "The Sun Never Sets on Perpetual-Pex."

Online, mail and show dealers can participate in Perpetual-Pex with a Super Booth that links to a full page ad or direct to a website or email address. Or they can be part of low-cost Specialty category booths that link to the Stamp News Now Dealer Directory. (Prices for the Super Booths vary; Specialty booth participation costs just \$36.50 for a full year, with contact information that includes live links to website and email addresses.)

To visit the "stamp show of the future", go to [www.StampNewsNow.com](http://www.StampNewsNow.com) and link onto the Perpetual-Pex feature box; and for information on how you can participate, contact Publisher John Dunn—himself an NSDA member, former dealer, and show organizer—at [jd@stampnewsnow.com](mailto:jd@stampnewsnow.com) or via phone at 603-424-7556.



The picture at left shows NSDA Vice President Bob Sazama on an earlier philatelic adventure. Can you guess where the picture was taken? See page 15 for the answer.

## Advertisements

To place an Advertisement, contact Amanda Morgenstern at (800) 875-6633 or via email at [nsda@nsdainc.org](mailto: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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## 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

September 9-10, 2017  
Elks Lodge  
8421 Arlington Blvd.  
Fairfax, VA

### 2. Asheville Stamp & Postcard Show in Asheville, North Carolina

September 30-October 1, 2017  
Comfort Suites Inn  
890 Brevard Road  
Asheville, NC 23219

### 3. Chicagopex 2017 in Itasca, Illinois

November 17-19, 2017  
Westin Chicago Northwest  
400 Park Blvd.  
Itasca, IL 60413

## 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.

## Guess Where?

The picture on page 14 shows Bob in Bahrain.

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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!



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.

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