



# ***NSDA News***

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

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

***November 2017***

***Volume VIII, Number 4***



**Scenes from the Greater Houston Stamp Show and San Jose's Filatelic Fiesta**

# National Stamp Dealers Association

*“Dealers Helping Dealers”*



## NSDA News

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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 or the address above.

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### News Highlights

Turn to for news and announcements, including the obituary for ex-NSDA President Bob Klein.

### In This Issue

This quarter’s article by Sid Morginstin discusses ways of dealing with the sudden closing of auction houses, such as Regency Superior. The Dealer Spotlight, starting on page 5, features Michael Meade of Britannia Enterprises, a dealer in British Commonwealth and worldwide stamps and postal history.

Also read Bob Sazama’s “Random Thoughts” column, which starts on page 7 and covers several topics including the APS Dealer Advisory Council’s recent survey of APS-affiliated stamp dealers.

### 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: Volunteer Needed  
Treasurer: Michael Ball  
Executive Director: Amanda Morgenstern  
IFSDA Representative: Sebastian Delcampe  
Directors: Kathleen Tiger- Savedow; Dick Keiser, Jr.; Lynn A. Davidson-Stroh; and Edward A. Dimmick.  
Webmaster: Roy Lingen



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

Another year is coming to an end and, although I hear many people bemoan what they believe is the apparent decline in stamp collecting as a hobby and business, I do not share those beliefs. This has easily been my best year ever as a dealer, a fact that I attribute to embracing the internet as a sales medium while still using shows to make sales and find new mail order customers.

For the most part, I have seen fewer people at the shows I have attended, although there are certainly exceptions. I have hundreds of customers, the majority of whom have only purchased via my on-line stores. I suspect that the vast majority of those customers are not members of organized philately. They don't subscribe to philatelic publications. They do not belong to any philatelic organizations, including local stamp clubs. Many do not even know that organizations such as the American Philatelic Society (APS) or American Topical Association (ATA) even exist, despite the fact that belonging to those organizations might significantly enhance their collecting experience.

The challenge to us as dealers and members of the philatelic community is to make those individuals aware of the vast infrastructure that is out there to support their collecting interests. Once that has been accomplished, then we have the opportunity to draw some of those collectors into organized philately. If we don't do this, the hobby will likely continue at some level, but shows will wither and die, philatelic

publications will cease to exist, and philatelic organizations will go away.

How do we as dealers help accomplish this. If it was easy, it would have already occurred, but there are steps each one of us can take. When you pack an order or make a sale at a show or in your store, make sure you take the extra minute necessary to give them contact information for an organization relevant to their collecting interests, such as the APS, ATA, Postal History Society, or United States Stamp Society (USSS). Make them aware of philatelic publications including *Linn's Stamp News* and *Mekeel's and Stamps*. Answer their questions about collecting or refer them to someone who can. Make them aware of philatelic references that will help them to better understand the material they collect, the different options for acquiring their stamps and covers, and how to determine what is a fair price for what they do purchase.

The APS Dealer's Advisory Council (DAC) is a step in the right direction, but I feel there is much we, as dealers, can do individually to spread the word about organized philately. If you have ideas, please let us know so that we can publish them and let others benefit from your thoughts.

This edition's Dealer Spotlight, starting on page 5, features Michael Meade of Britannia Enterprises, a dealer in British commonwealth and worldwide stamps and postal history. In his column (page 7), Bob Sazama discusses the DAC's most recent phone conference, the subject of cost sharing between dealers and exhibitors at stamp shows/bourses, and raises a question regarding the value of NSDA's membership in the International Federation of Stamp Dealers Associations (IFSDA). Sid Morginstin (page 4) addresses the closing of Regency Superior Auctions and suggests ways of limiting the impact of such closings in the future .

## **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 end of another year is rapidly approaching. It has prodded me to start a long needed project with my efforts centered on "clean-up." I am sure most of you, like me, make purchases with the intent of processing them for inventory. When you get the material back to your place of business, you give it a cursory look and maybe even organize it a bit. Then you mark the material for processing the following week and put it on top of the last box that you had previously marked as your next project. I can't tell you how many of those projects I have started and were then put aside for something else I acquired that seemed more important at the time. Well, when I said "clean-up" I meant to start addressing those "next week" boxes. While performing the clean-up effort, I intended to look at what was purchased and why. I have found there is no reason to purchase everything that comes my way. My limited storage spaces were already bulging, which only increased my incentive for achieving my goal of getting organized. Apparently, the process is working since there is a visible dent in one of my piles of projects. It looks like in another 10 years or so, my goal may actually be accomplished.

On another note, I want you to know your officers and some NSDA members are taking an active part in the efforts to strengthen philately and the hobby of stamp collecting. The Dealers Advisory Council (DAC) is continuing to move forward with efforts to help dealers, improve show venues, and establish markets. Recently, the APS sent each of its registered dealers a questionnaire and, out of the 500+ dealers that are registered with the APS, 226 returned responses. This is a very high percentage of returns for this type of request. Many thanks to all of those who responded. This tells us that there is concern out there about how the market is trending. The survey and results are available on the APS website. Minutes of the DAC meetings are also posted. I invite each of you to take the time to review them. It is still not too late for you to submit your personal comments if you have not already responded. We continue to meet and review responses. If you feel that you have ideas on

how to strengthen our hobby, please get us those thoughts.

In closing, I would like to wish each of you a Happy Holiday Season and prosperous New Year.



**It's What I (Usually Alone)  
Think: Auction Houses  
Sid Morginstin**

*[Editor's Note: Sid, an avid Star Trek fan, is at the top left in the picture above. Opinions expressed are those of the author, not the NSDA]*

When I read of the closing of REGENCY SUPERIOR, I wrote a letter to LINN'S extoling David Kols and his company. I wrote that he was always very fair to me, even when the problem was my fault. I added that his firm would be missed.

There was some negative reaction to my praise. It then turned out that there were many problems at REGENCY.

I had heard rumors that the firm was paying vendors from one auction with the proceeds of the subsequent auction. As these rumors were unsubstantiated, I chose not to believe them. Perhaps I should have been more diligent since I was not paid for my consignments until the full 60 days had elapsed.

DISCLOSURE: When there was talk of REGENCY going public, I bought some shares of the pre-issue stock. I also talked with David about my going to work for him.

It tuned out that when REGENCY was shuttered, many consignors were not paid. The firm's debts were substantial.

The loss to the collectors whose life long collections were sold and for which they were not paid got me thinking. Should auction firms (or for that matter, dealers who take material on consignment) be required to have an escrow account to cover the anticipated realizations? These accounts do tie up funds – as anyone with a mortgage knows. On the downside, some smaller dealers may not have the resources to tie up the funds.

I was on the local Zoning and Planning Boards in Bordentown Township. Developers were required to post “Performance Bonds.” Perhaps auction firms should be required to have them as well. It would be too cumbersome and costly to have a bond for each consignor or auction. Perhaps a “floating” (for lack of a better word) bond would suffice.

Or perhaps, the stamp insurance that collectors have could be used to cover situations where a dealer does not pay. The collector might have to pay an extra premium for this coverage. Perhaps the dealers could also get special insurance to cover such situations.

Those are my random thoughts. I would like to hear your thoughts. Might I suggest that the NSDA, ASDA, and APS form a committee to look at this. The goal would be to prevent a repeat of the situation that happened with REGENCY SUPERIOR. *[Note: The cover of one of their last auction catalogs is shown below.]*



## Dealer Spotlight

Michael Mead

Britannia Enterprises



I became a full time stamp dealer purely by chance. After I had been out of college for a year, in the summer of 1973, I was preparing to go to law school in Boston. I needed to choose between Boston University and Boston

College, both of which had accepted me. In the spring of that year, I got the bright idea that it would be fun to work a summer job with a stamp auction house in New York City before going back to school. I remember going into one house, being briefly interviewed by a guy who looked like Art Garfunkel and who clearly viewed me as some lesser form of insect. I quickly left with my tail between my legs. As I was wandering around the city, I was in Times Square and noticed a sign for a second floor stamp shop owned by Vahan Mozian. I took a chance and went in to see him and while he had no jobs to offer, he was very kind to me. On hearing of my impending enrollment in law school for the fall semester, he told me I should apply to H.E. Harris Company for a job. They were always hiring bright young people who might have some philatelic talent up their sleeves.

To make a long story short I turned my back on law school and opted to go work for H.E. Harris as a collection break-down clerk for \$100 a week. After some twists and turns, I was placed in charge of collection break-down, at one point having fifteen philatelists working for me, and was also trained to be a travelling buyer. During the late 1970s, I went to numerous shows and hundreds of private residences buying individual stamps and entire collections for the firm. With the collapse of the stamp market in 1979, H.E. Harris went into a serious downward spiral. As layoffs grew, I was eventually put in charge of purchasing and processing stamps for the company. That lofty job primarily translated into inventory liquidation. It was a grim time and, by the end of 1982, I left the firm and



began business for myself under the name of Britannia Enterprises.

Loving to travel as I did, I never considered having a shop, but immediately went about the process of building up a good show schedule. I started doing the ASDA shows in New York City in 1984. Back then, I could do multiple shows a year in the city and they would all work out. My favorite venue was the Pier over on the Hudson River where the ASDA held their shows for a couple years. Over my career, I also did dozens of shows in Canada and England.

Owing to a bumpy time in my marriage, I sold my inventory through auction in 1987. My wife and I were living in New Hampshire then and, by chance, I heard an ad on the radio for a private business college which offered a course that could train me to pass the CPA exam on the first try. I took the course and sat for the exam in the fall of 1988. I passed and got the highest score in the state for my group. I went on to teach the CPA review course at the school I studied at for two years with five of my students passing on the first try. I enjoyed this part of accounting a great deal. The actual work, though, left me cold for many reasons and truly all I really wanted to do was to go back to being a full time stamp dealer. By the early 1990s, I

accomplished this and attended my first summer APS show in Houston where I took a total financial beating. But I was back in the game and have not left it since.

I have been a full time dealer since then and have attended hundreds of (primarily) World Series of Philately Shows. I have been bourse chairman for the Philatelic Show in Boxborough, Massachusetts for at least 30 years, belonged to numerous collector and dealer associations over the years, and sat on various boards of directors, including those of the Canadian Stamp Dealers Association (CSDA) and the Cardinal Spellman Philatelic Museum. I have been asked at various times to run for treasurer of the ASDA, NSDA and the Museum but wisely, in my opinion, I declined each of those offers. I have agreed to be Bourse Chairman for Boston 2026, the next full international show in the United States. I will be 76 that year. If fortunate enough to stay healthy, I hope to contribute substantially to pulling off the show. Certainly, with the aging out of the dealer and collector populations, a successful 2026 show would be a crowning achievement to a long career.

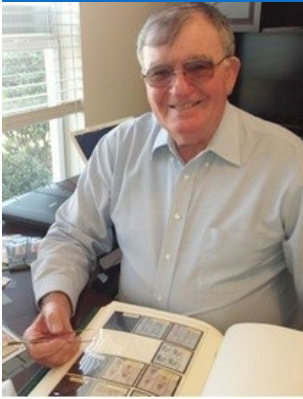
I never would have become a full time philatelist, if it were not for the fact that I still love to collect. I have

several areas of interest and if there were 40 hours in a day, I would surely exhibit some of my material. I have always believed in service and feel as if I have given quite a bit back to the hobby. However, I have learned the important lessons of being able to say no and walking away from situations that were not going to be right for me.

While I get very frustrated at times with the unwillingness of large segments of the hobby and industry to change with the times, my interest and commitment to philately remains unshaken. Being a political historian by education and interest, I guess I want to hang around as long as I can to see how it all turns out.

## Random Thoughts

Bob Sazama



Since the publication of our last NSDA Newsletter, the APS's Dealer Advisory Council (DAC) has held its second phone conference on October 2, 2017. As reported, the APS has now developed, distributed, and tallied the returns from a dealer survey instrument of its

members. 226 APS dealers (currently there are 516 APS dealers) responded to the survey instrument. A complete copy of the survey instrument and roll up of responses received is available on the APS homepage.

From a positive point of view, it is worthy to note that such a large number of dealers took the time to respond! Some might have been unhappy with the way the questions were asked, but then again, in the past, how many times has such a survey been initiated and the responses tallied? All survey instruments are in the need of continued refinement so that the right questions are asked, but this initial survey should have been welcomed. I'm sure that positive suggestions for improvement will be appreciated by the APS and the DAC for future survey instruments.

The results of this survey were discussed by the DAC

during their second phone conference. On the surface, it is interesting to note that less than 15% of those responding are age 60 or younger. Also, 55% of those responding have been a dealer for 35+ years. These demographics present some interesting questions about the future of the stamp dealing business as we know it today! Of course, this instrument surveyed only APS dealers and not the hundreds (unknown number) of others operating out of their homes or active on the internet and not a member of the APS dealer group. What's important here is that this latter group (however large) is not presently participating in large APS and World Series of Philately (WSP) shows, or other stamp shows. Thus, using the data gathered from the survey, one can assume that the potential number of "show" dealers will continue to decrease because of the age demographics. If show dealers are the major funding source for these shows, how will the shows cover operating costs?

Does this mean that larger stamp shows, or stamp shows in general, will become a thing of the past? Surely, some shows will continue to operate; however, with the increased operating/overhead costs to dealers, few new or younger dealers are likely to be attracted to this format of selling stamps. More and more evidence seemingly points to the fact the business model for stamp dealing has changed. Not will change, but has changed!

The impact of this change will next affect the exhibiting community. If there are fewer and fewer shows, then how will the exhibiting community change or adjust their competition format? Will a format change bring fewer collectors into the remaining shows?

Alas, there are more questions than answers. More the reason to support the APS in its efforts to adapt and make the changes required to grow our hobby industry. Again, the DAC and the survey are positive first steps in reaching out for answers to the many – not just a single dealer representative.

### Show or Bourse? – Show Dealer Perspective

Can show dealers be expected to continue to be the major source of income in funding a stamp show? A

stamp show is expected to have stamp exhibits; whereas, a stamp bourse is typically a commercial venture for dealers to sell stamps. It has always been hoped/assumed that stamp exhibits would draw collectors and the non-collecting public to a stamp show. In the APS dealer survey, dealers ranked “lack of exhibits” last as their reason in cutting back on their show schedule. Does this reflect a dealer feeling that exhibits don’t attract buying customers to a show? Does the show dealer feel that they are subsidizing the costs of the space required for exhibits and receiving little return on their investment in paying the bulk of the share in renting the venue? Let’s be fair and say that exhibits do attract some people to a show and that exhibitors do pay to exhibit; however, is the cost of the venue shared equally among all users; e.g. dealers, exhibitors, societies? Should we expect the cost to be shared equally or in some proportion related to the value of each attendee, to include the stamp buying customer coming through the front door? Still more questions that may on the surface seem to divide rather than lead to a new way of holding a stamp show.

MaryAnn Bowman, in a recent issue of *Topical Time*, devoted an entire article “Emphasizing ‘Family’ and ‘Fun’” as to what is missing at stamp shows. From my experience in attending stamp shows in foreign countries, I can attest to the efforts of the show promoters in attempting to achieve this goal of serving family and having fun. MaryAnn’s article should be a must read for those planning future shows.

I always have fun at a stamp show.....stamps and the fellowship of a show are “my thing.” What “thing” might draw in non-collectors and spark their interest in stamp collecting? A high school glee club competition? A cooking demonstration? A model railroad exhibit – the floor space at large APS shows can accommodate this! How about a school art/poster exhibit? How about a free health screening area? Or a blood donation area? Oh well, there are many other things to be done, but will they get accomplished? Or should we expect just more of the same? I like stamp shows, but some changes are needed or fewer and fewer stamp shows will remain.

## One Final Note

Each year, the NSDA pays a significant portion of your dues towards your membership in the International Federation of Stamp Dealers Associations (IFSDA). Does anyone have a feeling as to the benefit derived from this membership? Let your NSDA officers and board members know your feelings before our next open board meeting at the APS winter show in Birmingham.



**Executive  
Director's Report  
Amanda  
Morgenstern**

### New Members:

1. Robert Lehmann, USID Inc, 3000 NW 29 Rd, Boca Raton, FL 33431; Website: [www.stampfinder.com](http://www.stampfinder.com); Recruited By: Amanda Morgenstern
2. Richard A. Houser, R. A. Houser Stamps, 2440 Blair Street, Williamsport, PA 17701; E-Mail: rhouser2@comcast.net; Recruited By: Ed Dimmick
3. Kurt A. Sanftleben, Kurt A. Sanftleben, LLC, 4393 Kevin Walker Drive, #107, Montclair, VA 22025; E-Mail: kurt@sanftleben.com; Website: [www.read-em-again.com](http://www.read-em-again.com); Recruited By: N/A
4. Peter Gutter; P.O. Box 20305, Carson City, NV 89721; E-Mail: mgutter@msn.com; Recruited By: Ed Dimmick

### Reinstated:

1. John R. Shoemaker, Philatelic Stamp Authentication & Grading (PSAG), P.O. Box 41-0880, Melbourne, FL 32941; E-Mail: [info@psaginc.com](mailto:info@psaginc.com); Recruited By: Kathleen Tiger-Savedow
2. Keith Stupell, Stupell Collectables, 100 Match Factory Place, Bellefonte, PA 16823; E-Mail: [stupellcollectables@gmail.com](mailto:stupellcollectables@gmail.com); Recruited By: Dick



Kostka

- 3. John R. Latter, Collectors Exchange/Orlando Stamp Shop, 1814-A Edgewater Dr., Orlando, FL 32804; E-Mail: jlatter@cfl.rr.com; Website: britishstampsamerica.com; Recruited By: Kathleen Tiger-Savedow
- 4. John E. Van Emden, P.O. Box 882, Osprey, FL 34229; E-Mail: pmats@comcast.net; Website: www.johnvanemden.com; Recruited By: N/A

For 2017, there are a total of 12 new members and 4 reinstatements, exceeding our 2017 goal of 10 new members. Thank you to those who worked hard to reach the goal and exceed it! Leading recruiters for 2017 are, as follows:

- 1. Ed Dimmick—3
- 2. Dick Kostka—3
- 3. Bob Sazama—2
- 4. Kathleen Tiger-Savedow—2
- 5. Lynn Davidson-Stroh—1
- 6. Amanda Morgenstern—1
- 7. John Dunn—1

The recruiter’s name was not provided for the other 3 new members.



With 2018 dues checks now steadily coming in, our bank balance is finally heading in the right direction. Expenses for APS StampShow in Richmond were fairly high and more than budgeted, but Amanda Morgenstern streamlined the renewal process so that we saved enough money to balance out those extra expenditures. We still have dues coming in on a regular basis so the budget looks good for next year. We finally received the International Federation of Stamp Dealer Associations (IFSDA) invoice from Switzerland, which was paid immediately and there are no other large expenses in the near future.

Last year we received our 2016 IFSDA membership cards in October, which meant they were outdated soon after receipt. This is caused by the IFSDA having a fiscal year that runs from July 1st to June 30th of the following year. I made a recommendation to the IFSDA Board of Directors that, for this year, they date the membership cards for 2017/2018. They took my suggestion to heart and, I think, even came up with a better solution. Our membership cards will arrive soon and will be a two year card dated 2018-2019.

I had the opportunity to meet and have dinner with the IFSDA President, Richard Johnson of South Africa (with a business location also in Switzerland), and had a great meeting discussing IFSDA. They love NSDA and believe that it is one of the best organized and well run of the national associations in IFSDA. This was nice to hear and I would like to give kudos to all of the board and especially Amanda, since she is the glue that keeps everything together and running like a charm.

#### Treasurer’s Report as of 11/30/2017

Current Bank Balance	\$2,787.60
Checks to Deposit	\$0.00
Liabilities	\$0.00
<b>Total Assets</b>	<b>\$2,787.60</b>

#### Outflow since 8/1/2017

Exec. Dir. Office	\$1,340.45
IFSDA Annual Dues	\$3,510.00
Exec. Dir Travel Expenses (Reno)	\$318.28
President’s Expenses for StampShow	\$1,048.15
Director’s Insurance Policy	\$1,030.00
Bank Service Charges	\$30.00
APS Booth Fee—Richmond	\$300.00
Flowers for Klein Funeral	\$96.75
Pioneer Telephone	\$23.07
<b>Total Expenditures</b>	<b>\$7,446.70</b>

#### Income since 8/1/2017

Dues	\$3,545.00
<b>Total Income</b>	<b>\$3,545.00</b>

## News & Announcements

**Passing of NSDA Ex-President Bob Klein.** Robert Alan Klein, of Bellevue, died at home on Tuesday, October 31st. He was 73 years of age.

Bob was born in Lincoln, Nebraska, on Valentine's Day 1944 to George and Ruth Klein and graduated from the University of Nebraska with a BA in 1966 and a Juris Doctorate in 1969.

He grew up fishing, playing baseball, football, and practicing gymnastics, later coaching high school football in Giltner where he taught for some years.

Bob was a veteran of the United States Army, serving for six years. He was first stationed at Fort Lewis and then served as a specialist in the Judge Advocate General (JAG) division in Oakland, honorably discharged in 1976. He returned to western Washington where he continued his legal career in private practice and working in the State Legislature.

The bulk of his career was spent in the resort and timeshare industry as General Counsel and also Vice President for Trendwest Resorts, now a part of Wyndham Resorts. He spent many years living in Australia as he formed and worked in the Worldmark South Pacific division.

Throughout his life, Bob enjoyed deep sea diving and traveling. He continued his passion for baseball as an umpire for high school levels and above and was also known as a fantastic dancer.

Retired from the timeshare and legal industries, he turned a lifelong passion for collecting rare stamps, coins and other collectibles into his business, Klein Collectibles. He spent much of the last 15 years traveling the country in this capacity as well as traveling the world with his partner of 25 years, Brigitte Wiechmann.

He is survived by: Brigitte; his three daughters, Kirsten Klein, Jessica Klein, and Jamie (Joey) Donaghue; his grandson, Nathan Keith; and his brother, Larry (Tracey) Klein.

*[Editor's Note: The above obituary was sent out by the*

*American Stamp Dealers Association (ASDA)]*

**NSDA Awards.** The following NSDA awards were given out at recent shows:

1. The NSDA Most Popular Exhibit Award was presented to Dawn Hamman at the Greater Houston Stamp Show, held on September 15-17, 2017, for her exhibit titled "How to Grow Tomatoes."
2. The NSDA Most Popular Exhibit Award was presented to H. James Maxwell, at Filatelico Fiesta, for his exhibit titled "Mail from Along the Erie Canal: 1825-1862." Filatelico Fiesta was held in San Jose, California.

Scenes from the Greater Houston Stamp Show and Filatelico Fiesta, taken from the respective show websites, are pictured on this quarter's cover.

The NSDA award is a quality stock book and is available to any show organizer who contacts Amanda at the office. We appreciate notification of the recipient so we can share it in *NSDA News*.

**Articles Needed.** We can always use more articles for publication in *NSDA News*. Show reports, news items, and articles about stamp collecting and dealing will all benefit our readership. The more content we have in *NSDA News*, the more likely we are to attract new readers beyond our membership base. Articles you write give you exposure and provide free advertising for your business. Any NSDA member who submits an article is given a free business card advertisement in the edition in which the article appears. Non-NSDA members, wishing to be published, are also encouraged to submit articles.

Send your article to the editor, Richard Pederson, via E-mail at rich@pedersonstamps.com or by mail to P.O. Box 662, Clemson, SC 29633. Scheduled publication dates are the 15th of February, May, August, and November. Submissions should be made 30 days prior to the scheduled publication date.

## 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](mailto: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 Stamp Festival in Fairfax, Virginia

January 6-7, 2018  
Elks Lodge  
8421 Arlington Blvd.  
Fairfax, VA 22301

2. Charlotte Stamp, Cover & Postcard Show in Charlotte, North Carolina

February 3-4, 2018  
St. Sarkis Armenian Church  
7000 Park Rd.  
Charlotte, NC 28210

3. APS AmeriStamp Expo in Birmingham, Alabama

February 23-25, 2018  
Birmingham-Jefferson Convention Complex 2101  
Richard Arrington Jr. Blvd.  
Birmingham, AL 35203

4. Blueridge Stamp Show in Asheville, NC

April 14-15, 2018  
Comfort Suites Inn  
890 Brevard Road  
Asheville, NC 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 [stam-pahlic@aol.com](mailto:stam-pahlic@aol.com) for further information.
3. The Asheville Stamp Club meets at 1:30 PM on the third Sunday of each month in the Blue Ridge Room at the Deerfield Episcopal Retirement Community Center, 1617 Hendersonville Road, Asheville, North Carolina.

# NSDA Membership Application

Mail application to the NSDA Office

Use this form to introduce a new or reinstating member and receive your 2019 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 (prov) \_\_\_\_\_ Zip or Postal Code \_\_\_\_\_

Country \_\_\_\_\_

#### Mailing Address:

No & Street or PO Box \_\_\_\_\_

City \_\_\_\_\_ State (prov) \_\_\_\_\_ Zip or Postal Code \_\_\_\_\_

Country \_\_\_\_\_

Business Phone: \_\_\_\_\_

Business Fax: \_\_\_\_\_

Business Cell: \_\_\_\_\_

Email address: \_\_\_\_\_

Website address: <http://www.> \_\_\_\_\_

Specialties: \_\_\_\_\_

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/year + a \$10 processing fee for new members (included in the figures below.) If not paid by January 31 late renewals incur a \$25 fee, and will be dropped from rolls/website on March 30 with \$100 owed for the full year ending December 31.

#### Application during:

Jan - March \$85.00

April - June \$67.00

July - Sept. \$123.00 (includes next year)

Oct - Dec. \$104.00 (includes next year)

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) \_\_\_\_\_

3643 Private Road 18 Pinckneyville, IL 62274-3426 www.nsdainc.org nsda@nsdainc.org 1-800-875-6633

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

# NSDA

National Stamp Dealers Association

NSDA Office  
 3643 Private Road 18  
 Pinckneyville, IL 62274-3426  
 www.nsdainc.org  
 Email: nsda@nsdainc.org  
 Toll-free: 900.875.6833  
 Phone: 618.257.5497

*“Dealers  
 Helping  
 Dealers”*

## NSDA Grant Application

Please mail the application and attachments to:  
 NSDA Office, 3643 Private Road 18, Pinckneyville, IL 62274-3426

### Purpose

This grant is designed to make funding available for furthering and encouraging the pursuit of stamp collecting among youth.

### Application Process

**Eligible Applicant:** Any individual who is involved with stamp collecting and wishes to promote stamp collecting among youth.

**Screening Process:** A grant committee formed of NSDA board members will review applications and choose recipients. The board will approve recipients.

**Applications Will Include:** The completed application below and any additional information the applicant feels will assist the committee in evaluating the application. Please attach all paperwork and mail with the below form to the NSDA Office address at the left.

Grants are paid directly to the receiving program. As of December 2017, one grant is available in the amount of \$300.00. Application deadline: March 1, 2018. Recipient will be announced March 15, 2018. There may be further grants available in 2018.

This Grant is Made Possible with Donations From: Fred Brafford of FA Stamps, Bob Dumaine of Sam Houston Philatelics, Mark Eastzer of Markest Stamps, Peter Sargent of Peter Sargent Philately, Dale Smith of Stamp Smith, David Wessely of A-One Coverz, and Frank N. Young.

### Application

Applicant Name \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Email \_\_\_\_\_ Phone \_\_\_\_\_

Event/Show/Youth Room/Program where the grant money will be used: \_\_\_\_\_

Description of how and where the grant money will be used. Please add an additional sheet if necessary:  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Date of Event/Show/Youth Room/Program: \_\_\_\_\_

Grant money requested by date: \_\_\_\_\_

Name of Event Organizer: \_\_\_\_\_

Phone Number of Event Organizer: \_\_\_\_\_ Event Website: \_\_\_\_\_

### APPLICANT'S STATEMENT

I certify that the information set forth in this Application for the NSDA Grant is true and complete to the best of my knowledge. I understand that, if awarded, falsified statements on this application or failure to furnish all requested information shall be considered sufficient cause for the revocation of awarded funds and recipient shall be required to return any expended funds.

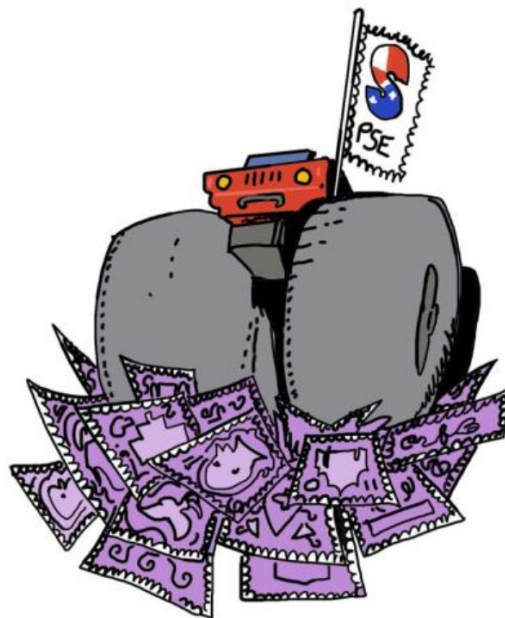
\_\_\_\_\_  
 Signature of Applicant

\_\_\_\_\_  
 Date

# Newly Added Dealer Member Benefit

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4% fee\*, \$400 max fee and the fastest turnaround possible. That's up to 1/3rd off and speedy service



Tell them you're a NSDA Member!

Professional Stamp Experts

PO Box #539309

Henderson, NV 89053-9309

**NEW PHONE NUMBER: 702-776-6522**

\*Minimum fees \$10, \$20 or \$30 depending on date of issue – fee based on catalogue value