



# ***NSDA News***

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

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

***February 2020***

***Volume XI, Number 1***



**The outside of The Hotel Fullerton, scene of the recent ORCOEXPO show.**

# National Stamp Dealers Association

*"Dealers Helping Dealers"*



## NSDA News

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NSDA News is a quarterly publication of the National Stamp Dealers Association (NSDA). Normal publication months are February, May, August, and November. All submissions for publication must be received no later than the 15th day of the month preceding the publication date to ensure consideration for inclusion.

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### News Highlights

Turn to page 9 for the names of candidates nominated to run in the 2020 NSDA election.

### In This Issue

Sheldon Rucken's President's column, on page 6, continues his discussion on the wisdom of quickly turning over inventory. The Dealer Spotlight, starting on page 8, features NSDA member Bombay Philatelics, the company recently selected to act as agent for the French postal agency, La Poste, in North America.

This quarter's article by Sid Morginstin, starting on page 7, talks about some of the things he does to keep occupied when not selling stamps.

On page 9, Caj Brejtfus provides a review of the ARIPEX show that was recently held in Mesa, Arizona and, starting on page 11, there are pictures of dealers at the ORCOEXPO show that was held in Southern California.

### National Stamp Dealers Association

NSDA  
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President: Sheldon Ruckens  
Vice President: Brian Dias  
Secretary: Caj Brejtfus  
Treasurer: Richard Lehmann  
Executive Director: Dawn Goss  
IFSDA Representative: Sebastian Delcampe  
Directors: Edward A. Dimmick; Andrew Farberov; Michael Mules; and Jay Smith.  
Webmaster: Roy Lingen



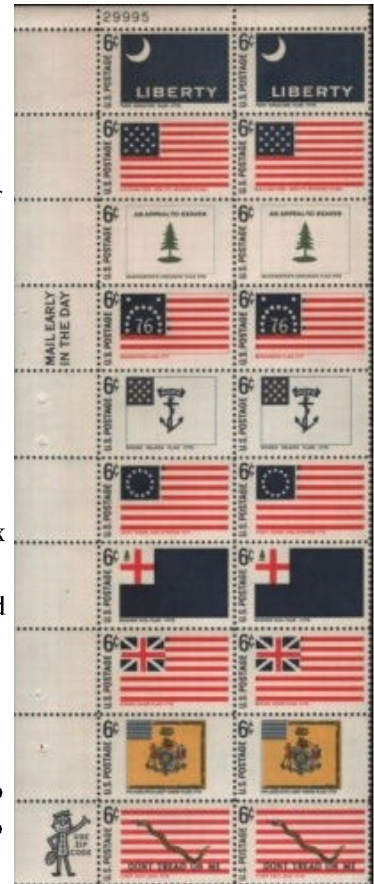
**My Two Cents Worth**  
**Richard Pederson**

In the past, I have been asked to recommend collecting areas within our hobby that are challenging but do not require a large budget to pursue. One obvious answer is to collect used rather than mint no hinged (MNH) stamps. For U.S. collectors, this has been made even easier as Amos Press, the owners of Scott Publications, has created an album specifically tailored to the collecting of used U.S. stamps. The pages are designed to fit within the Scott National album series. They have the same borders and fit in the Scott Specialty-sized green binders. The difference between the album for used stamps and the normal Scott National album is that there is a space for each individual used stamp rather than for multiples such as blocks, strips, or full panes. Up to this point, Scott has issued pages covering the years from 1964 through 2019. Supplements for 2020 and beyond will be available on a yearly basis. Pages for the years prior to 1964 would be identical to the standard National pages as 1964 is the year the U.S. Post Office started issuing multiple designs on a single pane of stamps, the first being the 1964 Christmas issue (Scott numbers 1254-1257). Hopefully, Scott will also offer a complete set of National pages for the years prior to 1964, as a package, so those desiring to go backwards with their collection of used stamps can do so without purchasing a full set of National pages and thus duplicating the pages for post-1963 issues.

Although the Scott album provides a convenient and attractive way to collect used U.S. stamps, it should be noted that the used album set is quite expensive in relation to the stamps included in the album. Nevertheless, if you are looking for a collecting challenge, at a reasonable price, and do not expect a return on investment if you ever sell your collection, the Scott albums are a great way to go.

For those not wishing to invest in the Scott album for used U.S. stamps, there is a much less expensive alternative. You can simply use stock pages to store your collection. This approach requires a little more work to properly organize the stamps, but can still result in an attractive collection at a greatly reduced cost. Stock books also save the expense of purchasing stamp hinges or mounts and don't require the purchase of supplements each year.

One of the reasons collecting modern U.S. stamps is a challenge is that the U.S. Postal Service (USPS) has adopted practices that make collecting used stamps difficult. The first of those practices was the issuance of stamps with differing designs in a single pane. Beginning in the late 1960s, there were single panes of stamps issued with 10 or more designs, such as the 1968 historic flag issue (see figure at right). If an entire block of these stamps was used on a large envelope, the duplex machine canceling devices in use would not cancel most of the stamps. This led to postal clerks and mailpersons using pens and markers to cancel the stamps so that they could not



be reused, leaving used stamps that were not attractive to collectors.

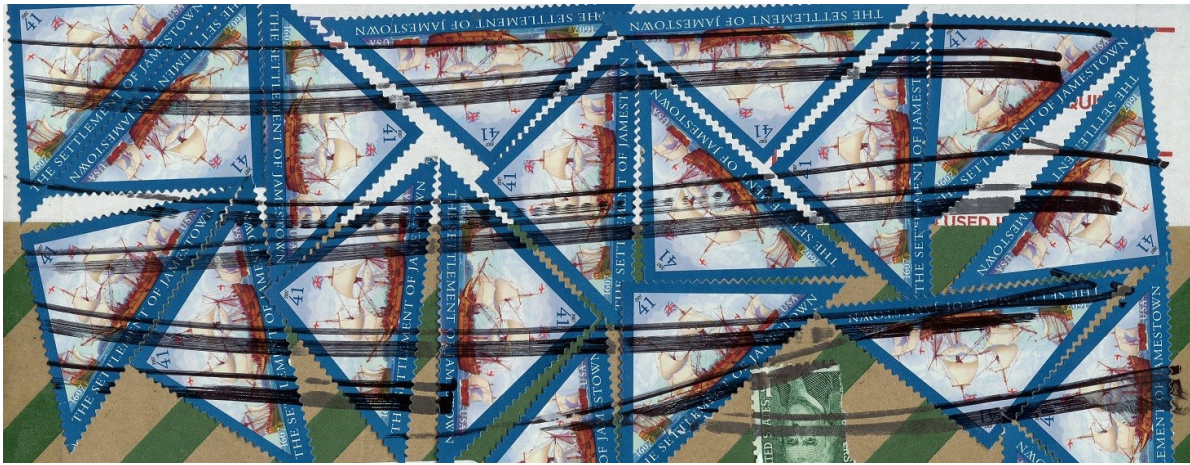
Another development, the application of phosphorescent tagging on many stamps, starting in 1963, has had an indirect impact on the availability of neatly canceled used stamps. The tagging was used by automated canceling devices to locate the stamp(s) on a piece of mail. Previously issued stamps without tagging would pass through the canceling device without being canceled. In some instances, post office personnel, once again, used pens or markers to cancel the stamps and, in other instances, the stamps went through the mail without a cancellation being applied. In both instances, pieces of mail were left with stamps that were not desirable since collectors prefer used stamps with period cancellations to show they passed through the mail. In 1989, the U.S. Postal Service (USPS) began using sprayed on cancellations. Unfortunately, many of the sprayed on cancellations with slogans that have been used over the years, such as those used over the holiday season, have dense ink patterns that leave an unattractive cancellation and frequently obliterate the stamp. Sprayed on cancels also only cancel stamps at the top of the mail piece. Therefore, letters mailed with a large number of stamps often only receive cancellations on a portion of those stamps (see the example below)

Since tagging was used to trigger automated canceling devices, as the cost of stamps rose, some tried to use low value tagged stamps on mail to trigger the canceling machine and thus avoid paying the full postage cost. Starting in 1991, the USPS decided to eliminate tagging on stamps with a value of less than 8¢ to combat this practice. If multiples of the low value stamps were used on a mail piece to properly pay the correct rate, which frequently occurs with advertising mail, the mail piece was not canceled or was pen canceled, once again creating undesirable used stamps.

Because of the developments listed above, combined with the greatly reduced use of first class mail and commemorative stamp issues, it has become increasingly difficult for a collector of modern used U.S. stamps to find nice examples for their collection. At the top of the next page are two examples of the problems described above. In the first, showing a package piece, the stamps have been canceled with a black felt tip marker and in the second, the package front, which I received from fellow NSDA member, Dick Keiser, containing two different dollar value stamps, has no cancellation at all.

Although there is difficulty in finding nice used examples of many modern U.S. stamp issues, where there is difficulty, there is opportunity. In my opinion,





properly used examples of many modern U.S. stamps are exceedingly scarce and, as more people collect them, they will increase in value and will be much harder to find than their MNH counterparts. The advent of the Scott album for used U.S. stamps can only accelerate that demand. Thus, if you are in for a collecting challenge, that is affordable and might eventually pay financial dividends, collect modern used U.S. stamps.

In his President's column, Sheldon Ruckens follows up on his previous article dealing with the subject of carrying inventory over a lengthy timeframe. He

suggests that a dealer is much better off turning inventory quickly and, if it does not sell in a reasonable period of time, reduce the price to sell it and free the money up to purchase more desirable inventory that will sell quickly at a profit.

Sid Morginstin's quarterly column (see page 7) talks about some of the things he does when not immersed in his stamp business, Negev Holyland Auctions. He also talks about the wisdom of reviewing your business practices in order to reduce inefficiencies in how you operate.

Treasurer Richard Lehmann provides the current NSDA bank balance on page 9. Starting on page 11, NSDA Secretary, Caj Brejtus, provides a summary of the recent ARIPEX show and pictures of NSDA dealers at the ORCOEXPO show are included on pages 11 and 12.

With this issue, I have completed a 10 year run as Editor of *NSDA News*. During that time, I have witnessed numerous changes to the organization and served under four different Presidents and am about to serve under a fifth. My how time flies. I doubt if I'll make it another 10 years because I want to ease my way into full retirement, but we will see what the future brings.

## Letters to the Editor

There were no letters received for inclusion in this quarter's publication.



## President's Corner Sheldon Ruckens

“It was the best of times, it was the worst of times, it was the age of wisdom, it was the age of foolishness, it was the epoch of belief, it was the epoch of incredulity, it was the season of light, it was the season of darkness, it was the spring of hope, it was the winter of

despair.” (Charles Dickens, from *A Tale of Two Cities*.)

I think that the quotation above is a perfect synopsis of what I see in the stamp market today.

Over the past 40+ years, I have seen many dealers come and go. The ones that went usually left because they weren't making money.

There's an often heard saying in the stamp world that “a dealer is in love with items in their inventory,” which usually means that their prices are unrealistic on those items

The reality is that many items are scarce or rare. The problem is that a customer for many of those items is even scarcer.

It seems that many dealers have lost sight of why they are in business. Spending many hours working up stock and having expenses pile up while they aren't selling much is not a recipe for a successful venture. Many dealers are their own worst enemy. They are stuck in a rut.

Other dealers are busy buying and selling, realistic in today's market, and doing quite well.

I enjoy having philosophical discussions about stamp dealing.

I have heard it said that you make money when you buy stamps, but you don't realize the profit until you sell them.

It's a strange business with a strange concept.

A wise dealer once told me that regardless of how big anyone's inventory is, if they sold it all today, they would be able to buy a larger inventory tomorrow (at today's market prices).

Another explained how to make money by finding customers, without having money tied up in inventory. We can be our own worst enemies. Don't fall in love with your inventory. If you've been hanging on to items for years because you paid too much for them, just get rid of them and buy new and fresh inventory. It doesn't matter if you need the money or not, it's the mindset and attitude that is important.

Be open to new ideas and don't be afraid to try something different.

Baseball legends Ted Williams and Ty Cobb had career batting averages in the mid-300s and were considered amazing. This means that they did not get hits around 65% of the time. Don't be afraid to strike out. Take some chances. If your instincts are good, it should pay off.

We took a different approach to membership renewals this year and the team is running behind. We have not forgotten about you and appreciate you.

The major APS show this year has been renamed Great American Stamp Show and will be held in Hartford, Connecticut on August 20-23.

I expect it to be the best show of the year and plan to attend.

There are many tools at your disposal with our dealer network. Our website includes classified ads, links to other member's E-mail accounts, and a message board. Those are just three ways NSDA helps you to buy, sell, or trade. What else can we do to help you succeed?

If you need one-on-one help or just want to share your thoughts, feel free to call me directly. I look forward to hearing from you.



***It's What I (Usually Alone)  
Think: Brain Droppings  
Sid Morginstin***

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

I am a fan of the late great George Carlin. I attended some of his "talks", bought some of his books, and often "steal" his jokes. I wrote a piece on Thanksgiv-

ing that I am sure he would have liked. It is in his style. If you want a copy, please send me an E-mail.

I consider these columns to be my, to use his term, "Brain Droppings". If and when I think of something, I write about it.

I just got an E-mail from Richard Pederson asking for a column. I am sorry to say that there is nothing new in my brain. (Okay, you may make the joke that there is nothing there.)

I have been quite busy with the Negev Holyland Auctions. I am also heavily involved with Boheme Opera NJ. This is the largest regional opera company in New Jersey (NJ). Rehearsals for Rigoletto start soon. No, I do not sing. I have been an extra on stage a few times.

I also work at Six Flags Great Adventure park in NJ. (Sorry, no free passes.) This is a great retirement job. The park opens the first weekend of April. If you come, please ask for Crazy SID. I am at the front gate taking tickets.

I also am on my State Senator's Citizen Advisory Panel. We meet monthly to discuss issues and review proposed legislation. I get a good insight into what is happening in the state capital of Trenton. He likes my input.

And the best news is that I am engaged to a lovely lady, Helene Reiss. We work together at Six Flags.

It seems that I am busier now than when I was working full time.

When my father was 80, he worked three days a week at an old age home. He said that he was going to see the "old folks". Speaking of old, a co-worker at the park is 90!!!

Some time ago, I contracted an advisor to help me with the business. He had me write down all my procedures and everything that I do. This 30-page document took us much time to produce. However, doing so was a good exercise. It helped me streamline activities and save time. It also identified tasks that I could have others do. Of course, I would have to pay them. My next-door neighbor does help, and my fiancée has started assisting me.

Perhaps you should do so as well.

Speaking of Helene, she is not a collector. To give her an idea of what she was getting into, I had her help me out at NAPEX and NOJEX. At NAPEX, a friend told her to "RUN THE OTHER WAY". I am glad that Helene did not listen.

Anyway, I hope to come up with some real "brain droppings" next time.

[Comments on Sid's article may be sent to the Editor at rich@pedersonstamps.com.]

## Dealer Spotlight Bombay Philatelics

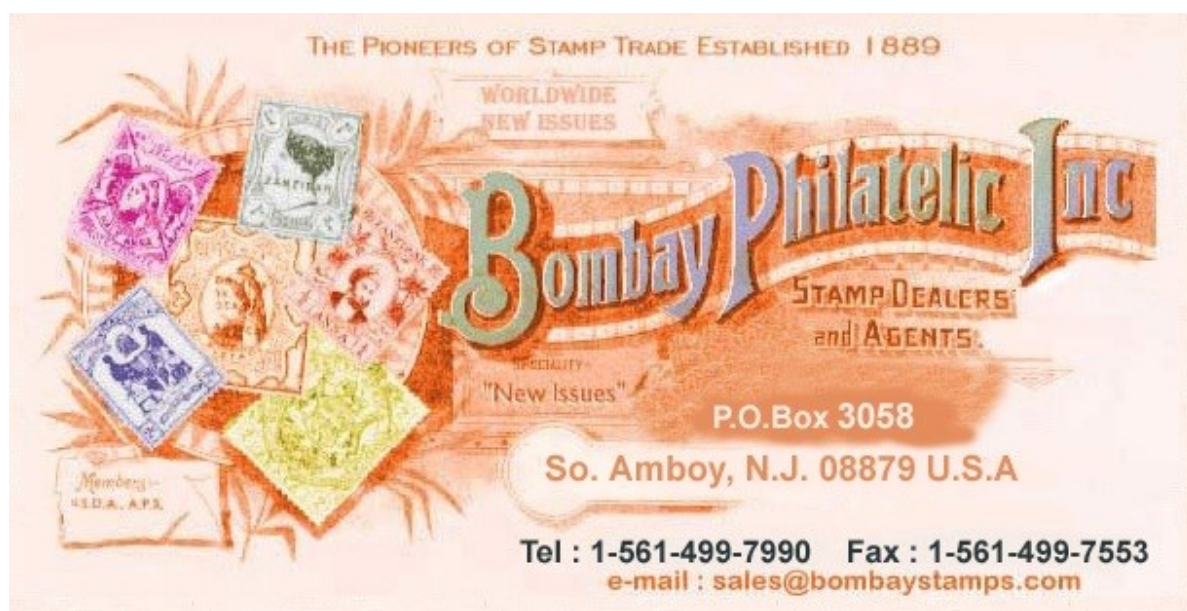
NSDA member Bombay Philatelics, Inc. was founded in 1889 and has served the philatelic community for over 130 years. They specialize in the selling of worldwide new issues. They can be reached by telephone at (561)499-7990 or by their E-mail address at sales@bombaystamps.com.

The Bombay Philatelics website is located at www.bombaystamps.com (header pictured below). Their website states that "For over 100 years Bombay Philatelic has been serving the international philatelic community. We are specialists in worldwide New Issues and Year Sets. On our website you will find the latest stamps all pictured in full color which can be

viewed either by list (in order of receipt), country or topic. A new list of New Issues is added every two weeks. Our up to date listing of Year Sets is just a click away as well."

Recently, Bombay Philatelic Inc was appointed the sole North American agent for France and territories by the French postal administration, La Poste. They are responsible for selling new emissions for St. Pierre & Miquelon, Wallis & Futuna, New Caledonia, French Polynesia, and French Southern & Antarctic Territories. They are also agents for Monaco and Andorra, since La Poste provides postal services for those principalities (exclusively for Monaco and along with Spain for Andorra). The Bombay Philatelics website dedicated to those areas is located at www.FranceStamps.com. The website is the only one in North America dedicated to supplying the stamps of those French-speaking countries at face value. Dealers and collectors are both welcome!

**IF YOU WANT TO BE PUBLISHED AND HAVE INFORMATION TO SHARE ABOUT ANYTHING PHILATELIC, CONSIDER WRITING FOR NSDA NEWS. CONTACT THE EDITOR, RICH PEDERSON, AT RICH@PEDERSONSTAMPS.COM FOR DETAILS.**



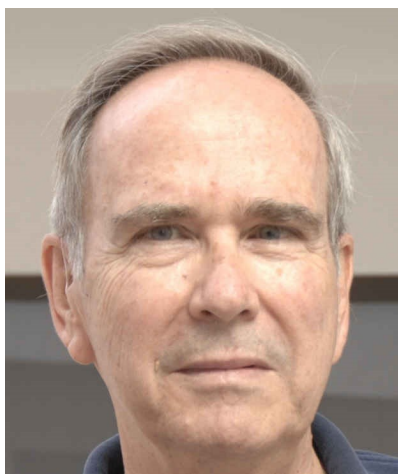


## Executive Director's Report

Dawn Goss

The nominations for NSDA officers were open until the end of February. As of this report, there are no nominations for Secretary. The voting will begin March 13th. We are working with eBay and the eBay seller's badges should be in place soon. If you have any changes to your E-mail or other contact information, please let me know. Over the past several weeks, I have called and E-mailed NSDA members. If I have missed any of you, please E-mail me at dawnnsda@gmail.com. Thank you all for your warm welcome.

If you have any questions or comments please feel free to call me at (714) 421-3573 or E-mail me at DawnNSDA@gmail.com.



## Treasurer's Report

Richard Lehmann

Opening Balance – December 31, 2019	\$11,888.11
Membership Deposits -	\$2,800.00
Balance – February 29, 2020	\$14,688.11

## News and Announcements

**Election Update.** 2020 NSDA election nominations closed February 29th.

Currently, Sheldon Ruckens has nominated Caj Brejtfus, the current Secretary, for the position of President of the NSDA. Caj will therefore be vacating the position of Secretary so nominations are still open

for that position. Sheldon will be running for Director as he continues to participate in the NSDA in an executive position.

Current Ballot nominations:

- President: Caj Brejtfus
- Director: Sheldon Ruckens
- Secretary: None

## ARIPEX Review

Caj Brejtfus

ARIPEX was held February 14-16 in Mesa, Arizona and continues to be one of the best stamp shows in the U.S.

A theme of the show was to “CELEBRATE THE 250TH ANNIVERSARY OF THE BIRTH OF BEETHOVEN.”

A special display of Beethoven artifacts, courtesy of the estate of Ira F. Brilliant and the Ira F. Brilliant Center for Beethoven Studies at San Jose State University, was on display. It was a two frame exhibit and was well done. The show also had a special cachet and cancel for the event.

Exhibits for ARIPEX 2020 were also done very well and my shout out goes to Mike Mahler who again showed parts of his great collection and won appropriate grand awards.

I missed the ARIPEX 2020 first day of issue ceremony program for the “CELEBRATE” Forever Stamp. The official USPS ceremony took place, but I didn't make it there until late on Friday. I was able to get a piece of cake that was given out to attendees (for some reason ARIPEX always has cake with its first day ceremonies). The Celebrate Forever stamp is pictured at the top of the following page.

ARIPEX advertised that the Dealer bourse was SOLD OUT but I noticed that there were a few empty tables. Jim Dempsey didn't show up, but STAMP ART, Ed Dimmick, and Michael Ball were all there with their floor to ceiling stocks. Feedback was that they did well. In fact, I heard no complaints from any dealer at the show.

See you next year at ARIPEX. Well done ARIPEX!



At left is the Celebrate Forever stamp for which the first day of issue ceremony was held at ARIPEX.

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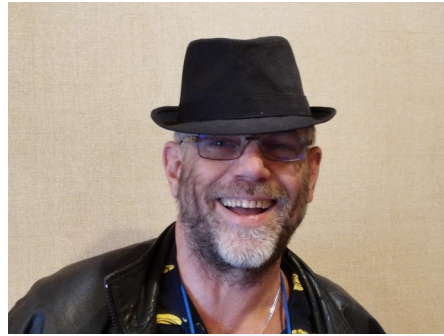


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**ORCOEXPO 2020.** Below and on the following page are pictures of dealers at ORCOEXPO. ORCOEXPO, which has occurred yearly for 45 years, is the largest annual southern California stamp show, and is run by NSDA member Stephen Pattillo (pictured at right). The show was held this year at The Hotel Fullerton and Conference Center in Fullerton, California.



Michael and Cecilia Ball



Dave and Audrey Bein



Larry Braesler



Caj Breijtfus



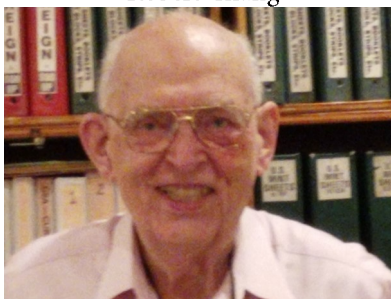
Robert Chang



Bob and Barbara Chisolm



Dave Cobb



Jim Dempsey



Ed Dimmick



Mark Eastzer



Guy Gasser



Peter Gutter



Kurt Harding



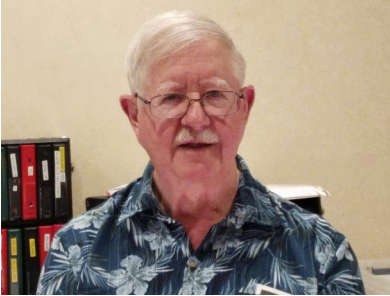
George and Kevin Holschauer



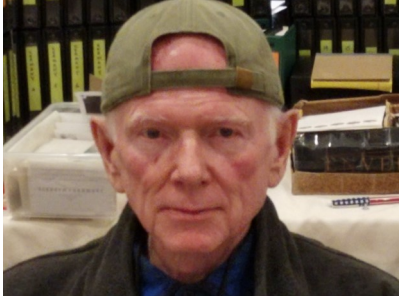
Stephen Inklebarger



Michael Jaffee



Jerry Koepf



Ray Martin



Don and Pat McElroy



Gary Posner



Kurt Schau



Ron Sobel



James Taaf



Pam Vogt



Leland Wulff



Scott Murphy's PSE Poster

## Member Offers

(Submissions to Sheldon at [NHsets@aol.com](mailto:NHsets@aol.com) or 760-419-5450)

**JOHN DUNN:** Any NSDA member can have a FREE 3-month online subscription to U.S. Stamp News Online and/or Mekeel's & STAMPS Online.

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All we need is name, zip code, and E-mail address.

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Each member is allowed (2) listings FREE up to 30 words each + E-mail address.

(Submissions to Sheldon at [NHsets@aol.com](mailto:NHsets@aol.com) or 760-419-5450)

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### EAST EUROPE

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### **EXCHANGE**

Worldwide wholesale MINT NH sets. Exchange on equal catalog value basis. Trade excess inventory/sets in quantity for same catalog value. Agree by lists in advance. Call to discuss. Sheldon Ruckens, 760-419-5450, [NHsets@aol.com](mailto:NHsets@aol.com).

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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. APS StampShow in Hartford, Connecticut

August 20-23, 2020  
Connecticut Convention Center  
100 Columbus Blvd.  
Hartford, CT 06103

## 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.