



# National Stamp Dealers Association

*"Dealers Helping Dealers"*



## NSDA News

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

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### News Highlights

Turn to page 8 for news and announcements and page 12 for a list of upcoming stamp shows.

### Featured Article

This quarter's featured article is a philatelic short story by Sid Morginstin. Go to page 6 to read Sid's entertaining story. In his regular column, Sid discusses some of the issues associated with being a show dealer. Read Sid's article starting on page 4 and see if you agree with his approach to dealing with customers trying to bargain for lower prices by doing comparison pricing on the internet while at his booth.

### National Stamp Dealers Association

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

In the last edition of NSDA News, I announced that it would be my last as editor. Since then, there has been an election of officers and the new President, Dick Kostka, and Vice President, Bob Sazama, convinced me to reconsider, despite other activities vying for my time. After talking to Dick and Bob, I am very encouraged about the future of the organization and want to take part in helping it grow and improve.

Later this month, the huge international show, NY 2016, takes place in New York City. There will be over 70 postal administrations, numerous clubs and societies, and 150 dealers represented at the show, including a number of NSDA dealers. There is no better opportunity than an international to see world class rarities exhibited, shop for elusive stamps or covers, and meet with philatelic friends. For the many who haven't seen the unique 1856 1 cent British Guiana, the world's most expensive stamp, NY 2016 presents the opportunity. I'll be at the show representing the Allied Military Government (AMG) Collectors' Club and, in that role, will be giving a talk on AMG collecting and helping staff the club booth. The show will also provide me the opportunity to shop for items on customer want lists and make some new friends. I plan on having a report on NY 2016 in the next edition of *NSDA News*.

This quarter features two articles by Sid Morginstin, in his column he discusses the costs associated with being a show/bourse dealer and how those costs must be passed on to customers. Read Sid's column starting on page 4 and let us know what you think about his thoughts on being a show dealer. Sid also has contributed a short story with an interesting twist related to first day covers starting on page 6.

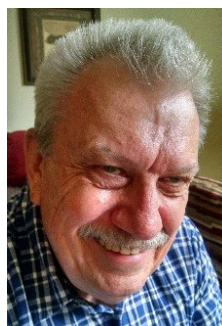
Also in this issue, is a bio for our new Membership Director, Amanda Morgenstern, and after a long absence, our Dealer Spotlight feature has returned with an article about current NSDA Vice President, Bob Sazama. If you are interested in being profiled in *NSDA News*, contact me via E-mail at rich@pedersonstamps.com or by phone at (703) 626-5599. It's a great way to introduce yourself to other NSDA members.

This is the longest edition of NSDA News in my six-plus years as editor, which is certainly a good thing! Since we are published on the web, there is no cost for adding content and there are certainly benefits derived for our members and other readers. As an editor, I would much rather deal with the problem of having too much content rather than not having enough to publish. Please keep the articles and news items coming so that we can keep our membership informed and all of our readers wanting to return and learn more about this wonderful hobby and profession.

Finally, I would like to thank dealer Jonathan Topper of Topper Stamps for providing the postal rate chart included on page 11. I know this chart will save me many visits to the USPS web site.

## **Letters to the Editor**

There were no letters to the editor received in time for inclusion in this edition.



## **President's** **Corner** **Dick Kostka**

This is my first column as NSDA President. My pledge to you is that during my term in office I will return all phone calls, answer all E-mails, and will do everything in my power to insure that *NSDA News* has the information necessary for it to be published on a quarterly basis so that we can keep our members

informed.

Since this is a membership organization, I feel that not only does the organization need to provide benefits to its members, but each member should actively participate in the organization. Belonging to NSDA provides a dealer a degree of credibility and professionalism that dealers operating without such a credential do not have. In addition to providing dealers a level of credibility, NSDA provides a newsletter to keep members informed and refers potential buyers and sellers of stamps and covers to the dealer(s) located in their immediate area. NSDA also sponsors the Stamps in Your Attic booth at the APS summer and winter shows, which benefits individuals trying to sell their stamps and NSDA members looking to acquire new material. Since NSDA receives much positive publicity from its sponsorship of the Stamps in Your Attic booth, it is important that dealers attending the two major APS shows volunteer to spend some time at the helping to evaluate stamps and covers that are brought to the booth.

I am happy to say that the newsletter will continue in the capable editorial hands of Richard Pederson. If you're going to contribute to the newsletter, remember that Rich is an excellent editor and is happy to assist in preparing your article. No, he will not give you a grade on your work...he'll just massage it for publication. He's got a degree in English which means that he's accustomed to writing and rewriting our ramblings so that we have a professional-looking newsletter.

Amanda Morgenstern, our new Executive Director, will assist with membership data management so that she can provide both our webmaster and newsletter editor with the latest membership information for the new website and for *NSDA News*. Amanda will be contacting all of our current members with the dual purposes of verifying membership information and getting acquainted with the members.

As many of you know the membership fee of \$75 for the year 2016 has been waived. Enlist a new paying NSDA member and your membership fee for the next year will also be waived. In addition, any member

who submits two newsletter articles during the calendar year will have their membership fees waived for the ensuing year. Try to top those deals with any other philatelic organization!



## ***It's What I (Usually Alone) Think: Dealers At Shows*** **Sid Morginstin**

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

I take a booth (or table) at a stamp show only three or four times a year. As my dealing is, more or less, limited to Holy Land and Judaica, it does not pay to go to many shows.

At a recent show, I had an unusual experience. A client was looking through my stock and selecting some items. As he looked at an item, he also looked for it on the web. He told me that though he could get the item for less on eBay® he wanted to buy it from me.

I told him "The eBay dealer does not have to pay \$700 for a table, spend \$500 for three nights at a hotel, purchase meals, and travel some 250 miles. Also, in my case, I need to hire a home health aide for my wife. [Hey – the sympathy approach usually works.] In addition, at a show you have the material in hand and can inspect it. With eBay or any other web site, if there is a problem you need to return the material and wait for a refund. Further, with a WEB SITE you have to pay postage and perhaps sales tax. At a show, the sales tax may be included in the price."

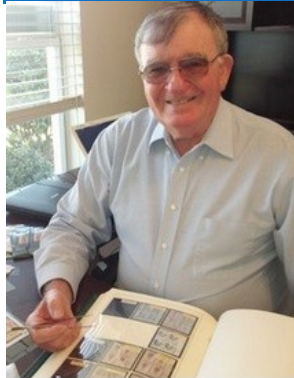
In the end, he did buy the material. I gave him a bit of a discount, but the discount would have been more had he not been checking eBay®. Oh, I did add on

the sales tax.

That reminds me of another incident. At a show in New Jersey, I was adding sales tax onto all purchases. A client asked me why I was the only dealer doing that. My response was “Well, I am sure that I am the only dealer here who also works for the State of New Jersey. I do not want my name in the newspaper on a story about a New Jersey employee not collecting sales tax.” The client paid the tax.

My questions for you to ponder are: How would you have handled these buyers? Would you send a buyer away (and lose the sale) or match the on-line price? Do you think that it is rude for a buyer to do comparison shopping on the web while he is at your booth/table? *[Editor’s Note: I would be interested in hearing what either customers or other dealers would do in this situation. As a customer, does the benefit of seeing the item in person outweigh paying a little more? As a dealer would you tolerate a buyer taking time at your table to price shop on the internet and, if so, would you match the price or let the customer walk?]*

## Dealer Spotlight Robert (Bob) Sazama



Bob grew up in East St. Louis, Illinois and graduated from Southern Illinois University at Carbondale, Illinois, where he earned a PhD in education. He taught school for nine years in Illinois and retired after 27 years from the federal government as

an education services officer providing continuing education programs for the military around the world. With his government job he was able to live and work in Germany for nine years, Japan for seven years, six month stints in Saudi Arabia and Kuwait, and multi-year assignments in the following places: Key West, Florida; Fort Leavenworth, Kansas; Fort Rucker, Alabama; and Fort Campbell, Kentucky.

Bob began collecting stamps as a Boy Scout and earned the Stamp Collecting merit badge on the way to earning the rank of Eagle Scout. His early collecting interest was the U.S. and he later switched to Czechoslovakia.

Bob first became a stamp dealer as a part time mail order dealer while living in Germany in 1984. In 1991, he became a part time show dealer, while in Kansas City, doing smaller shows throughout the Midwest. Bob then moved to Japan in 1995 and became a member of the Japanese Stamps Dealers Association doing shows all over Japan. From there he traveled to Hong Kong, Seoul, Taipei, Bangkok, Prague, and San Palo, Brazil. Most of the shows he does today are located in the Southeastern portion of the U.S.

Many of Bob’s acquaintances remember his now deceased wife Joanne as she was a regular at the larger U.S. APS shows. She always had a table under the trade name “Joanne’s Stamps” or the “Dollar Lady” (covers) for which she became well known.

Bob is a member of many philatelic societies/ organizations. He has served as advertising manager for the American Topical Association’s *Topical Time*, treasurer for the Florida Stamp Dealers Association, regional representative for the NSDA, and Vice President of the one of the stamp clubs in The Villages. He is presently the newly elected Vice President of NSDA.

Bob has two daughters that live in Missouri. In Florida, when not working on stamps, you will find him playing pinochle in one of the recreation centers in The Villages or fishing in the Gulf of Mexico. His fishing stories are better than his stamp stories.

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## **First Day Covers On Trial (A Short Story)**

**Sid Morginstin**

[Author's Note: This is a fictional tale. Any references to organizations or to living people are purely coincidental.]

Upon arriving home from work, I always checked my mail. On this fateful day, I saw a piece of mail from the Burlington County Court System. I immediately opened the envelope. I was being summoned to jury duty.

I am not one to shirk my civic duty. In fact, I enjoy jury duty. As I work for the State of New Jersey, I would receive my regular salary. However, I would not get the \$5 per day that Burlington County paid jurors.

I often like to tell this story. In April 1974, I moved to Trenton having gotten a job with the State. I kept my official residence in Bloomfield, New Jersey. In January 1975, I received a notice to appear for Jury duty in Essex County. The state agency, for which I worked, offered much overtime between January and April as there was much to do – reviewing local municipal budgets. I wrote a letter to the assignment judge in Newark, quoting chapter and verse of state law, stating that as my employer needed me for work, I should be excused. I got a fast response – I was excused. Fast forward to May. I wrote another letter to the assignment judge in Newark asking that I now be assigned Jury Duty. I soon received a summons to appear for three weeks in August. This turned out to be most fortunate. My parents had planned a trip to Israel. They filled the freezer with food. My next door neighbor had a nice pool. I had a three week vacation. Each day after getting home, I was in that pool. The only downside was that I had to do my own laundry!

The letter had instructions to go on-line and complete a form indicating my availability. I quickly did so. The next day, I told my manager at work. His response was to “find the person guilty.”

The big day finally arrived. I drove from Bordentown to Mount Holly. Surprisingly, there was free parking

for jurors. I went into the court administration building – that is after going thru the metal detector. I signed in with the clerk at the jury room and took a seat. Luckily, I brought a book to read. The TV was tuned to some “home show” network.

We were told to be there by 9 AM. This passed. Around 9:30, someone shut off the TV and started to tell us what will be happening. She then showed us a video describing jury duty and the court system. Though I knew all of this, I listened anyway.

After the video was over, we sat for another half hour. Another staff member then told about half of those in the room that they would be going into a court room. I was fortunate to be in that group.

We had to go to another building, thru another metal detector and then upstairs to the courtroom. The judge and lawyers were already there.

Judge Caulfield related the details of the case. John Walker was suing his insurance agent Bill Conner and the company providing his homeowners insurance, Home Assured, for non-payment of a claim. The defendants claimed that the payment was not received on time and the policy was cancelled.

The judge and the lawyers went thru the jury selection process. We were given a multipage questionnaire. One of the questions was “List any hobbies you have.” I put down stamp collecting.

In the first round, some potential jurors were excused because they knew the participants and others because they had conflicts. Those left were called up one at a time for more in depth questioning. I was one of the survivors.

A few jurors were seated. I was then called. The lawyers asked me questions about my feeling for the law. I stated “It is not a juror’s job to interpret the law. That task belongs to the judge. Our job is to decide guilt or innocence based upon the facts presented and on how the law is explained to us.” The lawyers were somewhat pleased to hear that. I related that when I was on the Bordentown Township planning and zoning boards, the board attorney would give us a court’s decision. I always read them and usually would ask the

attorney some questions about the decision. The lawyers smiled and let me stay.

The remaining eight jurors (for a civil case) and two alternates were chosen. We were then to be sworn in. I had to ask Judge Caulfield if she could substitute “affirm” for “swear” for me. She readily agreed. We were told to come back at 1:30 PM when opening arguments would be held. We were ordered not to discuss the case with anyone, or else!

You would think that, with the courts located there, downtown Mount Holly would have many nice places to eat. Well, you would be wrong. A couple other jurors and I found a semi-nice place for lunch.

We got back around 1:20. It was not until 2 PM that things got underway.

John Walker’s attorney, Bill Daily, made the plaintiff’s opening arguments. He stated that they will prove that the payment was sent in on time. They would show that Bill Conner and Home Assured show a pattern of slow service, quickness to cancel policies for trivial errors, and constant delays in making any payments.

The defense attorney, Dewey Cheetum, made the defense’s opening arguments. He stated that they would show that John Walker always paid late, made excessive claims, and was slow or refused to correct errors.

It being 3:30 PM, Judge Caulfield decided to adjourn until 9 AM the next day.

We gathered again at 9 AM. Once again we had to wait until 9:30 for the court session to start.

Bill Daily called John Walker to the stand. Under questioning, John related that he paid his homeowners insurance quarterly. He stated that he mailed the premium on time by regular mail. Bill Daily introduced Plaintiff Exhibit 01 – the cancelled check. It was dated April 01, 10 days before the premium was due on April 10.

In cross examination, Dewey Cheetum then asked John Walker if he had proof of mailing. The response was that he did not. Mr. Cheetum introduced Defense Exhibit 01 – the back of the check. It showed that the

check was not deposited until 60 days after the premium was due -- June 10. Mr. Cheetum asked John Walker if he could explain the delay. Bill Daily objected stating that the delay was not the plaintiff’s responsibility. The judge upheld the objection.

Bill Daily then called up the mail clerk from Home Assured, George Postal. Bill Daily asked him what was done with incoming mail. George Postal responded that he docketed the mail piece with the date it was received.

Bill Daily introduced Plaintiff Exhibit 02. This was the envelope in which the premium was mailed. He asked George to read the date that was marked. It was June 08. Under questioning, George Postal stated that he immediately sends all checks to the department handling payment.

Bill Daily then showed enlarged copies of the check and the envelope. In looking at the enlargement of the envelope, something caught my eye.

At that time, Judge Caulfield called for a recess as she had another matter to attend to. We would resume at 1:30.

I called the bailiff, Joe Gunner. I asked him if I could look at the actual envelope. He asked Judge Caulfield, who approved.

I then noted something that the lawyers had apparently missed. I told Joe Gunner that I had some information that the court might find interesting about the envelope. He passed this on to the judge with instructions for me to keep it to myself and report to the court room at 1:15.

After a fast lunch, by myself, I reported to the courtroom at 1:15. At that time, I was ushered into Judge Caulfield’s chambers. She asked me what I saw that was so interesting.

I responded: “I am a stamp collector and dealer. My main area is the Holy Land. In the 1960’s and 1970’s I collected U.S. First Day Covers. This envelope contains a special cancellation that was applied to the envelope on the first day that a stamp was sold. A new stamp was available only in a given city on the day it

was issued.

“Please permit me to provide a much shortened history. This is from memory so the facts may not be 100% accurate.

“At first, the collectors had to mail payment and an envelope to the city where the stamp would be issued. These had to be received by the date of issue. Postal workers would then put the stamp on the envelope and cancel it with a handstamp made from rubber. We all knew that, as the volume of such requests would be too large for the workers to handle in one day, much of the work was done before or after the date. This was acceptable.

“In the late 1970s, the deadline for submission was extended. Currently, collectors have, if I recall, up to 60 days after the stamp is placed on sale to submit their envelopes for the First Day Cancellation. They also have to buy and place the stamps on the envelopes they submit. Further, the processing is done at the Postal Fulfillment Center in Kansas City. *[Editor’s Note: A grace period of 15 days was instituted in January 1977. The grace period was extended to 30 days in 1982 and 60 days in 2007.]*

“Now here is the key thing that I noted. I said before that the clerks used a handstamp made from rubber. These are still available -- but only in the city where the stamp is actually issued. The Fulfillment Center uses a machine with a steel cancelling device. The rubber one has much thicker lines.

“It is my belief – and I am not an expert on this so I can not attest to it – that this is a First Day Cover that was sent to the Fulfillment Center.” It was not mailed in the city noted in the cancellation.

Judge Caulfield seemed somewhat concerned. She then asked me to leave the room and not to sit with the jurors or talk to anyone. I sat in the courtroom seats and not with the jurors. Some of them looked quizzically at me. I said nothing.

A few moments later, Joe Gunner advised the other jurors that the afternoon’s session would be delayed about an hour and told them that they may leave for a bit. He then called the lawyers into the judge’s cham-

ber.

A few minutes later, I was summoned into the chambers. Judge Caulfield asked me to repeat what I had told her. I did so.

The lawyers asked if I knew someone who could provide a definite opinion. I mentioned the name of a John Licker of LICK AND STICK Stamp Company. I was then dismissed and asked to wait in the courtroom.

The plaintiff and defendants were then called into the chambers.

The other jurors came back on time. About half an hour later, the lawyers and their clients came back in. The plaintiff’s attorney seemed quite upset.

Judge Caulfield came in and addressed the court. She related what I had told her and reported that John Licker confirmed what I had related. She then ordered that the case be dismissed and ordered the plaintiff to pay all of the defense’s legal costs.

Judge Caulfield then thanked me for being so observant and properly reporting my suspicions to the bailiff. We were all dismissed.

Dewey Cheetum called me over and thanked me. He stated that as a child he collected stamps. After this he wanted to start again – but not First Day Covers.

## News & Announcements

**NSDA Website.** The NSDA website has now had a complete overhaul and has a cleaner, more up-to-date appearance. Additional content will be added, including articles from past editions of *NSDA News*. In the future, a members-only area will be created to post information that is only intended for NSDA members.

**World Stamp Show-NY-2016.** NY-2016, the huge international stamp show being held in the U.S. is finally upon us. The show is being held at the Jacob Javits Convention Center in New York City, from Saturday, May 28th, through Saturday, June 4th, 2016. Many NSDA members will either have booths at the show or will be attending the show in some other ca-



capacity. Current information about the show is available via the NY 2016 website at <http://www.ny2016.org/>. The next edition of *NSDA News* will have an article discussing some of the sights and events at NY 2016.

**Elections.** The NSDA election results are in and a new leadership team is now in place to assume the duties outlined in the bylaws. Richard (Dick) Kostka has been elected as the new President and Bob Sazama is the new Vice President with Michael Ball and Cecilia Ball being re-elected as Treasurer and Secretary, respectively. All ran unopposed for their offices. Re-

gional Representatives will be appointed by the President, contingent upon their pledge to provide our newsletter with at least one article per year on any aspect of stamp dealing or collecting. The goal is to also have each Regional Representative report on show happenings and other news of interest within their region.

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**Executive  
Director's Report  
Amanda  
Morgenstern**

*[Editor's Note: Amanda is NSDA's new Executive Director. As a way of introducing her, I have included the biography she provided NSDA. In the future, this space will be used by Amanda to update membership-related information such as listing new members and providing updates on membership recruiting efforts.]*

My name is Amanda Morgenstern. Graphic Designer, Typographer and Philatelist, I was born in Pinckneyville, in the heart of southern Illinois, where I currently reside full-time, having migrated from Sandy, Bedfordshire, England in 2015. I am American born, but an Anglophile at heart!

When I was 8 years old, my great-grandmother sat me down at the kitchen table with a Fleischmann's butter tub full of water and introduced me to soaking stamps. It would seem trivial to say I was intrigued, except I later became known as the 'girl who soaks stamps in her bathtub.' Philately did rule our household for quite a period.

It wasn't long before my lovely parents took me to the Southern Illinois Stamp Club where I was a member through my teenage years, meeting my two mentors, Vera Felts and Robert Stevenson. In addition to many stamp lessons, they always made sure I attended our home show, St. Louis Stamp Expo. Vera still holds the role of philatelic mentor, and we work closely together for the American Topical Association, she as the Executive Director and me as graphic designer, webmaster and as of 2016, a member of the Board of Directors.

At the age of 20, I took the opportunity to transfer my education to England, accepting placement at the Cambridge School of Art, where I earned my BA Honours Graphic Design and my MA Typographic Design.

During my years of study, stamp collecting took a back seat, although I did utilize stamps in my work and research whenever I could.

As I've reintroduced myself to the philatelic world, particularly via Expo 2014, I found many asking "What do you collect?" I'm a classic collector, having a US and GB collection and first stamps of the world. I also have a large leather postcard collection and currently focus on private die medicine stamps.

As webmaster for the ATA, I have won Gold in the APS Web Competition four years in a row, the only organization to do so. In addition to my work for the ATA, I became Editor for the Graphics Philately Association in 2014, and publish *Philateli-Graphics* quarterly, winning the Grand Literature Award at NTSS Portland in 2015. Outside of my philatelic work, I have won several awards for wine label design and packaging. The highest award of my career has been a Platinum MarCom Award in 2009, an international award for design in marketing.

I am a member of ATA, APS, Webster Groves Stamp Club, Graphics Philately Association, World of Engravers Philatelic Association, Southern Illinois Stamp Club and the Wine on Stamps Study Unit.

Please feel free to email any time with comments or suggestions. I appreciate the support of our members, particularly Dick Kostka, Bob Sazama and Michael Ball, as I find my feet in this new role. Thanks to you all, and I hope this is the beginning of a beautiful friendship!

**April 10, 2016**  
**U.S. Postal Service Rate Table**

Postal Service	New Rate
First-Class Mail letter (1 oz.)	0.47
First-Class Mail letter (2 oz.)	0.68
First Class Mail letter (3 oz.)	0.89
First Class - Flats and Large Envelopes (1 oz.)	0.94
First Class - Flats and Large Envelopes (2 oz.)	1.15
First Class - Flats and Large Envelopes (3 oz.)	1.36
First Class - Flats and Large Envelopes (4 oz.)	1.57
Postcard	0.34
International Postcard (All Countries)	1.15
First-Class Mail International to Canada (1 oz.)	1.15
First-Class Mail International to Canada (2 oz.)	1.36
First-Class Mail International to Canada (3 oz.)	1.61
<b>COUNTRY CODES 3-5*</b>	
First-Class Mail International (1 oz.)	1.15
First-Class Mail International (2 oz.)	2.13
First-Class Mail International (3 oz.)	3.12
<b>COUNTRY CODES 6-9*</b>	
First-Class Mail International (1 oz.)	1.15
First-Class Mail International (2 oz.)	1.98
First-Class Mail International (3 oz.)	3.12
Media Mail – Books, DVD’s, etc (1 lb.)	2.61
Media Mail – Books, DVD’s, etc (2 lb.)	3.09
Media Mail – Books, DVD’s, etc (3 lb.)	3.57
Media Mail – Books, DVD’s, etc (4 lb.)	4.05
Media Mail – Books, DVD’s, etc (5 lb.)	4.53
Media Mail – Books, DVD’s, etc (6 lb.)	5.01
Media Mail – Books, DVD’s, etc (7 lb.)	5.49
*Go to <a href="http://pe.usps.com">pe.usps.com</a> for Country Codes	

The above postal rate chart was created and provided to *NSDA News* by dealer Jonathan Topper.

## 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. NY 2016 in New York City

May 28-June 4, 2016  
Javits Center  
655 West 34th Street  
New York, NY

2. APS StampShow

August 4-7, 2016

Oregon Convention Center  
1000 NE Multnomah St.  
Portland, OR 97232

3. Fairfax StampFest in Fairfax, Virginia

August 13-14, 2016  
Elks Lodge  
301 Madison Street  
Madison, TN 37115

## Club News & Meetings

1. The Warrenton Stamp & Coin Club meets the first Thursday of every month at 7:00 PM at the Sun Trust Bank building in the Warrenton Center in Warrenton, Virginia.
2. The Greer Stamp Club meets monthly in the Taylor's library located at 316 Main Street in Taylor's, South Carolina. Meetings are normally held on the second Saturday of the month. Contact Susan Whitehead via e-mail at [stam-pahlic@aol.com](mailto:stam-pahlic@aol.com) for further information.

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