



NSDA News

Stamps, Stamp Collecting, Covers and Postal History

The Quarterly Publication of the National Stamp Dealers Association

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Scene From PHILATAIPEI 2016 In Taipei Taiwan

National Stamp Dealers Association

“Dealers Helping Dealers”



NSDA News

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News Highlights

Turn to page 10 for news and announcements and page 12 for a list of upcoming stamp shows.

In This Issue

This quarter’s article by Sid Morginstin discusses his experiences at the NY 2016 international show in New York City. Dealer Spotlight, starting on page 6, features the Browsehouse and proprietor Kathy Savedow. Also read Bob Sazama’s “Random Thoughts” column, which starts on page 8 and reviews the 2016 PHILATAIPEI international show (pictured on the cover) held in Taipei, Taiwan this past October.

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My Two Cents Worth
Richard Pederson

Last quarter I discussed how show attendance, in many cases, has declined in recent years, but other areas, such as on-line sales, have flourished. Earlier this month, I saw an aberration to that pattern. I had a booth at Fairfax StampFest in Fairfax, Virginia and was astounded to see a long line of people waiting to get into the show on Saturday morning. Until late in the day, chairs in front of my table were usually filled with customers. I have done this show a number of times before and never saw so many people actively buying stamps and covers. I have actually had greater sales at this show, due to a few large purchases, but never as many sales. From looking around the show floor, I imagine many other dealers had a similar experience. On Sunday, it was a more typical day with fewer customers, although I did reasonably well due to a few larger purchases. I also suspect Sunday was down because of the Super Bowl being played later that day. Nevertheless, whether the show did well due to the cold weather or a lack of other things to do that weekend, it was nice to see the crowds back for once. Hopefully, that won't be the last time I see that many people at a local show/bourse.

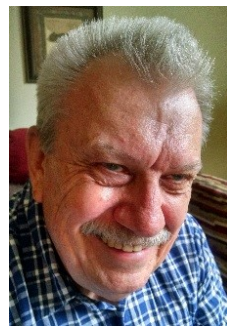
I believe this is our largest ever edition of NSDA News. Although it has taken more time to edit and assemble the newsletter, that's a good problem. I would much rather spend my time editing than making phone calls and sending E-mails begging for more material.

This edition's Dealer Spotlight, starting on page 6, shows how the Browsehouse, under the leadership of Kathy Savedow, has been able to continue and thrive

despite the tragic loss of her husband, Randy Savedow. Bob Sazama and Sid Morginstin also provide their views on two very different international shows held last year in New York City and Taipei, Taiwan. Finally, I would like to point out the updated postal rate chart, provided by Jonathan Topper, that appears on page 16. [P.S. Vote for Bob Sazama for the APS Dealer Advisory Council.]

Letters to the Editor

There were no letters to the Editor received in time for inclusion in this edition of NSDA News.



President's Corner
Dick Kostka

We have closed one year (2016) and opened another (2017). 2016 closed on a high note for me with the formation of the group "The Future of Philately." We have all noted the slowdown of activity at stamp events. Even the major shows have had a decrease in attendance and sales are shrinking. I keep good records on the shows that I attend and when I compare repeat shows, over a five year period, each succeeding year there seems to be a little shrinkage. Another sad comment is that each year the material I bring with me is of better quality so there should be a proportional increase in sales.

Promoters are now counting every head that gets near the door so they can say how successful the event was. We need to develop a better way of registering attendees in order to determine whether an event is successful or not. Dealers are not only interested in how many people showed up but also what brought them to the show and how it will affect the bottom line. Show dealers spend a considerable amount of time, effort, and money preparing for and attending shows. The rewards must be commensurate with those expenditures for us to be successful. For that to

continue to happen, there must be an effort to reach out to those collectors who are not regular attendees at stamp shows or bourses. I urge each of you to go on the APS website and follow the activities and efforts being made to reach out to get more people active in the hobby. Any small effort that you can either provide individually or make by assisting a philatelic organization, club, event or activity, will be helpful.

For 2017, we are starting off with the APS Winter Show in Reno in early March. The NSDA booth will be the only dealer organization booth on the floor. Amanda Morgenstern, NSDA Ex-Director, will be at the booth to handle all the activity. NSDA will again sponsor and handle the activities at the “Stamps In Your Attic” booth. The APS just announced that they were able to combine their efforts with several others so that over one million mailers promoting the show will be sent out to those in the surrounding area. They will include an invitation for people to bring in their philatelic items to the “Stamps in Your Attic” table. I am looking forward to a very active time at the booth. There have been some mixed feelings regarding this show and its chances of doing well. I, for one, am very optimistic that the efforts being made will result in a successful show.

2017 also starts my second year as your President. I would like to talk to those people who said that it will be easy and only take a small amount of time. Every “job” is what you make of it or want it to be. The NSDA had suffered in the past few years due to a lack of active leadership and was held together by just a few dedicated people. We now have solid leadership with a full complement of officers, a support team (Executive Director, Webmaster, and Newsletter Editor), and recently elected Board of Directors (BoD). Our first full board meeting of the year will take place in March at the Reno Show.

During my tenure as President, I have enjoyed working with the staff and membership to re-establish our foothold within the hobby. Our membership has grown. New and old members have shown an interest in taking an active part in our efforts. Our “one for one” program, bring in a new paid member and re-

ceive your next year’s membership free, has met with great success.

Before closing, I want to extend a “THANK YOU” to all who helped. I really appreciate your efforts. I would also like to ask you to vote for NSDA Vice President Bob Szama in his quest to be elected as a representative to the APS Dealer Advisory Council. It would be great to have an NSDA representative on that council.



It's What I (Usually Alone) Think: Stamp Collecting Is For The Birds **Sid Morginstin**

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

In brief, World Stamp Show NY 2016 was an amazing event. Nearly all aspects were great, including the exhibits, displays, dealers, meetings, and venue. If you did not attend, you missed the greatest philatelic event of the decade. What follows are some tidbits from my personal experience.

Originally, I was planning to be a volunteer for the entire show. This included the set up and take down. I had done the same at INTERPHIL 1976. Living near Trenton, New Jersey made that feasible. I was also the convention chair for the American First Day Cover Society. I wanted to repeat the volunteer work for NY 2016.

I also am a dealer. I originally was thinking of sharing a booth with another dealer. That did not pan out so I was going to skip taking a booth until my brother

Harvey agreed to let my wife, Charyl, and me stay at his house in North Jersey for the duration. Otherwise, including the hotel or bed and breakfast, the cost would have been prohibitive. It goes without saying that Charyl and I are most grateful. To my brother

On the Tuesday before the show, we moved my stock up north. (From where I live, anything north of New Brunswick is UP NORTH.) That evening, I took a bus to New York and walked to the Javits Center. I did the same on Wednesday.

I was on a team working with the frames and mounting exhibits. First, we had to remove the screws at the bottom of all of the frames. We then had to mount the exhibits. This proved quite difficult. Many of the screws did not easily go in, if at all. The frames also proved problematical since the floor was not 100% level. The complaints were many. The company that made the frames had a representative at the show and he was busier than the proverbial one-armed wallpaper hanger.

It seems to me that the frames were not fully tested out at an exhibition. Though they are lighter than the previous frames, they do not seem as sturdy. Also, the plastic cover easily scratched. On the good side, I liked the plastic holders for the exhibit pages.

On Thursday morning, my brother drove the van to the Javits Center. Getting in was a real problem -- we had to make three trips inside to register, weigh in, and unload. In the end, as my booth was about 30 feet from the back door, my brother was allowed to drive right up to my booth. It took me quite a while to set up. Afterwards, I went back to mounting and I also helped out on Friday.

I attended part of the opening ceremonies on Saturday. Though they were well done, I was expecting some entertainment, similar to what I have seen at some other international shows. Perhaps there was some after I had to leave. [Note: *In contract, see Bob Sazamas article starting on page 8.*]

Saturday thru Monday was one long blur. Sales were very brisk. It was so fast that I could not properly track all of the sales.

Tuesday thru Friday the crowds were a bit less, but still very good.

There were many food options available. On some days, vendors even brought food to the dealers. The food was a bit pricey, but acceptable. When you only have time to gobble down a sandwich, most anything is acceptable.

Throughout the show, it was most pleasant to meet longtime friends and put faces with names of clients I had never met or rarely met. I also met many new clients.

On Thursday, before opening, I was able to see the Court Of Honor. I only had time for a quick scan. There were a couple of exhibits that I really wanted to look at carefully. I am sorry to say that I did not have time to see the other exhibits. I am sure that I missed some fine exhibits.

Throughout the eight days, there were many society meetings and lectures. If I did not have a booth, I would have attended quite a few. That is one of my regrets of being a dealer. There is little, if any, time to see the exhibits and to attend society meetings at many shows.

I just had this thought: Perhaps the society presenting a meeting or lecture (or even the show committee itself) could tape the event and post it on their web site. Of course, there might have to be a modest fee for viewing.

The USPS booth was magnificent. They had a game similar to TETRIS. Many years ago, I was very good at TETRIS. Too bad I could not try it out. I am sure that I would have won.

The society and dealer's booths were well done. The aisles between the booths and in the exhibit areas were very wide. The one fault I saw was that there was carpeting all over, except in the exhibit area. As far as I could determine, the lighting in all areas was very good.

The last day, Saturday, was very busy in the afternoon. I figured that the bargain hunters would come out. They did, as well as regular buyers.

The show closed at 3 PM. Normally, it takes me about an hour to pack up and move out. Moving out was one long disaster and mass confusion. I will spare you the gory details. Again, my brother was allowed to drive onto the show floor. Suffice it to say, we did not get out until almost 8 PM.

I was planning on helping to dismount the exhibits, but as my wife and I were both dead tired and hungry, we left with the van. My apologies go out to the other volunteers and show committee. I feel as if I let them down.

I would be remiss if I did not publically thank Tami Jackson, who dealt with all of the dealers. She did a great job -- especially handling my "issues."

In fact, kudos goes to the entire show committee. NY 2016 was well done. My complaints are insignificant compared to all the work that the committee did. I was very pleased and glad that I did the show.

Now you may be asking why I wrote that "STAMP COLLECTING IS FOR THE BIRDS." The loading dock doors at the Javits Center are huge. New York pigeons fly in and out. During the show, they could be seen walking the floor. The photo below was provided by Becky Dean of the Society of Israel Philatelists.



Dealer Spotlight

Kathy Savedow

The Browsehouse



2016 was a tough year for The Browsehouse. In early February, they suffered the devastating loss of their owner and leader Randy Savedow. Randy was the heart and soul of the business. He was well known and respected throughout the worldwide philatelic community. Randy was a major dealer in the industry for over 40 years. For many years, Randy and his father, Barry Savedow, traveled the country and the world. They attended all the major stamp shows and visited customer homes making sure their customer's valued collections would find a good home when they were ready to part with them. All the while, they maintained a strong business at their Holly Hill, Florida location. At one time, the Browsehouse employed as many as 12 people who helped fill the needs of both dealers and retail customers.

In 2009, when Barry passed away, Randy and his wife Kathy reinvented the business. They had to sell off existing stock and inventory, let all of the employees go, and, basically, start over. They had little to work with as far as inventory, but off they went to one of the biggest stamps shows of the year. Fortunately, they did well, both buying and selling, with Randy doing what he did best, working the room. For Randy, it was an art form. He loved getting out on the floor and being "in the zone," as he called it. He considered himself the "Dealer for Dealers." Very few people were as knowledgeable about stamps as Randy was. He always had the pulse of where the market was going.

Randy and Kathy were off and running and the

Browsehouse continued as both a viable business and a major player in the dealer market. In addition, they kept a retail location open in Holly Hill, one of the few retail stamp stores left in Florida.

Before long, it was time to bring in more help. In 2010, Randy and Kathy brought in family friend, Mark. Mark was new to the Stamp business but was trustworthy and willing to learn. He had over 30 years of retail management experience. Most recently, he was a Regional Vice President with a large convenience store chain. Over the next few years, Randy took Mark under his wing and taught him not only about stamps but also about the the industry. While Randy's knowledge of stamps took many years to learn, Mark did his best to absorb as much knowledge as possible in a short time. During this period, the Browsehouse continued to grow. Randy did his thing assembling lots, making deals, buying and selling, and working the internet. Before long, he not only built the inventory back to where it was, but bigger and better than ever. Kathy took on the chore of maintaining the paperwork side of the business as well as sorting and creating the inventory used to fill orders for dealers around the country. Soon, Mark took an active role in building the eBay side of the business, packing and shipping as well as listing. This enabled Randy and Kathy to spend more time on the road, traveling the country making buys, visiting dealers, and attending shows. Every trip was an adventure and they loved every minute of it.

In 2013, it was time to grow again. Randy brought in Rene Nowell. Rene also had many years of experience in the philatelic community. Rene took over much of the cataloging and lot creation duties, again freeing Randy up to do more important things in order to keep the Browsehouse moving forward. 2014 thru 2016 were the company's best years ever, again because of Randy's great sense of the market and ability to stay in front of changes in the industry.

The tragic loss of Randy was a shock both to his wife Kathy and the dealer community. What would happen to the Browsehouse? Decisions had to be made. What would Kathy do? Well to make a long story short,

Kathy knew what was necessary and what Randy would have wanted her to do. That was to continue on. Fortunately, Randy had imparted a lot of his knowledge to Kathy, as well as to Mark and Rene, and she was able to keep the Browsehouse open. After making some adjustments, the Browsehouse is still flourishing.

In December of this past year, Kathy and the staff undertook the challenge of moving to a new and improved location. The Browsehouse is now open at its new site, just two blocks north of the old store. The new address is 1501 Ridgewood Avenue, Suite #108 in Holly Hill, Florida. While they have scaled back a little on some of the major shows, they are still active in many local shows and have plans to get back to some of the bigger shows in the future. In fact, they recently had a very successful FLOREX 2016 show and are looking forward to next year's show. They are also still buying lots, big and small, and have a strong retail customer base in addition to working with other dealers and maintaining a strong internet presence on Ebay.

Despite all the doubts and questions about what would happen to the Browsehouse, Kathy would like the philatelic community to know that they are "Alive and Well" in Florida. Kathy is now the sole owner, Mark is the Manager and Buyer, and Rene works daily at the shop assembling lots and building collections. The future remains bright and Randy's legacy and the Browsehouse live on. Look for the Browsehouse on Ebay under the seller name "browsehouse", where you



can always find hundreds of lots of all kinds, including many high value U.S. and worldwide items. Visit the Browsehouse and "like" their Facebook page for updates on shows and specials. Call them at 386-672-

1673, or when in Florida come and visit their new location. As always, they carry a large selection of better individual stamps, U.S. and worldwide collections, country lots, and covers of all kinds, including first day, postal history, and Confederate. They also have "Box Lots" big and small and a selection of supplies and other philatelic needs.



Random Thoughts
Bob Sazama

The Chunghwa Post of Taiwan hosted PHILATAIPEI 2016 in the Taipei World Trade Center from 21 – 26 October of 2016. This is the second time I've had a booth (previously 2006) at this stamp show and at the same wonderful venue. While there is always a dispute about actual attendance at any international, I can assure you that each day people were standing in line at the entranceways. The Chunghwa Post reported that over 300,000 attended the show. How they arrived at that number is questionable, but many people streamed into the venue each day. Pictured below and at the top right are the entrance to the show and people lined up at the Chunghwa Post sales counter.



As you've read in the U.S. philatelic press, the attendance at New York 2016, based on actual registrations, was 23,017. So how does the Taipei show arrive at a number more than 13 times greater? I can only surmise that all those hosting events tend to overestimate or inflate the number of those attending. There is a big difference in the concept of a show among the countries. International stamp shows, in Asia, that I've attended in Hong Kong, Bangkok, South Korea, and Taipei are "destination shows." Destination shows offer something for everyone. They are heavily promoted in the local media (television, radio, newspapers), the internet, and in the schools. Besides the wonderful "eye popping" exhibits and stamp dealers from around the world, there is entertainment. Imagine that! Family entertainment (see picture below) to include: performers on stage; musical groups; dance groups; magicians; cartoon characters; and animal acts. This means there is something to do for everyone in the family.



How many of the 300,000 were actual stamp collectors is debatable. That being said, I can't recall a single moment when I didn't have a customer at my booth while the show was open. Imagine having 50,000 visitors at the big APS summer show in this country. Maybe the APS should consider some sort of family entertainment at its shows! *[Editor's Note: NY 2016's attendance was based upon the number of unique registrations. Many of those individuals attended multiple days and/or exited and reentered on the same day. Most previous internationals based attendance on clicker counts. Anyone entering, even if they attended multiple days or left and reentered on the same day, was counted in the attendance count.]*

As a suggestion, I would like to see performances at some of our large shows by local high school singing groups, ROTC drill teams, pom-pom or dancing groups, etc. If this were to happen at a U.S. stamp show, we might notice a decline in family members seated by the refreshment stands engrossed in their books as their spouse shops at the dealer bourse. Young children go to adult sporting events with their parents and are often entertained by team mascots. Maybe stamp shows need a mascot? Or dancing girls/guys? Or.....?

Another major difference is in the financing of the shows. PHILATAPEI was promoted by the post office. Thus, sponsorship came via the government postal system. Workers at the show were postal employees. Destination shows are a wonderful way to expose people to the hobby. You may note from some of the photos accompanying this article that school children along with teachers and parents came to the show. Areas dedicated to children were staffed by postal employees and they had a variety of learning activities for the young people. The areas for children were also filled with computer activities.

Helping out at my booth was fellow NSDA and Garfield Bourse chair, Dave Wessely, from Elyria, Ohio. Two other dealers from the U.S. had booths at the show: Haruyo Baker of Rising Sun Stamps; and Jorge Castillo and his father of Castlerock stamps. *[Pictured below is Bob's booth staffed by Dave, followed by*

Haruyo Baker in the Rising Sun Stamps booth.]



One of the reasons I enjoy attending international shows is having the chance to meet with foreign dealers that I've gotten to know over the years, such as John Auld from London shown below in his Crown Stamp Company booth.



Additionally, it was very kind of Mr. Hussain R. Al-Ismail, the Commissioner from Qatar (pictured with me at the top of the following page), to come up and offer his condolences about by my wife's passing the

previous year. Also stopping by my booth to chat were Ross Towle from the U.S. and Pedro Meri from Venezuela, both who were members of the Commissioner Committee. In addition, Mr. Huang



Chen Huei (of Taipei) from the expert committee stopped by many times during the show. He took it upon himself to make sure that foreign dealers felt welcome. Many of the commissioners and jury members took the time to visit with Dave and me at our booth and also chatted with us away from the venue. How refreshing to have the international “big wigs” stop and say hello and thank us for supporting the show. This happens all too infrequently at U.S. shows. Commissioner Betty Banfield from New Zealand even came by and chatted about awards given to dealers. Imagine that, awards for dealers. Seemingly, the APS has already picked up on this novel idea!

The big question is, “Should you do a foreign, international stamp show?” and I would say yes only if you are ready for a different type of show experience. You will be invited to hospitality suites and be amazed at the number of people attending the show. Just keep in mind that, although most visitors won’t be stamp collectors, they will be exposed to the hobby of stamp collecting and in for a lot of enjoyable activities at the

show. Pictured below is a view showing a portion of the show floor at PHILATAPEI 2016 and a picture of the IBM booth at the show (yes, non-philatelic companies get large booths to tout their products and services, something not seen at U.S. shows).



News & Announcements

APS Winter Show. The annual APS winter national stamp show, AmeriStamp, will be held on March 3-5 in Reno, Nevada. As in the past, NSDA will support the Stamps In Your Attic booth at the show. NSDA will also be holding a board meeting in conjunction with AmeriStamp.

Summit on the Future of Philately. A follow-up teleconference, titled Council on Postal Collectors,

was held on December 20, 2016. NSDA was represented by President Dick Kostka. Some of the items discussed were refinement and possible simplification of the mission statement, short and long term goals, the target audience for the effort, placing a focus on creating new collectors, naming/branding of the effort, and future direction of the hobby.

NSDA dealers who have not seen detailed notes of the teleconference may view them in the Members Only area of the NSDA website.



**Executive
Director's Report
Amanda
Morgenstern**

As of now, 148 members have paid their 2017 dues. Currently, the NSDA membership stands at 171 members, counting those whose dues were waived for service to NSDA or for signing up a new member. There were two resignations, one member retiring, three new members added, and no one was dropped. The resignations, retirement, and new members are listed below. A membership application is included on page 15. Prospective members should complete the application and submit it to the NSDA office located at 3643 Private Road 18, Pinckneyville, Illinois 62274-3426.

Resignations:

1. Edward Szpiro, Ed's Stamps, Bellevue, WA
2. Andrew G. Holtz, Holtz International Harmer SA , Lugano, Switzerland

Retiring:

1. Ronald Mainen, Philstamps, San Bernardino, CA

New Members:

1. David Wessely, A-One Coverz, 125 Elma Drive, Elyria, OH 44035, (440)365-8062, E-mail: aonecoverz@oh.rr.com
2. Casimir S. Rejent, III, Swan Classic, LLC, PO Box 71657., Marietta, GA 30007-1657, (770)330-0790, E-mail: info@swanclassic.com, Website: www.swanclassic.com
3. Scott A. Shaulis, PO Box 549, Murrysville, PA 15668, E-mail: scott@shaulisstamps.com, Website: www.shaulisstamps.com

Dropped: None



**Treasurer's
Report
Michael Ball**

Most members have by now renewed their dues (or received free dues for the year because they recruited one new member in 2016). With our waiver of all member dues in 2016 and the purchase of dealer bags, which only comes around every three to four years, we were close to the budget at the end of the year but still within budget. This year, our income and projected expenses just about balance out with a stable number of members. Our recruiting efforts are also paying off and we expect to have a couple thousand dollar cushion in the budget for next year.

The current checking balance is \$7,641.99 and all out-

standing checks have cleared. In the past, a big annual expense has been paying the expenses of the two to three dealers who covered the Stamps In You Attic table at the APS shows. With the APS losing the deal with the post office to send out the half million mailings, the demand for Stamps In Your Attic has dropped significantly so we will only be needing to pay the expenses of one dealer who will cover it full time along with some volunteers. We still have not been billed by the IFSDA for 2017 dues and this is our single largest expense each year. Administrative costs have been very reasonable, with this quarter being the most expensive due to the cost of the membership renewal process. Still, the costs for this first quarter will come in less than \$1,000 for all administrative time billed and expenses reimbursed. With the excitement about the free dues for recruiting a new member, I'm confident our membership will increase about 15% this year. Based on reports I have received from the Executive Director and the checks I've deposited, almost all of our members have renewed.

I've got a garage full of NSDA bags that we are distributing to the dealer representatives as Cecilia and I travel to shows. Be sure to ask your Regional Director if you need bags. These bags are for NSDA Dealer use only. Our cost for the bags is almost 16¢ each, so we want to make good use of them to get our name out and be sure that they only go to dealers who intend to use them with their customers.

Please be sure to recruit one new member this year so that you do not get billed for 2018 dues. I also would like to extend a big "Thank You" to those of you who recruited for us in 2016. The NSDA Dealer Application is on page 15 and on our website at www.nsdainc.org. Print it out and hand it to your prospective new member or, better yet, wait while

they fill it out and give you a check to mail in.

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. APS AmeriStamp in Reno, Nevada
March 3-5, 2017
Reno-Sparks Convention Center
4590 S. Virginia St.
Reno, NV 89502
2. Fairfax StampFest in Fairfax, Virginia
May 20-21, 2017
Elks Lodge
8421 Arlington Blvd.
Fairfax, VA
3. Fairfax StampFest in Fairfax, Virginia
July 15-16, 2017
Elks Lodge
8421 Arlington Blvd.
Fairfax, VA
4. APS StampShow in Richmond, Virginia
August 3-6, 2017
Greater Richmond Convention Center
403 N. Third Street
Richmond, VA 23219

Club News & Meetings

1. The Warrenton Stamp & Coin Club meets the first Thursday of every month at 7:00 PM at the 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 for further information.

This space is available for advertising. Please contact us at nsda@nsdainc.org for details.

Advertisements

To place an Advertisement, contact Amanda Morgenstern at (800) 875-6633 or via email at nsda@nsdainc.org. Our advertising rates are: 1/8 page for \$8/issue (\$30/yr.); 1/4 page for \$15/issue (\$55/yr.); 1/2 page for \$28/issue (\$100/yr.); and full page for \$50 (\$175/yr.).

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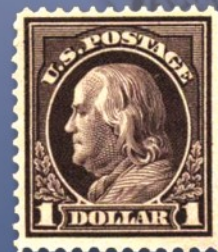
Want lists encouraged



Internet Auctions



Buy & Sell Stamps on ...
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Millions of Stamps!

More than
800,000 collectors!

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1912 definitive 1 dollar Benjamin Franklin
Sold on Delcampe!



Director Duties/Requirements:

According to the by-laws there may be as many as five (5) directors each with a period of two (2) years.
Each one must be a member in good standing with the APS and NSDA.

1. Review and understand the organizations Articles and By-laws
2. Be committed to the NSDA understanding there will be a time and energy commitment needed if they are elected to the BOD to effectively carry out their duties.
3. Be an ambassador of the NSDA
4. Conduct themselves in a manner consistent with the ideals of the NSDA
5. Actively recruit new members
6. Annually in accordance with the By-laws, Article 5 Section 2, present to the NSDA a slate of Officers for the next year



*“Dealers
Helping
Dealers”* **NSDA**
National Stamp Dealers Association

NSDA Membership Application

Mail application to the NSDA Office

Use this form to introduce a new or reinstating member and receive your 2018 membership FREE!

"Dealers Helping Dealers"



Date: _____

Your Name: _____
first name middle initial last name

Business

Name: _____

Physical Address (if you have a physical store)

No & Street _____

City _____ State (prcv) _____ Zip or Postal Code _____

Country _____

Mailing Address

No & Street or PO Box _____

City _____ State (prcv) _____ Zip or Postal Code _____

Country _____

Business Phone: _____

Business Fax: _____

Business Cell: _____

Email address: _____

Website address: <http://www.>_____

Specialties: 1. _____ 2. _____ 3. _____

Full Time Dealer Part Time Dealer

NSDA requires its members to:

1. Be a Member in good standing in the APS (American Philatelic Society) APS# _____
 2. Hold a current State Sales Tax License. Please give your local State: _____ Retail Sales Tax Lisc. # _____
If you are from a state without sales taxes please provide a license from another state where you collect sales tax.
If you do not have a retail sales tax license, provide a copy of your State or Country business license.
- Have you ever been expelled from, censured, or placed on probation by a philatelic organization? Yes or No _____
If yes, please attach a separate letter of explanation to this application.

Philatelic References:

Name _____
Phone Number: _____
Address: _____

Name _____
Phone Number: _____
Address: _____

Dues Structure:
Please allow 2-3 weeks for processing. Application is subject to approval by the Board of Directors. Dues are \$75 per year. Initial fee includes \$10 processing fee and pro-rata dues to end of following year.

Application during:
Jan - March \$142.00
April - June \$123.00
July - Sept. \$104.00
Oct - Dec \$85.00

I hereby agree to the CODE OF ETHICS of the National Stamp Dealers Association, its rules and regulations, and bylaws. Enclosed with this application are my dues per the graduated dues structure for the current year. Check is payable to NSDA in US Funds Only. Please attach your business card to this application.

Signature of Applicant: _____

Referred by: _____ NSDA (Yes/No) _____

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

3613 Private Road 18 Pinckneyville, IL 62274 3426 www.nsdainc.org nsda@nsdainc.org 1-800-875-6633

January 22, 2017
US Postal Service Rate Increase

Postal Service	New Rate
First-Class Mail letter (1 oz.)	0.49
First-Class Mail letter (2 oz.)	0.70
First Class Mail letter (3 oz.)	0.91
First Class Mail letter (3.5 oz.)	1.12
First Class - Flats and Large Envelopes (1 oz.)	0.98
First Class - Flats and Large Envelopes (2 oz.)	1.19
First Class - Flats and Large Envelopes (3 oz.)	1.40
First Class - Flats and Large Envelopes (4 oz.)	1.61
First Class - Flats and Large Envelopes (5 oz.)	1.82
First Class Mail Parcels (1-4 oz.)	2.67
First Class Mail Parcels (5 oz.)	2.85
First Class Mail Parcels (6 oz.)	3.03
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.)	1.15
First-Class Mail International to Canada (3 oz.)	1.61
COUNTRY CODES 3-5* (Asia, Europe, Australia)	
First-Class Mail International (1 oz.)	1.15
First-Class Mail International (2 oz.)	2.13
First-Class Mail International (3 oz.)	3.12
First-Class Mail International (3.5 oz.)	4.11
COUNTRY CODES 6-9* (All other Foreign Countries)	
First-Class Mail International (1 oz.)	1.15
First-Class Mail International (2 oz.)	1.98
First-Class Mail International (3 oz.)	2.81
First-Class Mail International (3.5 oz.)	3.64
Domestic Media Mail – Books, DVD's, etc (1 lb.)	2.63
Domestic Media Mail – Books, DVD's, etc (2 lb.)	3.12
Domestic Media Mail – Books, DVD's, etc (3 lb.)	3.61
Domestic Media Mail – Books, DVD's, etc (4 lb.)	4.10
Domestic Media Mail – Books, DVD's, etc (5 lb.)	4.59
Domestic Media Mail – Books, DVD's, etc (6 lb.)	5.08
Domestic Media Mail – Books, DVD's, etc (7 lb.)	5.57
*Go to pe.usps.com for Country Codes	

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