

For Our Foreign Members

We are working on plans to make our sales book inventory available to members outside the United States and Puerto Rico. There really isn't a better way to buy stamps than to have them in your hands for inspection before deciding on your purchase. However, sending approvals to many countries means the member would have to pay a value-added-tax (VAT) on the total amount in the package and then file for a refund based on how much he or she actually bought. For example, a member might request a sales book valued at \$2,000. He would have to pay the VAT on \$2,000US, but might only buy \$200US. Then he might have to wait six to nine months for a refund, if a refund is granted.

In order to prevent this problem from occurring, we plan to offer *images* of sales books, in one form or another, to foreign members as a way both of cutting down on postage and avoiding the VAT problems. The images will be of the sales books as they are selected for the circuit and the process will require the use of a computer and the Internet. Watch for more details in the next couple of months after some testing of new procedures.

If your address is outside the U.S. and you are interested in this new foreign circuit program, e-mail me at twhorn@stamps.org and you will be among the first to receive updated information.

Buyer Numbers Are Up

As a result of the reply card we placed in the January issue of *The American Philatelist*, we have added a large number of new buyers to our approval system. Of the 108 requests for circuit categories made in the first two weeks of this year, 47 were from new buyers. They will soon experience the advantages of receiving circuits containing material from our \$8.8 million inventory mounted in 42,000 sales books. We also had several former circuit participants return after a year or more hiatus. One of them commented on his reasons for resuming his

participation:

I was getting way too many circuits at one time, and it was just too much. Now that I'm concentrating solely on my Germany and Switzerland, it is now safe to re-start those. I get a lot of missing material from circuits, whereas getting the lower cost missing items on the Internet generally requires buying collections, which result in "mountains" of non-resalable duplicate material. I shall be looking forward to receiving the circuits again.

Another member noted: "I'm excited to get started with the circuits again ... when I did them over twenty years ago, it was FUN!"

Rubber Stamp Maker

As a result of my January "Sales Talk" column, we were contacted by two rubber stamp makers. We do not have an official company associated with the Sales Division, but if a company advertises in this magazine, we will pass information about them to members. WCP-NM.COM, Inc., whose ad appears on page 274 of this issue, is located in Colorado and is owned by APS member Bill Porter. The other supplier is Enotria Local Post in Connecticut owned by APS member Joe Lo Preiato. At the time this column was written, we did not have the ordering information or prices available, so contact us for an update or look for their ads in the AP.

'5 For 10' Categories (Needs)

Please note the change from an *average value per book to a minimum value to qualify for the coupons*. We need U.S. items, except U.S. First Day Covers, U.S. Mint post-1950, U.S. Used post-1950, and U.S. Plate Blocks post-1950. You can earn coupons for free blank books and mounts for every ten completed books containing material from a set list of categories. (*Each group of ten or more qualifying books must be received at the*



same time and at least \$50 per book. The coupons are issued when the qualifying books are reviewed soon after arriving.) Each book must be designed to fit one of the categories, exclusively. Details are sent with blank sales book orders. You also may visit www.stamps.org and click Sales Division and How to Sell. [NOTE: Single-country books usually have better sales.] Below are categories that are in very short supply at this time:

- U.S. Coils
- U.S. Fancy Cancels
- U.S. Officials
- U.S. Plate Number Singles
- Australian States
- British Victorian Era
- Danzig
- Italian Colonies
- Korea
- Spain
- Spanish Colonies
- Global Air Mails