

BUFPEX – 2 DAY SHOW

Bufpex will take place Sat. & Sun., March 22nd & 23rd in the Knights Hall. Saturday from 10am to 4pm and Sunday from 10am to 3pm.

The following dealers are currently scheduled:

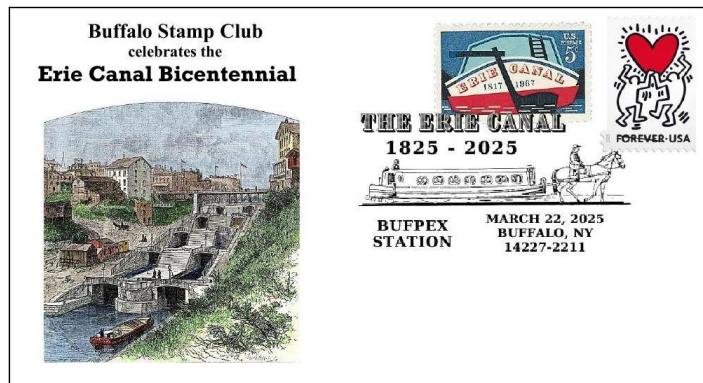
- **Tri-K Philatelics, Kim & Casey Kielbasa**
- **Richfield Philatelics, Bill Witschard**
- **Scott A. Shaulis, Murrysville, PA**
- **Mike & Tim Retzer, Buffalo, NY**
- **Niagara Stamp Sales, Norm Titterington**
- **Telah Smith, Ashland, OH**
- **Dave Allego, Salem, Ohio (Sat. only)**
- **Howard Roeske, North Tonawanda, NY**
- **Paul Duda, Buffalo, NY**
- **United States Postal Service (Sat. only)**

The Club will also be featuring a Show Cover with special cancel and cachet for Bufpex.

Show Cancel



Show Cover w/Cachet



SCOUTS AT BUFPEX

It looks like we are finally successful in hosting a Stamp Collecting merit badge program at Bufpex this year.

After getting turned down by a couple of old contacts, we reached out to the local Great Falls Council of Scouts and received a list of 5 people qualified to lead a program. We reached out and got a response from David Hayes in Buffalo. With quick and exceptional assistance from the Council reps, an online registration form was set up and put on their Scouting calendar. The class will be limited to 15 scouts, but if there is greater demand, David may do 2 Saturday classes – AM & PM. The classes will take place in the Lounge. We can look forward to increased Show activity when the class lets out.

ANYONE INTERESTED IN A STAMP EXCHANGE?

We received a solicitation from Peter Bialick from Boulder, CO to see if any of our members were interested in trading their duplicates through a stamp exchange. It's a worldwide stamp exchange meant for intermediate-advanced collectors seeking better quality stamps. His exchange operates on a simple trading principle: catalogue value for catalogue value which ensures fair & efficient transactions. Members must limit common, low-value or damaged stamps. Members place their stamps in 5½ x 8½ books that includes Scott catalogue value & number. Members pay postage costs. Peter takes a yearly 300 CV commission over the course of a year & for 1st time members it's fully refundable, if not satisfied by year end. Besides being a 35-year collector and running the exchange for 6 years, he is an ISWSC and APS member. He can provide references from other members. If interested, contact him at peterbialick@comcast.net

(The Buffalo Stamp Club is by no means soliciting on his behalf, nor assumes any responsibility regarding this. We are only passing information on. If you want to see his original email, just let us know.)



Stamp Shows

I am a strong supporter of stamp shows. How we think about shows needs to change. Hear me out.

Some dealers ask the show organizer: How many people attended? That is the wrong question.

Consider two extremes. What if 2000 collectors attend a show, but you did not sell anything. Was that show successful? What if only one collector attended the show, and they spent \$10,000 at your booth. Was that show a failure because only one person showed up?

Dealers need to ask different questions. Did I contact my customers in advance to let them know that I would be at the show? Did I take material that seems to be in demand at that show? Did I make a profit or not? Did I meet any new collectors that may become future customers? Did I buy something at the show or generate a good lead that can pay dividends later?

Success is measured in business terms, not attendance totals.

As a collector, does it matter how many dealers attend the show? What if there are fifty dealers, but none of them have anything you want? What if only one dealer attends, and they have everything you are looking for?

Success is measured by how much material of interest that you find and what you add to your collection.

It takes a minimum of three shows before a dealer can decide if a show is right for them or not. The first time is largely meet and greet. Collectors go straight to their favorite dealers. After they have spent their budget, they discover that you have material too. In year two, you will make some sales. By year three, collectors know who you are and what you have. They will be stopping at your booth too.

As collectors, do you make it a point to check out new dealers at a show? If they have material that you want, then buy something. Otherwise, let them know what you are looking for. Maybe they can bring it with them next time. Dealers will return to a show when they are generating business, not just occupying a booth.

Some collectors (and dealers) only do business online. There is nothing wrong with that. Some like to only attend shows. That is fine too. Some do both online and shows. There is room for all viewpoints.

Some say that stamp shows are dying. I respectfully disagree. Stamp shows are changing. Show organizers, dealers, and collectors all play important roles in making a show a success.

For a long time, I only did mail order. I started attending some local shows a few years ago. Now I attend many shows. I did GASS in Hartford in 2024 and it was hugely successful. I had one of my best local shows ever in Buffalo, New York in November 2024. The Buffalo club is very supportive and does an excellent job organizing their shows. I reached out to my customers to let them know that I would be at the show. Things really clicked and came together for me.

My colleague Stephen Taylor in England concurs. In a recent email exchange on another subject, Stephen added, "Still picking up most of my new clients face-to-face at U.S. & U.K. shows ..."

Shows are successful when organizers promote and operate the show. Dealers contribute by helping to promote the show, bringing material that is in demand and by being willing to assist customers. Collectors support the show by exhibiting, making purchases and encouraging new dealers attending the show.

Some people cannot attend shows due to health problems or other reasons. I understand. However, shows are a hub of activity. Societies meet. Friends get together. Material is bought and sold. It is a social event with many exciting things going on. If you can attend shows, but do not, I contend that you are missing out on a golden opportunity to engage with the hobby in a way not otherwise possible. Try it and I think you will enjoy the experience.

The view from here says that shows are in transition. Will the shows of today look like the shows 20+ years ago? No. They must adapt to the current times. Shows will flourish when organizers, dealers, and collectors work together to make a show successful. It can be done. I have experienced it. We need more efforts like this. Long live shows!

If you have comments or suggestions, Scott can be reached by email at scottshaulis@comcast.net.