

THE AUSTRALASIAN PHONECARD MONTHLY

CONTENTS INCLUDE

- News Update
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- Club & Society News
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OVERPRINTS
OFFICIAL AND PRIVATE

INTRODUCING - The GRAPEVINE by Insider

KNOX-SHERBROOKE PHONECARDS

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Prefix Price list available on request

Our price list is the only fully comprehensive listing by prefix available in Australia and covers mint, 1-hole and multi-hole cards. It is regularly updated from our computer database to reflect all changes in today's quickly changing environment. Join our mailing list to obtain regular copies automatically (please send 6 x 45c stamps to cover costs)

AUSTRALIA

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Selling Prices

Red Cross	prefix	mint	1-hole	multi
\$2 Health	106	5.00	3.00	1.50
\$2 Health	107	45.00	3.00	1.50
\$2 Health	146	20.00	3.00	1.50
\$2 Health	147	90.00	3.00	1.50
\$2 Health	148	30.00	3.00	1.50
\$2 Blood	108	8.00	7.00	6.00
\$2 Blood	109	55.00	8.00	7.00
\$5 Comm Serv	110	8.00	4.00	2.50
\$5 Comm Serv	142	-	16.00	3.50
\$5 Comm Serv	143	-	16.00	3.50
\$5 Youth	110	8.00	4.00	2.50
\$5 Youth	144	-	6.00	3.00
\$5 Youth	145	-	6.00	3.00
\$10 Disaster	112	30.00	5.00	3.50
\$10 Disaster	122	30.00	5.00	2.50
\$10 Disaster	123	35.00	5.00	2.50
\$10 Disaster	124	-	5.00	2.50
\$10 Disaster	125	35.00	5.00	2.50
\$10 Disaster	126	-	5.00	2.50
\$20 Int Assign	113	50.00	-	18.00
\$20 Int Assign	127	32.00	8.00	4.50
\$20 Int Assign	128	130.00	8.00	4.50
\$20 Int Assign	129	40.00	8.00	4.50
Olympic				
\$2 Hockey (1)	116	20.00	-	12.00
	117	-	70.00	12.00
\$2 Hockey (2)	149	-	12.00	4.00
	150	40.00	10.00	4.00
	151	40.00	10.00	4.00
	152	45.00	10.00	4.00
\$5 Willy (1)	115	15.00	8.00	4.00
\$5 Willy (2)	173	60.00	80.00	4.00
\$5 Swimming (1)	118	12.00	5.00	3.00
\$5 Swimming (2)	136	40.00	2.00	1.00
	137	40.00	2.00	1.00
	138	-	2.00	1.00
\$5 Swimming (3)	172	-	3.00	-
\$5 Swimming (4)	182	25.00	2.00	1.00
	183	-	2.00	1.00
	184	50.00	2.00	1.00
	190	-	2.00	1.00
	191	50.00	2.00	1.00
\$5 Cycling (1)	119	12.00	3.00	2.00
\$5 Cycling (2)	139	-	2.00	1.00
	140	-	2.00	-
	141	-	2.00	1.00
\$5 Cycling (3)	174	-	2.50	1.50
\$5 Cycling (4)	186	-	2.00	1.00
	187	-	2.00	1.00
	188	70.00	2.00	1.00
	189	-	2.00	1.00
\$10 T/Field(1)	120	25.00	-	5.00
\$10 T/Field(2)	153	-	3.00	2.00
	154	-	3.00	2.00
	155	25.00	3.00	2.00
\$10 T/Field(3)	164	-	3.00	2.00
	165	-	-	2.00
	167	-	3.00	2.00
	168	-	3.00	2.00
	175	50.00	3.00	2.00
\$20 Marathon(1)	121	40.00	-	15.00
\$20 Marathon(2)	156	40.00	9.00	6.00
\$20 Marathon(3)	166	-	8.00	6.00
	176	65.00	9.00	6.00
Set		120.00	30.00	17.00
Pack		130.00		

ADVERTIZING CARDS

TAMWORTH (design error)	\$60.00
(standard)	\$50.00
(signed by Lee)	\$95.00
PLAYERS BISCUIT	\$28.00
PGA GOLF	\$75.00

PAYTEL

TT Line 1st issue (pack)	\$170.00
(set 3)	\$160.00
TT Line 2nd issue (pack)	\$60.00
(set 3)	\$45.00
The Map (\$5 card)	\$6.00
(pack)	\$11.00
Crew Card (\$10 card)	\$11.00
Wilderness Rivers (pack)	\$40.00
(set 3)	\$40.00

PHONECARD SLEEVES

The sleeves used by leading dealers to protect mint cards. **Now used in all Paytel Packs**

Price per 100 sleeves	\$3.50
-----------------------	--------

Year Of The Dogs (set 4 mint)	\$30.00
Australia Day '94 (pack)	\$40.00
Dinosaurs (pack)	\$125.00

South Africa

Trial Cards Available (Telkom)

Cat no	Value	Quantity printed	Price
8E	R5	10000	\$25.00
8E	R10	10000	\$35.00
0000(A)	R10	10000	\$15.00
207A	R10	10000	\$15.00
0000(C)	R10	10000	\$15.00
Tel 0000	R10	10000	\$15.00

General Issues:

The "Big Five" - 1st set (5 cards)	\$55.00
Child Art - 2nd set (6 cards)	\$60.00

Transtel

SAAT 3/B-Solar Tower (5000 issue)	\$25.00
SAAT 5.1 - Kruger (1000 issued)	\$300.00

Namibia

Nam1-Sand Dunes (45000 issue)	\$40.00
-------------------------------	---------

**HEBEI ART SET
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All purchases totalling more than \$100 can select one item from the following list at the listed prices. (\$200 = 2 selections etc)

Note:
-these offers below are not available at these prices to anyone else.
- 10 only of each item at these prices.

Paytel 1st issue pack	\$120.00
Geneva Bear-Mint	\$125.00
Australia Day '94 pack	\$30.00
Tamworth pack (signed by Lee)	\$80.00
\$1 Comp. Yellow phone (New York)	\$90.00

BUYING-TOP PRICES PAID

Queensland pack	\$80.00
NSW pack	\$100.00
Dinosaurs pack	\$85.00
Australia Day '92 pack	\$35.00
Australia Day '94 pack	\$25.00
\$1.50 Go Together (Mint)	\$35.00

All mint prefix & used state cards wanted

STANDING ORDER SERVICE

Enquire about our standing order service and ensure delivery of all new issues at issue price (individual cards may have a slight premium)

NEW YORK TELEPHONE

\$5.25 Skyline	\$190.00
\$1 Complimentary (yellow phone)	\$140.00
\$1 Dem. Convention Complimentary	\$2950.00
\$5.25 New York by Nite I	\$60.00
\$5.25 New York by Nite II	\$12.00
Ellis Island (set 4)	\$100.00
\$5.25 Student Games	\$18.00
\$5.25 Summer in the City	\$12.00
\$5.25 New York Tennis	\$12.00
Postcard Scenes (set 5)	\$55.00
\$5.25 Luge Lillehammer (25000 issued)	\$18.00
\$5.25 Spirit of Service	\$12.00



CHINA

Chinese Catalogue (inc postage)	\$47.50
Jiangsu Mau (set 6)	\$80.00
Hebei Art (set 4)	\$75.00
Tibet (set 4)	\$238.00
Guizhou (set 5)	\$113.00
Jiangxi (set 11)	\$170.00
Gansu (set 5)	\$162.00
Inner Mongolia (set 3)	\$75.00
Ningxia (set 5)	\$142.00
Henan (flower pair)	\$39.00
Xining (set 6) 1st issue	\$80.00
Zhejiang (set 3)	\$72.00

Individual mint and used available from \$5.00

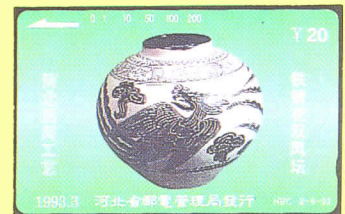
Others in stock. All stock is limited in quantity

NOTE: Address change from 1 April 1994.
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Rosebud Club Fair May 14th

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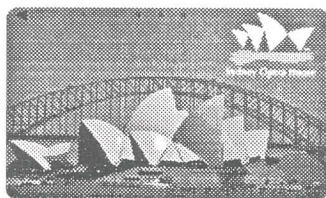
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Bowral Tulip Time	(2)	\$60.00
Australian Animals	(3)	\$90.00
Sydney 2000 Olympics No. 2	(1)	\$30.00
Sydney Opera House Trust	(3)	\$60.00

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Collector Packs

Year of the Rooster	(1)	\$70.00
Bowral Tulip Time	(1)	\$70.00

Paytel Tasmanian Group

Mobile Phonecards 1st Issue	(3)	\$200.00
Shipping Phonecards	(3)	\$45.00
Shipping Collectors Pack	(1)	\$50.00

USA Elvis Cards

USA Elvis Amerivox Album & 21 cards mint	(1)	\$330.00
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Fiji

1994 Rugby Pack Mint	(1)	\$75.00
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Telecom Australia

Private Overprints

1994 Hong Kong '94 Stamp Ex	(1)	\$250.00
1994 Dame Kiri TeKanawa Collectors Pack	(2)	\$99.50

(Orders being taken now)

Telephone Card Accessories

Aust. Hingeless illustrated album	\$61.95
NZ hingeless illustrated album	\$61.95
Aust Illustrated Supplement (1992)	\$15.00
NZ Supplement (1992)	\$24.00
Telephone Binder & Ten leaves	\$25.00
Telephone Card Binder (Blue)	\$15.95
10 Pages with Black Interleaves	\$18.00
100 Clear Celophane Protectors	\$6.00
1994 Australian & New Zealand (64 Page) colour catalogue	\$8.95

Topical Phonecard Album Pages

These consist of 10 Telephone Card
illustrated heading and backing
pages which suit the topic.

Aircraft	\$18.00
Birds	\$18.00
Marine Life	\$18.00
Railway	\$18.00
Royalty	\$18.00
Ships	\$18.00
Vintage Cars	\$18.00

New Zealand

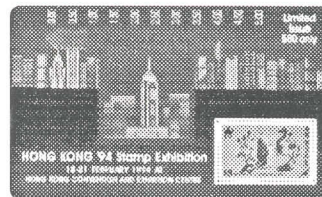
Collectors Packs

1992 Antarctica	\$650.00
1992 Fernleaf Butter	\$1200.00
1992 Summer Sports	\$160.00
1992 Winter Sports	\$100.00
1992 Bogor Hedgehog	\$120.00
1992 Maori Legends	\$100.00
1992 Cook Islands	\$100.00
1993 Adcard One	\$600.00
1993 Adcard Two	\$250.00
1993 Adcard Three	\$250.00
1993 Wildlife	\$600.00
1993 Women's Suffrage	\$150.00
1993 Shell Adcards	\$200.00
1993 \$50 Rooster	\$1000.00
1993 Red Nose Day	\$125.00
1993 Spot the Dog	\$325.00
1993 Jurassic Park	\$200.00
1993 Critters Pack	\$1000.00

USA Cards

American Chief John mint	(1)	\$360.00
Prison Cards mint	(4)	\$430.00
Canada 1st Issue mint	(2)	\$95.00
Alaska 2nd issue mint	(3)	\$210.00

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EXPIRY DATE _____

PLEASE REMEMBER ALL ORDERS ARE COVERED BY
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SIGNATURE _____

Collect Chinese Phonecards

Official sources have suggested that the days of individual provincial telephone cards in China are numbered and that there is likely to be a single issuing-authority in the not too distant future. The first issues of many provinces exist only in very small quantities. As living standards continue to improve and awareness of telephone cards rises in China, local demand is likely to force prices up. Start your collection of Chinese telephone cards today.



100th Birth Anniversary, Mao Zedong

To commemorate the centenary of the birth of Mao Zedong, the Telecommunications Authority of Jiangsi Province, China, issued only 20,000 sets of six telephone cards in October 1993. The phonecards portray Mao Zedong at different stages of his life, with four of his best known poems as a backdrop. All four poems were depicted on stamps featuring Mao issued during the Cultural

Revolution period (1967-76). The set of six cards mint **A\$95**
 Also available, set of six in a presentation album (in Chinese) **A\$125**
SPECIAL OFFER FOR INVESTORS, CLUBS. Buy 10 mint sets for only **A\$750**

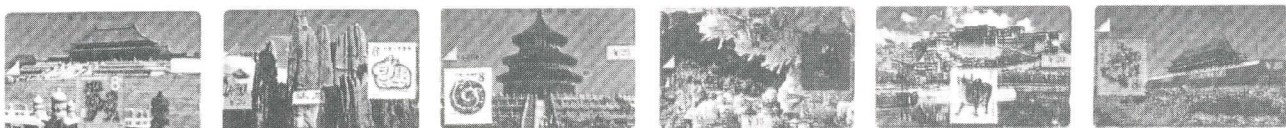
Classic Chinese stamps on phonecards

One of our most popular lines! Issued by Jiangsi province. Limited stocks remain.

1 Goldfishes set of 12 mint cards + book **A\$110**
 2 Beijing Opera Face Makeup set of 8 mint cards + book **A\$75**
 3 The Twelve Beauties of Jinling set of 13 mint cards + book **A\$115**
 4 Female Roles in Beijing Opera set of 8 mint cards + book **A\$75**
SAVE \$25: Buy all four sets (41 mint cards + 4 books) for **A\$350**

The Romance of the Western Chamber

Five telephone cards were issued by Jiangsi province in May 1993, in an edition of only 30,000 sets, picturing landscapes, with the four stamps and souvenir sheet of China's 1983 Western Chamber stamp issue superimposed. Mint **A\$80**



Lunar New Year Stamps on Cards

In 1993, Jiangsi Province issued a set of twelve cards showing Chinese landscapes. Each card also has superimposed one stamp from the 12-year series issued by China showing an animal from the Chinese Lunar Calendar. These cards are highly sought-after and we've only a few mint sets left. While they last **A\$140**

Shanghai — 1st East Asian Games

The attractive, hard-to-get, last set of five mint cards issued by Shanghai Posts and Telecommunications Administration to commemorate the 1st East Asian Games. **A\$240**

*Delivery \$2.50 in Australia; \$7.50 overseas) Cheque / Bankcard / MasterCard / Visa welcome

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The Australasian Phonecard Monthly

APRIL 1994

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As Above

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Next Month:

Phonecards of Scotland
Before Phonecards - Payphone Tokens
Investment Portfolio
Report on Brisbane's Phonecard, Stamp & Coin Fair

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EDITORIAL

In the last month, there has been evidenced a considerable upsurge of interest in the collecting of phonecards, be it for pleasure or for profit.

The International Phonecard Fair held in Sydney on the 20th of March, attracted the greatest number of

people attending any similar Fair to date. Well into the afternoon (when normally a lull occurs), collectors were still in attendance in very good numbers.

Reports from the Phonecard Fair organised by the Australian Phonecard Collectors Club in SA, also indicate that attendance and interest was very good.

Commensurate to this collector interest is an increase in the price of phonecards, including early mint cards and in particular, some of the state Collector Packs.

In this issue, readers will note the commencement of a new "department", The Grapevine, which has been introduced to keep readers in tune with the continued surge in interest. The writer, Insider, will focus on topical issues as well as provide collectors with the "inside" information on market movements.

One particular topical issue which is of particular interest (and concern) to many, is the introduction of privately overprinted Telecom phonecards. Many are watching and awaiting Telecom's reaction to this recent move as the implications of what has already occurred, are of quite some importance. See the Special at page 10 as well as Insider's comments and the Letters to the Editor.

Readers will note that the type print in this magazine has decreased in size. This first step was taken to increase the volume of the "written word" in the magazine due to the considerable increase of material available for inclusion. A second step will continue with the May issue of the magazine when the number of pages will be increased, from the present thirty six (plus cover).

Whilst Australian "news" will predominate in the magazine, the "overseas content" will increase as it is obvious that interest in overseas countries and their phonecards is also on the increase.

In line with the increase in volume, I have had to re-evaluate the present cost structure of the magazine and as a consequence, from the May issue, the price of an individual copy will rise to \$3.50. This price will remain fixed for at least 12 months, even should the number of pages further increase (with associated printing, mailing, etc. costs).

As indicated in the last Editorial, the magazine to date has been a part time hobby, but pure time and financial constraints now dictate that it be treated as a economic, (possible full time) venture. If it becomes a full time occupation, its quality will only be enhanced and you, the reader, will benefit.

Two final points to be mentioned relate to firstly, the winner of the crossword published in the January Issue. I have at this stage culled the large number of entries, to have four remaining; June McNab, Ashley Miller, Alan Hassal and J Morris. I have to seek adjudication on a few answers and again, time has "beaten" me. Full details next issue.

Secondly, the winner of the trip to London, drawn at the International Phonecard Fair in Sydney was, Leighton Booth from Broken Hill. Congratulations.

EDITOR

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This is the third edition of Ken Sparks' and Graham Bird's "Collect Australian Phonecards" - the most comprehensive catalogue of it's kind.

This fascinating book is full of contemporary information relating to the history and use of Telephone Cards in Australia.

Included is a comprehensive listing of all Australian Phonecards as well as issue dates, mintage figures, designers, and of course, valuations.

Over 100 beautiful colour reproductions make it possible to identify and catalogue existing phonecards and presentation packs. Whether you are a Phonecard Fiend, or have just begun Collecting, this book is the definitive guide to Australian Phonecards.

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AUSTRALIAN NEWS UPDATE

TELECOM UPDATE

The following is a press release as issued by Phonocard Collector Service, Parramatta:-

Phonocard Collectors Hotline

Telecom has established a **0055 number**. The number for calls within Australia is **0055 29469**. This service will provide all the news on the current Phonocard releases; what is still available and what has sold out, the latest information on upcoming Phonocard issues and serial numbers. It will be constantly updated with details for all the most recent releases and will provide the opportunity to join the Telecom Phonocard Collectors Club".

Overprinting

It has been brought to Telecom Australia's attention that there has been some unauthorised overprinting on **Phonocard**. Telecom's official policy is that it does not sanction any overprinting of **Phonocard**. Collectors are advised to beware that there are some designs circulating which have **not been issued by Telecom**. The matter is currently in the hands of Telecom's legal advisers pending investigation.

Standing Orders

Telecom has received many inquiries concerning a standing order system for collectors who wish to automatically be sent the latest Phonocard issues every time they are released. The Phonocard Collector Service is currently finalising such a system and it looks likely that it will be implemented within the coming months. Collectors will be notified of definite details in the future. Please **do not** contact Telecom before then regarding this matter.

New Releases

The **Endangered Species 1994**, issue of **Phonocard** was prepared in consultation with the World Wide Fund for Nature (WWF), the worlds largest conservation organisation which has been working towards conservation of Australia's threatened species for the past 15 years. The animals featured on the Endangered Species issue of Phonocard - the Bilby, the Western Swamp Turtle and the Gouldian Finch - are amongst the most endangered in Australia and have all been the focus of WWF projects.

Australia has the worst record in the world for extinction of native animals and unless we act now,

much of our wildlife will simply cease to exist. The Phonocard Collectors Service is donating \$10,000 to WWF, which will contribute to the Endangered Species program, consisting of scientific and practical projects in the field.

A Limited Edition of 8,000 Collector Packs have been produced for this issue.

Please place orders on the official Telecom catalogue or order forms in the trade magazines (photocopies accepted). Orders that are not placed on an "official order form" **will not be processed**.

The official issue following the Endangered Species will be the **Australian Landscape Series**. There are seven cards in this set - one \$20, one \$10 and five \$5 cards. Each card features a site from a state or territory in Australia. The Landscape Series will be released nationally in June. Further details will be supplied in the next issue of the newsletter and on the 0055 Hotline when details are known.

In July, an official issue of Phonocard will be released to commemorate the **1994 Commonwealth Games**. There are three cards in the series, two \$5 cards and a \$10 card, featuring the sports cycling, diving and athletics. They will be available through the shops in July and in a Limited Edition Pack in the July Catalogue.

The next **advertising issue** (A) to be released will be two sets of Corporate Sponsorship cards featuring the **Australian Ballet** (\$5 and \$20) and the **Sydney Dance Company** (\$5 and \$10). Further production quantities and release date details are not known at this stage, but the cards will be released through the reseller network and be available through Telecom's mail order service.

The Landscape, Commonwealth Games and Ballet/Dance Series have not been produced as yet. Please do not place and forward orders for these cards as they will be returned.

Thanks to Emma Rogers, PR & Advertising Manager, Phonocard Collector Service, for the above information - Ed.

AUSTRALIAN PHONECARD DEALERS ASSOCIATION

Following the International Phonocard Fair held at the Holiday Inn Menzies, Sydney, on Sunday, March 20th, a meeting was held to establish a **Phonocard Dealers Association**. A large number of dealers from both NSW and interstate attended, together with representatives from Telecom Australia, Phonocard Advertising and Collector Services and the Phonocard Collector.

The dealers in attendance voted on the basis of one vote per dealership to elect a committee with a representative from each State and Territory. The following people were elected to the committee:-

E.J. Cummings	President	ACT
Judy Shaw		QLD

Mark Freehill	NSW
Peter August	VIC
Mark Stephanos	SA
John Howell	TAS

A representative was not elected from WA or the NT as there were no dealers present from there. Association meetings will be held in conjunction with major Shows/Fairs in various interstate capital cities, the **next meeting** being held in **Brisbane in April**.

Dealers requiring further information should direct their enquiries to:-

The Secretary
Australian Phonocard Dealers Association
C/- The Editor
The Australasian Phonocard Monthly
PO Box 1309, Tamworth NSW 2340

TELSTRA ISSUES

Telstra Corporation is the holding company of Telecom Australia, or to put it differently, Telstra is trading as Telecom Australia. Telstra also trades as OTC in Vietnam, Cambodia and Christmas Island. As such, it has released series of cards for use in these countries.

Cambodia - 3rd Issue

A set of two cards were issued for use by the local population. The previous two issues were used only by the United Nations Peacekeeping Forces. This 3rd issue comprises a US\$2 card and a US\$5 card.



The cards use prefixes 289 and 290 in the Australian numbering system series. The exact number of each card issued is unconfirmed but it would seem that there were only a few thousand of each value - apparently the intention being that this would be a short term interim issue until a new definitive series was printed. Rumour has it that the third series is either sold out or virtually sold out and that a new series (of 20,000 cards ?) will be released shortly. The 3rd issue has been hard to get because OTC in Cambodia has refused to sell cards to collectors or dealers. The small number of cards which have reached Australia have been obtained through unofficial channels.

Christmas Island - 1st Issue

This issue reportedly went on sale on 10 December 1993, and was sold out by mid-January 1994. Two cards were issued - a \$10 and a \$20 card, in Australian currency. This was another Telstra /OTC issue and prefixes 289 and 290 were used. The number of cards issued is open to question but may have been as few as 2,000 of each value, This also appears to have been an interim issue for short term use while the definitive series was being printed.

Christmas Island - 2nd Issue

This distinct issue has reportedly been on sale since the latter part of January 1994. Apparently the cards are just about sold out. The prefix numbers 384 and 385 have been used for this Telstra/OTC issue. There is a \$10 card (4000 issued) with a picture of Flying Fish Cove and a \$20 card (6000 issued) with a portrayal of the annual Red Crab migration.



These cards have been difficult to obtain because the Christmas Island Administration has put an embargo on sale of cards by mail order to mainland Australia.

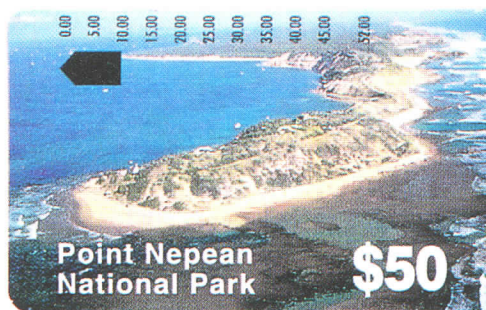
SOUVENIR COLLECTOR CARDS

At the recent Sydney International Banknote and Phonocard Fairs (19 & 20 March), organisers issued two souvenir cards to commemorate the Fairs (1,500 & 2,500 respectively). These cards, produced by Pay Tel Australia, are not phonocards.



ROSEBUD PHONECARD CLUB

The Rosebud and District Phonocard Collectors Club Inc. will be releasing a Promotional Card featuring Point Nepean National Park (see Club & Society News). This is the first Club card which does not feature a scene depicted on a Telecom phonocard. The Club in fact is asking Telecom to consider producing a phonocard based on the Club's promotional card!



PAY TEL AUSTRALIA UPDATE

Pay Tel made its "public debut" at the recently held International Phonocard Fair in Sydney. It was an exciting day for staff, meeting Dealers and clients who up until then had only been voices on the telephone.

One recurring question asked during the Sydney Fair related to the PayTel card issuing policy. This policy is firm and is restated below:-

PayTel Australia Phonenumber Issuing Policy

1. General Policy

* PayTel phonenumber general

All phonenumber produced by PayTel are associated with the operation of one or more groups of PayTel mobile payphones.

* Regular Collector Pack Issues

PayTel policy is to produce a limited number of Limited Edition packs each year. Each pack will feature a specific theme related to the appropriate User Group.

* Special Issues

From time to time, a special issue (single card or collector pack) will be used to commemorate some special event appropriate to a User Group. It is anticipated that these special issues will be infrequent.

* Pricing Collector Packs

Prices will vary according to the cards contained within each pack, but will usually not exceed \$5.00 above the total card face value.

2. Limited Edition Collector Packs - Release Dates

* User Group "A" ("Spirit of Tasmania):

- **One pack issued each three months**

(December, March, June, September).

The March 1994 pack featured Tasmanian Wilderness Rivers. The June 1994 pack will feature early (1890's-1940's) Hobart Trams.

* Other User Groups

Additional User Groups will be commissioned during the 1994 year. The release date for initial packs and/or cards for each new User Group will be advised at the time of the telephone commissioning of a particular User Group.

Trams - Heritage Series

The next PayTel Limited Edition Collector Pack is presently in the hands of PayTel's graphic artists. More news next month on this very special presentation of some of Tasmania's history - the **first** in PayTel's "**Heritage Series**".

The current Collector Pack - "**Tasmanian Wilderness Rivers**" - has been very well received by collectors. A large number have already been shipped to dealers and collectors and supplies will soon be in short supply. A small number of the "Spirit of Tasmania Pack" are still available.

PayTel will be exhibiting at both **Fairs in Brisbane**: The Coin, Stamp and Phonenumber Show and the International Phonenumber Fair. Again, PayTel staff look forward to meeting with existing and new clients at both these events.

Graham Rooke - PayTel Australia

BRISBANE INTERNATIONAL PHONECARD FAIR

Arrangements have now been finalised for the Brisbane International Phonenumber Fair. The Fair will be held on **Sunday, the 15th of May**, at the **Brisbane City Travelodge**, in Roma Street, Brisbane. It will be open from **10.00am to 5.00pm**. The Fair will be held in the Stradbroke Room, which is on the fifth floor. The venue is already well known to collectors as a number of other Collector Fairs have been held in the same room on previous occasions.

First Fair

This will be Brisbane's **first** International Phonenumber Fair and many of Australia's and New Zealand's leading dealers are expected to attend. Telecom Australia will have a retail table and archival display at the Fair. Pay Tel Australia will also have a retail table and will be selling all their current issues.

Collector Card For Brisbane

A **special souvenir collector card** is being produced for the Brisbane Fair by **PayTel Australia**. The card will be similar to those produced by PayTel Australia for the International Phonenumber and Banknote Fairs held in Sydney in March. Only 1,500 collector cards are being produced. They will be available at the Fair from the reception desk from 10.00am on a "first come first served" basis.

For further information and dealer table application forms for the Fair, contact **M.E.F. Books, PO Box 523, Narrabeen, NSW 2101. Tel: (02) 913 3036. Fax: (02) 913 2028.**

NEW CATALOGUE **COLLECT AUSTRALIAN PHONECARDS**

By Graham Bird & Ken Sparks

The New Expanded

Fully Revised & Updated

ALL COLOUR

1994 3rd Edition

The Complete Collector's Guide to
Australian Phonenumber
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NSW 2101 TEL: (02) 913 3036**

PHONECARD ADVERTISING & COLLECTOR SERVICES

"The Majors"

As readers will be aware, the next PACS series was to be "The Majors". Lengthy discussions have been held with Telecom Payphone Services management regarding copyright and "use of image" implications, should these golf stars appear in association with Telecom Phonecard.

The issue came to a head when a well known Australian sporting personality issued a writ against Telecom due to their use of his image in some promotional material. Telecom Payphone Services immediate reaction has been to suspend any phonecard activity involved with well known personalities without their own, or their management's express permission for their image to be used.

Whilst PACS not agree with Telecom's view, as they have copyright for the use of the photographs, there is little they can do to pursue the matter at this stage. Therefore, it is with regret that PACS **announce the suspension**, for the time being, of "The Majors" series. The series is not cancelled but suspended, pending further negotiations with Telecom and the players involved. PACS sincerely regret the inconvenience this has caused prospective customers, but the issue was beyond their control.

PACS have two new series with Telecom at "proof" stage and readers will be advised of the logistics of the cards when approved.

"Tamworth Cards"

This series is no longer available from PACS.

**Allan Dunlop - PACS, Level 7, Konica Building,
275 Alfred St., North Sydney, NSW.**

SERIAL NUMBER UPDATE

Compliments of Telecom Phonecard Collector Service

\$5	Year of the Dog	A940232	390	30,300
\$5	Year of the Dog	A940242	391	30,300
\$5	Dinosaur	N931312	392	100,000
\$5	Dinosaur	N931312	393	100,000
\$5	Dinosaur	N931312	394	100,000
\$5	Dinosaur	N931312	395	100,000
\$10	Australiana Generic	G930723a	396	100,000
\$10	Dinosaur	N931323a	397	100,000
\$10	Dinosaur	N931323a	398	50,000
\$20	Dinosaur	N931334a	399	50,000
\$20	Dinosaur	N931334a	400	75,000
\$5	Australiana Generic	G930712	401	100,000
\$5	Bilby	N940112	402	100,000
\$5	Bilby	N940112	403	100,000
\$5	Bilby	N940112	404	100,000
\$5	Bilby	N940112	405	100,000
\$10	Australiana Generic	G93072a	406	50,000
\$20	Finch	N940134a	408	80,000
\$5	Bilby (Limited Ed)	L940112	409	8,000
\$10	Turtle (Limited Ed)	L940123	410	8,000
\$20	Finch (Limited Ed)	L940134	411	8,000
\$2	Cambodia	I940111	413	20,000
\$5	Cambodia	I930529	418	20,000
\$5	Australiana Generic	G930712	419	100,000
\$5	Bilby	N940112	420	100,000
\$5	Bilby	N940112	421	100,000
\$5	Bilby	N940112	422	100,000
\$10	Turtle	N940123a	423	100,000
\$10	Turtle	N940123a	424	100,000
\$10	Turtle	N940123a	425	100,000
\$20	Finch	N940134a	426	60,000
\$5	Australiana Generic	G930712	427	100,000
\$5	Bilby	N940112	428	100,000
\$5	Bilby	N940112	429	50,000
\$10	Turtle	N940123a	430	100,000
\$10	Turtle	N940123a	431	50,000

Note: - Treat the above print numbers as a guide only as they are subject to change/amendment by Telecom.

FAIRS - SHOWS - AUCTIONS

16-17	April 1994	National Stamp, Phonecard & Coin Show	Gateway Hotel	Brisbane
23-24	April 1994	Mountpex 94 Stamp & Coin Exhibition	Community Centre	Blackheath
1	May 1994	NSW Phonecard, Stamp & Coin Fair	Holiday Inn Menzies	Sydney
7-8	May 1994	National Stamp, Phonecard & Coin Show	Kings Hotel	Perth
8	May 1994	Stamp and Coin Fair	East Gosford Prog Ass Hall	Gosford
14	May 1994	Rosebud & Dist Phonecard Coll Club Fair	Anglican Church Hall	Rosebud
15	May 1994	International Phonecard Fair	Travelodge	Brisbane
21-22	May 1994	National Stamp, Phonecard & Coin Show	Southern Cross Hotel	Melbourne
28-29	May 1994	National Stamp, Phonecard & Coin Show	Atrium Hotel	Darwin
3-5	June 1994	Sydney Coin and Stamp Fair	Opera House	Sydney
17	June 1994	Edlins of Canberra - Auction No. 102		Canberra
18-19	June 1994	National Stamp, Phonecard & Coin Show	Canberra Casino	Canberra
3	July 1994	NSW Phonecard, Stamp & Coin Fair	Holiday Inn Menzies	Sydney
27-28	Aug 1994	National Stamp, Phonecard & Coin Show	Holiday Inn Menzies	Sydney
16-18	Sept 1994	Sydney Coin and Stamp Fair	Opera House	Sydney
24	Sept 1994	Edlins of Canberra - Auction No.103		Canberra
24-25	Sept 1994	National Stamp, Phonecard & Coin Show	Convention Centre	Canberra
22	Oct 1994	National Stamp, Phonecard & Coin Show	Novotel Hotel	Launceston
23	Oct 1994	National Stamp, Phonecard & Coin Show	Westside Hotel	Hobart
18-20	Nov 1994	AEROPEX 94 Exhibition	Town Hall	Adelaide

FOR FREE ANNOUNCEMENTS IN THIS SECTION, WRITE TO THE EDITOR

"OVERPRINTS"

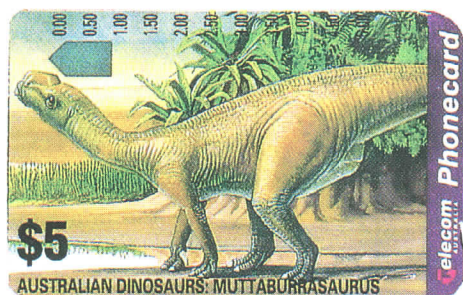
**OFFICIAL and PRIVATE - MINT and USED
LEGAL or ILLEGAL - GOOD or BAD**

At present, the emerging issue of overprinted phonecards is fast becoming a contentious item for Telecom Australia, for phonecard dealers and for collectors. Many collectors would not in fact be aware of the background and history and in fact, the actual definition of overprints. This article is an attempt to focus on these points and to give an indication to readers as to the implications of what is "looming over the horizon". The New Zealand & Australian scenes are featured - Editor.

Would you believe that this card



was once this card?



Or that this is the back of Telecom's
\$5.00 Dinosaur Phonecard?



The latter case is believable but the former is not at all discernable unless one is aware of the background to this card.

The Dame Kiri Te Kanawa card depicted above is one of two Telecom Australia Phonecards, prefix number 375 (\$5 Dinosaur), which have been privately overprinted and attractively packaged for sale as a Limited Edition Phonecard Set. There are 1,500 sets advertised as being available.



When Did Overprinting Start?

February the 14th 1992, saw the issue of Telecom New Zealand's first phonecard set for that year.



It was a set of four cards issued to mark the installation of cardphones at New Zealand's Antarctic Headquarters, Scott Base. A total of 5,000 of the \$20 cards were produced, whilst 6,000 of the \$50 cards were produced.

Prior to this issue, NZ Telecom's cards were produced by GPT in the United Kingdom. With this issue however, the cards were printed in New Zealand by Security Plastics in Christchurch. The \$20 cards were printed on blanks whilst the \$50 were **printed on top of surplus stocks of the \$50 Satellite Card.**

This was the first occasion in New Zealand that an existing issue had **officially been overprinted** with a new design. Whilst the "finish" to the cards is of a good quality, there have been reports that the overprinted cards are easily chipped around the edges. New Zealand Telecom's **first advertising or promotional card**, the **Fernleaf Butter Card**, was produced **similar** to the Antarctic series, i.e., by **overprinting** on 1,000 surplus stock of the \$50 Commonwealth Games phonecard.



Of the **first 1,000 privately overprinted used cards** produced, a number were distributed free to the first 650 people attending the First National Phonocard Fair in Christchurch in **April 1992**. The balance of 350 were distributed with the Christchurch Newsletter, "Linstudy". These cards **did not alter** the original Telecom design but overprinted the words "First National New Zealand Phonocard Fair and Exhibition Christchurch", on the **\$5 Landscape card**.

As indicated in last month's issue of this magazine, this overprint established a practice which is still continuing. In the March issue of the magazine also, is contained an article on Telecom's **official** Adcard promoting this years Christchurch International Phonocard Expo in April.

The **first private issue of a mint overprinted card** in New Zealand, appears to have been the **Hertz card**, of which approximately 450 were produced.



A further number of Hertz cards (4) were followed by Nissan, Auckland Taxis, Split Enz, etc., etc., cards.

The large number of private issues that have been produced, gradually improved in design and quality to such an extent, that many consider them to be of a superior nature to the official issues.

To date, **New Zealand Telecom** have **insisted** that if their mint cards **were to be privately overprinted**, then (a) all of the Telecom details had to be obliterated (both back & front), (b) that the card had to be sold in a bag, indicating it was not to be used in a Telecom payphone (flaking cards could cause damage) and (c) producers had to indicate that the card was a private overprint/issue.

Unconfirmed reports now indicate that Telecom New Zealand, concerned at the extent of private overprints, is **considering challenging this practice**. More information on this possibility will be provided as it becomes available.

Whilst a number of different cards have been overprinted in New Zealand, both mint and (particularly) used, individual numbers printed are not high, being as low as 50 with a high of 1,500 and an average of approx. 400 (higher number in later issues). A catalogue produced in New Zealand (featured in the March issue) lists all New Zealand overprints as well as other country cards overprinted in New Zealand. **This includes 500 overprinted used Telecom Australia, \$2 Generic, phonecards**, which were overprinted with details of the results of the Australian Cricket Team's Tour of New Zealand in 1993 (Tests and One Day Games).

RAILWAY SERIES No. 1



This is card number one in a series of mint railway cards. This private overprinted card will operate any Telecom telephone. Five-hundred cards have been reserved for mail order collectors. Collectors requiring to be placed on a new issue service should tick the New Issue Box.

- Single Cards \$40.00
- Numbered Collectors Pack \$45.00
- New Issues
- Postage and Packing \$2.50

ORDER FORM Visa / MasterCard / Bankcard accepted

Card No. Expires:...../.....

Name: (First).....(Surname):.....

Address:.....

Phone: Bus () Home ()

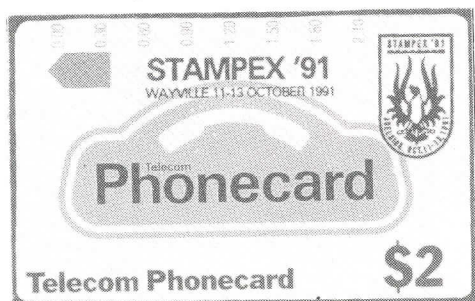
TELCARD
AUSTRALIA

G P O BOX 4657 SYDNEY NSW 2001 AUSTRALIA

Telecom Australia has not as yet completely overprinted (with a different design) any of its official issues as has Telecom NZ, nor is there any indication that this will happen. Telecom did however, overprint 600, \$2.00 Generic, phonecards for WAPEX 93. These cards were given out to children as they entered the Show. These cards now command a high price from dealers, with some (20 which were signed by Emma Rogers - Phonecard Collector Service) having an asking price of \$500.

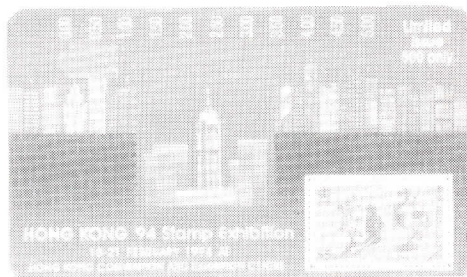
Unofficial overprints in Australia (wording printed on Telecom's phonecards) have to date been few in number and there has in fact been little interest exhibited by collectors in them.

Early overprints included cards produced for STAMPEX 91 (both the \$2 and \$5 Generic cards which were overprinted in black and in red),



whilst in another example, the MLC overprinted the \$5 Generic with the words "Compliments of MLC".

In March this year, the first completely redesigned, mint, privately overprinted, Telecom Australia phonecards appeared. A total of **500** cards were released for the **Hong Kong 94 Stamp Exhibition** and these quickly sold out to patrons. The cards are overprinted on Telecom's **\$5 Environment** cards.



The card is currently selling in the vicinity of **\$250**, reflecting the same steady increase in cost that has been evident with similar NZ Advertising cards.

Closely following the **Hong Kong** overprint has been the **Dame Kiri** overprint which is featured at the start of this article. A total of 3,000 of Telecom Australia's Dinosaur cards were overprinted (1500 x 2 cards) for the "Australian Edition" of the set, whilst a similar set of cards (2,500 sets) have been produced in New Zealand on their Telecom's cards. The Australian set is currently selling in the vicinity of \$100.

What does all this mean? Telecom Australia has shown concern at the emerging practice. Telecom is the owner of the trade mark "Phonecard" and as such

has indicated to dealers whom may be handling overprints, that it is "misleading and deceptive conduct" to offer for sale cards which have been overprinted without their permission but still feature the word "Phonecard". The response of those producing the Dame Kiri cards has been to withdraw them, to overprint the offending trade mark and reintroduce them into the market. Will this mean that the Trade Practices Act and the NSW Fair Trading Act are no longer interpreted as being breached by overprinting?

If a breach of the above or any other relevant Acts cannot be seen and proven to be taking place, the "door is open" to a possible proliferation of mint overprints appearing on the scene. The quantity produced will be determined by collector response.

A number of dealers and collectors have indicated that the introduction of overprints will adversely affect the rapidly growing collection of "official" material. They feel that this new avenue of collector-tempting material will benefit only those producing the overprints and that the available dollar will only "stretch so far". I personally don't think the current market will be affected, due to two main reasons; the cost of purchasing an overprint will limit the number of people buying, whilst not being an "official card" will also influence their attraction to collectors. Conversely, the limited small printings may well attract collectors of limited editions and thematic collectors. We will have to wait and see.

One point of note, is that depending on the number of cards produced and from which print run, the actual number of mint, Telecom cards is reduced for a particular prefix. Not a major issue if 3000 cards are overprinted from a 100,000 print/prefix, but what if 3,000 of an available, Limited Edition of say, 10,000 cards are overprinted? The value of the remaining 7,000 cards will obviously be increased considerably. Readers comments on this latest development are welcomed - Editor.

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SYDNEY'S THIRD INTERNATIONAL PHONECARD FAIR

LARGEST IN AUSTRALIA

The **Australian International Phonecard Fair** was held in Sydney on **Sunday, 20th of March, 1993**, at the Holiday Inn Menzies. It was Sydney's third major international Fair and as expected, was the largest held so far. A record number of phonecard dealers and collectors attended the Fair. A high level of phonecard activity took place from the moment the doors opened to the public at 10.00am and continued throughout the day.

Once again, most of **Australia's** and several of **New Zealand's** leading phonecard dealers attended the Fair together with **Telecom Australia** and for the first time, **Pay Tel Australia**. Australia's leading phonecard stamp and coin magazines were also represented.



John & Suzanne Howell of Abacus Stamps & Coins

Organisers were greeted with a large queue of collectors when the Fair opened. Many had lined up for the **special collectors card** which was on sale at the reception desk. This well produced card proved very popular with collectors, many of whom stayed all day doing the rounds of all the dealers. Many children visited the Fair and many more came with their parents. Whole families could be seen purchasing cards together for their collections. Unlike several other hobbies, phonecard collecting has a large percentage of children involved in the hobby, with the number growing all the time.

There seemed to be collectors interested in every area of Australian phonecards from the rarest mint cards to common, used, prefix numbers. **Mint cards**

were very much in demand, especially the difficult type cards. **Collector Packs** and **Limited Edition Packs** were widely sought after, especially the earlier State issues. The collecting of **one hole cards** has also expanded as the price of mint cards increase. Many dealers are finding it increasingly difficult to keep a comprehensive selection of one hole cards in stock. Interest in **world cards** keeps increasing with many collectors adding several foreign countries to their collecting interests. **Thematic** collecting is also proving much more popular. Considerable interest was also shown in the new **Telstra** cards from Christmas Island and Cambodia. One card per country collectors were also active at the Fair.

Telecom Australia sold all their current cards at their retail sales tables. They also met many new collectors, as well as customers and Club members from the previous Fairs. Their **Archives Exhibition** once again proved very popular with collectors.

Pay Tel Australia attended the Fair for the first time. They had all their current issues and collector packs for sale and launched their latest issue, "Tasmania's Wilderness Rivers".



Stuart, Graham & Fiona Rooke of Pay Tel Australia

The Fair again received **excellent publicity** with a section about the Fair and phonecard collecting appearing in the Sydney Morning Herald's "Good Weekend Magazine" in colour, together with an illustration of the "1994 Chinese Year of the Dog" phonecard. This magazine has a readership of 250,000. Articles about the Fair and phonecard collecting also appeared in the Australian newspaper and all the regular collector magazines. The Fair's organiser, **Mark Freehill** of M.E.F. Books, was interviewed on several radio stations, whilst several stations also mentioned the Fair in their "Whats on in Sydney" segments.

Thanks to Mark Freehill, M.E.F. Books, for the article and photos - Ed.

WHAT DO I COLLECT NOW?

By Rick Warnecke

"Phonecards, is that all that you can think about" says my wife every time I wander off to the local haunts looking for used cards? "The grass is getting a bit long" is one of her favourites or "can't you find something to do around the house for a change" is another?

I guess these sort of statements from wives and mothers (and fathers ?) have echoed in many of our ears at some time or another.

The constant scampering to our "special" phonebox to find a hoard of used cards and the look, the anticipation and then the smile when you see what you got - or the frown of disappointment when "your regulars" must have forgotten to make their call from "your" phonebox!

Every collector can surely remember their first big find. Perhaps a \$20 Adelaide 2nd print or maybe a one hole \$50 Black Generic. What was your greatest find and have you still got the card?

Just think about some of the better cards that Telecom Australia has released. How good was it to find the last card that you needed to make up the Geelong set or finally finding the last state card you wanted to have all the issues?

Hey, now you are looking for one-hole cards and you only need a few more to have the lot.

A few months go by and with a bit more pocket money or an easing of the household budget and yes, now there are only a few of the really expensive mint cards that I need!

Still, looking for those few harder one-holders and some of those mint "pictures" are way, way outside of my budget. Have to cut a lot of grass to buy a second print \$5 Services or even a \$5 Swimming!

Nowdays, there seems to be a lot of lost cards - all the "old" ones are disappearing fast. The only real finds lately seem to be the \$20 cards.

All the big runs of several hundred thousands of each issue seem to take some of the fun out of finding that something different. It's getting a bit boring either finding the same old pictures or simply not finding any at all. I guess there are still heaps of people looking?

Just received a note from Telecom about some of the new special edition packs that are available. I suppose I had better get some money together and place my order. No, not going to get caught out this time and leave it till the pack goes off sale and have to pay heaps or even miss out like I did last time.

It seems that lately, phonecards in my household have hardly rated a mention - I just haven't been motivated enough to go out looking for cards. I keep finding the same cards - mint or used. Hang on a minute - Bob and Peter both have had a lot of trouble finding that number in the Planktons. Now what was that number? Didn't I see that card at my newsagent - or was it at the Tatts Shop? Maybe I can start looking for one of each number in each of the different issues?

That's what I can do - I can try and get ALL the issue numbers. At least all of the current ones. I'm not going to get caught out again!

Hold on a minute - custom cards, overprints - what do I collect now ??????????????????

NSW PHONECARD, STAMP, COIN AND COLLECTABLES FAIR

SUNDAY 1st May 1993 — 10.00am to 5.00pm

HOLIDAY INN MENZIES — Wynyard and Margaret Rooms

Lower Ground Floor, 14 Carrington Street, Sydney

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THE GRAPEVINE

by Insider

This column is an attempt to open up the lines of communication to the grassroots collector and will have no constraints on what is discussed within the column. If any collector would like a particular topic written about, please feel free to make a request of the column. This first article will discuss the recent price explosions in the market place and the consequences of the hoards of unofficial overprinted Telecom phonecards that are about to hit the marketplace.

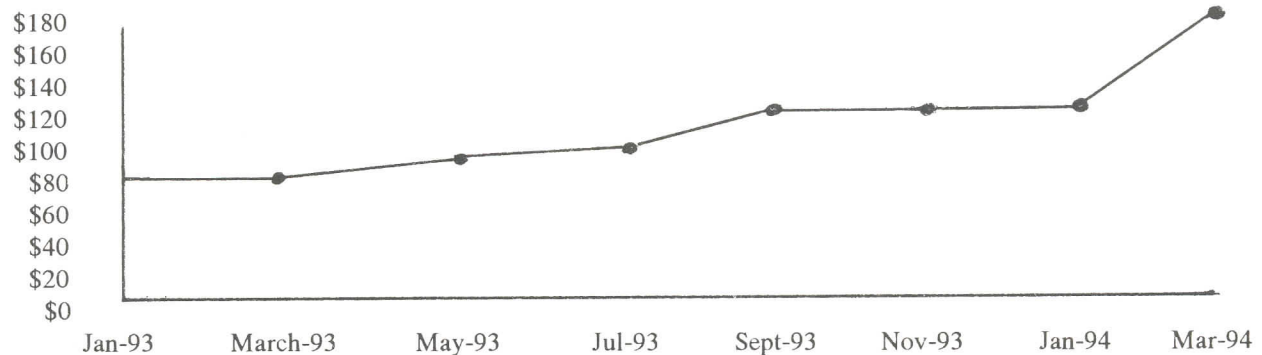
Over the March period, significant price movements have been noted amongst the leading dealer price lists. These dealer lists were produced quite independently from each other and although it was expected that prices would rise sooner rather than later it was quite interesting that it occurred in the two weeks prior to the Sydney Fair and that all the dealers came up with the same sort of price rise.

Talking to dealers about this fact at Sydney, I discovered that most of them were worried that they were putting their prices up too much (the dealers do not talk to each other the week before the big Fairs!!), but as they had depleted stock levels in certain cards, they had to raise the selling price so that they could raise their buying prices to attract the sellers! It appears that most dealers ran short in the same stock at the same time. Some dealers reported that they were in fact buying some Collector Packs at \$10 less than they were selling them for prior to Sydney, unable to raise their selling price because of competitors selling prices, but unable to attract the packs in at cheaper prices. Most of the dealers simply gave up and raised both the buying prices and then put a normal mark up on top of the buying figure.

The biggest movements were for the early state packs and the Olympic pack. The major rises were as follows:-

<u>Item</u>	<u>Old Price</u>	<u>New Price</u>	<u>Increase %</u>
Geelong Pack	\$100	\$150	50 %
South Australia Pack	\$120	\$180	50 %
Queensland Pack	\$80	\$120	50 %
Victoria Pack	\$70	\$100	43 %
New South Wales Pack	\$90	\$140	55 %
Aust Capt Territory Pack	\$45	\$90	100 %
Barcelona Olympics Pack	\$85	\$130	53 %

Below is a graph showing the approximate price movement for the South Australian Pack over the last fifteen months:-



Assuming the price rises are from increased demand (Telecom says that they have 15,000 names on the mailing list now, compared with 4,000 last April), then the price rises are just beginning, as the number of new collectors is constantly increasing.

Other items to reflect upward movements were mint cards from the above packs (of course) and also a wide range of 1-hole cards from the early state series of cards. Many of these early state cards are now quite difficult to obtain and many dealer's stocks are quite low in several of these items.

The scarcest cards to obtain in good condition in 1-hole are as follows:-

\$2.00 Hockey-1st Print, \$2.00 River Murray, \$2.00 Vineyard -1st Print, \$5.00 Gold Coast,
\$10.00 Brisbane, \$10.00 Telecom Tower, \$5.00 Platypus, \$5.00 Giraffe.

Some of the above are difficult to obtain because they are so easily damaged, eg., Brisbane, Gold Coast and River Murray cards, whilst others are just plain scarce - or both.

TIP 1. As the mint cards settle down (for settle down read increase in price at a slower rate than the last four weeks), the 1-hole cards will move to fill the gap left by the mint cards. Many will settle down somewhere around half way between the mint and the multi-hole cards but others will follow the mint with a difference around equal to the face value of the cards. The Geneva and the \$1.50 Christmas are examples of this, as used were nearly never created or found.

The demand for mint prefix has driven prices on the harder numbers to obtain, to around three to four times the prices fetched in December 1993, for the same cards. These prices (high as they are) will probably rise steadily over the rest of the year as dealers report no trouble selling them (when) the cards come into stock. The most notable rises have been for the following cards:-

<u>Item</u>	<u>Prefix</u>	<u>Old Price</u>	<u>New Price</u>	<u>Increase %</u>
\$5 Swimming)	172	\$255	\$800	313 %
\$2 Orangutan	86	\$305	\$500	164 %
\$5 Generic	185	\$305	\$1,100	361 %
\$5 Cycling	174	\$190	\$600	315 %

TIP 2. During this time many of the reprints have been overlooked. The \$2.00 Vineyard, the \$5.00 Grand Prix and the \$20.00 Adelaide from South Australia, have only increased their prices by an average of 15 %. These cards are now looking undervalued.

PRIVATE OVERPRINTS

A recent development that occurred at the Sydney Phonecard Fair, was the sale of private, overprinted Telecom phonecards. These are normal Telecom cards that have been reprinted by private individuals with an eye on the collector's pocket. These cards look just like a Telecom phonecard and so may deceive collectors into thinking that they are actually official issues - THEY ARE NOT! Many dealers have expressed a strong disagreement to these unofficial overprints as they are nothing but an attempt to take money out of collector's pockets.

Let this be made clear. These cards can be printed by anyone capable of walking into a shop and buying ordinary Telecom phonecards and then taking them to a printer to have their choice of "new design" placed on the card. There are no controls over how many are printed, the person making them can say there are 500 and then print 2,000!

Whether these things succeed is completely up to you, the collector. If these first few issues (the Hong Kong Philatelic Exhibition and Dame Kiri Te Kanawa) are purchased by you the collector, you can expect a deluge of this type of "product" to come out of the woodwork. These "products" will then quickly become quite worthless in the medium to long term. These type of cards do not do well in the European countries where they were first thought up. In the UK for example, individuals with nice sounding company names and supposedly bona fide intentions (quoting a percentage of sales going to charities etc.) are producing print runs of 500 per design. Yes, only 500 and the thing is they are still on sale to dealers months and months afterwards which gives you an idea of how many people actually want them.

The situation in Germany is no different with the private cards for the local football club, etc., being produced in runs of 500 also. The German cards are actually official private cards, but since there are 2,000 different designs per year being produced, they do not have any long term mass appeal as do normal official issues. In German phonecard auctions, this group of cards are the only ones to have a low clearance rate.

Remember, only you, the collector can decide if these unofficial issues are to succeed and to make their manufacturers a large profit. If you decide to buy them, give me a ring and I'll be forced to make some too!!

The writer welcomes feedback on any opinion expressed in this column and in all future columns!

INSIDER

Comments on or criticisms of this article and forthcoming ones, can be forwarded to the Editor of this magazine. Together with any requests for information or comment on specific issues or topics, they will be forwarded on to INSIDER for reply - Editor.

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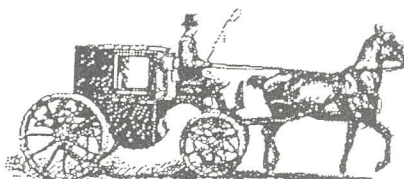
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WHAT IS A PHONECARD

PART 3. Chris Garibaldi
AMERICARDS
Bellevue Washington USA

As a dealer exclusively selling US and Canadian Cards here in the US, I read the previous two parts of this article with great interest. My response went from agreement with the problems of the US Telecard market to strong dismay at certain sentiments about the market in general, including those about "remote cards".

Are These Phonecards?

On this basic question, there seem to be two schools of thought in regards to the remote type of card. The definition that I feel will pre-dominate is "a pre-paid card used to make telephone calls" and not limited to the use in a payphone. Don Hill correctly points to the vagaries of the USA telephone network requiring a different format for pre-paid telecards to work. The telephone network is fundamentally different here and as a result the computer network based or remote telecard was developed. The remote card has obvious advantages in that it can be used with any touch-tone phone and in some cases with dial phones as well and needs no special payphone conversions. No need to be limited to that payphone on cold and rainy nights.

The remote cards are a different technology and a **legitimate telephone card**. The reception in the collectable world has been qualified but definitely positive. One must remember that it is estimated that there are almost 200 companies issuing telephone cards in the US now (and that will increase in 1994). **This is more than there are issuing countries in the rest of the world put together!** Of those 200, there are only four that issue stored memory cards at this time, the rest being remote memory.

The US Catalogue that I co-authored with Dr. Steve Hiscocks, goes a long way to helping dealers and collectors discriminate between the collectable and the "common" telecards in the US.

It is also anticipated that in the next couple of years there will be potentially more collectors in the US than anywhere else in the world. **Think about it!** For all its faults, the US is the largest industrialised nation in the world with the most phones and an aggressive marketing establishment. I know - it's all a bit scary.

The Future of Phonecards

There are presently trials being run to expand the range of pre-paid cards beyond telephone use. Any place where there is a frequent exchange of small amounts of cash, there is the potential for a pre-paid

card to benefit the consumer and the merchant alike. From car parks and meters to convenience stores, theatres, petrol stations and so on. Now this could be a stored memory or a remote memory card.

Because of the flexibility and added features that a computer based card offers, there are phone companies in Europe that are now considering using the system and already you can buy remote cards in England. I don't think for a minute that communication technology is going to stop here and I suspect that this present card technology will be antiquated before we know it. I think we need to be flexible to telephone card developments.

US Phonecard Collecting Problems

Now having said all that as a collector who first collected cards in Australia when I lived there with my family - I **prefer** the stored memory cards, be they magnetic, optical or chip, because of their inherent sense of **value and collectability**.

The US is the "new kid on the block" - only I don't think they know it. In regards to how the US market is developing, there are indeed some disturbing aspects that send ripples of concern throughout the US telecard collecting community. America - the best of everything and the worst of everything.

This is certainly true of the issuing companies and their telecards. I don't worry too much about the "Baby Bells" (ie., NYNEX, US West, Ameritech) and the telecommunication companies that have sprung up, whose sole purpose seems to be in how to cash in on this new hobby, that cause the most concern.

Contrary to what Don Hill says about "for an outlay of only \$500,000 these companies can issue cards...", it's even worse than that!

One can have a limited edition custom card made up from any one of a number of companies for significantly less and begin marketing it as one sees fit for whatever the market will bear. These do sometimes come out at over face value and unless they are something special, I believe the collectors will largely ignore them and Darwin's survival of the fittest will do the rest.

Now where it gets interesting, is where the "Baby Bell" issues a nothing, ugly card and a no name new company issues say - a Wizard of Oz limited series. **Ultimately, the collectors decide.**

The task is challenging and the dilligent collector reaps the rewards. Until next time- **Chris Garibaldi**

Remote Memory Cards: The memory associated with a card is not built into the card itself but is in a central computer. The computer is accessed through a free phone call. One then dials the unique number printed on the card which accesses the memory relating to that particular card and then assuming their is credit, dials the number to be called. Cards are made of plastic and as they are not physically inserted into the payphone, do not suffer the wear and tear of other cards which are. Unused cards are difficult to identify unless contained in a sealed pack. **Acknowledgement** is given to **Telephone Cards of the World, Part 2.** SER Hiscocks & CM Garibaldi.

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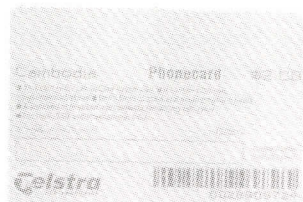
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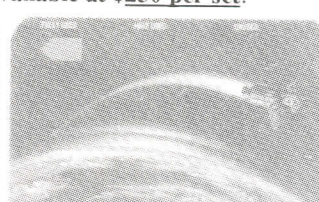
I apologise to all the collectors who called last month in the expectation of buying a 3rd Issue Cambodian mint set for \$50. At the time I wrote the advertisement I fully expected to buy the sets directly from OTC in Cambodia. OTC has, however, categorically refused to sell me (and everyone else) any of the 3rd Issue Cambodian phonecards. I subsequently obtained a modest number of the mint sets at a premium through "other channels" in Cambodia. I still have a few of these sets available at **\$250 per set**.



\$2 Card Prefix No 289



\$5 Card Prefix No 290



CHRISTMAS ISLAND - Please call to check availability and prices.

PICKS OF THE MONTH

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Gibraltar card picturing the Aust. ship "HMAS Waterhen", sunk in the Mediterranean during WW II **Mint \$20**

Thematic

Gibraltar - 75th Anniversary of the R.A.F. phonecard picturing a Vulcan Bomber **Mint \$15**

Germany - Tarzan card **Used \$20**, Felix the Cat **Used \$15**, Marvel Comics **Used \$15**, Akim or Tibor **Used \$10**

Foreign

Namibia - 1st Issue, Sand Dunes, Value R10 **Mint \$20**

2nd Issue Sand Dunes, Value R10 **Mint \$15**
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Jordan - 1st Issue Complimentary Card **Mint \$50** **Roumania** - Romtelecom 5000 lei card **Mint \$35**

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SOUTH AFRICA

PHONECARD ISSUES

Over the last few months, considerable interest has been shown in the many issues of the Republic of South Africa. South Africa actually started trialling phonecards before Australia. Some of the confusion that exists, arises from the fact that there is and has been more than one issuing company. We are open to correction, but the way we understand it, there is the Telkom network for which both Telkom and Telkor produce cards and there is an alternate network for which Transtel are issuing cards.

After six years of trials, Telkom finally adopted a chip system for national use in 1993. The very beautiful set of five Wildlife phonecards was their first regular issue. However, take note of the issue quantities before rushing into this first issue!

We have researched all our resources and collated the following list of cards that have been issued to date. If anyone has information that would help correct or complete this listing, please contact us so that we can assist collectors in their knowledge and collecting. The prices quoted are approximate and are a middle ground of all the prices we have seen listed. This is in no way a price list of stock that we have. It is printed solely as a guide and service to collectors. Later updates can be requested from INTERCARDS by sending three (3) used Australian phonecards. - Peter Granfield

TELKOR

Units	Description	System	Quantity	Year	Value
R5	Orange Plastic	Magstripe	2,000	1991	\$100
R10	Orange Plastic	Magstripe	5,000		\$100
R10	Ditto no logo	Magstripe	Unknown		\$100
R5	Blue paper card	Magstripe	Unknown		\$100
R5	Blue Plastic	Magstripe	Unknown		\$100
25u	Red/Black card, wide band on back	Magstripe	Unknown		\$50
25u	Red/Black paper, narrow band	Magstripe	Unknown		\$50
25u	Red/Bl. plastic, narrow band, 2 variety	Magstripe	Unknown		\$50
R10 + 50c	Red/Black plastic	Magstripe	3,000		\$50
R10 + 50c	Solar System 1st issue - 0000	Chip	}		\$50
R10 + 50c	Solar System 2nd issue - 1 - 0000	Chip	}		\$50
R10 + 50c	Solar System 3rd issue - 3 - 0000	Chip	} 6,000		\$50
R10 + 50c	Solar System 4th issue - 4 - 0000	Chip	}		\$50
4 x 120u	Conference - Set of 4 Animals (collage)	Chip	250 Packs		\$200
R5 & R5	Christmas Pair	Chip	1,000		\$100
R25	I Have a Dream	Chip	1,500		\$100
R10 + 50c	White Card - Telkor Field Trial	Chip	500		\$100
R10 + 50c	Made in South Africa	Chip	2,500	92/93	\$20
R10	Hot Air Balloon	Chip	600		\$100
R10	Three Faces on Phones	Chip	600		\$60
100u	Hot Air Balloon	Chip	500		\$60
No Units	Series of 9 Motorcycles	Magstripe	5,000		\$40
R25	Motorcycle	256 Chip	1,500		\$40
120u	World Map Demonstration Card	Chip	Unknown		\$40
No Units	World Map Technology Card	Chip	Unknown		\$60

The following Telkor cards have been used as trials in the respective countries.

500u	Russian Trial, reverse shows Space	Chip	Unknown		\$40
1000u	Russian - Moscow Cellular	Chip	Unknown		\$50
2500u	Russian - Satellite	Chip	Unknown		\$50
10	Peru Courtesy Trial Card "Telepoint"	Chip	500		\$50

<u>Units</u>	<u>Description</u>	<u>System</u>	<u>Quantity</u>	<u>Year</u>	
150u	Argentina - SIT, rev. shows Table Mnt. ?	Chip	500	92/93	\$50
50u	Argentina - 2 Arrows, rev White Blank	Chip	Unknown		\$50
120u	Hungary - EPT, Courtest Card, rev Waiter	Chip	800		\$20
120u	Slovenske - Courtesy Card, rev Waiter	Chip	500		\$20
120u	Hungary JT - Courtesy Card, rev. Waiter	Chip	1,000		\$20
120u	Czech - Courtesy Card, reverse Waiter	Chip	500		\$20
10pula	Botswana - reverse White Blank	Chip	500		\$100
25pula	Botswana - ditto	Chip	500		\$100
Various	Namibia - Set of 6, 5, 10, 20, 30, 60, 100u	Chip	1,000		\$300

TRANSTEL

R10.50	White Transtel Test Card	Chip	100		?
R12.50	Communications Tower on Mountain	Chip	1,000		?
R15.60	South African Airways	256 Chip	6,000	1993	\$30
R15	Ditto	103 Chip	5,000		\$35
R5	Transtel Advert, reverse is Krugerrand	256 Chip	900	1994	?
R20	Ditto	Chip	?		?
R50	Ditto	Chip	?		?

TELKOM

R5 + 40c	Black Plastic no notch	Magnetic	60,000	1988	\$50
R10 + R1	Ditto	Magnetic	40,000		\$50
R5 + 40c	Black Plastic Notched	Magnetic	60,000		\$35
R10 + R1	Ditto	Magnetic	40,000		\$35
R5 + 40c	Black on White Plastic Notched	Magnetic	Unknown		\$100
R10 + R1	Ditto	Magnetic	Unknown		\$100
R10	Grinaker (RSA) Trial Card	Magstripe	10,000		\$20
R3	Ditto - Promotional Card	Magstripe	500		\$100
R10	Landis & Gyr	Optical	10,000		\$20
R3	Ditto	Optical	500		\$100
R3	Table Mountain - 7/92 - 11/92	Schlumb. Chip	500	1992	\$150
R10 + 50c	MCP1 - Thin Plastic	Magstripe	Unknown		?
R10 + 50c	CCP1	Schlumb. Chip	10,000		\$20
R10	Value in Silver, Black Back	GPT Chip	10,000		\$20
R18	Telekom 93 Conference - Lion	Chip	2,250	1993	\$180
R6	Green - With Compliments	Chip	15,000		\$50
5 x R10	African Wildlife	Chip	196,000 of ea.		\$60
R150	Ditto Presentation Pack, Autographed	Chip	1,000		\$300

The following cards have been used for trials but in very small quantities. The three prices offered are the only cards we have ever seen offered for sale.

120u	Landis & Gyr - Blue - Bexa 9.85 Exhib.	Optical	Unknown		\$200
No Value	Lucy Phone - Cardboard Card	Magstripe	Unknown		\$200
100u	Blue Card No Logo, White Reverse	Magstripe	Unknown		?
100u	Telcos Blue Card	Magstripe			\$200
35u	Protea	GPT Chip	100		?
35u	Protea	GPT Magnetic	100		?
120u	Landis & Gyr Standard Blue 22 Test Card	Optical	200		?
200u	Tamura Telcom 91 Sample Card	Magnetic	50		?
?	Bell Alcatel Test Card	Magnetic	50		?
?	Danish - GN Communications - Tivoli	Magnetic	50		?
20Kr	Danish - GN Comm. Red./White Testkort	Magnetic	50		?
?	Gemplus - White Test Card	Chip	100		?
?	Anritsu - Test Card - White	Chip	50		?
?	Anritsu - Test Card	Magnetic	50		?
35u	4 Proteas	Schlumb. Chip	200		?

Values quoted are a guide from various price lists worldwide. Prices in RSA tend to be somewhat higher.

ROSS L. CAMPBELL

PACIFIC HIGHWAY - CLARENCE RIVER COINS - STAMPS - PHONECARDS BOUGHT and SOLD

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COLLECTOR PACKS & MINT			PACS ISSUES			MINT REPRINTS & PREFIXES		
Description	Pack	Mint	Description	Pack	Mint	Print	Prefix	Price
Generic (5)	n.a.	\$140	Tamworth (2)	\$45	\$45	\$2 Vineyard 2nd	41	\$150
Geelong (6)	\$140	\$120	Faulty Pack	\$60		\$5 Grand Prix 2nd	47	\$200
\$5 Generic (1)	\$25	\$20	Players Biscuit (1)	\$17	\$13	\$20 Adelaide 2nd	39	\$120
\$5 Grand Prix (1)	\$35	\$25	Players Pack & Card		\$28	\$2 Health 2nd	146	\$20
South Aust (6)	\$180	\$135	PAYTEL ISSUES			\$5 Youth 2nd	145	\$180
Queensland (3)	\$110	\$100	Scenes (3)	\$160	\$120	\$10 Disaster 2nd	122	\$20
Victoria (3)	\$95	\$75	Ships (3)	\$45	\$40	\$20 Assign. 2nd	129	\$30
NSW (6)	\$120	\$100	\$5 Map (1)	\$10	\$6	\$5 Willy 2nd	173	\$45
Western Aust (3)	\$38	\$35	\$10 Crew Card (1)	n.a.	\$12	\$5 Swimming 3rd	172	\$500
ACT (5)	\$70	\$60	Tas Rivers (3)	\$40	\$36	\$5 Swimming 4th	184	\$35
Nthn Territory (2)	\$25	\$24	SETS & SINGLE ISSUES			\$5 Cycling 2nd	139	\$500
Tasmania (2)	\$24	\$22	\$2 Generic Set Prints (8) Mint	\$70		\$5 Cycling 2nd	141	\$500
\$5 Geneva	n.a.	\$140	\$2 Generic Set Prints(8) 1 Hole	\$20		\$5 Cycling 3rd	174	\$500
Red Cross (6)	\$80	\$70	Advert Set Prints (12) Mint	\$300		\$5 Cycling 4th	188	\$25
Aust Day 92 (1)	\$35	\$35	Olympic Set Prints (18) Used	\$50		\$20 Marathon 2nd	156	\$40
Olym. Games (6)	\$100	\$95	\$3 and \$6 Geelong (2) 1 Hole	\$9		\$5 Message 2nd	207	\$40
Advertising (4)	n.a.	\$50	K Mart Set (3) Used	\$20		\$5 Snag 2nd	208	\$20
Christmas 92	\$80	\$95	\$5 Geneva (1) 1 Hole	\$120		\$5 Message 3rd	214	\$30
Aust Day 93 (1)	\$10	\$7	\$20 South Australia (1) Mint	\$40		\$10 Volume 2nd	210	\$120
Tourist (4)	n.a.	\$90	\$5 Platypus (1) Mint	\$18		\$20 Bats 1st	202	\$100
Endang Species (3)	\$30	\$23	\$10 West'n Australia (1) Mint	\$16		\$20 Bats 2nd	202	\$85
\$5 Sydney Bid (1)	n.a.	\$18	\$5 ACT Questicon (1) Mint	\$7		\$20 Bats 3rd	213	\$45
Indig People (3)	\$40	\$38	\$5 SA Grand Prix 1st Print	\$25		\$5 Generic 2nd	78	\$45
Landscape (3)	\$40	\$38	\$5 Willy Koala (1) Mint	\$10		\$5 Generic 4th	185	\$700
K Mart (3)	n.a.	\$45	\$5 Cycling (1) Mint	\$7		\$2 Echidna	50	\$50
\$10 XXXX (1)	n.a.	\$12	\$5 Snag (1) 2nd Print Mint	\$15		\$10 Cheetah	68	\$50
Microscopic (3)	n.a.	\$38	\$5 Christmas 92 (1) Mint	\$6		\$5 Platypus (used)	88	\$20
Environment (3)	\$40	\$38	\$5 Australia Day 93 (1) Mint	\$7		\$5 Aust Day (used)	370	\$20
Christmas (2)	n.a.	\$16	\$20 Taronga Zoo (1) Mint	\$28		\$50 Generic Used	130	\$23
Aust Day 94 (1)	\$35	\$6	\$50 Cambodia (1) Used	\$23		\$50 Koala Used	271	\$23
Dinosaurs (3)	\$95	\$38	Year of Dog (4) Used	\$18		\$10 Brisbane 1 Hole	37	\$40
Year of Dog (4)	n.a.	\$25				\$10 & \$20 Christmas Island		\$85

COLLECTIONS

1. **Packs - Complete Set to Christmas 1992** - Geelong - South Australia - Victoria - Queensland - NSW -ACT - NT - Tasmania - Western Australia - \$5 Wreath (SA) - Red Cross - Olympic Games - Aust Day 92 - Christmas 92

15 Different Price \$1,100

2. **Mint - As Above plus** - Generic \$2 to \$50 - \$5 Geneva - Cartoon Set of 4 and the \$5 and \$10 Christmas 92 not included in the Christmas Pack

63 Different Price \$1,340

3. **Used - As Above** but fine Multi Hole

63 Different Price \$650

4. **Used - As Above** but fine I Hole

63 Different Price \$900

USED 1 HOLE PREFIXES - BREAKING UP COLLECTION - SEND WANT LIST - NO 600 PRINTS

I have been supplying customers with standing orders for two years. Ask for my special deals on Telecom, Pacs and Paytel Issues. Also in stock, New York Telephone Co. and Papua New Guinea mint sets and singles, Telecom promotional material and club cards.

ALL ORDERS SENT CERTIFIED MAIL WITH FULL REFUND IF NOT SATISFIED. ALL OFFERS SUBJECT TO STOCK
POSTAGE EXTRA - CARDS \$3 - PACKS \$5

MINT SERIAL NUMBERS

150. \$2 Hockey	35	202b. \$20 Bats	95	251a. \$2 Generic	4
151. \$2 Hockey	45	203. \$2 Generic	5	251b. \$20 Great Barrier Reef	30
152. \$2 Hockey	50	204. \$2 Generic	4	252. \$20 Great Barrier Reef	45
153. \$10 Track & Field	70	205. \$2 Generic	6	253. \$5 Endangered Wombat	12
154. \$10 Track & Field	POA	206. \$5 Payphone	45	254. \$5 Endangered Wombat	15
155. \$10 Track & Field	18	207. \$5 Payphone	25	255a. \$5 Endangered Wombat	10
156. \$20 Marathon	40	208. \$5 Snag	25	255b. \$20 Great Barrier Reef	45
157. \$2 Generic	85	209a. \$5 Snag	15	256a. \$20 Great Barrier Reef	45
158. \$2 Generic	60	209b. \$10 Band	POA	256b. \$5 Endangered Wallaby	10
159. \$2 Generic	25	210. \$10 Band	POA	257. \$5 Endangered Wallaby	15
160. \$2 Generic	20	211. \$2 Generic	5	258a. \$5 Endangered Wallaby	18
161. \$2 Generic	35	212. \$2 Generic	5	258b. \$5 Endangered Wombat	15
162. \$2 Generic	25	213a. \$2 Generic	22	260. \$5 Opera House	7
163. \$2 Generic	40	213b. \$20 Bats	55	261. \$5 Opera House	20
164. \$10 Track & Field	30	214. \$5 Payphone	40	262. \$5 Opera House	35
165. \$10 Track & Field	-	215. \$5 Payphone	30	263. \$5 Opera House	28
166. \$20 Marathon	75	216. \$5 Payphone	18	264. \$5 Opera House	16
167. \$10 Track & Field	40	217. \$10 Band	22	265. \$5 Opera House	14
168. \$10 Track & Field	50	218a. \$10 Band	22	266. \$5 Opera House	10
169. \$2 Generic	18	218b. \$1.50 Christmas Galahs	90	267. \$10 Kangaroo	12
170. \$2 Generic	22	219. \$5 Christmas Wombat	10	268. \$10 Kangaroo	22
171. \$2 Generic	22	220. \$10 Christmas Koala	18	269. \$10 Kangaroo	25
172. \$5 Swimming	POA	221. \$20 Bats	45	270. \$10 Kangaroo	20
173. \$5 Koala	35	222a. \$20 Bats	38	271. \$50 Koala	62
174. \$5 Cycling	POA	222b. \$2 Generic	8	272. \$5 Opera House	28
175. \$10 Track & Field	45	223. \$2 Generic	5	273. \$20 Great Barrier Reef	45
176. \$20 Marathon	95	224. \$2 Generic	5	274. \$5 Opera House	25
177. \$2 Generic	20	225. \$2 Generic	5	275. \$5 Opera House	12
178. \$2 Generic	28	226. \$2 Generic	5	276. \$5 Opera House	18
179. \$2 Generic	35	227a. \$2 Generic	15	277. \$5 Opera House	12
180. \$2 Generic	40	227b. \$5 Christmas Wombat	20	278. \$5 Opera House	16
181. \$2 Generic	48	228. \$5 Christmas Wombat	18	279. \$5 Opera House	18
182. \$5 Swimming	35	229. \$5 Christmas Wombat	25	280. \$10 Kangaroo	16
183. \$5 Swimming	35	230. \$5 Christmas Wombat	25	281. \$10 Kangaroo	25
184. \$5 Swimming	40	231a. \$5 Christmas Wombat	20	282. \$10 Kangaroo	26
185. \$5 Generic	POA	231b. \$10 Christmas Koala	30	283. \$5 Opera House	12
186. \$5 Cycling	40	232. \$10 Christmas Koala	42	284. \$20 Graet Barrier Reef	40
187. \$5 Cycling	40	233a. \$10 Christmas Koala	20	285. \$5 Opera House	18
188. \$5 Cycling	45	233b. \$5 Endangered Wallaby	8	286. \$10 Kangaroo	25
189. \$5 Cycling	60	234. \$5 Endangered Wallaby	12	287. \$5 Sydney 2000	20
190. \$5 Swimming	35	235. \$5 Endangered Wallaby	12	288. \$5 Sydney 2000	24
191. \$5 Swimming	50	236. \$5 Endangered Wombat	8	291. \$5 Indigenous People	7
192. \$2 Generic	35	238. \$5 Endangered Wombat	15	292. \$5 Indigenous People	28
193. \$2 Generic	28	239. \$10 Endangered Numbat	15	293. \$5 Indigenous People	35
194. \$2 Generic	25	240. \$10 Endangered Numbat	28	294. \$20 Indigenous People	26
195. \$2 Generic	30	241a. \$10 Endangered Numbat	25	295. \$10 Indigenous People	14
196. \$5 Payphone	10	241b. \$5 Australia Day 93	10	296. \$10 Indigenous People	22
197. \$5 Payphone	18	242. \$5 Australia Day 93	12	297. \$20 Great Barrier Reef	29
198a. \$5 Payphone	POA	243. \$5 Australia Day 93	20	298. \$5 Indigenous People	15
198b. \$5 Snag	10	244. \$5 Australia Day 93	15	299. \$5 Indigenous People	25
199a. \$5 Snag	20	245. \$5 Australia Day 93	12	300. \$10 Kangaroo	25
199b. \$10 Band	15	246. \$10 Band	35		
200. \$10 Band	95	247. \$10 Band	22		
201a. \$10 Band	95	248. \$2 Generic	5		
201b. \$20 Bats	28	249. \$2 Generic	5		
202a. \$20 Bats	110	250. \$2 Generic	4		

CHRISTMAS ISLAND

289. \$10 1st Trial Issue	\$400
290. \$20 1st Trial Issue	\$100
384. \$10 \$10 Fish Cove	\$45
385. \$20 Red Crab	\$30

SPECIMANS

Mobil \$5	\$65
Geneva Koala	\$15
BP set of Three (3)	\$70
Willy Koala Genuine One Only	\$525
Complete set of Seven (7)	\$695

SPECIAL EDITIONS

1992 Australia Day	\$40
1993 Australia Day	\$12
1994 Australia Day (scarce)	\$40
1994 Dinosaurs	\$125

CAMBODIA

289. \$2 3rd Issue	\$45
290. \$5 3rd Issue	\$295

CHINESE NEW YEAR

Year of the Dog (4)	\$30
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PAY TEL AUSTRALIA

Abel Tasman 1st Issue Pack	\$175
Abel Tasman 1st Issue (3)	\$100
Spirit of Tasmania Pack	\$45
Spirit of Tasmania (3)	\$38
Wilderness Rivers Pack	\$40
Wilderness Rivers (3)	\$38
Map Card Pack	\$10
Crew Card (1)	\$10
Set of 4 Packs to Date	\$250

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A WORLD VIEW

Part 5.

THEMATIC COLLECTING - FLOWERS -

By Peter Granfield "Intercards"

Different Areas of Collecting

A large percentage of phonecard collectors, having obtained all the easy Australian cards and perhaps not currently being able to afford the expensive cards that they are still missing, have turned their attention to other areas of phonecard collecting.

Typical examples have been, one card from each issuing country, one from each type of system, test and trial cards or as in very many cases, the commencement and development of a thematic collection. This has been a natural progression, supported by an individual's natural interests and the inbuilt trend established over many years amongst the many people who are also philatelists.

More Space

The phonecard medium lends itself to thematic representations, even better than philately, purely on the basis that the designer has a much larger surface to use. They can even use the back of the card (see Netherlands below), which is not terribly practical on a postage stamp!

Advertising Revenue

The various phonecard issuing companies have been quick to catch on to the additional revenue that can be made by catering to the thematic market. As yet however, some of the more popular themes remain elusive. For example, we have been asked on several occasions for cards on the theme of "Scouts". To our limited knowledge however, Japan and New Zealand appear to be the only countries that have used this particular theme.

Card Volume

For most collectors of Japanese cards, thematic is the only way to go, due to the fact that Japan is issuing in the vicinity of 20,000 different cards every year. World View will be doing a series of articles on some of the common themes. This month we will look at some of the interesting cards issued which feature flowers.

FALKLAND ISLANDS

These Islands issued their first commemorative phonecard in 1992. This attractive design which was actually printed on the back of the cards, shows the Falklands coat of arms with national flowers and berries.

GIBRALTAR

Gibraltar has issued three cards with the same flower on it - the Gibraltar candytuft. The card comes in a 5 unit (collector edition) of 2,000 issue plus 100 unit and 200 unit of 10,000 issue.

HAWAII

Hawaii has issued a beautiful card showing a flower decorated float. Hawaiian cards are confusing in that they have on the bottom, "Card 7" or "Card 3", etc. The 7 or 3 indicates the number of call units rather than the card number.

IRELAND

This country has issued two lovely cards commemorating the "Rose of Tralee" International Festival in Kerry. The first one which is illustrated had an issue of 150,000.

JERSEY

Jersey issued commemorative phonecards in 1990, 1991 and 1992 for a float procession called the "Battle of Flowers". Later issues are not yet confirmed. The phonecards show colourful pictures of the floats, entirely constructed of flowers. The 1992 card is illustrated, while the 1991 card depicts a King Neptune scene and the 1990 card shows a giant teddy bear.

NETHERLANDS

The Netherlands gets our award for the best set on this theme so far. In 1992 they issued a set of four cards for their very famous "floriade". Besides having very attractive pictures on the front they also had fascinating designs on the back. To see the back design, which is cleverly done, much like a proof coin where the variation is between gloss and matt finish, you need to tip the cards to the light.

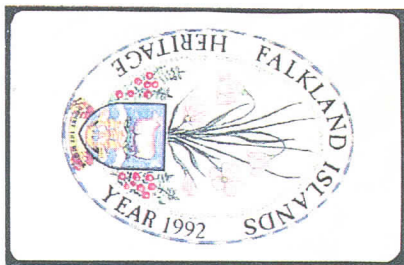
The 20, 45 and 115 unit cards feature vegetables, seeds and bulbs portrayed on the back. The fourth card which is of a 4 unit value, is a complimentary card of much lower issue quantity and so much more difficult to get.

ST LUCIA

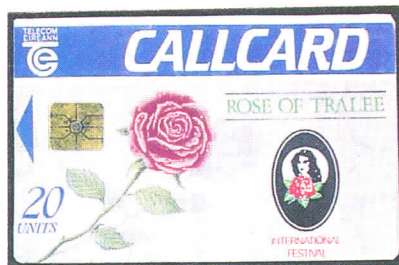
The island of St Lucia has issued an attractive card, virtually identical to the one issued for Cayman Island. It is a low issue, for use as a Christmas card, thereby qualifying for at least two themes.

SINGAPORE

In 1991, Singapore issued a beautiful set of phonecards featuring orchards. This set consists of five cards made up of 3 x \$10 value plus a \$20 and a \$50 card. With issues of between 6-800,000 of each of the \$10 cards, they are fairly common. However, the \$50 card with only 70,000 issued is rarely seen in dealers stocks.



Falkland Islands



Ireland



St Lucia



Gibraltar



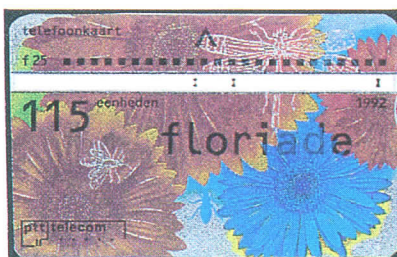
Jersey



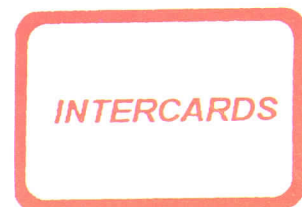
Singapore



Hawaii



Netherlands



Telephone Cards
of the world

PART 2
North America, Caribbean and Atlantic

S.E.R. HISCOCKS
C.M. GARIBALDI

WORLD TELEPHONE CARD PUBLICATIONS LTD

The publication of **Part 2** of the Telephone Cards of the World catalogue series - **North America, Caribbean and Atlantic** - is an essential addition to any collectors library. The publication, is co-authored by Dr. Steve Hiscocks and Chris Garibaldi. The catalogue has been compiled during most of 1993 and is the most up to date reference that there is in relation to this part of the globe. It lists over 130 companies with more than 200 pages of concise data and colour illustrations. It is of value to collectors of specific company cards as well as to those that are avid thematic collectors. The cards being designed by some of the US companies are both the most beautiful and the most diverse produced. The Catalogue can be obtained for **A\$48** (post paid) from:-
Chris Garibaldi "AMERICARDS"
PO Box 6831, Bellevue, Washington, U.S.A. 98008.

CLUB & SOCIETY NEWS

This Section Is Devoted To Phonocard Clubs & Societies For The Promotion Of Their Activities And Membership. All Articles Provided To The Editor Will Be Reproduced At No Cost To The Club Or Society.

Rosebud & District Phonocard Collectors Club Incorporated

PO Box 211, Rosebud, Victoria 3939.

President: John Thomas

The Rosebud & District Phonocard Club Inc. has produced a Promotional Card featuring Point Nepean National Park (see News Update at page 7.). This is a Limited Edition, high quality card of which the first 200 cards will be retained for present and future Club members. The card will be launched at the Club Fair on May 14, 1994 and will sell for \$2.00 per card to members and Clubs and for \$3.00 to non-Club members. Orders should be addressed to; **The Secretary, Rosebud & District Phonocard Collectors Club Inc., PO Box 211, Rosebud, Victoria 3939.**

The Club will be holding its Phonocard Fair on Saturday, the 14th of May, at the Anglican Church Hall, Corner Sixth Avenue and Point Nepean Road, Rosebud, Melway 158 D. 12.

Dealers will be in attendance, buying and selling. The Fair will be open between 10.00 am and 4.00 pm. As indicated above, the Club will be releasing it's Limited Issue, Promotional Card.

The Melbourne Phonocard Club Inc.

PO Box 197, Heidelberg West, Vic. 3081.

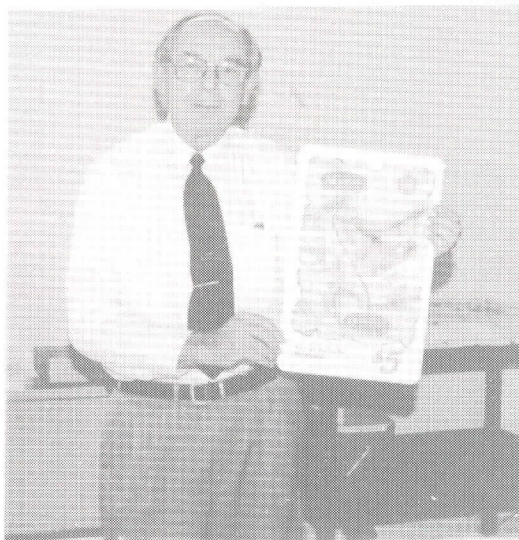
Treasurer: Keith Sykes

"News From the Melbourne Phonocard Club"

The Melbourne Phonocard Club Inc. recorded another "first" when **Graham Rooke**, from PayTel Australia, attended the Club's March meeting as **Guest Speaker**. Graham gave a four part presentation on the PayTel phone system which included something of interest for everyone.

He spoke about the PayTel phone, technical aspects of the PayTel phonecards, design and manufacture of the cards and cards to be released in 1994. Original artwork for the "Map Card" and various designs for the "Crew Card" were on display. Graham also distributed promotional material to everyone who

attended the meeting. All agreed it was a most enjoyable and informative afternoon.



Graham Rooke

With the release of the **\$5.00 River Murray** and **\$10.00 Grampian Designs**, the Club has completed its Victorian set of Club Promotional Cards. The River Murray and Grampian cards are available for sale from the Club's postal address which is PO Box 197, Heidelberg West, Victoria, 3081, at the price of \$5.00 per pair, postage paid. Unlike the \$5.00 Melbourne Skyline Club card, there is no limit on the number of these cards which can be purchased.

Two hundred sets of the three Promotional Cards produced by the Club will be given away free (one set per person) to the first two hundred people who join the Club as new members in the coming financial year or current members who renew their subscriptions in July, 1994.

Ken Hosking, Vice President

Kangaroo Phonocard Club

PO Box 706, Springwood, Qld. 4127.

Secretary: Tina Whitworth

As from the the 12th of April, 1994, Club meetings will (still) be held on the second Tuesday of each month at:-

10 Queensport Road, Murarrie.

The Club has been notified by Consumer Affairs in Brisbane, that their application for incorporation has been approved. As from the 17th of March, 1994, the Club has been registered as:-

. The Kangaroo Phonocard Club Inc.

The Club would appreciate if all other Clubs and organisations who read this article, would change their records accordingly. Our postal address will stay the same. ie., :-

PO Box 706

Springwood Qld. 4127

To make the incorporation a more memorable event, the Club have arranged to have some of the Promotional Cards **over-printed** on the back of the

cost of \$2.00 for members of a Club (quote your membership number) and \$3.00 for non-members. Unfortunately, the Club cannot supply orders with the same number as they may already have been obtained for the Promotional Card when it was first issued, as these cards are overprinted and are part of the original batch.

The Club would like to apologise to Telecom Australia for the story that was published in our March Magazine re our Fair on the 30th of January. We forgot to thank one particular member of Telecom Brisbane for her hard work and assistance to make the Fair a success it was. This lady went out of her way to make it possible to have a Telecom representative at the Fair and she succeeded. She also helped the Club with the fantastic display boards. Who was it, you asked?

"Jenny Boyd"

Jenny, on behalf of our Club, I thank you very much for all you have done for us.

Wim Matzer, Club President

Western Suburbs Phonocard Club
PO Box 773, St. Marys. NSW 2760.
Contact: Derek May (02) 835 2427

"Sydney's First Phonocard Club"

This newly formed Club had its first meeting on the 23rd of March 1994, at the St Marys Bowling Club Auditorium, located in Carson Lane (off Queen Street), St Marys. The first meeting was reasonably well attended, with a cross section of different aged collectors in attendance.

A number of issues, associated with a Club in its formative stages were discussed with resolution on a number of key areas such as Joining and Subscription fees, to be further discussed and resolved. Incorporation of the Club was also discussed and this process has commenced.

Future Club meetings will continue to be held at 7.30pm every 4th Wednesday of each month. For additional information on the newly formed Club, contact Derek May as per the above phone number.

Peripheral or Cinderella Item

A photograph of the item below was provided by Prof. David Daw of the A.C.T. It's 105mm long, 45mm wide and 16 mm deep. It opens up to reveal a small comb and a mirror, and has a lint brush on the reverse side. **Where did it originate from?**



POSTAL AUCTION MAY 1994

The MELBOURNE PHONECARD CLUB INC.

will publish its first Postal Auction as a supplement to the May 1994, issue of "The Australasian Phonocard Monthly".

ITEMS INCLUDE:-

A NEAR COMPLETE MINT
AUSTRALIAN SET

A COMPLETE (no 600 Series)
ONE HOLE
AUSTRALIAN COLLECTION (one lot)

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NEW YORK TELEPHONE COMPANY

Remote Memory Cards With Access Number

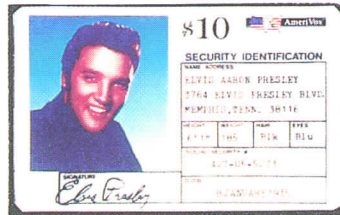
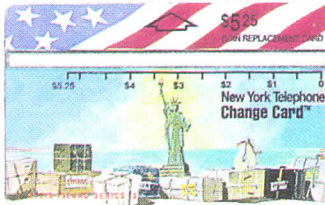
\$5.25	Empire State Building	\$17
\$5.25	Ellis Island Set of Four Cards	\$80
\$5.25	Buffalo Games	\$18
\$5.25	Summer in the City	\$16
\$5.25	Tennis Championships	\$16

- They Are Beautiful -

\$10	Nyson 1 World Eagle	\$65
\$10	Elvis Presley Set of 4	\$85
	Set of 20 Elvis Presley Cards	
	(U.S. face \$190) Selling for	\$320
\$5	San Francisco Convention	\$30
7	Unit Debit Card Woman	\$100
	1993 U.S. Monument Series (8 Cards)	\$55

SPECIAL

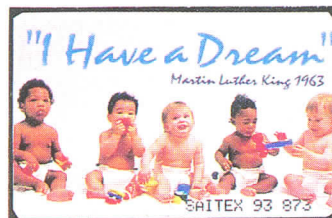
\$1	Complimentary Card Rare	\$88
	(Usually \$145)	



SOUTH AFRICA

Rand 10 Big 5 Animals \$12 each - Lion, Leopard, Elephant White Rhino, Buffalo - Mint Set \$55
 Rand 20 & Rand 50 Childrens Art - Mint Set \$45
 Capetown Lion 1,000 Only Issued - Mint \$295
 Made in South Africa - Mint \$17
 Motorbike 1 - Mint \$17 Motorbike 2 - Mint \$24

Telkor Martin Luther King - Mint \$25
 Transtel No 1 Jan Smuts Airport - Mint \$95
 South African Airways - Mint \$30
 Martial Eagle Only 400 Printed - Mint \$155
 Christmas & New Year in Folder
 Only 1,100 Issued - Mint \$60



AUSTRALIA \$2 Generic GC2 Prefix Number 42 Mint \$120

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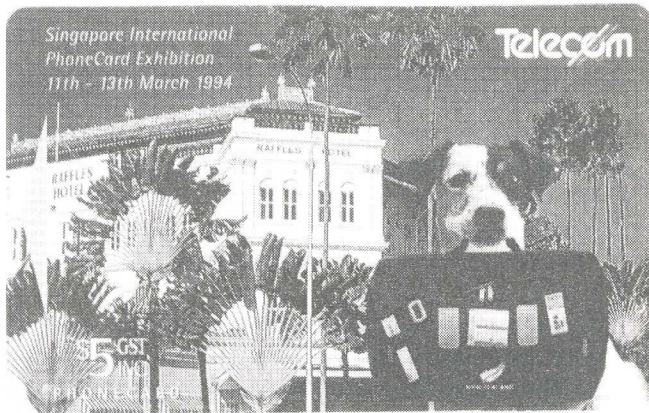
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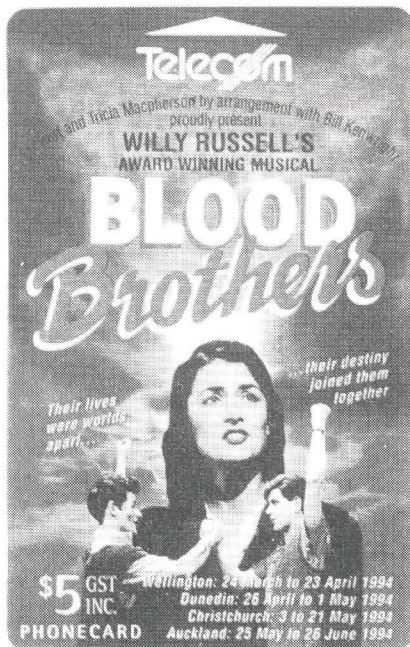
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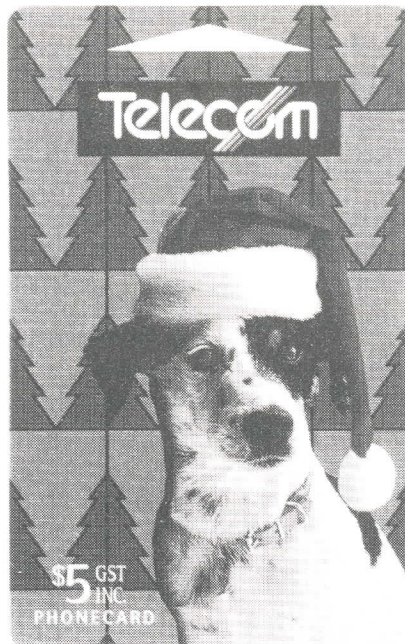
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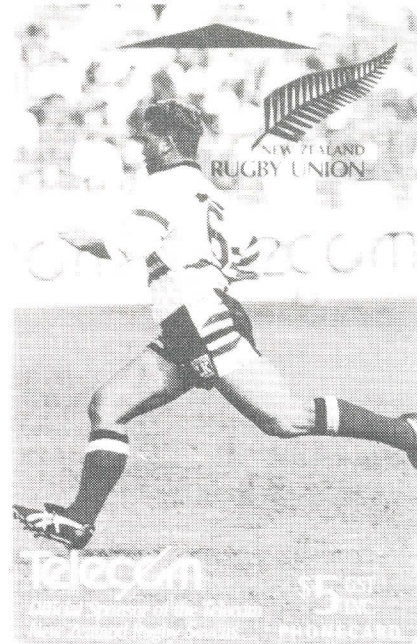
Issued March 1994 for National Tournament



Issued March 24th 1994



Issued December 1993



Issued March 1994

LETTERS TO THE EDITOR

This month's letters were again a cross section of complimentary, critical and innovative. The following are some of the many received.

Please continue to write to:-

The Editor

The Australasian Phonocard Monthly

P.O. Box 1309, Tamworth, NSW, AUST. 2340.

Dear Sir,

I am writing to ask about some phonecards that I saw in Sydney at the recent International Phonocard Fair in March. The cards in question are the ones featuring the New Zealand opera singer which come in a colourfull folder and the card which showed the Hong Kong Fair. Upon inspection they both appeared to be Telecom phonecards that can be used in their payphones. However, when I rang Telecom to enquire about ordering these cards direct, I was told that they are not official issues and that Telecom are considering legal action against those responsible for their manufacture. I was very angry when I discovered that their sole purpose is to take money from me and other collectors. Can your magazine indicate to us, the readers, which cards coming out are official issues and which ones are just money making ventures on the part of these entrepreneurs?

It is difficult to know which cards are needed to complete collections if these bogus issues are emerging on the market and we are not informed about them.

A.H. NSW

The issue of over printed Telecom phonecards is of concern to Telecom and many collectors and dealers and has been addressed in the Editorial and the feature article earlier in this magazine - Ed.

Dear Sir,

I have been collecting phonecards since not long after their introduction and up to this year I had a full set. I received the order form for the "Tamworth" cards from Telecom on the 21st of January 1994, and posted it on the 25th. A couple of weeks later I rang Telecom to see how the order was going and was told that the "Tamworth" cards were sold out on the 27th of January. Instead of waiting for an order form for the "Year of the Dog" cards, I sent a letter to order these cards on the 17th of February, but as yet I have received no reply (Note: this letter dated 20 March - Ed.). Now that I have missed out on the "Tamworth" cards and possibly

the "Dog" cards, is it worth collecting phonecards now because my collection is incomplete?

I realise these cards can be bought from dealers around \$60 per set in a folder. Firstly, I am not interested in the folder, only the cards and secondly, I am not about to pay that amount of money for 2 x \$5 cards! I was offered a set of the "Dog" cards for \$40 and let them go for the same reason.

I understand that if I was to sell the cards I would get my money back and possibly more. I am a collector however, not a dealer or a person who buys heaps of cards to "make a killing" later on. I collect phonecards because I enjoy the hobby and I like what is on the phonecards and I have no intention to sell them.

In a "nutshell", I think the present distribution system stinks or even worse, it is putrid!

Another problem is the local resellers. Both newsagents in town sold phonecards. One went out of them because he would be out of stock for up to three weeks. The same thing has happened at the other newsagent. I have called in every afternoon after work to try to obtain the "Dog" cards for the past two weeks but he has been out of these cards each time. In the end, he told them to "stick" the phonecards. There are other outlets in town, one of which still has the \$2 Generic in stock and the other one is still selling the Christmas issue.

I hope these points are of some interest.

T. & B. B. NSW

In the Australian Update section of this issue, you will note an initial announcement by Payphone Services that they are finalising a standing order system whereby collectors will be able to automatically obtain new issues as they are released. Also, many dealers already have such a standing order system in place for customers whereby new issues can be purchased at face value. - Ed.

Dear Sir,

In reply to Laurie Brown of Queensland (March issue) re the "Shooting Star". I also have a "Shooting Star" card, a \$5 Christmas, No. 35923408.

I also have a \$10 Dinosaur No. 37941416 with a white dot almost directly beside the \$8 mark on the edge of the card and I would be interested to know if this is a variety and if anyone else has one of these.

In response to Chas Naylor re Copyright (March issue again), I also have six \$20 Great Barrier Reef phonecards with the old logo, without the word Copyright. These cards are numbers 25545107, 25550012, 25576122, 25577069, 25583487 and also 28489219. I do not have any of the 255 Prefix with Copyright but I do have quite a few phonecards with the 284 prefix with Copyright.

P. S. VIC.

Should anyone wish to correspond direct with P.S of NSW re the above, write to me and I will pass on your letter. - Ed.

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Sydney	Status Retail	Shop 16, Royal Arcade, 255 Pitt Street (02) 267 6116
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The Entrance	Western Collectables	118a, The Entrance Road (043) 34 3730
St Marys	G & C Quality Stamps & Coins	Shop 5, Star Arcade, 182 Queen Street (02) 8331618
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Narrabeen	M.E.F. Books	PO Box 523, Narrabeen, NSW 2101 (02) 913 3036
Lismore	Michael Rennie	Lismore Markets
Gosford	Alan's Collectables	No1 Shop 4, William Street Plaza (043) 24 6884

VIC

Melbourne	Max Stern & Company	Port Phillip Arcade, 234 Flinders Street (03) 654 6751
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Melbourne	City Stamp Market	Shop 28, Degraives Street (03) 654 3549
Melbourne	Universal Coin Company	20 Centre Place (03) 654 2997
Belgrave	Knox-Sherbrooke Phonecards	PO Box 207, Belgrave, Vic 3160 (059) 68 5576
Moonee Ponds	R.M.C. Stamps & Books	633B Mt Alexander Road, Moonee Ponds (03) 326 1746

QLD

Brisbane	Tony Boyd	200 Latrobe Terrace, Paddington, Brisbane (07) 369 0488
Brisbane	Rob Dean, GPO Newsagency	GPO Lane (next to public phones) (07) 229 1581
Brisbane	G.A.Laker & Co.	4th Floor, Bowman House, 276 Edward Street (07) 221 4746
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Mackay	John Platts Stamps & Coins	Whitsunday Arcade, Macalister Street (079) 57 6602

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Adelaide	Stewarts Stamp Shop	66 Grenfell Street. (08) 223 4435
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ACT

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Albany	Jackmans Stamps & Coins	78 Lockyer Avenue (098) 41 6338
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TAS

Hobart	Abacus Stamps & Coins	Shop 10, Mathers Lane (002) 34 3494
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NT

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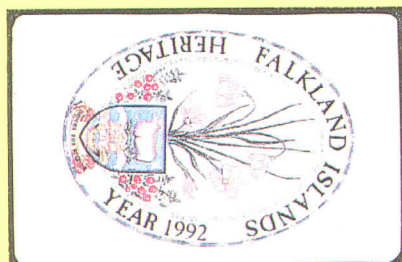
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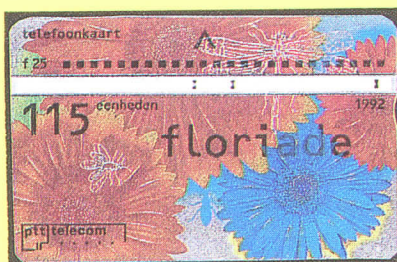
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