Issue 40, November 1997 Australia \$4.50

The Australasian

Phonecard Monthly

LATEST RELEASES















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Freebees this month - all mint cards:						
		White Tiger \$2 Apollo 11 \$2 Apollo 15 \$2 Michael Lynagh \$2 WA Perth Skyline		Ettamogah Pub Swissh Chocolate Tamworth Golden Tamworth Lee Ken Steam Locomotive	Guitar naghan	
NOV		R OFFERS - MANY ARE O				
1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 12. 13.	Include Geneva \$2 Qar \$2 Mad \$2 Jun \$2 Nes \$2 Nes Sydney 1996 N Covers Comm	a Folder with 10c coin - best of a mint Geneva card only a card mint - super special only at a complimentary mint and paquarie University compliment ior Ranger Fun Club mint and scafe "Bush" mint scafe "Wharf" mint by University No. 4 mint by University No. 5 mint by University No. 5 mint by Natrilix mint onwealth Bank \$5 multihole - mbodia Advertising card (prefit	berfect condition ary 1-hole scarce			\$325 \$ 24 \$209 \$ 49 \$ 99 \$ 69 \$ 69 \$ 19 \$ 19 \$ 95 \$175 \$165 \$ 49
SPECIALS FROM OUR CURRENT CATALOGUE						
15. 16. 17. 18. 19. 20.	\$1.50 Queen Steam Michael	ng Collector's pack Bird Choir Collector's pack sland Collector's pack Legends Collector's pack - in el Lynagh Collector's pack only dential mint	stock at issue y	orice!		\$ 49 \$ 29 \$ 45 \$ 55 \$ 10 \$ 12
 Many other cards available - call for a free copy of our current catalogue Postage FREE on all Australian orders - overseas add \$10 for insurance All major credit cards accepted - Visa, Bankcard, Mastercard and Amex Don't forget our Angie card (pictured) - spend \$400 over a three month period and get one free! 						
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The Australasian Phonecard Monthly

November 1997 - Issue Number 40

Managing Editor Viddy Jermacans Phone/Fax

(02) 6624 6586 ISD +61 2 6624 6586

<u>Publisher</u>

Durrant House Collectables

Printer

Edwards Printing 13 Lockheed Street Tamworth, NSW 2340

Editorial, Advertising & Subscriptions to: The Australasian Phonecard Monthly PO Box 963, Lismore, NSW 2480

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Editorial

As indicated in the Editorial for last month's issue of APM, I am now living in Lismore, northern NSW. Readers will note my new contact details in the column opposite, both postal and phone/fax.

As I am once again "working" full time - other than with the magazine that is, I cannot be contacted during the day, although my answering machine is always on.

Please try to contact me as much as possible by fax or by letter, as sometimes messages are hard to "pick up" or understand off the answering machine. Also, my employment takes me away from Lismore for days on end and as such, the tape on the answering machine can be "overloaded".

This issue of the APM has come out later in the month than I had originally intended. With the relocation from Tamworth, settling into the 'new job' and divesting control of the *Australasian Coin & Banknote Magazine* - the other publication with which I was involved - it has been extremely hectic.

Whilst I have ceased production of the *Coin & Banknote Magazine*, rest assured, the *Phonecard Monthly* will continue, as I am able to produce and publish it as a part time activity. You may need to bear with me at times, however, as unforeseen circumstances - usually work related - may affect its publication and distribution time during any given month.

As those who attended will realise, I did not 'get' to Sydney for the Darling Harbour ANDA Show in late October/early November. As such I did not 'draw' the winners of the numerous phonecards and collector packs which have been donated by many dealers and collectors, as prizes for magazine subscribers.

A full listing of the draw - to be done Saturday the 22nd of November - will be in the next issue of APM.

I hope also, with that issue, to be able to 'catch up' with previously promised articles and updates.

Viddy Jermacans

paramount phonecards





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Coca-Cola II - Bottle & Sun	\$49.00
Coca-Cola \$2 Logo	\$10.00
Coca-Cola III - Guys & Gals	\$55.00
Coca-Cola IV - Santa & Bear	\$49.00
Coca-Cola V - Roaring Twenties	\$49.00
P. & L.J. Sieders	\$5.00
Phonecard Monthly	\$8.00
Opera House by Lloyd Rees	\$28.00
Michael Lynagh	\$15.00
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BBC - Taubmans II	\$20.00
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Simpsons	\$10.00
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Luna Park	\$10.00
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Cyclone Tracy - 2 cards	\$20.00
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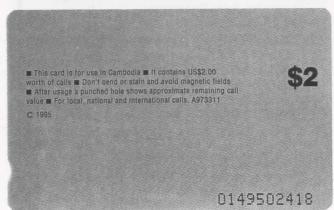
Bit's 'n' Pieces

Cambodian Advertising Phonecard

Reproduced below is the \$2 Cambodian Advertising card referred to in the last issue of APM. 2000 of this card have been printed (prefix number 1495) and I would assume they will be quite "hard to get".

As indicated in the last issue, these cards are coded A973311, ie they do not have the "I" for International coding.





Independence Day Phonecards

A (decreasing) number of the Independence Day set of two cards (1 x \$Telstra Phonecard and 1 x \$10 Telecom New Zealand PhoneCard) are still available, free, with a two year subscription to the *The Australasian Phonecard Monthly*.



COIN - STAMP - PHONECARD SUPER FAIR PETERSHAM TOWN HALL

Crystal Street, Petersham (Near Station) SUNDAY 30th NOVEMBER 1997

9.30am - 4.00pm

26 Dealers Buying & Selling

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STAMPS - Australian, World & British Commonwealth, Thematics, First Day Covers, Cinderellas, Postcards & Ephemera

PHONECARDS - Australian & World, Cards & Packs

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bankcard

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Canberra Convention Centre, Constitution Avenue - 10 am to 5 pm

BURNIE, TAS - SATURDAY 6TH DECEMBER 1997 Civic Theatre Complex - 10 am to 5 pm

HOBART, TAS - SUNDAY 7TH DECEMBER 1997

Hobart Vista Hotel (formerly Westside Hotel), Bathurst Street, 10 am to 5 pm

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Tear of and send for Catalogue

The state of the s
AUSTRALASIA

AUSTRALIAN NEWS UPDATE

TELSTRA RELEASES

To celebrate the launch of Telstra's new payphone and smartcard technology, the Phonecard Collector Service has produced an inaugural commemorative series. Using the theme of Australian landscapes, a Smart Phonecard is to be produced for each state and territory in Australia. Collectors will be able to puchase a special folder which contains three of the new Smart Phonecards already available, one for the Northern Territory (\$20), one for Tasmania (\$10) and one for South Australia (\$5).

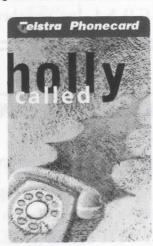
As the rest of the Smart Phonecards are produced they will be sent to collectors, so that the completed folder will contain eight Smart Phonecards. There will be 1500 of each folder (and L cards) produced.

Christmas Collection

Phonecard collectors will get a surprise when they open their Christmas Limited Edition folder. The new look folder opens out into a stand up Christmas fit box, creating a 3-D display for the seasonal set.

The Smart Phonecards exhibit messages encouraging Australians to phone home at Christmas time, using festive puns to get their message across.









The Limited Edition Smart Phonecard Collection contains five cards (1 x 20, 2 x 10, 2 x 5, including a special Rudolph called..." card, not available through general distribution, and sells for 40, 01500 available).



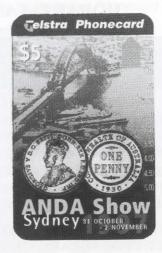
<u>Two</u> festive <u>PhoneAway cards</u> will feature the "Holly called..." (\$10) and "Noel called..." (\$20) designs, to remind you to keep in touch with friends and family here and abroad at Christmas.

Phonecards for Events of 1997

Telstra have announced there will be Phonecard and PhoneAway cards to commemorate events of 1997 - the passing of Princess Diana (a \$5 Phonecard and a \$20 PhoneAway - see cover for latter); International Day of the Disabled on December 4 (\$5); and the Telstra Sydney to Hobart on December 26 (\$5).

ANDA Show card

Continuing the ANDA Coin, Note, Stamp (& Phonecard) Show series of Phonecards produced by Telstra in 1997 for the Melbourne and Newcastle Shows, the \$5 (magnetic strip) card for the recent Sydney Show features the historic 1930 Penny set against a black and white photograph of Sydney taken in 1930.



The Phonecard was available from the Telstra stand at the ANDA Show, 31 Oct.-2 Nov. (or through dealers).

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Auckland Phonecard Fair

Two Smart Phonecards have been produced for the Auckland Phonecard Fair in New Zealand which was held there on the 9th of November.

Continuing the theme developed for international fairs and exhibitions, landscapes have been matched with witty phrases - playing on the legendary rivalry between Australia and New Zealand.





The two cards were sold at the Auckland Fair and will be available through dealers. Any collectors who have nominated to receive "International" cards will also receive these two as part of their standing order. 1500 of each \$5 card have been produced.

Sydney University Union - Number 5.

The fifth in this expanding (and popular) set of phonecards has been issued (prefix number 1546). The card again offers a 'special deal', this time the receipt of a yellow highlighter on presentation of the card. I think the card is more valuable than the highlighter!



Stern's Software Shop

Another "P" card has been issued by Telstra to Stern's Software Shop in Adelaide as part of a 'winning prize' by that company. It is different to others in this category in that it is a \$5 Phonecard (and not a \$2 card) - it is prefix number 1544.

Ross L. Campbell

277 Chatsworth Road Chatsworth Island, NSW 2469 Ph: (02) 6646 4386 Fax: (02) 6646 4641

** November Specials **		
\$5 Super League Logo	\$10	
\$5 Sydney ANDA Show	\$8	
\$5 Computer Software	\$20	
\$5 Tourist Exchange	\$30	
\$2 Sydney Uni Union cards No's. 3, 4 & 5	\$20	
\$2 BP Potts Hill	\$20	
\$2 Brooker Japan	\$39	
\$2 Qantas	\$230	
\$2 Junior Rangers	\$95	
\$2 Ellison Hawker Newsagency	\$20	
Most Papua New Guinea SetsF	POR	
All Australian Packs and Mint Cards Ava	ilable	
Send Want Lists		
Mint Exchange Arrangement Available		
Post Free - Registered \$3 Please		

LISMORE PHONECARDS

WIN A MINT A.M. DAY CARD BY BALLOT

Send a stamped S.A.E. by 30th Nov. to: PO Box 6304, South Lismore, NSW 2480

Mint \$2 BROOKER JAPAN Card FREE with a \$39 Phonecard Starter Kit and/or Mint \$2 D. Chapman Fun Run Card FREE with a \$29 Phonecard Starter Kit.

Mint	\$2 NRMA	\$95.00
Mint	\$2 Sydney Uni card #5	\$15.00
Mint	\$2 Clexanne	P.O.A.
Mint	\$2 x 3 Nescafe	P.O.A.
Mint	\$2 Telstra A.M. Day	\$19.00
Mint	\$2 Qantas - slight mark	\$150.00
	Will swap for Telstra Staff Ca	ards
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ALL CARDS ARE MINT

ANZ NZ\$5 Visa Cash (100 printed)	NZ\$950
Westpac NZ\$5/\$20 Visa Cash pair	\$190
NZ '89 Christchurch Trial (5 v.)	\$2800
NZ Mickey Mouse Part IV (4v.)	\$32
NZ Ist Chip Cards (4 v.)	\$40
NZ \$50 Endangered Animals (6 v.)	\$420
NZ \$50 Year of Dog/Pig/Rat/Ox each	\$85
NZ \$50 1995 Reserve Bank Kokako	\$225
NZ \$10 Animal Eyes (5 v.)	\$70
NZ \$5 Adcards x 30 different pieces	\$165
Hong Kong Looney Tunes (6 v.)	\$90
Hong Kong WWF Pandas (3 v.)	\$125
HK WWF Lion/Dolphin/Frog/Tiger	\$180
Indonesia GIA Air to Australia	\$36
Australia Melrose Place (1000 printed)	\$12
Cook Island Ist issue pair	\$95
Fiji Island Ist issue (5v.)	\$135
Germany 0-187 Elvis Presley	\$16
Japan James Bond D314/D316/D319/D32	
D322/D323/D326/D327 each	\$85
Korea Michael Jackson	\$70
Korea Coca-Cola (5v.) 500 printed	\$240
Korea Frog/Tiger chip cards each	\$25
Singapore Harley Davidson (4v.)	\$44
Singapore Mickey Mouse Olympic (5 v.)	\$40
on gaporo money money any man	

Selling Phonecard Collection

720 Cards

(125 individual cards, 134 1-hole)
BEST OFFER

Phone: Simon (02) 4221 4213 (bus)

Fax: (02) 4267 4485 (anytime)

WISHART PHONECARDS

PO BOX 845, MT GRAVATT, QLD. 4122 Tel/Fax: (07) 3849 2682

1011 axi (01) 00 10 2002	
1 Red Phonebox/sample smartcard folder	\$200
1 Newcastle A.N.D.A. card (1500 print)	\$10
1 Anatomy card	\$95
1 Telstra 'l" ital set 5 cards	POA
Select Super League cards	POA
PNG recent/current used cards from -	\$2
Australia 1989 - 1997 1-hole or multi from -	\$2.50
Selection of foreign cards each -	\$1

Caloundra '98

Dan O'Loughlin (Wishart Phonecards) advises that organisation of the Show planned for Caloundra - 10 to 11 January '98, at the Caloundrs Civic and Cultural Centre - is progressing extremely well.

Dealers who have confirmed their attendance include: Roxbury's Auction House, Downie's of Melbourne, Tony Boyd, Sunshine Coast Philatelics, Judy Shaw, E.H. Crawford, Laurie Taylor, Howe Phonecards, DBT Philatelics, Mostly Small Change, Wholesale Coin & Stamp Accessories. Further dealers are expected to confirm their attendance as the time draws closer.

Channel 7 (Sunshine Television) will be promoting the Show extensively as will be other media outlets.

A full report on this Show and those attending will be included in the December issue of the APM.

Australian Tourism Exchange

The Australian Tourism Exchange has commissioned the printing of two cards by Telstra; the first a \$5 Phonecard (prefix no. 1479) and the second a \$10 PhoneAway card.





BP Potts Hill Truck Stop

This card is a "P" card. Its prefix number is 1532.



Junior Rangers Fun Club

Another "A" card which has been out for some time, but not readily available till now - prefix number 1450.



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WESTLAND PHONECARDS

PO BOX 94, KELMSCOTT, WA 6991 Phone: (08) 9496 1413 Fax: (08) 9496 1550

·	•
\$5 Super League Logo	\$ 8.00
\$2 BP Truck Stop	\$19.50
\$2 Pymans Pharmacy	\$19.50
\$5 Australian Tourism Exchange	\$30.00
\$10 PhoneAway Aust. Tourism Exchange	\$50.00
\$2 Sydney University Union No. 5	\$19.50
(No's. 1 - 4 also available)	
\$5 Stern Software	\$20.00
\$2 Lake Sambell Caravan Park	\$19.50
\$2 Southern Cross Uni. Fun Run	\$29.00
\$2 Brooker Japan - Boat	\$39.00
Grillo Dog Set 6 cards	\$90.00
\$2 PhoneAway - no hole punched	\$50.00
\$2 & \$5 Coke now all available @ \$8.00	0 each
including the set of 20 x \$2.00	
Ales in steel the head to water	

Also in stock the hard to get:-

NRMA, Coversyl Natrilix, Get Inside Your Wallet, \$2 United Medical Defence, 96 Newsagents Convention, Gobbledock, Sydney Uni (all), \$10 Panasonic, Macquarie Uni, Bondi Beach, \$2 Telstra Business cards (16 diff.), Junior Rangers Fun Club, Billycart Derby, \$2 Newcastle, Eastlands Newsagency, Teddy Bear, \$2 Nescafe set of 3.

PhoneAways Fly Away

Telstra's new feathered friends series of PhoneAway cards feature colourful Australian birds - the Kookaburra, Rainbow Lorikeet, Superb Blue Wren and King Parrot.









SMARTCARDS

YES THEY ARE HERE

\$2 Guess Who's getting Smart (1000 print)	\$175.00
\$\$ World the Smart Card (1000 print)	\$150.00
\$10 Sample Card - Large Chip	P.O.A.
\$10 Sample Card - Small Chip	P.O.A.
Telecom Australia Fine Chip Card	P.O.A.
(view of the world)	
\$5 Quick Tell Someone (Flying Saucer)	\$ 7.00
\$5 Burra Homestead	\$ 7.00
\$10 Rain Forrest	\$12.00
\$20 Devil's Marbles	\$22.00
\$50 Aboriginal Painting	\$55.00

Folder only issued at Adelaide launch in August 2 x \$5.00 & \$10.00 cards...... \$35.00

Buying

Yes we are keen buyers of Mint and Used Phonecards. We will also trade.

Telstra Smart Phonecard Balance Reader

To find out how much credit is on the new Telstra Smart Phonecards, Telstra have produced a balance reader. It is available for \$10 from the Telstra Phonecard Collector Service, and the black plastic reader (with key ring attached) shows a dollar value on the small LCD screen once a Smart Phonecard is inserted into the slot in the reader. Now that's a 'smart' way to check the cost of your phone calls.

Brooker Japan

Featured below is the Brooker Phonecard which has been produced for export, in conjunction with Brooker aluminium boats, to Japan. 700 of these cards are to be sent to Japan with the remaining 300 being made available in Australia.



Ellison Hawker

I don't know a great deal about this \$2 card but I understand that it is available, free, with the purchase of a \$6.90 calendar from Ellison Hawker.

More on this Phonecard in the next issue of APM.

Phonecard Changeover

The roll out of the new Smart Payphones and Phonecards in South Australia, Western Australia and the Northern Territory has progressed smoothly since August with New South Wales, Queensland, Victoria and the rest of the eastern states due to receive Smart Payphones and Smart Phonecards during 1997 and 1998.

Telstra will exchange your magnetic strip Phonecard for a Smart Phonecard by programming the new micro-chip with the value of your old card. But there is still plenty of time to use up the value on the magnetic strip Phonecards before every Payphone in Australia is zapped!!

If you are a customer or collector - you will only receive one replacement Smart Phonecard, in exchange for several partly used Phonecards.

If you are a retailer - you can exchange magnetic strip Phonecards on a one for one basis.

Telstra has introduced a Helpdesk which will be able to answer any questions you have about the new Smart Phonecards and Payphones:

- give them a call on 1800 676 638.

** THIS MONTH'S SPECIALS **

Dealer Enquiries Welcome

\$2.00 Cards at \$2.50 Each

Telecom Logo, Perth Skyline, VST Globe (black or white), Phonecard Monthly, Phonecard Collector, P & LJ Seiders, National Parks (15), Give Someone a Buzz, Red Lace Wing Butterfly, Summertime.

\$5 Cards at \$6.00 Each

Crocodile N.T., Great Barrier Reef, Flinders Ranges S.A., Gold Coast Qld., Melbourne Vic., River Murray S.A., Tamworth (2), K-Mart, Sydney Opera House (3), Sydney 2000 Supporter, RSPCA (2), Cyclone Tracey (2), CardEx '94 & '95, Singapore Exhibition '95 & '96, Ettamogah Pub, Inverted Swan, Corolla, Kookaburra, Skyfire, Australia Day '92, '93, '94, '95, Year of the Dog (4), Swissh, Spies Hecker (3), Luna Park, Indy Car '96, Christmas '92, '93, '94, Book Muncher, Reflections of China (5).

\$10.00 Cards at \$11.00 Each

Grampians Vic., Bungle Bungles W.A., XXXX, Kangaroo Island S.A., Black Opal, Waltzing Matilda.

\$20.00 Cards at \$20.00 Each

Adelaide, Great Barrier Reef, Lloyd Rees, Campbells Soup, Apollo II, Taronga Zoo, Crescent Head.

Gift Cards in Pack

1995 Christmas, Mothers Day, Happy Birthday & Valentines Day Face Value plus 10%

If you are looking for a particular prefix number in the above stock I will try to supply at the same price.

Please ask for prices on mint & used Telstra, Custom & Card Call phonecards.

WANT LISTS WELCOMED!!

Mint & Used

Buy a Lonacreme (Sheepskin Warehouse) Phonecard
Pack and receive 2 used Lonacreme
cards for free! ... \$20.00

BUYING

\$5, \$10, \$20 & \$50 Telstra cards at 20% below face. Also, 45c, 95c & \$1 mint stamps (sheets pref.) at 25% below face.



Also Available

\$2 Beach Scene overprints & Visa Cash cards Exchange or swap welcomed, particularly the above cards.

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Ph: 07 3252 2903, Fax: 07 3257 1606 10.00am to 7.00pm 7 days
Add \$3 per order for Reg. Post Credit Cards Welcome

Learning from Experience?

The following article is reproduced from the New Zealand publication, *Moneycard Collectables*, No. 40, October 1997.

In talking to many former "players" in the phonecard market, one gains the impression that the world ended for them sometime in the last three years when they thought about selling their phonecard packs and they found that they were worth less than what they paid for them.

Please note that I said "less than what they paid", not a lot less. At times over 4000 people could get the packs at new issue prices. Today you get a percentage of face value for the contents. So many people, who were probably doing little more than collecting each new issue could not have lost a fortune and probably had a lot of fun at the time watching prices go up for a couple of years.

A sensible policy was to always buy two examples of cards one wanted so that one would have something to swap or sell as the price increased. Ideally the spares were sold when the price had doubled and the original investment had cost one nothing.

It was possible to do this with cards or packs for the best part of five years from 1989 - 1993 at new issue prices.

The subsequent blow out was in reality fairly brief but the consequences virtually obliterated the secondary market for New Zealand mint cards and Collector Packs. The number of packs currently being produced suggests that there is still a core of a thousand or so regular buyers.

Whether they are original collectors or more recent converts would be interesting to know. The point is, that they are not active outside what they purchase from Telecom. Without any interest beyond a narrow range of Telecom products there is little hope of any significant growth in the market.

If one's focus is too narrow opportunities can easily be missed, one bad collecting experience does not prove that all collecting experiences have unsatisfactory outcomes. Such a learning experience should have a few positive outcomes. Collecting for enjoyment is a good starting point and if one subsequently makes some money so much the better, but that is a bonus.

So why not start a collection of chip cards?

Chip cards are the way the world is going - it is the way that Telecom New Zealand is going to go sooner rather than later.

There are not many different NZ chip cards that are worthwhile collectables so if you want more than a page or two of cards you would be well advised to look at Australia and include a few of their cards in your

collection.

Australia is poised to become a world leader in the use of chip cards. They will be far more than just another phonecard. New Zealand will follow suit.

There is every likelihood that the cards may develop a strong following among collectors but collect them out of interest and for fun in the first instance.

This generation of chip cards will most likely have a far greater impact on society than phonecards ever had and lessons one gained from 1989-1997 could be put to very good use.

- (1) Collect the early chip cards even if the designs are uninspiring, eg. Mobil Smart Vouchers
- (2) Collect test cards or trial cards. As the number of collectors increase some want to specialise in such cards, eg. Ultimate Gift cards, Tuanz, Visa Cash, etc.
- (3) Try to collect a few extra examples of cards because demand will eventually exceed supply.
- (4) Collect up any brochures, folders, pamphlets, posters or display material that are available. This adds another dimension to your collection.

Chip cards are here.

Chip card usage is going to expand rapidly.

Chip cards are a new form of money and they are going to be very collectable.

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DEALER IN: VISA CASH JAPANESE THEMATICS USED NEW ZEALAND PHONECARDS

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	Visa Cash The following themes
()	Used New Zealand Phonecards



PayTel Australia

The long awaited PayTel Catalogue is here!

It contains a complete and comprehensive listing of all PayTel phonecard issues, collector packs, numbers, issue dates, card backs, control codes, everything!!!

This A4 sized catalogue has twenty pages of full colour pictures of every phonecard produced by PayTel from the very first "Abel Tasman" series issued in 1993, right up to September 1997.

Packed full of information, the catalogue features details such as the contents of different "Railways of Australia" series', which "PayTel Collector" corresponds to which phonecard issue, different back-of-card designs and why changes were made; in fact every possible piece of information you need for your collection or a magnificent handbook if you are about to start collecting.

The PayTel Catalogue is a must for every phonecard enthusiast. Priced at just \$10.00 (plus postage), the catalogue is available from PayTel Australia (see contact details inside back cover).

Australian Flowers

Featured on the cover are the four cards in PayTel's latest two attractive issues, Australian Flowers.

One set features Australian Wildflowers (\$5 and \$10 cards) whilst the other Australian Orchids (also \$5 and \$10 cards). Each set is available in a Collector Pack whilst each is also available as loose cards (see inside back cover for details).

Email Address

PayTel now has an e-mail address:

paytel@melbourne.net

It is anticipated that they will also have a home page active early in 1988, but in the meantime, orders, correspondence and comments can be directed to PayTel on this e-mail address.

Victorious Crows!!

As most readers are (?) aware, the last Saturday in September each year is traditionally the Grand Final of the Australian (Rules) Football League competition.

This year the Grand Final was played between St Kilda (a Melbourne based team) and the Adelaide Crows.

The Overland train links these two cities and PayTel payphones are installed on these trains. Many keen football followers used this service to travel from Adelaide and back again after the Crow's victory.

PayTel reports that usage of the payphones on the return trip was up by 300%. No doubt many happy supporters were calling friends and relatives to share their magnificent victory.

CardEx '97.... Licence number 1!

As mentioned in the previous APM, Stuart Rooke has attended CardEx '97 in Brussels, Belgium.

PayTel has produced a special "CardEx card" for the second year in succession, but this one is a bit different to anything PayTel have done before.

It is the first time that:

. the phonecard is numbered.

- . the backing card (folder) is numbered,
- the folder number matches the card, eg card number 0001 is in folder number 0001,
- there are only 1500 phonecards and folders produced,
- . it is the number 1 licence for CardEx cards.



The card again features that well known Australian "identity" the Koala, as did the card issued by PayTel last year for CardEx '96, which was held at Maastricht (see below).



The next issue of APM will hopefully contain Stuart's report on his attendance at both the Conference and the Exhibition which followed.

As indicated, in the last issue of APM also, Stuart was to present a paper to the Conference and it is hoped that this will be able to be reproduced in a forthcoming issue of the APM as well.

DISNEY'S LATEST SUPER-HERO

HERCULES

New Zealand company, Event Masters Limited, latest PhoneCard release features Disney's Hercules. For this release, Event Masters travels back into time to ancient Greece to commemorate the classic super hero Hercules, star of Disney's 35th animated movie.

There are three Hercules (New Zealand Telecom) PhoneCards in this release, up from the one-card format of previous Disney movie releases; The Lion King from Africa, Pocahontas from the new world and the Hunchback of Notre Dame from Paris.

The three cards feature characters and creatures from the film - Hercules, Megara and Hydra.



Only 1500 of each of the three PhoneCards have been produced for Event Masters by Telecom New Zealand, and 1000 of each will be packaged in 1000 numbered Presentation Sets, whilst 500 of each card will be available loose.

The Presentation Sets retail for NZ\$140 each and the loose sets for NZ\$24 each.

Win a Trip to Disneyland

As an added attraction, every purchase of the PhoneCard Presentation Set will be entered into a draw to win one of 100 Hercules prize packs each valued at over \$100 or the fabulous grand prize of a holiday to Disneyland to witness Hercules live in his brand new parade at Disneyland in Southern California.

For more information contact:

Event Masters PO Box 33933 Takapuna Auckland, New Zealand

Fax: +64 9 489 4844



STORED VALUE CARDS UPDATE

This month we report on two new trials of Visa Cash being conducted in Canada and New York City, the latter important because it is the first time Visa and Mondex are conducting a trial in conjunction with each other, with full inter-operability. We also have news about some older Visa Cash cards that have only now come to light.

New York City Trial

This trial is being conducted through two of New York's largest banks, CitiBank and Chase Manhatten, on the Upper West Side from 60th Street to 90th Street. CitiBank is issuing 25,000 reloadable Visa Cash cards, and Chase Manhatten is issuing 25,000 Mondex cards. Both issuers will release a mixture of stand-alone SVC cards and ATM/credit cards with added chips (on the Visa and Mastercard brands respectively).

The trial is scheduled to be underway by late October, with CitiBank already offering its customers a free card through a toll-free number.

Central Florida Visa Cash Trial

Visa has announced a sixth partner bank in the USA for Visa Cash trials, with SunTrust Bank of Central Florida announcing in September that it will be issuing both disposable and reloadable Visa Cash cards in the first quarter of 1998.

The pilot will take place in the high-technology settlement of Celebration, Florida, a community developed by a Walt Disney Co. subsidiary. The settlement is still under construction and will eventually have 8,000 residents.

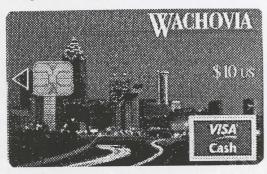
The other five Visa Cash partner banks in the USA are CitiBank in New York, Bank of America (San Francisco), and NationsBank, First Union Corpoation and Wachovia (all in and around Atlanta, partners in the Olympic Pilot).

New / Old Cards from Wachovia

Wachovia first issued Visa Cash cards in time for the Atlanta Olympics with the attractive Salute to Atlanta set of five cards. The Bank announced a \$50 Gold Coin card for release, but it is now confirmed that this card was never in fact issued.

The next card scheduled for release was a \$10 card featuring the Atlanta Skyline, and images of this phonecard - the first seen from the USA with the new Visa Cash logo - were freely available; the card, however, could not be located.

It now turns out that the \$10 Skyline card was produced for a promotion with the Atlanta Journal - Constitution, a daily newspaper, and the only way you could get the card was through a subscription to the Journal.



Supposedly there were 31,500 of this card produced, but rumour has it that very few were sold and the remainder

returned to the bank. Vet few have come onto the collector market, and although it expired at the end of September, it has been highly sought after.

To top things off at Wachovia, a card never before seen came to light at the same time as the \$10 Skyline cards. This is a \$10 card dubbed "French Fries" that carries the old Visa Cash logo, and so must pre-date the \$10 Skyline card. The \$20 French Fries is so-called because it features chips, a cinema ticket, a petrol nozzle and a soda can - a selection of the things you can buy with Visa Cash. From the design it appears to be some sort of promotional card designed to attract merchants and

consumers to accepting and using Visa Cash, but that does not explain why the card was never promoted for sale by the Bank.



Of the 10,000 cards produced, perhaps as few as 300 were ever sold to the public, and the cards expired in August 1997.

Barrie, Nova Scotia, Canada Trial

This is a trial of reloadable cards through Scotia Bank in Nova Scotia involving four different card designs and 19,000 cards in total. The trial is centred on the town of Barrie, a picturesque locality on the shores of a large bay, where Scotia operate five branches, as well as at the Canadian Military Base Borden, about 50km from downtown Barrie.

Scotia Bank is using a novel approach to distributing the Visa Cash cards to its clientelle: in addition to making limited numbers of cards available to all account holders through its branches (less than 1,000 cards are at each of the six branches), Scotia Bank has identified a group of premiere customers and is mailing one card to this group on a random basis with details of how the cards can be used. This will get the Visa Cash cards out into the hands of customers quickly, but it may also lead to a large degree of wastage as a percentage will no doubt discard the cards as "junk mail" or bury them in drawers never to be used. We will see the success of this approach in time.

On the merchant side, Scotia Bank has been marketing the trial very aggressively, on the theory that the more merchants are involved, the easier it will be to convince

customers to use the Visa Cash cards and the more publicity will be generated.

Scotia Bank already has over 500 merchants signed up, and is issuing the most advanced Visa Cash merchant terminals yet seen. The "Scotia 2020" merchant terminal is hand-held and battery-powered, allowing merchants without permanent premises to use the terminals during trading and to down-load the information once a day by hooking the terminal up to their phone lines.

It also means that there are no longer installation requirements for larger merchants, and allows the customer greater convenience by ensuring that there is

no shortage of available terminals.

Scotia Bank are issuing four different designs of reloadable cards, each of which is capable of being loaded up to a maximum of C\$1,000 through ATM machines or over the phone by using Visa credit cards. The designs are:-

(exp. date 30/11/2000) Maple Leaf Commemorative Sunlight Through Trees Commem. (exp. date 30/11/2000) (exp. date 30/11/2000) Wall of Money regular issue (exp. date 31/08/2000) Hot Air Balloon regular issue

It appears that the Hot Air Balloon card is the first to be issued, as four of the five branches had only this card available when the trial began. The "Commemorative" terminology also suggests that these two cards will mostly be sent out to premiere customers rather than being made available through the branches. We know there are 19,000 cards in total, but have no information about issue quantities of the individual designs.

Scotia Bank staff made it very clear to the first few collectors who tried to obtain multiple copies of cards that their aim was for as many people as possible to receive and use the cards, and that only one card would be issued per customer.

Combined with the "scatter-gun" distribution process, the Bank's attitude towards collectors will make this a very elusive set of VisaCash cards to complete.

Norway Visa Cash Trial

We have mentioned this trial before, and have commented on the fact that information and cards are very scarce. Although we have yet to sight an actual copy of the cards, we can report that the following were issued by Midt-Norge Savings Bank under the trading name "Spare Bank".

All are disposable cards, carry the new Visa Cash logo, and use the Gemplus chip recently seen on the promotional cards released at Cards Australia 1997, which was held in Melbourne.

Stylised Snowflake (World Ski Championships, Trondheim 1997)

200 Kr value 5,000 issued Promotional cards (all same image) 400 Kr 4,000 issued 600 Kr 1.000 issued Public "Bark" World Ski Championships Mascot 10.000 issued 200 Kr

400 Kr 3.300 issued Painted Faces 1,997 issued "Trondheim 1000 Years" Ski Jump Arena 250Kr

Sources indicate that all promotional cards were given away to guests, dignitaries and officials at the event. Public cards were available for general sale, but less than half of the 200 Kr cards are reported to have sold (with the remainder destroyed). Other sale and destruction figures are not available.



Singapore Collectibles Fair, 1998

in conjunction with the 12th Singapore International Coin Show

13-15 February, 1998 (Friday to Sunday) Stamford Foyer Raffles City Convention Centre Level 4, Stamford Road Singapore

Taisei International Exhibitions is once again organising the Singapore Collectibles Fair to be held at the Raffles City Convention Centre, Stamford Foyer on Level 4.

The show is an exhibition and sale that features an extensive range of collectibles including phonecards, MRT cards, stamps, timepieces, etc. Dealers and collectors from around the world attend this major Asia-Pacific event.

Organised by:



TAISEI INTERNATIONAL EXHIBITIONS

It's That Time of the Year Again!!

Below is the first in a series of phonecards which feature famous cricket grounds of the world - on this occasion, Newlands, Cape Town South Africa. The card is issued by New World Payhones in the UK and features photography by GAZ.



Thematic Phonecard Selection:		Stored Value Cards Selection:
Coca-Cola: Canada - Bell Coke Bottle & Logo Mint	\$12	Australia: Public Isues - \$30 Dolphin Cove Used \$30
USA - Burger King with Coca-Cola Dring Cup Mint	\$15	Dreamworld \$50 and \$100 pair used (withdrawn) \$125
- Holiday Telecard Icebear mint	\$18	ANZ Theme Park \$20 cards Used (range of dates), from \$5
Greece - Coke banner at dancing festival Used	\$5	ANZ Reloadable "Boy with Parrots" card \$60
Japan - Drive Refreshed (Cat. K1-4, US \$60) Mint	\$40	ANZ Reloadable "Surfer" card \$40
- Boy Fishing (Cat. KI-10, US\$20) Mint	\$25	Credit Union Reloadable "Sailing Boats" in wallet \$40
- Refresh Yourself cheerleaders (Cat KI-15, US\$30) Mint	\$30	In-House "Cafeteria Test" Cards - NAB \$20 Used \$35
- Talk about Refresh sunbaking (Cat CH-34, US\$40) Mint	\$35	ANZ \$5 expiry 11.95 Mint (200 produced) \$295
		ANZ \$20 expiry 11.95 Mint \$65
- 5c Glass & Cooler (Cat. CH-35, US\$60) Mint	\$40	ANZ \$20 expiry 02.96 Mint \$45
Oman - Coke vending machine at BP petrol station Used	\$6	Credit Union \$5 expiry 06.96 Mint \$95
England - Tram with Coca-Cola signage Mint	\$10	Credit Union \$20 expiry 06.96 Mint \$45
Singapore Phonecards - \$3 pair in Greeting Card Mint	\$30	NAB in-house reload. Used (11/97 & 12/97 expiry), ea \$150
Singapore MRT - Boy Fishing 1935 advert (20,000) Mint	\$15	ALL ABOVE CARDS IN STOCK & AVAILABLE NOW
Have a Coke "Young Couple" advert (20,000) mint	\$15	Want Lists and Specialist Requests Welcome
Bathing Beauty & Beachball advert (20,000) mint	\$15	Train Eloto and Operation 104 doctor
Pepsi-Cola: USA - KYVE TV Auction (1000) mint	\$12	USA First Union "Olympic Centenary" Set (16) in Folder
		(US\$540 face value used now available for under \$200 from
McDonalds: USA - Billboard for Sing. Expo (1000) Mint	\$15	bank with Certificate of Authenticity - stock expected soon)
Disney: Canada - Donald Duck set of four inactice	\$30	Please indicate your interest as we have limited stocks coming
Mickey Mouse and Family set of four inactive	\$30	- you will receive a b/w copy of the cards and final A\$ price
Goofy's Films set of four movie posters inactive	\$30	VII 0 1 0 1 1 1 1 1 0 0 0 0 1 1 1 1 1 1 1
Mickey's Films set of four movie posters inactive	\$30	Visa Cash Catalogue Includes 8 page Supplement of Australian
Donald's Films set of four movie posters inactive	\$30	cards with pictures & quantities printed. Also includes cards from
	φ30	USA, Canada, Singapore, NZ, Hong Kong and Italy \$25
(many more available - ask for photocopies)	\$60	World Visa Cash Cards:
Singapore - Mickey Mouse Sports set of 5 cards Mint		Canada - VanCity \$5 & \$20 Pilot Centre Used pair \$45
Cartoons: Singapore - Bugs Bunny \$5 card Used	\$4	50th Anniversary \$25 card Used \$18
Yosemite Sam \$5 advertising card Used	\$4	AIDS Conference \$50 card Used \$22
Daffy Duck \$5 advertising card Used	\$4	Canada Desjardines - Pilot Test \$20 & \$40 Used pair \$40
Garfield the Cat set of three \$3 used, your choice each	\$18	Denmark Danmont - Donald Duck 100 Kr Used \$18
- set of 12 Horoscope \$3 cards used, your choice each	\$8	Tyra Banks swimsuit model Used \$18
Peanuts (Snoopy + the Gang) set of 3 \$2 cards Used	\$12	Singapore Airlines advert (plane in flight) Used \$12
Tom & Jerry set of three \$2 cards Used	\$12	Electric Train (McDonalds logo on reverse) Used \$8
USA - Garfield the Cat "Maturity" US\$6 single card Mint	\$12	Best Images Selection (1,200 only) Used \$12
- "Merry Christmas" US\$6 single card in envelope	\$12	(features Coca-Cola, Tyra Banks, Disney, Elvis, etc)
- "Assume the Attitude" 20 min. single card in envelope	\$16	Hong Kong - Prime HK \$200 Standard Chart. Bank Used \$22
- "My Heart to Yours" 20 min. single card in envelope	\$16	Italy - Bormio Trial Lire 10,000 (skiing) used \$16
- "One Smart Cat" Mint 20 min. single card in envelope	\$16	Complete (9) including 3 complimentary cards used \$400
Simpsons - Bart in phonebooth US\$10 in folder	\$15	New Zealand - ANZ \$20 used in folder SPECIAL \$30
- Homer tangled in telephone cord US\$10 in folder	\$15	Bank of NZ Cashcard Promo (issued at TUANZ '95) \$30
- Mobile Phone ringing in Marge's hair US\$10 in folder	\$15	USA - Bank of America \$20 Pilot Test card Used \$45
	C1E	(same design as Australian Cafeteria Test cards)
TV Etc: USA - Melrose Place cast photo US\$10 in folder		CardTech/SecurTech Show \$10 First Union (1000) Mint \$45
Beverley Hills 90210 cast photo US\$10 in folder	\$15	Atlanta Games Opening Ceremony \$5 card Mint in folder \$85
Baywatch set of four in envelopes (3 show Pam, US\$30)	\$60	Atlanta Games NationsBank set (19) Used (only few left) \$95
Ricky Lake Talk Show promo single card	\$20	Atlanta Games Nations Bank Set (10) Gsed (only low left) 400
Marilyn Monroe: USA - US\$3 Valentines single card - 4th of July (draped in US flag) US\$3 single card (5000)	\$15 \$15	BUYING - used Telstra SmartCards: phone/fax offers
- 70th Birthday US\$3 single card (5000)	\$15	COLLECT MONEYCARDS
Marilyn draped in Singapore Flag US\$10 (1200 only)	\$20	
Marilyn draped in German flag (1200 only)	\$15	Specialists in Phonecards and Stored Value Cards
Marilyn Lady "M" - Real Woman 20 min. single card Mint	\$18	(Proprieter - Torsten Weller)
- Magic & Mystique 3 images on 20 min. single card Mint	\$18	Phone: (03) 9521 3584 Fax: (03) 9521 2377
- Sitting Pretty 2 images on 20 minute single card Mint	\$18	(phone weekdays 9am - 6pm, fax anytime)
Japan - MM in negligee sitting, Mint	\$35	Postage extra - Australia \$3 (reg'd), Overseas \$7 (insured)
MM in top-hat and strapless dress for CBS-Fox Mint	\$45	
Star Wars: UK BT - 24 diff. cards (list available), from	\$30	FREE FULL PRICELIST available
Star Trek: UK Swift - 30th Anniversary Logo Mint	\$15	Return to: PO Box 14, St. Kilda, Vic. 3182, Australia
X-Files: Japan - X-Files series 2 video promo single card	\$30	Name:
X-Files third series video promo single card	\$25	
USA - Mulder & Scully with logo US\$10 in folder	\$15	Address:
Motor Racing: Japan - Formula One (many diff), used	\$8	Postcode:
Cricket, Golf & Rugby: (ask for complete new listings)		I collect / would like further information about:-
	\$19	() Australian Stored Value Cards
Aircraft 9 Aviation Franchisch Contra 747 Mint in falden	\$18	() World Stored Value Cards
Aircraft & Aviation - England Qantas 747 Mint in folder		
New Zealand - Air New Zealand four card set (\$30)	\$35 \$19	I() Australian Phonecards
New Zealand - Air New Zealand four card set (\$30) Warbirds Over Wanaka I \$5 pair (WW 2 aircraft)	\$18	, , , , , , , , , , , , , , , , , , , ,
New Zealand - Air New Zealand four card set (\$30)		() Australian Phonecards () World Phonecards () By Topic / Theme:

UNIDIAL AUSTRALIA UPDATE

By the time you receive this the ANDA Show will be past us, and response to date about the \$10 advertising card and Unidial's special offer of a free \$5 phonecard with any purchase of \$30 has been very satisfying, with many remarks on the inventiveness of the promotion and the potential it has for bringing new collectors to the hobby from amongst the growing segment of the population using Unidial phonecards.

Free \$5 Phonecard

To repeat what we said last month, every purchase of \$30 of Unidial phonecards (mint, unactivated or sample cards) at the Show entitled customers to one free \$5 phonecard. This \$5 card is being produced in a limited edition of only 1,000 pieces, and fits together with the \$10 card to make a complete image of the Sydney skyline.

For collectors outside Sydney or who were unable to attend the ANDA Show, both the \$10 advertising card and the free \$5 card are available from the collector service operated by Collect Moneycards and from participating dealers (stock permitting).

One-on-One Magazine Covers

Last month we mentioned a planned series of Unidial cards featuring basketball players as they had appeared on past covers of One-on-One Magazine. Unfortunately this series has been cancelled. Only one of the four \$10 cards was issued (featuring Dennis Rodman), and this was withdrawn from sale at the beginning of October. The other planned cards were not released, and none of the cards are available from Unidial or the Collector Service.

Herald Sun Tattersals Bike Tour

This bike race is held in October each year, starting from Melbourne and winding its way around Victoria over 11 gruelling days. Both the Herald Sun newspaper and Tattersalls are major sponsors of the Sun Tour. As part of Unidial's continued involvement with the Herald Sun, two phonecards were released to promote the Sun Tour, both of which feature bike riders competing in the race.





The \$20 card features both the Herald Sun and Tattersall logos, and as an added bonus this card contains with its packaging a FREE \$1 "scratch" ticket from Tattersalls giving chances to win cash prizes.

Unidial are also about to release a new version of the \$25 Food and Drink card from the first series of Herald Sun cards. The original design showed fish wrapped in newspaper, and the new version retains the same background design with added colour and the denomination shifted to the lower left (see illustration).



All Herald Sun cards are on sale through Unidial's Victorian distribution network, and are also available from the Collector Service and participating dealers.

"The Full Monty" Movie Advertising Card

Issued this month to co-incide with the opening of the new comedy "The Full Monty" is a further card in Unidial's series of phonecards advertising new films (see cover). As with all others in this series, the cards will be on national sale but the quantity is limited to ensure a fast sell-out. In this case, only 3,500 of the \$10 cards have been produced. Unidial will continue the series with a fifth film advertisng card to be released in November.

Other New Issues

Unidial continues to record major growth in the use of its phonecards by the public, so much so that some of the following \$10 and \$20 cards have had to be rushed into production to meet the demand. The new cards, which have either already been issued or are about to be issued, include the following:-

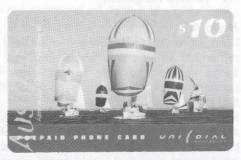
\$10 Yacht Racing \$10 Sturt Desert Pea \$20 Ibis \$50 Bondi Beach Admirals Cup Trials 20,000 cards part of the Australiana series 20,000 15,000 cards part of the Australiana series 5,000





10





All these cards are intended for general release throughout Australia. Because of the issue of the Herald Sun Bike Tour \$10 and \$20 cards in Victoria, the above cards will first be issued in other Australian states, and depending on demand may not in fact be available through retailers in Victoria - by the time the Herald Sun Bike Tour cards are exhausted, new \$10 and \$20 phonecards may already have been issued.

Naturally, all new issues along with obsolete phonecards are available through the Collector Service as well as from participating dealers (until sold out).

Sold Out Cards

The following cards are now completely sold out and are no longer available for purchase through the Collector Service:-

> \$10 Spaceman \$10 Basketball

Should any copies become available in future (eg. as returns received from retailers), those on the Collector Service mailing list will be notified and the cards will be sold on a "first-in" basis, so if you are chasing either card it may pay to register on the Collector Service mailing list or with your local dealer.

(see advertisment in opposite column)



COLLECT

Specialist in Phonecards & Stored Value Cards (Principals: Torsten Weller & Graham Brierley) Phone: (03) 9521 3584 Fax: (03) 9521 2377 (phone weekdays 9am - 6pm, fax anytime)

Unidial Australia Phonecards FREE \$5 PHONECARD



For each \$30 of Unidial phonecards ordered, you will receive one mint copy of this \$5 phonecard (1000 only) * Joins with \$10 ANDA Show card to complete Skyline

Joins with \$10 ANDA Show card to complete Skyline					
New Issues:				ello I	
\$10 The Full Monty	3,000	06/99	mint	\$10	
\$10 Herald Sun Bike Tour	10,000	06/99	mint	\$10	
\$10 Sturt Desert Pea	20,000	06/99	mint	\$10	
\$10 Yacht Racing	20,000	06/99	mint	\$10	
\$10 Sydney ANDA Show	3,000	06/99	mint	\$10	
\$10 Dinosaur Stamps	5,000	06/99	mint	\$10	
\$10 Soccer - Perth Glory	3,000	06/99	mint	\$10	
\$10 Soccer - Marconi	3,000	06/99	mint	\$10	
\$10 Soccer - Sth. Melb.	3,000	06/99	mint	\$10	
\$10 Melb.Film Festival	3,000	06/99	mint	\$10	
\$10 Roadsign	20,000	06/99	mint	\$10	
\$10 Tree Frog	20,000	06/99	mint	\$10	
\$10 Egret Bird	20,000	06/99	mint	\$10	
\$20 Herald Sun Bike Tour	10,000	06/99	mint	\$20	
(includes Free \$1 Tatters	alls "scra	atch" tick	et as issue		
\$20 Irises	15,000	06/99	mint	\$20	
\$20 Devil's Marbles	15,000	06/99	mint	.\$20	
\$50 Bondi Beach	5,000	06/99	mint	\$50	
\$50 Harbour Bridge	5,000	06/99	mint	\$50	
Limited Distribution Cards:					
\$5 Compliments	qty n/a	exp n/a	expired	\$6	
\$10 Racing	3,000	12/96	expired	\$6	
\$10 Xmas 96	1,000	06/97	unactivated	\$6	
Kids Security	15,000	06/98	mint	\$10	
Kids Franklins	5,000	06/98	mint	\$10	
\$5 Aaron Kwok	1,000	12/98	mint	\$10	
\$50 Bird (vertical)	10,000	12 mth	s unactivated	\$6	
\$100 Dog (vertical) 10,000 12 mths unactivated \$6					
Postage extra - Australia \$3 (reg'd), Overseas \$7 (insured)					

REE Pricelists on Request

	special TRADE-IN OFFERS on mint/used cards
Return to: F	PO Box 14, St. Kilda, Vic. 3182, Australia
Name:	
Address:	
	Postcode:
I collect / wo	ould like further information about:-
() Au	stralian Stored Value Cards
() Wo	orld Stored Value Cards
() Au	stralian Phonecards
() Wo	orld Phonecards
() By	Topic / Theme

Extracts from the Internet

The following is a presentation of a number of Emails that recently appeared on the Internet under Phonecard Collectors. The group originates from Finland and you can register for free. As a multiple list every person receives the information. Members:-

- . auction cards
- . give updates of new cards in their country
- . offer cards to swap
- . seek information on countries they can't easily identify
- . express opinions about the hobby.

On this last subject the following is an example of one collector's opinion being aired and the responses which it drew.

Hello to all!

Well I really feel I have to say some things about what's happening in the phonecard world.

A few years ago collecting phonecards was fun, exchanging on a 1:1 base worldwide, seeing your collection grow every single day. Now the first question is, "what's the value of that card you are offering?" Collecting has become a business and I hate it!

Phone companies issuing a \$1 calling time card and asking \$30 for it even knowing it will never be used! Smart dealers working together to buy all low quantity issue cards the same day they become public and then letting them go one at a time with huge profits!

Yesterday, I offered some Coke cards from Peru, really not knowing anything of their value, got about 200 replies. Some were offering cash, others were afraid they didn't have anything of value to give in return, even made some mistakes myself - was very surprised some people had phonecards on their list of doubles which would go to \$50 or more??!! Where's the fun of simple swapping and collecting in all of this??

Okay, I also use swap rates for rare and hard to find cards, but that's it. I'm sure a lot of collectors worldwide will feel the same, so let's swap!!

At the moment I've got about 5,000 different worldwide in my collection and hearing all these prices I should be thinking about buying a good safe!!!

But..... I will never sell one of them, I'm enjoying their beauty, not their value!!

"J" (U.S.A.)

Agreed 1000%, Tho' it can still be fun you know - you don't have to buy into the capitalist market place - there are plenty of people around who are in collecting for the sake of it rather than "how much can I make?"

But what bothers me even more is this obsession with auctions. I see UK cards in auctions with minimum bids of \$\$\$ and they are basically not even worth the minimum bid! Yet again, they are creeping into this list (and my mailboxes) which is just going to create another spam bucket. I am almost at a stage where I just feel like giving the two finger salute to the Net as regards card collecting and just keeping in touch with the collectors I have built up a good business (and friendship) with - well over a thousand cards swapped across the world between us and not a penny changing hands.

"N" (United Kingdom)

Hello All!

I can appreciate the below statement very much, as I can remember when I was a collector just beginning and things seemed so right to me. Now that I deal in phonecards the situation is seen in a different light, be that either good or bad to some.

In the United States there is no such thing as free - we cannot just go up to a telephone kiosk and pick up phonecards free of charge, it is not possible here at this point. Every card that I have in my stock or collection I had to buy, not getting them by finding them or merely trading, but even in trading there has to be spending somewhere along the line. As I said, nothing comes free. The Europeans and many others have enjoyed a luxury that we in the USA at this point do not have.

So therefore, considereing that I have to pay money for them and they are not found or given to me free of charge, then of course value plays into the hobby here. If I were to please everyone's idea of the hobby itself, I would go broke, and very quickly!!

Again in the United States and perhaps Canada also, we do not have that privilege of merely finding them, we have to buy and buy we do. So in trading - of which I do a lot also - I have to consider the value of the cards I am trading and those that are being traded to me. I cannot trade an item that is \$5 in value to me that I paid actual money for, to get the cards in return that are only worth \$1, and believe me, that does happen and many have gone away angry!

Another thing that I find terrbly puzzling, is that I see overseas auctions going on and that is fine - but what puzzles me is this. They do not like paying U.S. Dollars when buying but when they have auctions or are selling phonecards, everything follows the USA in value and they state that all bids are in USA dollars for all sales - why? Is it that they want the value when selling, but in trading they do not like that? There seems to be a certain sense of unfairness even in the trading market and that is sad. I have encountered it numerous times.

I suspect that as time goes by, everything will even itself out, but until then, it will be puzzling to say the least. Now, I did not say the above to hurt anyones feelings or to 'start a war', just my opinions and observations from the nearly 5 years in phonecards. Happy collecting.

"I" (U.S.A.)

Hello Fellow Collecting Friends

In the ensuing discussion on whether this hobby has become an "industry", perhaps I could share my experience to shed some light on it.

The path I took to end up as I am today is rather unique. I must say phonecards started for me as a business, it moved on to be a hobby, then to a business again

It started back in 1989, up to when I had been a stamp collector for ages. In those stamp magazines there was an advertisment to buy cards. Singapore had just started issuing the 1st series of cards and I amassed quite a huge pile of them and I merely sent them to major card dealers in the UK. I never asked for a price, but they paid me very handsomely.

I suppose at the time no one here in Singapore had heard of 'phonecard collecting'. It was free. You could

stand around phone booths and pick up cards.

Then came the 'business' of phonecards. As time went by people began to realise that it was worth money. From then on one was hardly able to get a free card here! There were so many people sending cards that the value quickly dropped. Even though I was a pioneer in card sales I decided to leave it and stick to being a collector so exchanges began.

For some time I made countless exchanges with hundreds of collectors worldwide. From some I got good cards, some never sent any back. A calculation of the cost involved showed that it was not that worth doing just exchanging alone. I had to factor in lost cards, dishonest collectors, and also sometimes I received packages of cards that were worth a fraction of the cost of my cards and the hefty postage charges to post them

for exchange.

True, I could specify certain cards, but the time and effort in finding a card you need and finding a collector that has them and needs something you have is tremendous. I found it cheaper actually to buy the card direct from a dealer. It did not cost me much more. Also, exchanges cost my partners money. They had to buy their cards to send them to me to be able to receive my cards. Some found it was cheaper buying from me than exchanging! It is true that perhaps I am crazed with efficiency. To some, it takes the joy of collecting out of it.

But I must say that there are many people with all kinds of characteristics. It is not for me to judge that I'm right and you're wrong or vice versa, but if you feel that thejoy is in obtaining cards by putting in great efforts and finding it even if it costs a bit more, by all means stick to it.

You might derive happiness and great satisfaction doing it this way, orhers perhaps not. I do not think dealing

spoils the hobby!

While I am today a top exporter of used cards, I still do exchanges of small amounts if the other party do not have many cards to exchange. Many of these exchanges were for the fun of it. In most cases I could have bought at a lower cost. But sometimes it does offer some surprises and of course the friendship made in the exchange.

"Y" (Malaysia)

For me the question seems to be, "are there still some people that only want to exchange phonecards?", because most of the people are just turning into becoming a dealer (I love exchange and I also have some phonecards for exchange).

But this question leads me to another - I've been stolen from too many times on the net to trust everyone as a start point and that is why I am willing to sell some phonecards instead of exchanging them.

Though this sounds moralistic, it would be nice if we could have a group of 'clean' people inside with whom we could exchange phonecards on a trusting basis.

"I" (USA): nowdays I see more free phonecards in America than In Europe (I even got some through the net without living there). In Portugal, Spain and France it is, and has been, difficult to find anything 'lost' in the past four years.

"F" (Portugal)

Attention all Phonecard Collectors

Please keep in mind when you debate about the collecting of phonecards, that not all collectors are interested in the same thing. Plus, there are collectors that specilise in, and only collect, certain types of phonecards.

I purchased for US\$50 a phonecard from the United States Post Office with a picture on the front of an American Eagle. In order to use the calling time you have to scratch off the grey block covering the PIN on the reverse side of this \$50 phonecard. There were only 5000 of these issued. Most will be used by people needing to make a phonecall.

Out of the 5000 issued, how many do you think will be kept by collectors in perfect mint/unused condition and the phone calling time never used because the collector does not want to scratch the back of the phonecard??

I bet that it is not very many!! Most people will use the phonecard to make calls with. I am not going to use my calling time.... can I afford this?... No!!! Will I do it anyway..... Yes!!! Why??

Because if I do not use the phonecard I will have a very hard to find phonecard of which only 5000 were originally made and only a small handfull exist in unused condition (only a small group of collectors will own this card).

These Post Office phonecards are modelled from stamps the U.S. Post Office issues. The demand is high and lots of collectors will want to own a set of every phonecard ever made by the U.S. Post Office. Since phonecards, unlike stamps, haven't been around for long... it is possible to collect every Post Office phonecard ever issued. They haven't issued so many that to own a set of these is cost prohibitive.

But... there can be no more than 5000 sets ever, since some of the cards in this set are of 5000 card mintage. Out of the 5000 possible sets, there will only be a small amount of sets that are unused/un-scratched. I will have one of them because this is what I like to collect.

I do this because eventually I will have a large collection of cards that are rare and almost impossible to find in mint/unused condition.

I enjoy knowing that there are millions of phonecard collectors and that out of 5 million collectors, only one or two hundred will have phonecards like mine in their collection.

There are times when I like to trade phonecards that are not worth more than a dollar. They are used cards that I want to own just because I like the design or look of the card. There is room for all kinds of collecting on the Internet.

"M" (United States)

My thanks to Ken Hosking, of Bulleen, Victoria, for the above Emails. Any comments?

CLUB & SOCIETY NEWS

This section is available to phonecard clubs & societies for the promotion of their activities & membership. Articles provided will be reproduced at no cost to the club.

Victorian Telephone & Smart Card Collectors Club Inc. PO Box 211, Rosebud, Victoria 3939

As readers will notice by the above that the Rosebud & District Phonecard Collectors Club is now re-named. The Club meets at a new location, at the Carrum Downs Community Centre & Library, Corner of Hall Road & Lyrebird Drive, Carrum Downs (Melway 100 H.3). All financial members of the previous Rosebud Club, have had their existing membership transferred over to the new club. Membership is still only \$10.00 for adults and free for children who can attend the club meetings.

The Melbourne Phonecard Club Inc. PO Box 177, Northcote, Victoria 3070

In October the Melbourne Phonecard Club celebrated five years as a Club, since its formation in 1992. The following are some extracts from the Presidents's Report and the Secretary's Report, which reflect on the year past, and in some aspects, the years since the Club commenced.

President's Report - Keith Sykes

"It is good to present the Presidents's Report for 1997 and to acknowledge the work of the committee. Foremost thanks go to Brian Koop, our Secretary, who carries the main burden of the day-to-day running of the Club. Ken Hosking is a great Auctioneer and continues to produce the monthly newsletter which we all value so highly. Warren Titcher has continued to gain very valuable publicity for the Club and to give of his valuable time. He is very ably supported by his wife Jo. I wish to thank Tim Hore for his years as Treasurer. Gunter Brezing has assisted with auctions and Richard Simmons has done much behind-the-scenes work.

One of Richard's special projects was to prepare a submission for our application to register the club's stylised spire (tower) as a trademark.



Initial approval has been granted and we expect final confirmation of our registered trademark to come through soon.

We have done this in the confidence that the Club has a sound future. It will do so if we continue to receive your support.

We have worked together with the Rosebud (now Vic. Telephone & Smart Card Collectors) Club by supporting their four fairs for the year.

The boom years for phonecards are well and truly behind us. We are entering a new era for our hobby. The smart card technology will provide a new dimension and a blessed relief for those (such as myself) who were crazy enough to collect by serial numbers in the early days of Australian phonecards.

Most of our members have their main collecting interest in Australian phonecards but the Club is still able to supply a good range of overseas material for swaps. Thank you Brian for providing this service."

Secretary's Report - Brian Koop

"As we celebrate five years as a Club since formation, let me report we are still here and going strong. Fees for membership remained unchanged and a new Family Option offered at a reduced rate was a welcome innovation which has encouraged more juniors to join.

Club meetings throughout the year were well attended with numbers hovering between 25 to 40 collectors each month eager to catch up on phonecard gossip and obtain new cards. The recent transfer in August from the old clubrooms at the Bent Street, Thornbury, was widely publicised and relatively painless.

Some of the special offers made available to members over the past year included a reduction in the purchase price of the Butterfly Phonecard to face value; and options on such elusive items as the Avalon Airshow preentation pack, \$2 Fuji Film custom cards, and the \$5 ANDA Showcard. In addition, the Club commissioned two selections of the \$2 Beach Scene Complimentary Phonecard overprinted either with the slogan "The Melbourne Phonecard Club Inc", or "Collect Phonecards with the Melbourne Club". A free copy was provided to each financial Club Member for the previous and current year.

The Melbourne Phonecard Club was again proud to continue its tradition of sponsoring the Butterfly House at the Royal Melbourne Zoo. A donation of mint \$2 Butterfly Phonecards and presentation folders to the value of \$2500 was offered for our third year of sponsorship.



This past year the Club has continued to project its high profile, both local and international, as one of Australia's premier phonecard clubs.

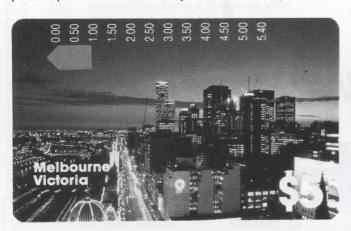
This month (October) also marks the 60th edition of the newsletter published each month since Club formation. A regular newsletter is a vital link to our members and our

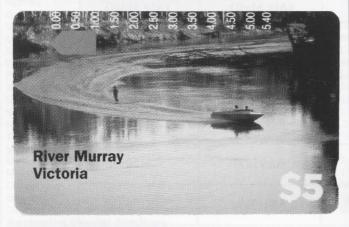
thanks go to Ken Hosking as Editor and chief contributor for this labour of love.

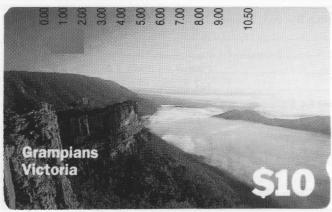
The Club was regularly promoted in such publications as the Australia New Zealand Phonecard Magazine, and in the return of The Australasian Phonecard Monthly.

Many thanks are also due to our roving Club Publicity Officer, Warren Titcher, who has provided these magazines with articles and photographs detailing Club news and events. He has also contributed occassional features on the latest Australian card issues for publication in the *prestigious International Telephone Cards* monthly magazine from England.

As your elected representatives, the Club Committee has endeavoured to provide a friendly environment where it is possible to meet fellow collectors and learn more about the changing world pf phonecards. Hopefully, the Club can continue in the coming year to contribute to 'your preoccupation with those funny bits of coloured plastic'".







Early (Melbourne) Club Promotional Cards

VICTORIAN TELEPHONE & SMART CARD COLLECTORS CLUB Inc. PO Box 211, Rosebud, Victoria 3939

Meets the Second Saturday, 2pm Monthly,
Carrum Downs Community Centre & Library,
Hall Road & Lyrebird Drive, Carrum Downs
Melway 100 H. 3. All Welcome
Activities & Services to Members include:
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evry Meeting,

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The Club runns Fairs, 3rd Saturday,
February, May, August & November,
from 10.00am to 4.00pm at the
Glen Eira College, cnr Booran & Neerim Roads,
Caufield. Melway 63 D. 3.
Enquiries to Club President:

Phone 0418 322 315 of Fax (03) 5986 6943

AUSTRALIAN PHONECARD COLLECTORS CLUB Inc. (Australia's First Club)

64 Concord Drive, Renella, SA 5161

Meetings are held every second Tuesday of each month at 7.30pm

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Information brochure available:

Contact the Secretary:
Glenis Hymers Phone/Fax: (08) 8381 3449

THE MELBOURNE PHONECARD CLUB Inc.

PO Box 177, Northcote, Victoria 3070

The Club meets on the First Saturday of Each Month at 1pm at The Community Centre, 64 Clyde Street, Thornbury (Melway Map Reference 30 J6)

ALL WELCOME

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Enquiries:

Phone/Fax: Keith Sykes (03) 9484 2568

WHATSNEW

Phonecard collecting in Australia is experiencing a resurgence and both the serious and part-time collector needs to stay fully informed with phonecard releases and technical developments as they happen.

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WHAT'S ON FAIRS, SHOWS & AUCTIONS

1	Nov	Orange & District Coin & Stamp Club Fair	Quinn's Arcade, Summer St.	Orange, NSW
2	Nov	Coin, Stamp & Phonecard Fair	St Johns Ambulance Hall, Kellaway Ave.	Moonee Ponds, Vic.
8	Nov	Edlin's Coin, Stamp & Phonecard Auction	Griffin Centre, Bunda St.	Canberra City
9	Nov	National Coin, Stamp & Phonecard Show	Canberra Convention Centre	Canberra City
15	Nov	Phonecard, Stamp & Coin Fair	Glen Eira College	Caufield, Vic.
16	Nov	Collectables Fair	Parramatta Town Hall	Parramatta, NSW
16	Nov	Wallsend Stamp, Coin & Phonecard Show	Wallsend Pioneers Hall	Newcastle, NSW
16	Nov	Burwood Stamp & Coin Fair	Masonic Hall, Belmore St.	Burwood, NSW
19-20		Noble Numismatics Sale 56	The Wentworth Hotel, Phillip St.	Sydney, NSW
23	Nov	Granville Stamp & Coin Fair	Town Hall, Carlton St.	Granville, NSW
24	Nov	Spink Coin, Medal & Banknote Auction	Grand Hyatt Hotel	Hong Kong
29	Nov	Sandgate Phonecard, Stamp & Coin Fair	Sandgate Town Hall	Sandgate, Qld.
30	Nov	Petersham Coin, Stamp & Phonecard Fair	Petersham Town Hall	Petersham, NSW
6	Dec	Roxbury's Coin, Stamp & Phonecard Auction	Bellevue Hotel, George St.	Brisbane, Qld.
6	Dec	Orange & District Coin & Stamp Club Fair	Quinn's Arcade, Summer St.	Orange, NSW
6	Dec	National Coin, Stamp & Phonecard Show	Civic Theatre Complex	Burnie, Tas.
7	Dec	National Coin, Stamp & Phonecard Show	Hobart Vista Hotel, Bathurst St.	Hobart, Tas.
7	Dec	Coin, Stamp & Phonecard Fair	St Johns Ambulance Hall, Kellaway Ave.	Moonee Ponds, Vic.
7	Dec	Collectables Fair	P&CYC, 100 Station St.	Penrith, NSW
21	Dec	Wallsend Stamp, Coin & Phonecard Show	Wallsend Pioneers Hall	Newcastle, NSW
21	Dec	Burwood Stamp & Coin Fair	Masonic Hall, Belmore St.	Burwood, NSW
28	Dec	Granville Stamp & Coin Fair	Town Hall, Carlton St.	Granville, NSW
10-11	Jan	Caloundra Coin, Stamp & Phonecard Show	Civic & Community Centre	Caloundra, Qld.
17	Jan	Stamp, Coin & Phonecard Fair	Dromana Uniting Church Hall	Dromana, Vic.
31	Jan	Edlin's Coin, Stamp & Phonecard Auction	Griffin Centre, Bunda St.	Canberra City
12	Feb	Singapore Coin Auction	Raffles City Convention Centre	Singapore
13-15	Feb	Singapore International Coin Show	Raffles City Convention Centre	Singapore
.21	Feb	Phonecard, Coin & Stamp Fair	Glen Eira College, Booran & Neerim Rds.	Caufield, Vic.
29	Mar	Petersham Coin, Stamp & Phonecard Fair	Petersham Town Hall, Crystal St.	Petersham, NSW

New South V			(00) 0007 5004
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Sydney	Queen Victoria Coins	Shop 12, QVB Walk, Queen Victoria Bldg.	(02) 9283 2500
Sydney	Sydney Stamp Centre	Colonial Mutual Bld, Cnr Pitt St. & Martin Place	(02) 9231 4583
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Strathfield	Strathfield Stamps & Coins	Shop 68, Strathfield Plaza	(02) 9764 3034
St Marys	G & C Quality Coins & Stamps	Shop 5, Star Arcade, 182 Queen St.	(02) 9833 1618
Newcastle	Hunter Valley Collectables	Shop 19, City Arcade, 120 Hunter St.	(049) 26 3031
Newcastle	Paul Melmeth Galleries	281 Hunter Street	(049) 26 3357
Taree	Currency Collectables	Shop 3A, 17 Manning Street	(065) 51 3512
Victoria			
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Melbourne	Universal Coin Co.	11 Centre Place (off Flinders Lane)	(03) 9654 2997
Dandenong	The Stamp & Coin Den	Shop 27, Level 1, Hub Arcade	(03) 9791 7295
Bendigo	Bendigo Coins & Stamps	Shop 4, Backhouse Arcade	(054) 43 5754
Geelong	Geelong Collectors Corner	93 Little Mallop St.	(052) 29 4969
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Gladstone	C & F Stamps & Coins	13 Russ Street	(079) 79 1276
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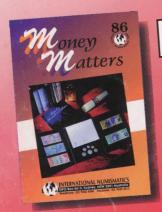
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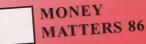
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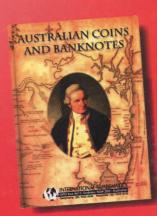
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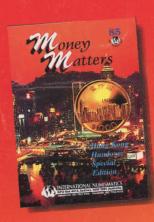
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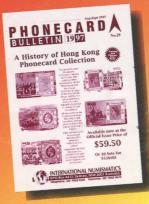
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