

# THE PENSMITH™

Proprietor - Business Matching Services Pty Ltd (ACN 077 619 517)  
Licensed Second Hand Dealer No. 10926 (Vic)

PEN REPAIRS & RESTORATION  
IMPORTING FINE WRITING INSTRUMENTS  
VINTAGE AND MODERN FOUNTAIN PENS  
www.pensmith.com.au

## NEWSLETTER – AUGUST 2018

### IT'S ABOUT TIME!

Yes, it is about time we produced another Newsletter, but, it has been a very busy time for us - relocation of our warehouse, a new workshop, new lathes, training the (very valuable) apprentice Miranda, attending pen shows overseas, acquiring stock and attending to now, thousands of repairs and restorations annually.

We import and distribute more ink in Australia than the major pen companies. Our thanks always go to our ink partners, Diamine in the UK and KWZ in Poland who both provide us with excellent service and unparalleled product quality.

The hardest part of it all is the acquisition of replacement vintage pen stock and parts, which are diminishing on a worldwide basis. But, "*the thrill is in the chase*" and, we chase hard. We have acquired a number of significant Australian and overseas collections including superb collectors' pens. We still acquire from overseas auction houses and have established lasting relationships with major dealers and auction houses worldwide.

We are fortunate to have Australia's (if not the world's) largest Sheaffer parts holding (including many difficult to obtain nibs), which is sought after by overseas repairers and often, both Australian and overseas Sheaffer distributors.

### PEN SHOWS - AUSTRALIA & OVERSEAS

We will be at the Melbourne Pen Show on 25 November 2018 at Malvern Town Hall. As many of you may know, we have been the "informal chairman" of the Melbourne Pen Show Inc. Committee for many years and have organised and managed the Show for the last nine years including everything from raffle tickets to websites. Thankfully, a new Committee has stepped up to that task and assumed responsibility for the Show. The 2018 Show will be a great one with both larger exhibitor and guest numbers which have both increased dramatically over recent years. Clearly, there is renewed interest in "pandom".

There is (apparently) a Sydney Pen Show to be conducted on 18 August 2018. Google – Sydney Pen Show. Entry price is double that of Melbourne Pen Show (which remains at \$10.00 per head) together with a hefty "earlybird" surcharge. The Sydney Show does not appear to be supported by a not for profit organisation such as Melbourne Pen Show Inc. Nonetheless, a Sydney Show is a great thing and can only add to increasing Australian vintage pen interest. We will not be attending the Sydney Show.

We have been to three UK shows this year but still maintain that the London Pen Show in October is the only UK show which is the "must see". We will be there again.

### COLLECTIBLE PENS

We have been fortunate to recently acquire a number of very collectible pens and currently hold high-end Conway Stewarts in precious metal, Visconti Homo Sapiens Crystal, Marlen, Parker 75 Ciselles, Henry Simpole overlay Onoto No 1, an Onoto Horatio Nelson in solid silver, a Montblanc Writers Edition Mark Twain Set, a Pelikan M805 Souveran in Vibrant Blue and even a Monteverde Disney Signature Edition. These are all in full packaging with papers and for sale at reasonable prices on our website. See the Collectors' Specials and other pages. We have more pens of similar quality coming in over the next few weeks.

### AUSPENS & REPAIR CLASSES

As is known, we conduct the Auspens business. There are now few pens for sale on the Auspens website, our preference being to use *The Pensmith* web pages for pen sales. We continue the Auspens website for the sale of consumables, pen parts and pen repair tools which we still continue to manufacture. We are hoping to re-introduce pen repair classes which Auspens once offered, in the near future. They will be aimed at a small number of participants and will be conducted at a public venue. Interest and suggestions as to suitable venues to host those classes (to accommodate six to eight people) would be welcome.

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