



PAN

Pennsylvania Association of Numismatists

PANeNEWS

DECEMBER 2015 VOL. IV ISSUE 5

1985 Lincoln Way Suite 23 #225
White Oak PA 15131

HOLIDAY ISSUE



The coins in the above photo are some of the lots in our current PAN Auction which can be accessed on the PAN website. If you have a moment during this busy time of year, have a look at some of the interesting lots. Many new lots will be added in the weeks ahead. Lot viewing will be available at the Fun Show, South Hills Coin Club Show, and the PAN Spring Coin Show. The auction is being managed by www.CoinZip.com Participation is very easy and a fun way to acquire some very nice items at a very reasonable cost. **More on page 6**

A 501 (c)(4) non-profit organization dedicated to promoting the hobby of coin collecting through education.

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Improper cleaning

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PAN Dues
Renewal
Page 6



PA Sales Tax **Page 4**

PAN Auction view lots at:

<http://www.coinzip.com/auction/browse.php?id=264>

PAN SPRING COIN SHOW The May 5, 6, 7, 2016 dates are set for the PAN Spring Show. The DoubleTree by Hilton has set up our \$89 per night room block. These rooms are set at a certain number and deadline. The hotel will not extend the deadline or increase the block number. Good Tip: book now before you forget.

http://doubletree.hilton.com/en/dt/groups/personalized/P/PITMRDT-SPN-20160504/index.jhtml?WT.mc_id=POG

PAN Spring Coin Show – May 5, 6, 7

Bourse Chairman, Blaine Shiff
Cybercoins.net 412-531-4100
2925 West Liberty Ave.
Pittsburgh, PA 15216



<https://www.facebook.com/PANcoins>



October PAN KidZone participation beyond expectations!

The recent PAN Fall Coin Show and Convention did not have a specific theme, unlike the fall show of 2014 that was geared toward sunken treasure. We usually like to have something to promote through our advertising but the ideas need to be firm months ahead of time to allow for print media deadlines. This convention was sort of a lost child with no clear direction. As the show proceeded the lost child ironically was found. The theme was clearly young people and numismatics! We did a PAN t-shirt promotion with financial help from NSS Life that was received with crazy enthusiasm from the kids. As they began to roam the bourse floor word spread that you could get a free t-shirt at the PANKidZone registration area.



We believed we had plenty of shirts but soon found out that the well went dry. The parents were delighted to see the kids having such a fun time and we were reminded how enjoyable and how nice this was to do for them. PAN registered 62 children on Saturday for the program. We took a quick group photo that prompted a cell phone rush by parents to get a photo also. It was spur of the moment so half and mostly older kids were out on the bourse floor.

The show theme really began to develop the evening before at the Friday PAN banquet. We didn't have a speaker lined up but thought our board members could say a few words about PAN, present the awards after a nice meal then go back to our rooms or home. PAN President got a last minute call from numismatic book author Kevin Flynn about the possibility of taking a table to promote his recent Morgan Dollar book and the many others he has written. Of course, Tom said yes and asked if he wouldn't mind speaking at our banquet at which Kevin accepted. He asked Kevin what he would speak about. He said he would like to talk about the importance of getting young con't page3



from page2 people involved in numismatics. Kevin delivered an enthusiastic and passionate talk on the subject that kept the crowd engaged and regenerated to go out and promote this great hobby. Kevin donated a number of his many books to PAN to use for our KidZone, Auction, or Raffle Prizes to help advance the world of coin collecting. PAN thanks him for his kindness and support.

The passion for numismatics was evident the next day as the kids immersed themselves into the Saturday morning penny folders before the program and kid's auction began. The afternoon program topic was *"The Important Role Children Played during WWII"* presented by KidZone director and Heinz History Center Associate, Robert O.

Stakeley. The beauty of the presentation is not only the information that is learned but also how Bob peppers it with give-a-ways and PAN auction dollars for answering questions and participation. The kids eagerly engage because it doesn't take them long to realize that answers equal PAN dollars and cool stuff. Bob's presentation experience as part of the history center is evident in how engaged his audience is. The parents get as much or more than the young people from his programs. PAN is delighted to have him on board for our PANKidZone. This is the future of numismatics and our board realizes that a vibrant kids program is essential. Please consider a donation of cash or numismatic items to help us keep the program going.





PA Sales Tax Exemption on Coins and Precious Metals

PAN was handed a bit of a scare just before Thanksgiving. We were notified by the Industry Council for Tangible Assets (ICTA) through an **email alert** about a pending vote to resolve the ongoing state budget impasse that has been the political battle in the PA State Assembly. The Senate vote that was about to be brought to the floor would have repealed the sales tax exemption that PAN fought long and hard for very many years ago. The impact of a repeal would have been devastating to many PA coin businesses and PA coin shows. Our shows typically have about 100 dealers with 30 being from PA and the remaining 70 from out of state because of the favorable tax environment.

We immediately sent our eNews subscribers the alert notice and instructions as to what each person could do.

Our board members made many phone calls in a short 48 hour period. There was additional help from our contacts in Harrisburg to stop the vote. The response was great by collectors and PAN dealers that phoned their State Senators to voice their opposition. It is our understanding now that the legislation will be reworked to allow the exemption to remain but it is still no guarantee. The PA budget is still in limbo and anything could happen.

PAN is not in the habit of bombarding people with emails. It is evident since this is only the fifth PANeNews to be sent this year along with one October show notice. The tax email that went out was a critical component to stopping the legislation from being passed. If it weren't for the diligence of ICTA to send the alert to rally the troops PAN would not have known that the time for action was imperative. PAN is a dues paying member of ICTA and strongly recommends that our PAN dealers also join along with individual collectors. The tax status affects all of us in Pennsylvania. ICTA offers various levels of membership and would surely be grateful for any donations. They are a non-profit and are reliant on support from the numismatic community. Kathy McFadden and David Crenshaw from ICTA are the frontline defense in keeping the numismatic marketplace viable and on an equal playing field with other investments.

<http://www.ictaonline.org/>



Col. Steve Ellsworth receives PAN Dealer of the Year Award



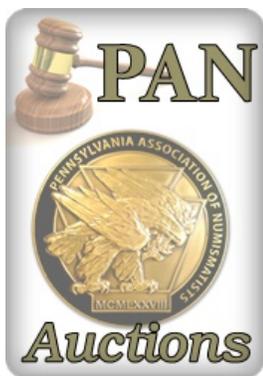
It was with great pleasure that PAN President Tom Uram presented Col. Steve Ellsworth the annual PAN Dealer of the Year Award at the fall coin show banquet. The PAN board makes recommendations each year to select someone that is active in PAN along with other numismatic affiliations. The Butternut Company was established by Steve in 1994 and has been diligently servicing coin collectors since. He is a newly elected to the board of governors of the American Numismatic Association. The ANA summer seminar courses on coin security that Steve teaches are very popular and well attended. Steve's show schedule is very active. Even with his travel demands he is always very pleasant and willing to discuss ideas that benefit numismatics.

PAN has recently reinitiated the dealer award each year as a means to engage dealers to take a more active role in the PAN organization. Our goal has always been to share knowledge and foster an environment that benefits the dealers and the buyers.

THANK YOU New Sponsors!

NSS Life <http://nsslife.org/> funding allowed PAN to purchase PAN Logo T-shirts for all of the young people that participated in our PANKidZone.

UNISHIPPERS <https://www.unishippers.com/index.html> provided the funding to help with the expenses for prizes and awards for the Collector Exhibit Area.

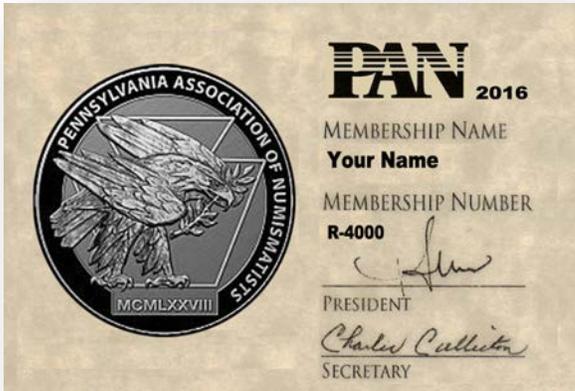


PAN On-line Auction Results The first PAN Auction was successfully completed with the end of bidding on Friday October 23rd at close of the day's bourse floor business. The 101 interesting lots sold for a total of \$5,132.22. The 10% buyers fee of \$513.22 was donated to PAN by the generosity and support of www.CoinZip.com that managed the auction. We at PAN were delighted to be able to put this together with CoinZip. The lot viewing during the show was very popular for the first time out of the gate. Bidding accounts

were created on-line or at the PAN show. The items sold and the prices realized can be viewed on the PAN website by going to the *PAN Auctions* tab. www.pancoins.org

A new auction is now underway with the close to occur at Friday May 6th at 6:00pm during the PAN Spring Coin Show. New lots are being added in each week. There are some interesting items that have a broad appeal.





2016 PAN DUES Renewal Time One of the best ways that you can help PAN save costs is to send us your dues before we mail notices in January. This will help us with the printing, envelopes, and postage expenses that we incur. It adds up quickly at .55 to .60 per member. This past year broke our membership record with 622 members for 2015. This number does not include the 61 free member clubs. Look out our growth chart below.

You can mail us a check or money order payable to PAN or you can save postage also by going to the PAN

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Membership Levels:
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 Life \$200

website www.pancoins.org Just click the *membership tab* then *join PAN button*. We'll know it is your renewal by your name and address. You can also leave us a message in the *notes window*. This is handy if there is a change of address or a gift membership for someone else. Start 2016 off right with an upgrade to Life Member, \$200. Thanks for your support!

PAN GROWTH	5/28/13	7/28/13	10/28/13	1/28/14	5/28/14	10/17/14	5/10/15	10/26/15	12/20/15
FACEBOOK LIKES	299	434	577	780	1,021	1,347	1,620	1,877	2,051
TWITTER FOLLOWERS	576	627	695	873	1,064	1,240	1,541	1,641	1,727
PANeNEWS SUBSCRIBERS	720	728	756	815	898	989	1,089	1,120	1,281
PAN MEMBERSHIP		522	607		573	591	549	595	622
MAILING LIST		2,659	2,674		2,946	3,237	3,396	3,506	3,537
SHOW ATTENDANCE	1,206		1,399		1,291	1,297	1,089	1,138	



The PAN Fall Coin Show and Convention held at the Monroeville Convention Center had 1,138 attendees registered. The mood was upbeat and active through the three-day event. Our ancient coin area was very popular. We have been working hard to build up this part of the show floor. The PAN board has decided to change our bourse floor layout for our May 2016 show. In the past we have had a main floor area and a back room area. This has always been a bit awkward in the past and we have decided to use the back room for lectures, seminars, collector exhibits, the Burns Reference Library and the PANKidZone. This entire area will essentially be dedicated to numismatic learning. There will no longer be any coin sales or dealers in this section. We can accommodate all of our regular dealers in the main room now. It could make a floor sellout more probable. What it will do is make a more overall active and vibrant experience to those attending. There will be a better flow between areas for those that would like to sit in on a talk or see the enthusiasm that our kids have and listen to the lecture part that is geared to both adults and children.



More about our October Fall Coin Show One of the very pleasant surprises from the fall show was the number of wholesale buyers that attended. We had more early bird registrants than we have ever had. One of the wholesale buyers was the CoinVault folks from the popular television coin sales show. They came in and purchased a sizable number of coins and gave PAN a shout out on a Peace Dollar promotion they did the following week. It was unsolicited and not arranged. We appreciated the exposure.

Another nice surprise was the PAN Show write up summary that **The Reeded Edge** did on their weekly newsletter. Rob and Robbie do a lot of shows and give honest assessments on the marketplace with the

strength and weaknesses of coin shows. They do not pull punches or through out fluffy softballs. They have given us a tongue lashing now and again. Here is an excerpt from their October 29th newsletter the following week concerning the PAN Show: *“As we have been saying for quite some time, the present coin market is strange. Shows have been erratic and unpredictable. The same holds true for office business; one day the phone rings off the hook with orders, and the next, it is quiet. Accordingly, we weren't sure what to expect in Pittsburgh last week for the Fall, 2015 PAN Show. Historically, this has been a well-attended show located in an area rich with collectors, so we were hoping for the best. Fortunately, good fortune was on our side, as we recorded one of our best PAN Shows ever. In all, The Reeded Edge conducted almost \$300,000.00 worth of business, a staggering amount for a show of this size. The mix, price point and quantity of coins sold were all extremely encouraging. We also found it quite a bit easier to find coins, and most of the savvy dealers were amicable with their pricing structure. Dealers who refuse to adjust their selling prices to current market conditions are dying a slow painful death. It is our guess that as much as 50% of the dealer audience at regional shows such as PAN, will not be doing business a year from now. Not to beat a dead horse, but this is a challenging market, and dealers that refuse to adapt are going to be the collateral damage.”*

PAN does not give The Reeded Edge any special treatment or favorable table location for a positive review. As a matter of fact, there is an annoying column that partially blocks the site line to their corner table. PAN appreciates their honesty. It does make us glad when our dealers do well. Our goal is happy dealers and happy collectors with a dose of numismatic education and some fun in the mix.



PANeGrade This is a 1999 ANA Chicago Exhibitors silver medal that was created by Ron Landis of the Gallery Mint. This private minting company made beautiful replica designs of ancient coins that are very popular and collected today. Often the process included an artificial toning that was added to enhance the beauty of the design (photo below). The two images (left photos) show a harsh cleaning that was done to remove that toning.

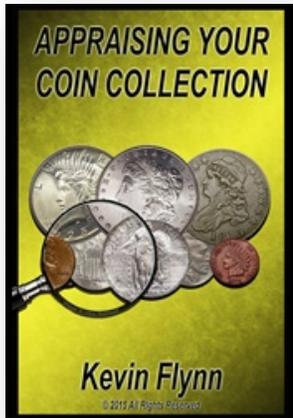
Both images are the same medal but at a slightly different tilt to show the fine scratch lines from the cleaning. When tilting the medal the cleaning lines will change direction. This is a clue to watch out for before you decide to purchase a coin or medal. The image at right is what the medal looked like when it was originally struck. The purpose of this selection is to show the importance of the ability to slightly rotate the coin while viewing it to be able to see if it has been improperly polished or cleaned. This could be overlooked when just viewing a single one-dimensional image through a photo. It is difficult to achieve a true assessment of a coin's surface through photography.



John Burns Reference Library PAN received a very appreciated book donation to our library during the fall show. Ancient coin dealer Andy Singer donated the two-volume set of English Hammered Coinage by J.J. North. Andy has been a strong supporter of the concept of a traveling numismatic library to be available at coin shows.

Our library curator Ed Krivoniak has been entering our accumulated collection into a spreadsheet to make it easier to ascertain what would be most beneficial to continued growth.

Kevin Flynn also donated a significant number of his many authored books to the library. In Summery the PAN fall show was a windfall for donations and a popular gathering



place for our enlightened bibliophiles to meet and exchange ideas and opinions. It has become a spot with a purpose on the show floor. Now, if we can just keep the air in the tires to get it to as many shows as possible, then we would revel in it's success and maybe we can open a few windows to an expanded area of numismatics. Please have a look at our Burns Library page on our website and consider a monetary or book donation to help us along.

PAN SPRING COIN SHOW

No Sales Tax on Coins & Bullion

MAY 5, 6, 7, 2016

Thursday: 12 noon - 6 pm
Friday: 10 am - 6 pm
Saturday: 10 am - 5 pm

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PAN SPRING COIN SHOW

Collector Exhibit Results The Fall PAN Coin Show exhibit winners were presented their awards and prizes at the PAN banquet on Friday evening. The First Place winner in Class #1 U.S. Coins was Thomas Uram *“The Two Cent Piece, 1864 – 1873 with Major Varieties.”* The Second Place winner in U.S. Coins was Cindy Calhoun *“The Many Facets of the Lincoln Cent.”*

The Class #2 World Coins winners were as follows: First Place Thomas Uram *“Under the Dome.”* Second Place winner was Simcha Kuritzky *“A Type Set of Israel’s Historic Sites Coins: A Site-Seeing Trip of Israel.”* The Third Place winner was Tom Uram *“Morse Code on Money.”*

Class 3 Numismatic Paper First Place Winner was W. Thomas Corey *“Barr Notes.”*



The Class #4 Exonumia winners were as follows: First Place went to Simcha Kuritzky *“Creating Modern Israel: The History of Modern Zionism Shown Through Numismatics.”* The Second Place winner was Cindy Calhoun *“State Flags on Elongated Cents.”* The Third Place winner was Bryce F. Doxzon *“Honoring Francis Asbury – Father of American Methodism.”*



The People’s Choice Award by a pretty sizable vote was Cindy Calhoun with her exhibit *“Facets of the Lincoln Cent.”*

Congratulations to all the winners. Those exhibitors that did not place were given American Silver Eagle coins. Everyone walked away with something. Exhibit Co-chairs Richard Crosby and Tom Corey presented the awards.



PAN Meeting is scheduled for Monday January 4th

PAN members are welcome to attend our PAN Board Meeting.

When: Monday, January 4th, 2016

Location: Peters Place Restaurant, 1199 Washington Pike, Bridgeville, PA 15017 (Interstate 79 Kirwin Heights Exit)

Time: 5:30pm

Our meetings are dinner gatherings. This way everyone can get back home at an early hour. It is informal. Some of our members only have coffee and a dessert or an appetizer. We cover PAN business, the coin marketplace, and make plans for our coin shows. If you would like to attend and see what PAN is all about then send us an email pancoins@gmail.com and let us know so that we can give the Restaurant a count.

Why not make a change for 2016 and get involved with PAN. We promise not to make you volunteer for anything. The only obligation you will have is to pay your dinner check. The PAN

treasury does not cover meal costs. It is fun and challenging to plan and execute our coin shows each May and October. We welcome fresh ideas and participation from our members.

WEBSITES

PAN DEALERS and ADVERTISERS

Did we miss you? Send your web link to pancoins@gmail.com

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- PAT & BJ COINS www.patandbjcoins.com
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- AMERICAN NUMISMATIC ASSOCIATION www.money.org
- COIN CURRENCY & COLLECTIBLES www.coinscurrencyandcollectibles.com
- ICTA Industry Council for Tangible Assets <http://www.ictaonline.org/>
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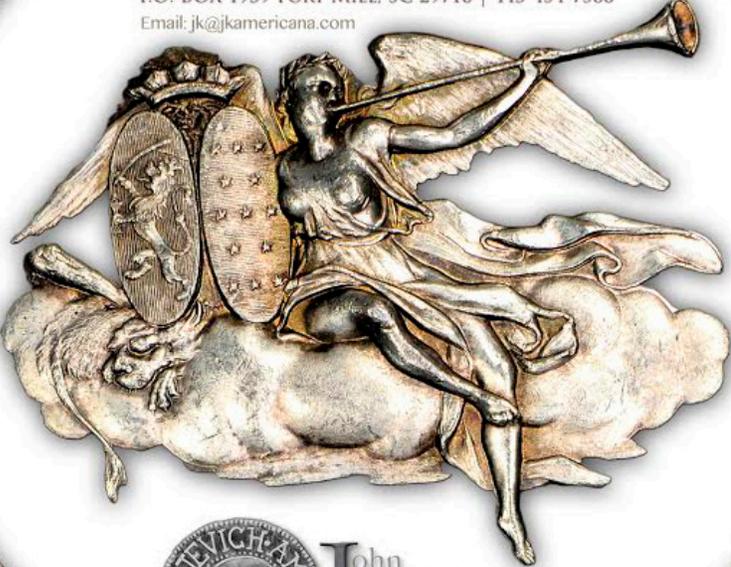
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Spring 2016 Convention & Coin Show

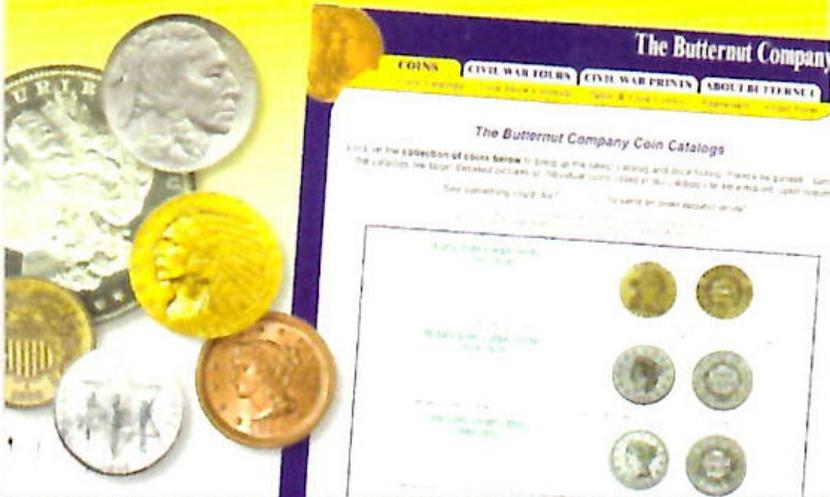
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