



# PAN

## Pennsylvania Association of Numismatists

### PANeNEWS

MAY 2016 VOL. V ISSUE 1

1985 Lincoln Way Suite 23 #225  
White Oak PA 15131

#### MAY ISSUE - MEMORIAL DAY



We thought this would be an appropriate start for this PANeNEWS issue. It is actually the first issue of 2016. To all those that have subscribed and were wondering what happened, the short excuse is that time just got away from us.

PAN extends admiration and appreciation to all that have sacrificed for our nation. We are grateful will remember all service members that are no longer with us as we enter into the season of summer.

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

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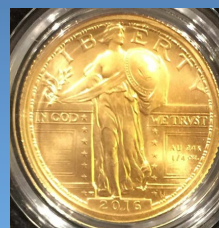


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PAN video  
digitized

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Sneak  
preview  
[Page 8](#)



A toning tale  
[Page 4](#)



## FALL COIN CONVENTION Oct 27 - 29 Monroeville Convention Center

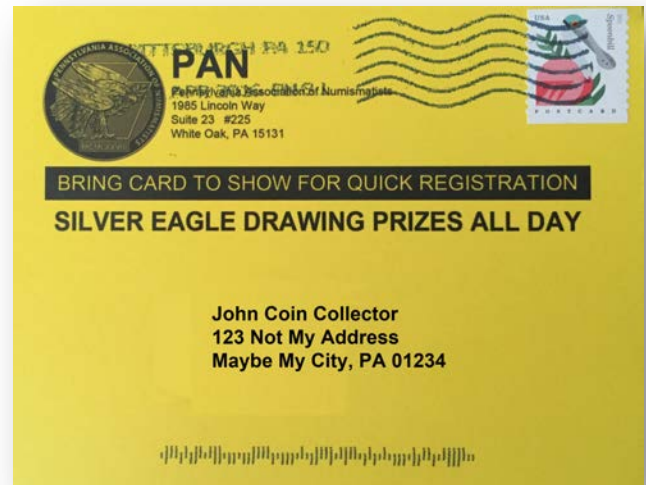
Lecture Series, PAN Auctions, PANKidZone, Banquet, Exhibits, and More

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### “PAN Yellow Postcard Caper”

We had a slight glitch with our postcard mailing for our recent Spring Coin Show. Many of you received multiple postcards with names of persons not living at your address. The unexpected visitors were the result of a mail merge error with our printer, the UPS Store in White Oak, PA. This is also the location of the PAN PO Box. They have been doing a fine job with all of our printing needs that include our dealer table signs, posters, floor plan maps, KidZone schedules, etc. The calls and emails started coming in the day after the cards were mailed. It was quickly determined that the error was broad. About a third of our list received the correctly addressed card. A third received no cards and the last third received two or more incorrect cards.



The printer corrected the error, reprinted, and mailed the entire list again and made good on the postage. Considering the PAN list is in the thousands, the cost was significant. We are reassuring all of our mail list customers that our list was not hacked and that your correct address is not changed in our master file. Thanks for your understanding. Our list is used only by PAN. We'll do better this fall.

**PAN Spring Coin Show** May 5-7 was very active. A line had formed out the door waiting for the opening on the first day. We had 337 attendees on Thursday compared to 212 a year ago. The total attendance for all three days was 1,084. There were 97 dealers plus table helpers that are not counted in our attendance figure. PAN volunteers, staff, and other paid help are also not counted. We only care to count customers that register and come in to buy or sell.

We had 32 early dealer participants that came in for wholesale buying. This aspect of the PAN show has been increasing as the popularity of our event is catching on nationally.

One of the obvious differences at this show was turning the budget room into an educational area. This new plan included our lecture series, PANKidZone, John Burns Memorial Library, and our competitive exhibit area. All of our dealers were in the front room. This new floor plan will continue since there were a lot of positive comments and very few negative ones.

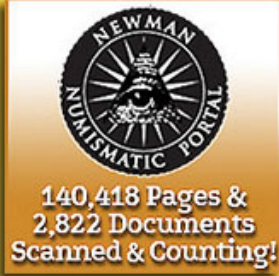
We now have a roving shuttle bus compliments of [www.VisitMonroeville.com](http://www.VisitMonroeville.com) that can safely take you to and from your car. The parking lots can fill up quickly and make the walk to your car a bit long. A suggestion that was passed along to us at this show was the need for wheelchairs. The convention center does not provide them but we are working on an alternative plan for our October show. Suggestions and ideas for improvements are always welcome by emailing us at [pancoins@gmail.com](mailto:pancoins@gmail.com)





## Newman Numismatic Portal Digitizes Pennsylvania Association of Numismatists Videos


Following digitization of *The Clarion*, the journal of the Pennsylvania Association of Numismatists (PAN), PAN Treasurer Pat McBride mentioned that PAN had a group of old videos in storage. Len Augsburger, Newman Portal coordinator, offered to investigate digitization of this material, and the first video from this effort is now available in the Newman collection on Internet Archive. From the 1989 PAN Convention, author and collector John Adams speaks on historical medals. In consulting *The Clarion* on the Newman Portal, we learn the event occurred on November 11, 1989 at the Philadelphia Holiday Inn, located at 4<sup>th</sup> and Arch Streets. Adams, who has seemingly not aged in the nearly three decades since, is introduced by the late numismatic literature dealer John Burns. Organizations with similar video archives are encouraged to contact Augsburger at [leonard.augsburger@wustl.edu](mailto:leonard.augsburger@wustl.edu)



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### Newman Numismatic Portal Digitizes PAN Videos

PAN has a collection of old Sony 8 video tapes from the mid 1980's. We were delighted to have NNP bring these time capsules back in a format that can be seen today. This is the first one that was tested. It is a talk presented by collector and author John W. Adams at a 1989 PAN Convention in Philadelphia. The late numismatic book dealer, John Burns introduces Mr. Adams talk on U.S. historic medals.



<https://archive.org/details/PANAnnualConvention1989>



**PAN Competitive Exhibit Winners** garnering a first place score for their efforts received a one tenth ounce American Gold Eagle coin. The exhibits are judged using a detailed score sheet and a numerical point system. It is similar to a school test score with no curve. The U.S. Coins category had only one eligible winner, Tom Uram, Third Place for *Thirty Years of the Silver Eagle*. This is Tom's first time out with this exhibit. Tom has plans to add additional content to be added that will easily increase the score and scope. The World Coins category had first prize awarded to Tom Corey for his exhibit, *Silver Cobs of the Spanish American Mints*. Second Place went to *Israel's Two-Decade Long Road to Standardized Gold Coinage* by Simcha Kuritzky. Third Place winner was Phil Christ, currently president of the Western Pennsylvania Numismatic Society, for his exhibit titled *Paul von Hindenburg's 5 Reichmarks*. The First Place winner in the Exonomia Category was Simcha Kuritzky for *Chaim Gross' Ten Commandments Sculpture Medals*. Second Place went to Richard Crosby for *Swiss-French*

*Lincoln Madallion*. Bryce Doxzon, in the photo, won Third Place for his exhibit titled *The Dickey Mill Centennial Medal*. The People's Choice Award went to Tom Corey for *Silver Cobs of the Spanish American Mints*. There were quite a few other interesting exhibits on display also. It was a good showing for our spring event. We should have a larger and more competitive grouping for our fall event. Congrats to all the winners.

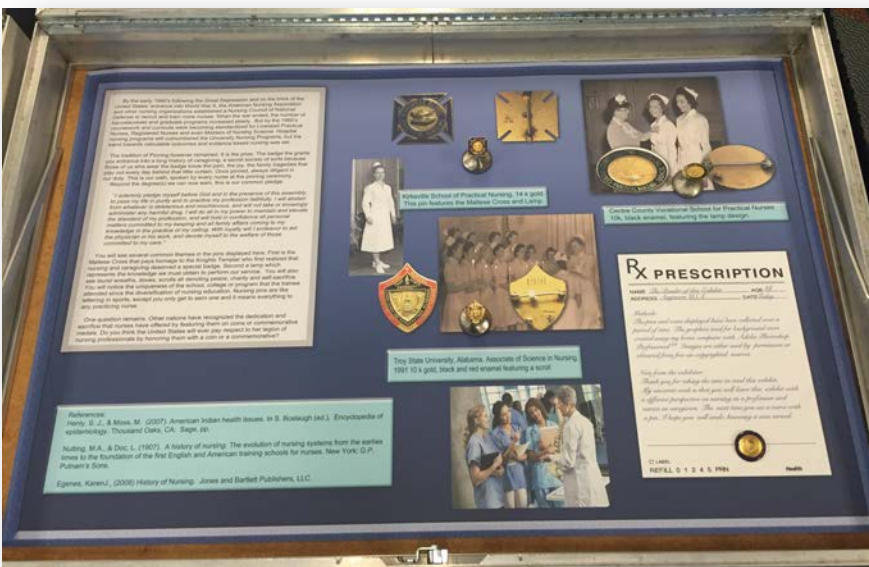
Tom Corey runs a free American Silver Eagle give-a-way back in the exhibit area. All you need to do is stop back say hello to Tom and get a ticket. Tom donates 10 ASE's each show to promote our exhibit area!



The PAN Exhibit Area had a special visitor at our spring show. Joe Boling made the PAN show a half way meeting point for another club business matter and generously took the time to be an exhibit judge. Many of you may know that Joe is the Chief Judge at the American Numismatic Association World's Fair of Money that occurs each summer. He has set the standard during his many years of experience. He has certified many judges that are part of collector exhibit areas at coin shows across the country. PAN is glad to have exhibit co-chairman, Tom Corey, on board who was mentored by Joe. The photo at left is Joe receiving a silver eagle as a token of appreciation for taking the time to judge our PAN exhibits. Left to right are PAN President Tom Uram, Clarion Editor Rich Jewell, Joe Boling, and Tom Corey.

Entering an exhibit is not always a guarantee that you will win a prize but that doesn't mean that your exhibit was not of a good quality. Joe Boling was very interested in an exhibit entered by Dawn McBride titled *The Ultimate Service Pin, a History of Nursing*. Dawn's display came in at fourth place but still gathered a good bit of interest from those that visited the collector exhibit area. It was such that Joe thought it was interesting enough to want to capture photos of it. As any good photographer knows, it is all about getting the shot. The chair and no shoes demonstrate ingenuity coupled with respect. Dawn's plan is to use Joe's recommended improvements and re-enter it again. It may even turn up at one of the national coin shows in the future.

Another side story as a result of the coin show is that Gosia Fort, librarian at the Falk Library of the Health Sciences University of Pittsburgh inquired about having the exhibit displayed at the library for



a period of time. Arrangements are being made to make that happen. The lesson is that a prize may not always come but never be discouraged by competing because you can still have an impact and facilitate learning!

Check out our Exhibits page on our website. Go to PAN Central then drop down to Exhibits tab.

<http://pancoins.org/exhibits/>





The PANKidZone was again a big hit at our spring show. The kids received their free PAN T-shirts compliments of the KidZone sponsor NSSLife. We had a fresh supply of wheat pennies that were donated by Pat Vetter of Pat and BJ's Coins. We had some more coin donations from some of our other dealers also. PAN is sincerely grateful to have such a good group of dealers that support our kid's program.

The Kid's Auction was very robust. Our kids attendance was off a little as compared to our fall show. This made the lot bidding a little less competitive for certain items but there were a

couple of bidding wars going on this time that got the crowd of parents excited with a round of applause going out for one of the lots. It is our view that Stack's Bowers and Heritage may want to keep an eye out in the not too distant future for this new breed of aggressive bidders.



The fall kid's auction lots will be posted soon on the PANKidZone website page. We are in the process of procuring some more good lots to make the fall auction one of the best ever. We are always looking for lot donations and wheat pennies. Please contact us by email if you would like to help us out. [pancoins@gmail.com](mailto:pancoins@gmail.com)



The PAN On-line Auction went very well as it ended on Friday May 6<sup>th</sup> during our spring show. We had over 200 lots of some very interesting items. The total for all the lots was \$3,982.40 so you can see that many things went for not a lot of money. This is only our second time out on this new show feature. It is sort of a good secret right now if you are looking for something that ends up at a very reasonable price.

PAN receives the full 10% buyer's fee due to the generosity of [www.CoinZip.com](http://www.CoinZip.com) and Alan Stullenbarger. Alan, Kelly, and Matt did a great job servicing the auction table at the show. With the almost \$400 in the buyer's fees and the lots that were donated, PAN was able to net about \$780 to help us continue to promote numismatics. One of the highest priced coins was an 1827 Bust Half that brought \$231.55. To see the results and our new auction got to the PAN Auctions page on the PAN website. It is easy to set up a bidder account.



**PAN membership currently stands at 619** and that includes 59 clubs or associations along with 122 Life Members. Our retention rate and new memberships have been going very well. The spring show yielded more than 30 new and renewal members. Normally in the spring we may get about a dozen. Encouragement was felt by all of us with the increased new members that were signed up at the show. We received three new Life Memberships in May. It validates the direction that PAN has taken in servicing its' members and increasing our brand. People will not spend \$200 for a Life Membership if they think that an organization is in decline. Thanks for the vote of confidence. Please recommend us to your friends and fellow coin club members.

The strong numbers also is a great help to our PAN treasury. Please don't read too much into the photo of PAN President Tom Uram and PAN Treasurer Pat McBride tending to the finances. We are still financially humble and are always in need of fundraising ideas. The beauty of PAN and our mission is to make numismatics alive and vibrant. We are always trying out new ideas and strategies to promote numismatics and extend our reach. We have a good group of officers and board of directors that are dedicated to this belief.



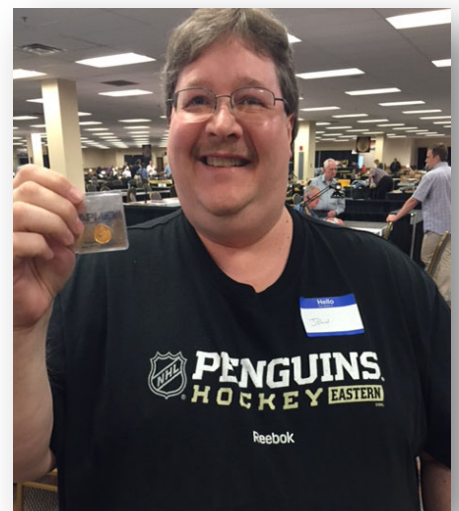
PAN GROWTH	5/28/13	10/28/13	5/28/14	10/17/14	5/10/15	10/26/15	5/26/16
FACEBOOK LIKES	299	577	1,021	1,347	1,620	1,877	2,257
TWITTER FOLLOWERS	576	695	1,064	1,240	1,541	1,641	1,874
PANeNEWS SUBSCRIBERS	720	756	898	989	1,089	1,120	1,317
PAN MEMBERSHIP		607	573	591	549	595	619
MAILING LIST		2,674	2,946	3,237	3,396	3,506	3,461
SHOW ATTENDANCE	1,206	1,399	1,291	1,297	1,089	1,138	1,084



**One tenth ounce gold winner** was John G.

PAN has always struggled to get door donations and we have resisted charging admission. The last Oct show only yielded \$165.

Rich Jewell donated a 1/10 gold and said let us raffle it for \$1 per ticket and viola' it worked. We took in \$584





**The John Burns Memorial Reference Library** managed by PAN was set up at the Central States Numismatic Society show in Schaumburg, IL this past April 2016.

Our thanks to Central States for giving us the dual space with our PAN table to help us easily oversee both areas.

The area is designed to browse and relax during the coin show. The books are not for sale but are only for usage during the show hours.

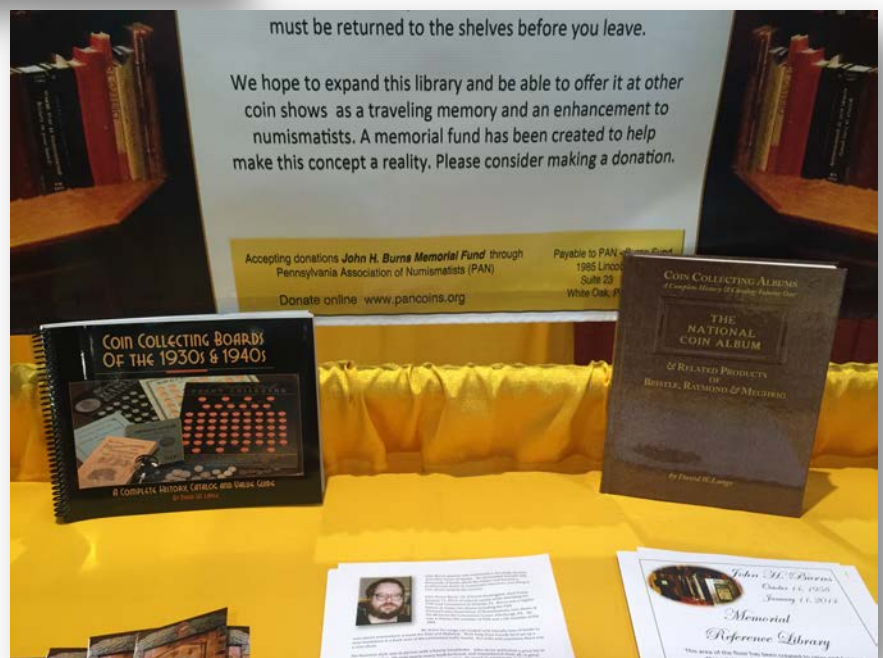


A book donation by numismatic writer, Harry Waterson presenting a copy of *One Hundred Years of Madallic Art* to library curator Ed Krivoniak was very appreciated.

Many visitors stopped by to chat or reminisce about their interactions with John Burns. He used to have his table consistently set up at this show. Often times there would be a group of numismatists sitting and chatting with John.

Author, David Lange donated two of his books titled *Coin Collecting Boards of the 1930's & 1940's* and *Coin Collecting Albums, A Complete History & Catalogue; Volume One*.

The library has over 200 books covering a wide range of numismatic subject matter. We now have two full bookcases and will need a third. The monetary and book donations keep the library traveling. The CSNS show has tapped our traveling fund dry right now. Our next destination remains undetermined. Please consider a monetary donation. The Donate Button on the PAN website Library Page makes it secure and easy. Why not make a small amount a monthly habit? <http://pancoins.org/john-burns-memorial-reference-library/>







PAN officers Tom Uram and Pat McBride have a look at the **new Standing Liberty Gold coin** that is yet to be released. James from the U.S. Mint was kind enough to take it out of the case for us. Tom is holding it and was informed that he was probably the first collector to have his hands on one. There have been a couple of obverse photos out there including one from Coin World's Steve Roach. We managed to get one hurried photo of the reverse before it was placed securely back in the display case. Unfortunately it came out a bit fuzzy since it is tough to hold the coin and the iPhone still enough to get an undistorted image. Our feeling is that the collector community will receive it positively

since it appears to be very well done. The Winged Liberty Gold took some criticism about the reverse bands not being full and split. This next one-fourth ounce is beautiful.



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A **Rare Coin Basics** lecture was presented at the PAN Spring Coin Show on Friday and Saturday. PAN Treasurer Pat McBride showed the audience some of the most common mistakes that are often made when first entering the rare coin-collecting arena. He had quite a variety of blatant examples of coin purchases that were costly mistakes. The viewer was made aware of the catch phrases and the marketing techniques that are often used in newspaper ads and other media. His power point presentation was offered as an interactive question and answer forum that made the attendees comfortable and honest about problems they have encountered in their pursuit of a meaningful collection. The Friday group was very eager and enthusiastic to learn more and remained after the talk with more specific questions and advice.

Plans are being considered to possibly offer this forum at all of our coin shows. Our regular Lecture Series is often about a specific numismatic topic that sometimes is fairly technical. It is the belief of the PAN board members that our new educational show floor area should include some of the beginning steps to successful enjoyment of a great hobby.

This set of Morgan Dollars was offered at an inflated and unrealistic price through a newspaper ad some years ago. The coins are harshly polished and well worn and are only worth their silver value that is only about \$12.60 each today. This set was sold in the late eighties and has sat in a drawer for the last 25 years.

The interesting positive is that the reverses have toned into a rainbow type that takes a very long time to achieve the prism color range that hurried artificial methods cannot replicate. The talk touches on toning topic along with other examples. It appears that the sponge material used in the packaging of this “numismatic heirloom” reacted with the silver to create this beautiful toning. The coins are still damaged and that cannot be reversed. If this toning was on a truly uncirculated PCGS or NGC silver dollar there would be a sizable monetary premium with the asking price.



There are too many horror stories about a person's bad numismatic experience that drives them away from continuing and sadly often garners recommendations to friends and colleagues to stay away from the rare coin market because you will end up getting swindled. Our association works to turn that negative connotation around and provide the proper tools for a fun and pleasant experience in the future. If you weren't able to catch the spring presentation then please try to make the fall basics lecture.

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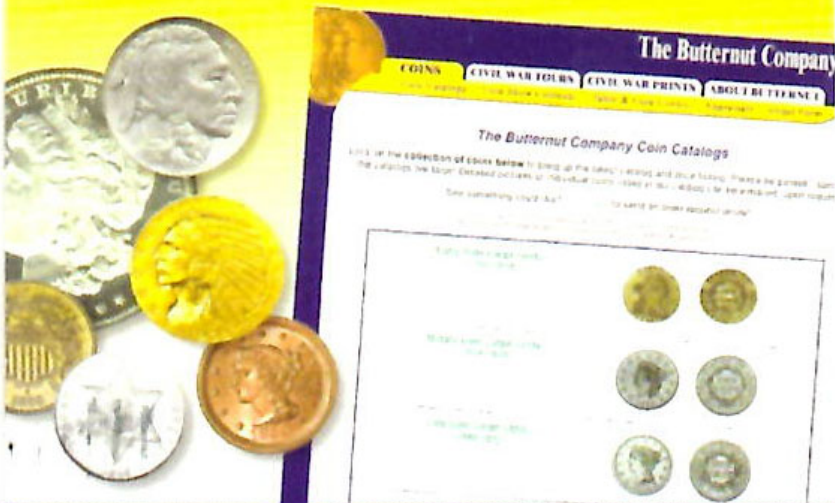
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