



# PAN

## Pennsylvania Association of Numismatists

### PANeNEWS

MARCH 2018 VOL. VII ISSUE 1

75 East Maiden Street Suite 208

Washington PA 15301

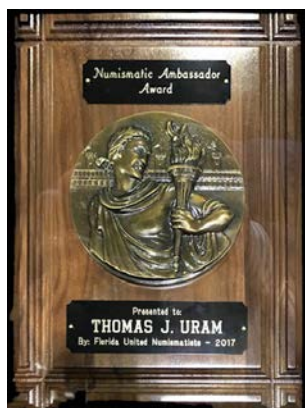


PAN President, Tom Uram receives the Numismatic Ambassador Award at the January FUN Show held in Tampa, FL. Fun Board Member Tony Swicer presented Tom with an impressive plaque to recognize his many contributions and efforts to promote interest in numismatics.

Award creator Cliff Mishler (below) hosted the breakfast ceremony. The presentation of this award has become part of the FUN Coin Show for the last few years. Tom was one

of five worthy recipients this year.

We at PAN have always known Tom to be a workhorse for the hobby and are keenly aware of his many accomplishments that include exhibiting at local, regional, and national coin shows. He received the ANA Presidential Award in 2011. He is a



member of CCAC, ANA, FUN, CSNS, WPNS, South Hills Coin Club, and serves as president of the George Washington Numismatic Association.



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

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Article by  
Tom Fort

See page 5

Who won  
the PAN  
\$10,000  
Raffle?

See page 7



Website [www.pancoins.org](http://www.pancoins.org)



## PAN SPRING COIN SHOW

May 10, 11, 12 2018 Thurs - Sat

Monroeville Convention Center

Monroeville PA 15146

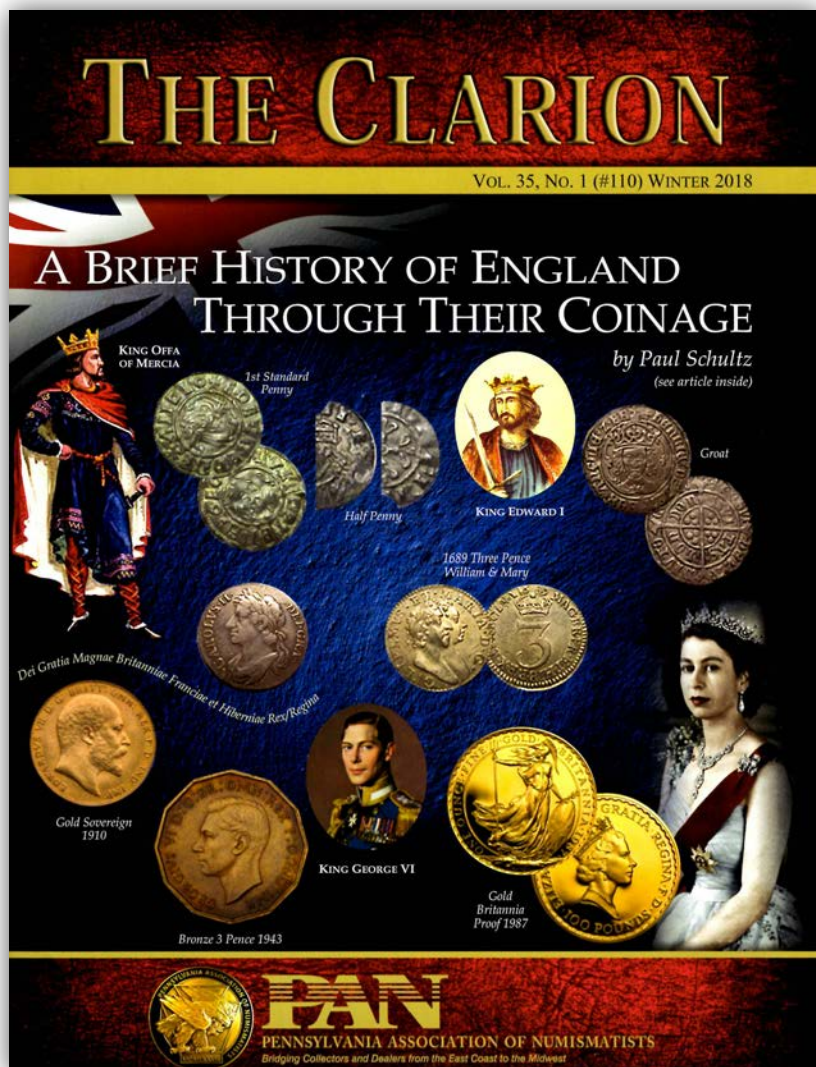
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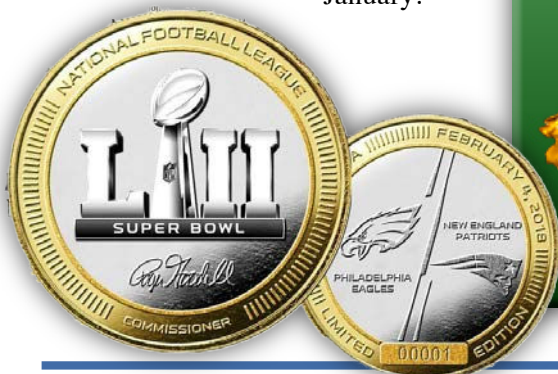
The Winter issue of the PAN journal *The Clarion* has been mailed. The feature cover article is *A Brief History of England Through Their Coinage* by Paul Schultz. The journal is full magazine size. This issue is forty-two pages of full color. The Clarion is published three times per year (Winter, Spring and Fall issues) and is sent to all paid PAN members. The \$15 per calendar year membership is a bargain. Why not join our ranks? We will send the Winter issue to you now and you will have the complete set for 2018.

#### Table of Contents

President's Message .....	Page 2
PAN Newman Award .....	Page 5
Dimes, Quarters, Half Dollars - and One More by Mark Benvenuto .....	Page 6
PAN Raffle Winner / PAN Club Member News .....	Page 8
Coin Glass of the Imperial Glass Corporation by Thomas E. Havelka .....	Page 9
How Do The PAN Shows Compare? .....	Page 13
The Plaque That Got A Promotion by Harry Waterson .....	Page 16
A Brief History of England Through Their Coinage By Paul Schultz.....	Page 23
PAN at the FUN Show-2018 / PAN's October 2017 Exhibit Winners.....	Page 30
The PAN Banquet .....	Page 32
PAN Lecture Series.....	Page 35
Editor's Desk.....	Page 36
Advertiser Information/PAN Membership Application .....	Page 37
Competitive Exhibits Judging Class.....	Page 38
PAN KIDZONE / Advertiser's Index .....	Page 39

### A Super Bowl Shout Out

Well, at the risk of alienating a few of our subscribers and as an official Pennsylvania organization, we would be remiss not to mention a certain sporting event that occurred this past January.



# How Do The PAN Shows Compare?

One of the statistics that we like to do is to attempt to track the number of dealers and attendees at coin shows and create a ratio. These are difficult numbers to acquire since not all shows publish both numbers. We have been able to assemble some numbers for the last three years of a few coin shows.

The attendance numbers presented do not include dealers or table help. Some shows combine both so we subtracted the number of dealers listed in their directories. Our goal was

**ATTENDEES PER DEALER RATIO**

COIN SHOWS	date	year	dealers	public	ratio
ANA SUMMER WFM, Denver	Aug	2017	321	7,105	22.13
FUN	Jan	2015	599	10,250	17.11
ANA SUMMER WFM	Aug	2015	420	7,104	16.91
<b>PAN</b>	<b>Oct</b>	<b>2015</b>	<b>96</b>	<b>1,297</b>	<b>13.51</b>
GETTYSBURG	Sept	2015	74	937	12.66
GNA (Georgia)	Apr	2017	182	2,150	11.81
<b>PAN</b>	<b>May</b>	<b>2017</b>	<b>110</b>	<b>1,237</b>	<b>11.25</b>
<b>PAN</b>	<b>Oct</b>	<b>2017</b>	<b>106</b>	<b>1,185</b>	<b>11.18</b>
<b>PAN</b>	<b>May</b>	<b>2016</b>	<b>97</b>	<b>1,084</b>	<b>11.18</b>
<b>PAN</b>	<b>Oct</b>	<b>2016</b>	<b>103</b>	<b>1,102</b>	<b>10.70</b>
<b>PAN</b>	<b>May</b>	<b>2015</b>	<b>103</b>	<b>1,089</b>	<b>10.57</b>
ANA MID WINTER, ORLANDO	Mar	2017	350	2,513	7.18
CSNS (Schamburg)	Apr	2016	526	2,865	5.45
ANA MID WINTER, Dallas	Mar	2016	500	2,585	5.17
GNA	Apr	2016		2,100	

**DEALER CHECK LIST - HOW DOES PAN MEASURE UP?**

	PAN SHOW		OTHER REGIONAL SHOWS	OTHER MAJOR SHOWS	FILL IN AND COMPARE
CORNER TABLE FEE	\$ 450.00	✓	?	?	
STRAIGHT TABLE	\$ 315.00	✓	?	?	
TABLE DISCOUNT AREA	YES	✓	?	?	
EARLY BIRD FEE	\$ 50 for entire show days	✓	?	?	
HOTEL ROOM RATE	\$ 99 PER NIGHT	✓	?	?	
HOTEL PARKING	FREE	✓	?	?	
CONVENTION CENTER PARKING	FREE	✓	?	?	
SALES TAX	TAX FREE STATE	✓	?	?	
LOCAL & STATE TAX FORMS	NONE	✓	?	?	
MODERATELY PRICED RESTAURANTS	PLENTY	✓	?	?	
EASY LOADING & UNLOADING	DOCK TO FLOOR, ONE LEVEL	✓	?	?	
LOADING CARTS	PLENTY	✓	?	?	
SECURITY	ARMED 24/7	✓	?	?	
CAMERAS	WIRED & WIRELESS	✓	?	?	

to see how the PAN shows stacked up as compared to others. We decided to published this list only now and have stats going back to 2013. If you run a coin show and have accurate numbers then we would be grateful to include them.

We view this as a tool to determine the trends and the health of the coin show business. Major national shows tend to attract attendees that are serious buyers and sellers. Smaller shows may have a mix of serious buyers to curiosity seekers. There are many other factors that determine the success of a coin show. This is only presented as food for thought. We would be interested to hear your own thoughts?

Email us at: [PANcoins@gmail.com](mailto:PANcoins@gmail.com)

The chart at left offers some considerations that dealers weigh out when selecting which shows to attend. An established customer base is likely their primary consideration. This takes time to develop. A tip about the PAN shows and the demographic of the area - *if your material is reasonably priced and you are friendly then you should do well at a PAN show.* Pittsburgh folks like to walk around and kick the tires a little bit before they buy. They often come back.



# The U.S. Mint will be set up at the PAN Spring Coin Show, May 10 - 12, 2018



UNITED STATES MINT



## PAN SPRING COIN SHOW

**LARGEST IN PA - 120 DEALERS**

**No Sales Tax on Coins & Bullion**

**MAY 10, 11, 12, 2018**

Thursday: 12 noon - 6 pm

Friday: 10 am - 6 pm

Saturday: 10 am - 5 pm

**Monroeville Convention Center**

209 Mall Blvd., Monroeville PA 15146

<http://www.monroevilleconventioncenter.com>

(Pittsburgh Exit # 57, PA Turnpike)

**150 TABLES FREE ADMISSION & PARKING**

**PAN Auctions - on line live at [CoinZip.com](http://CoinZip.com)**

Competitive Exhibits with Prizes

ANACS & SEGS on site

**PANKidZone** PA Token Collector Meeting

**Rare Coin Basics Lecture**

Info: Blaine Shiff / [Cybercoins.net](http://Cybercoins.net) 412 531 4100

website: [www.pancoins.org](http://www.pancoins.org)



email: [pancoins@gmail.com](mailto:pancoins@gmail.com)



**WILL BE ON SITE**



**The Gold Medal of Theodoric the Great,  
King of the Ostrogoths (AD 493-526) by E. Tomlinson Fort**

The fifth century saw the collapse of the western Roman Empire and the rise of a number of so called successor states under various Germanic speaking tribes including the Vandals (North Africa), the Franks (Gaul), the Suevi (the area of much of modern Portugal), the Visigoths (the rest of the Iberian peninsula and south western Gaul) and the Anglo-Saxons (Britain south of the Firths). One of the most interesting of these new Germanic kingdoms was that of the Ostrogoths which occupied all of the Italian peninsula and parts of the western Balkans as well.

The first and greatest of the Ostrogothic kings was Theodoric. He ruled first the Amal Goths and later a coalition of other Gothic tribes and various other groups which came to be called the Ostrogoths (for Eastern Goths). He also would seize power in Italy and by 511 control, or have dominant influence over, two thirds of the old Western Roman Empire.

Born in 454 in what is now western Austria, Theodoric was the son the Amal king Theodemir and a 'concubine' Ereleuva. In view of the fact that many early Germanic rulers practiced various types of polygamy she may have been considered a wife among the Amals. In compliance with a treaty between them and the Eastern emperor Leo I (457-474), Theodoric was sent to Constantinople as a hostage at the age of ten in 464. For the next ten years he lived in and around the eastern capital. There he would have received a traditional Roman education including the ability to speak, read and write in Greek and Latin. In 581 King Theodemir died and Theodoric eventually succeeded to the throne through a mixture of political abilities, military skill and total ruthlessness that eliminated all rivals. He also gained some imperial favour since he was made a Master of the Soldiers (*magister militum*) in 483 and he achieved the consulship in 484. However, these eastern honours seem to have done little to create any loyalty towards the eastern empire. Using the same methods that had lead him to the throne, over the next few years Theodoric built a coalition with other tribes and created a significant military force north of the Balkans that became known as the Ostrogoths. He then used this force as a means to extract payment from Constantinople to prevent him raiding into their territories.

At the time, the Ostrogoths were settled in Byzantine territory as *foederati* ('allies') of the Romans, but were becoming restless and increasingly difficult for Emperor Zeno to manage. Not long after Theodoric became king, the two men worked out an arrangement beneficial to both sides. The Ostrogoths needed a place to live, and Zeno needed help dealing with the troublesome Odovacar, the king of Italy, who had come to power in 476. Ostensibly a viceroy for Zeno, Odovacar was menacing Byzantine territory and not respecting the rights of Roman citizens in the Italian peninsula. Seeing an opportunity in pitting two Germanic speaking rulers against one another, Zeno encouraged Theodoric to look for better opportunities towards the west. This also benefitted Theodoric since occupying the north Balkans and the Hungarian plain made the Ostrogoths an obvious target for both Zeno and Odovacar should their military interests shift. Therefore, the Ostrogoths invaded Odovacar's kingdom in 488.

Once Theodoric entered the Italian peninsula, he won a series of battles between 488 and 492-493 and took the former western imperial capital of Ravenna. On 2 February of 493, Theodoric and Odovacar signed a treaty that assured both parties would rule as equals over Italy. Later a banquet was organised in order to celebrate the agreement. It was at this celebration that Theodoric personally killed Odovacar by nearly cutting him in two with a sword. Thus, he secured all of Italy, the parts northern Balkans and regions on the Hungarian plain for himself.



To read Tom's entire article go to the PAN website, home page: [PANcoins.org](http://PANcoins.org) or our Facebook page Tom Fort is a PAN board member, ANS Fellow, and numismatic researcher specializing in medieval coinage.





some of the cost. It is our goal to have the PAN Show more accessible to those that may have transportation issues. If you are going to participate in this offer just write or email us with your arrival day and approximate time to [pancoins@gmail.com](mailto:pancoins@gmail.com) so that we can get the welcome wagon ready along with a check. Admission and parking are free. We have free Silver Eagle drawings, lectures, and other fun activities on the show floor! It is a wonderful day trip with no driving worries.

#### PAN

75 East Maiden Street, Suite 208  
Washington PA 15301

**Charter a Bus to the PAN SHOW** We are offering a \$300 reimbursement to any coin club that would like to organize a charter bus trip for their members to come to the PAN Coin Show. We would like to be able to pay the entire cost and someday we may be able to do so, but this is our way to help your club offset

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educational outreach program

## 2017 PAN SWEEPSTAKES

**RING IN THE NEW YEAR WITH  
\$10,000.00 CASH!**

- Each ticket has four, three digit numbers
- Drawing based on the PA Lottery of **DECEMBER 31, 2017** evening drawing (first draw)
- Winning number pays \$10,000.00
- Number above ~ \$500.00, Number below ~ \$500.00
- **DONATION \$100.00**

**WINNER IS #107**  
**Joe Bissell, PirateGoldCoins.com**  
**LaJolla, CA**

**PAN New Year Eve Raffle Winner** – Yes, we had a winner! The \$10,000 top prize went to Joe Bissell owner of [PirateGoldCoins.com](http://PirateGoldCoins.com). The winning number was based on the December 31<sup>st</sup> 2017 PA Daily Lottery three digit number drawing that happened to be 307 that happened to be printed on Joe Bissell's winning ticket. Joe lives in LaJolla CA and was out having dinner with family that lucky evening. Our

Clarion editor, Rich Jewell called his cell phone voicemail. Rich left him a message that he really should take his call and to call back. Joe thought Rich was teasing him as he explained how he never wins anything. That was a fun check to write that was sent the following week. What a way to start the new year!

There were two consolation prizes of \$500 each. Checks were sent to the George Washington Numismatic Association that had number 108 and to



collector Liz E. that had number 106. We appreciated all the coin clubs that voted to buy one of our tickets and to all the collectors, dealers, and friends that supported us. We had fun doing it and were able to raise some money for PAN that all goes back into promoting and encouraging folks to take up this great hobby.

This was our first try at a large prize raffle. We came a bit short of a sellout but it was a great start to get it rolling. We will have tickets again on sale for another New Year Eve drawing. Our goal is to make it a PAN tradition. We hope to have the 2018 tickets printed and ready by the summer ANA WFM in Philadelphia.



PAN will have table 225 Club Midway section at the American Numismatic Association National Money Show to be held March 8 – 10 at the Irving Convention Center, Texas (Dallas Metro Area)

**MAKE PLANS TODAY TO ATTEND!**

Information available at

[WWW.NATIONALMONEYSHOW.COM](http://WWW.NATIONALMONEYSHOW.COM) • 1-800-367-9723





More lots are added each week.

Lots will be on display during the PAN Spring Show.

Auction ends 5:00pm Friday, May 11th

PAN Auction managed by CoinZip.com



PAN has a very strong presence on Facebook. Social media is often criticized for negative narratives to drive an agenda or as a time waste with little value. We have successfully used it as a tool to promote numismatics across the state of Pennsylvania and nationally.

One of our newer programs is to announce PA coin club meeting location, date, time and topic as a means to increase club membership.

We do this at no charge to local coin clubs. We often boost the post, meaning spending a few dollars to help the notice get to more viewers.

At left is a recent posting that we did for the Red Rose Coin Club. As a statewide organization, we are constantly working to promote local club membership and participation.

If you would like us to announce your meeting then just send us an email with meeting information and we would be glad to help to promote your coin club.

[pancoins@gmail.com](mailto:pancoins@gmail.com)

PAN now has nearly 3,000 FB followers!

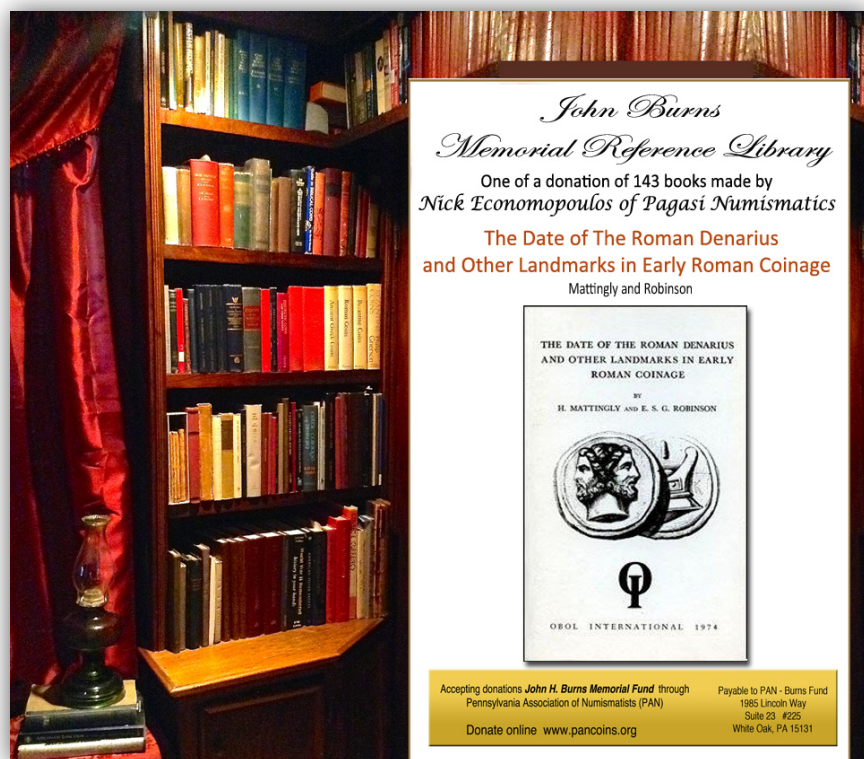




**Hello 2018** – It is that time of year to renew your membership in PAN. Most organizations send dues notices out in December. We have found the response to be better after the holiday season is well over and the spending for gifts and holiday parties has finally subsided.

The PANeNEWS remains free and members and non-members will continue to receive it as usual. Now for the pitch! If you are not a member there are a few things to consider. Members are sent our journal, *The Clarion*, three times per year. It is full size, fifty pages, and full color that include numismatic articles by authors and researchers from across the country.

PAN membership allows you a one half hour early access to our coin shows. This is a great way to beat the rush and to have a first look at your favorite dealer's fresh inventory. Why not Join today by going to the PAN website and click the membership tab?



PAN had a very unexpected and pleasant surprise when coin dealer Nick Economopoulos backed his vehicle to the loading dock to unload and set up at the past October PAN coin show. He asked if we could give him a hand unloading bags of 143 various books that he brought to donate to our **John Burns Reference Library** that we have set up at all the PAN shows.

Nick is the director of the East Coast Pennsylvania Office of Pagasi Numismatics. He holds advanced degrees in Classics and Classical Archaeology and has been a numismatist for 37 years. Nicholas heads the wholesale division of Pagasi and attends every major coin show in the United States. He specializes in all facets of Ancient coinage and is an authority on the coinage of the Byzantine Empire.

He told us that he was doing a little house cleaning and decided to go the donation route instead of selling the books. We have now entered all of them into our library inventory. The list can be viewed on our PAN website, Burns Library page. If you are unfamiliar about the use and purpose of this library then please go to the page and read more. These donated books will be part of the set up for the PAN Spring Coin show. We now have added another set of bookshelves to house our growing collection. We currently have 363 books in the library inventory. Find out more: <https://pancoins.org/john-burns-memorial-reference-library/>



PAN participated in the **Industry Council for Tangible Assets (ICTA)** dinner cruise aboard the Yacht StarShip II in Tampa, Florida on January 3<sup>rd</sup> in



conjunction with the Florida United Numismatists coin show. Dealer member Mitch Hyatt (Hyatt Coin and Gun Shop, Charlotte, North Carolina) was honored as the recipient of the 2017 Diane Piret Memorial Outstanding Service Award. North Carolina recently was able to have the state sales tax removed from coins and bullion. This would not have happened without the collaborative effort of Mitch and ICTA.

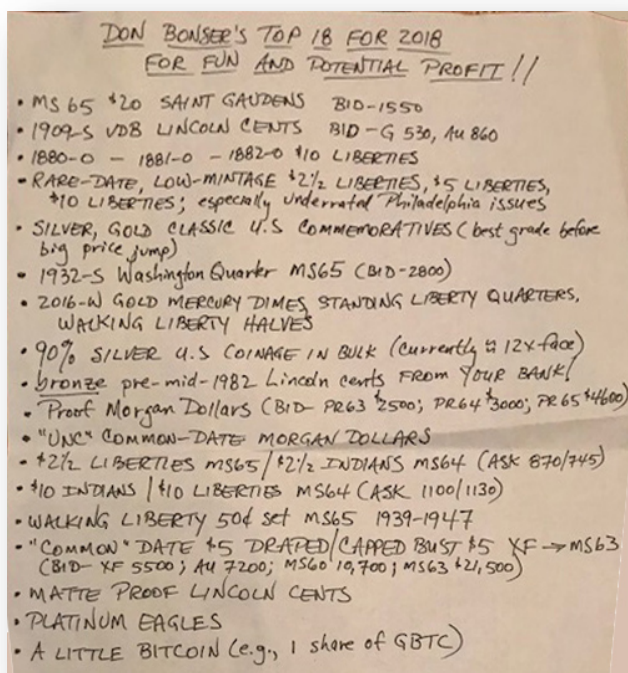


PAN is a member organization of ICTA. Renewing our membership is a



*ICTA Board Chairman Phillip Diehl and Executive director Kathy McFadden*

top priority for us at the beginning of each year. Pennsylvania has been a tax-free state for a number of years but we have had at least two close calls on having the sales tax legislation repealed. ICTA's red alerts triggered action phone calls to state legislators and senators by our PAN members and dealers to put the pressure on and kept the current law intact. PAN cannot emphasize how important it is to support ICTA with a membership. There are different levels to fit everyone's budget. <http://www.ictaonline.org/>



The January FUN Show offers everything that a numismatist could ask for at a coin show. The weeklong extravaganza features anyone and everyone associated with numismatics.

The FUN Convention Seminars are wide-ranging and well attended. One of the traditional favorites as evident by the packed crowd in the room is **"My 18 Favorite Coins For Fun & Profit In 2018," by Don Bonser.**

As described in the FUN Program, Mr. Bonser is a well-respected professional dealer (and a former full time grader) from central Florida. Each year, he entertains his audiences with a combination of humor and folksy logic. As usual, some of his specific picks will be unorthodox in nature. But they could also be big winners in 2018!

Since many have likely never attended the FUN Convention we have saved a copy of Don's pass out sheet. He is not big on sophisticated presentations but his engaging style draws in the crowds. Now as far as accuracy, who knows? It is a lot of fun to speculate!



PAN volunteer Matt Campbell presented his exhibit on the Carnegie Hero Medal as part of the Washington Symphony Orchestra's February 18 concert, "Music to the Rescue," in Washington, PA.

The orchestra presented a program of music on the theme of heroes. Before the concert, the orchestra honored local heroes in the Washington County recipients, some of whom were in attendance, of the Carnegie Hero Medal. The Carnegie Hero Fund was established in 1904 by Andrew Carnegie to recognize civilian acts of heroism. The fund has awarded over 10,000 medals throughout the United States and Canada since 1904.

Campbell presented his exhibit in the lobby before, during, and after the concerts to interested patrons and spoke about the medals and how they are awarded. PAN President Tom Uram was in attendance as well to help answer questions and promote PAN as well as



Washington's local coin club. Campbell's exhibit includes a silver medal awarded to 1908 to the mother of Ivah Coles, who drowned attempting to save a friend; a bronze medal awarded in 1931 in its original packaging; and a 100<sup>th</sup> anniversary commemorative silver medal issued by the Carnegie Hero Fund in 2004.

The exhibit has been displayed at the PAN show multiple times and at the Central States convention in April 2017; the ANA show in Denver in summer 2017; and the FUN show in January of this year.







We'll end this issue with some fun **photos from the FUN Show**. It is always great to see one of our PAN t-shirts, dealer signs, lanyards, or custom dealer badges at other coin shows especially a large national show. We were pleasantly surprised to see Richard Gross at his table giving us a shout. Richard usually has on something colorful like a tie-dye shirt or equivalent. We were delighted to see that our PAN attire made it to part of his show wardrobe.

Mike Fuljenz of Universal Coin and Bullion has got the right idea after an intense day on the bourse floor. He kicks it back for an enjoyable moment at the ICTA cruise dinner. Mike is well known in the numismatic trade. He is also on the ICTA Board of Directors.



Pittsburgh dealers Harold Weitz and



Kim Titley stopped for a moment in the hotel lobby while on their way to the show floor. The great Florida weather and palm trees usually keep everyone smiling. It is the perfect place to be in the middle of winter especially after the horrid month of snow and sub freezing cold that pummeled us in Pennsylvania. Just ask those that are from Erie, PA.

Visitors often stop by our PAN table during the major shows. O.T Thompson from the Cape Fear Coin Club, Wilmington



NC window dressed us with a visit. Their club is very active and puts out a great newsletter, *Coinfusion* that O.T. edits. If you are a Pittsburgh snowbird they are worth a lookup during your winter hibernation

[www.LCFCC.org](http://www.LCFCC.org)

Additional note to the right corner, PAN was not responsible for hanging. Counterfeiting is serious business in the south. Thanks goes out to our photographer Tom Uram. Ted Shiff of Cybercoins.net and Bob Foley of the North Hills Coin Club, from Pittsburgh also paid us a visit. Ted got stuck driving in the Carolina snowstorm and moved about a foot an hour. As a northerner you would think that you would not be snow encumbered by the time you got to the Carolinas. The weather has been bizarre!





# WEBSITES

PAT & BJ COINS <http://www.patandbjcoins.com>  
 TOMAHAWK COIN <http://www.tomahawkcoinco.com>  
 THE EXECUTIVE COIN CO <http://www.executivecoin.com>  
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 THE REEDED EDGE <http://www.reedededge.com>  
 PJ BEITER COINS <http://www.bobscoinsonline.com/>  
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 TOM REYNOLDS <http://www.earlyamericancoppers.com>  
 BUTTERNUT COINS <http://www.butternut.org>  
 WORKINGMANS COINS <http://www.workingmancoins.com>  
 ANACS <http://www.anacs.com>  
 CoinZip <http://www.coinzip.com/>  
 THE COIN COLLECTOR <http://www.thecoincollector.com>  
 DEMPSEY & BAXTER <http://www.dempseyandbaxter.com>  
 MASON COINS <http://www.masoncoins.com>  
 COINOLOGIST <http://www.coinologist.com>

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 PRO COINS <http://www.procoins.com>  
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 CoinWeek <http://www.coinweek.com/>  
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 PA CURRENCY.com <http://www.pacurrency.com>  
 PIRATE GOLD COINS.COM <http://www.pirategoldcoins.com/>

GREAT LAKES COIN & JEWELRY <http://www.greatlakescoinandjewelry.com>  
 CUNNINGHAM EXONUMIA <http://www.cunninghamexonumia.com>  
 AMERICAN NUMISMATIC ASSOCIATION <http://www.money.org>  
 YEAGER'S POURED SILVER <http://www.yeagerspouredsilver.com>  
 ICTA Industry Council for Tangible Assets <http://www.ictaonline.org/>  
 AMERICAN ISRAEL NUMISMATIC ASSOCIATION <http://www.theshekel.org>  
 Yablonski, Costello & Leckie <http://www.yellawfirm.com/>  
 NSSLife <http://nsslife.org/>

**CLARION ADVERTISERS ARE GIVEN EXPOSURE IN THE PANeNEWS**  
**Why not get on board? For details see Page 16**



# BUYING & SELLING

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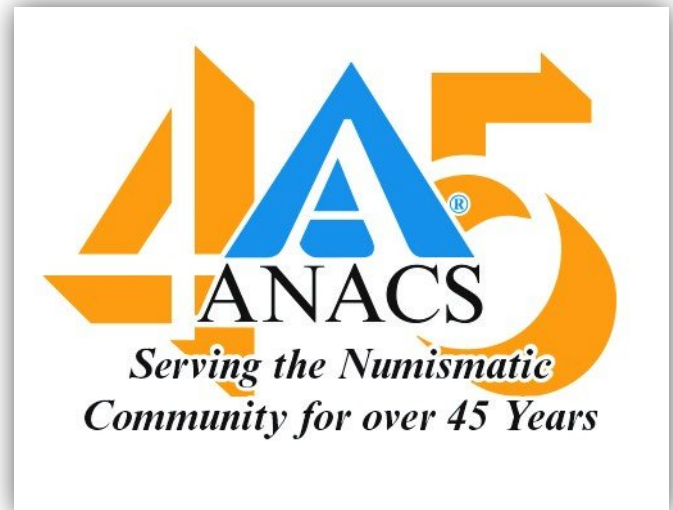

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