



AMERICAN
NUMISMATIC
ASSOCIATION

ANA Representative Program Newsletter

MintMark

American Numismatic Association

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First Quarter

2009

January-February-March

Message from ANA National Coordinator Michael S. 'Stan' Turrini

Greetings! Welcome To MintMark!

The national motto of the Solomon Islands is 'To Lead Is To Serve.'

There is a lot of message in that simple national credo from an island nation. It also speaks of our Representative Program: as volunteers in the program, we must practice both leadership and service. One requires dedication, or commitment, and one requires diligence, or old-fashion 'work.'

'To Lead Is To Serve.' I open this Message with this credo, and I leave it for your reflection.

Now, To Matters At Hand.

First, on behalf of our Association's Board of Directors, Assistant National Coordinators and Staff Liaison, thank you all for your efforts toward enhancing our Representative Program. Keep It Up!

And, to paraphrase Nike, 'Just Do It, Too!' Thanks!

Second, your National Coordinator, Assistant National Coordinators and Staff Liaison periodically join others in conference calls, collaborating to talk about issues and concerns. Our Association's Executive Director, Larry Shepherd, at times, has joined our calls. These calls are quite productive and 'fill-in' between our gatherings during the National Money Show and World's Fair of Money. If you have an issue and feel that we should discuss it, please contact your respective Assistant National Coordinator or Sandy Hill, and it will be added to our agenda!

Third, The 'Two Quarter Warning.' Gals and Guys, our Representative Program needs those quarterly reports. As the National Football League (NFL) has its 'two minute warning,' our program has instituted, effective second quarter 2009, a 'Two Quarter Rule.' *If no quarterly report is received, in a timely manner, for any two consecutive reporting quarters, then a District Representative*

(DR) will be classed as 'Inactive' and no longer associated with the Program. These take just a few moments of your time, and if you have nothing to report, submit a 'negative report:' nothing to state or share. This is not intended to be punitive but rather to make our program more productive.

Fourth, 'Good Ideas To Share.' One of the functions of our program is to share and disseminate creative, successful and popular programs, events, membership recruitment activities and youth education initiatives. *MintMark* should include these, and if you have something that worked successfully or could be implemented elsewhere, please let us know. All ideas and insights welcomed!

Fifth, Kudos. Another function for our Representative Program should include expressing gratitude to our dedicated DR's and CR's. If a DR or CR has received some honor or special award, had a major career advancement or some exciting family news, let us know. The recent introduction of 'Life Lines,' referring to ANA Life Members, in *The Numismatist* could be a model for *MintMark*. (This should be understood to include letting us know the pains and agony that all of us endure. 'We Are Family,' and 'Good Families Care.')

Finally, I have asked each Assistant National Coordinator to share something in this newsletter, and for this issue, Michael M. 'Steamer' Stanley, calls upon his decades of experience with a story revolving around 'how to be a mentor.'

Well, you have read enough from me. I wish you all the best, and welcome you to contact me at Turrini@money.org or at PO Box 4104, Vallejo, CA 94590-0410.

Remember:

Have Fun With Your Hobby!
Always Serve Others!
Enjoy Your Collecting!
And, Create Hope!

From the keyboard of Sandy Hill

Staff Liaison for the Club Representative Program

Has your District Representative been especially supportive to your club? If so, you can nominate that person for the "District Representative of the Year" award. Nominations need to be at ANA headquarters by March 31. Nominees should be involved in all of the following:

- Contributions to numismatics
- Promotion of the ANA
- Participation in National Coin Week
- Recruitment of new members
- Involvement in club activities, local, regional, and national committees

Typed nominations must include a biographical sketch and a list of activities and accomplishments of the nominee during the 2008 calendar year. Your nomination can be submitted by mail to the ANA, attention Outstanding District Representative Award (address on page 1), by fax to 719-634-4085, or by e-mail to clubrep@money.org.

If you are interested in becoming a District Representative or have questions about the program, please do not hesitate to contact any of our Assistant National Coordinators. Or you can contact me by e-mail at hill@money.org. See you in Portland!

PS: If your club has changed officers, meeting times, or other information recently, remember to fill out an update form and send it to ANA. We like to keep information about clubs up to date on our website. Plus, your club will receive five "Bonus Bucks" for sending in the update form each year! Bonus Bucks are just like putting dollars in your account to spend toward dues and courses ANA has to offer. If you need me to send you a form, just let me know!

2009 Portland National Money Show is Here!

The 2009 Portland National Money Show will be held March 13-15 at the Oregon Convention Center. The ANA thanks Host Clubs the Pacific Northwest Numismatic Association and the Willamette Coin Club, and honorary host club the Salem Numismatic Society, for their hard work in ensuring the show's success. Be sure to stop by the host clubs' table (Booth 700).

The marquee exhibits are the best in spring show history, highlighted by the Cohen-DuPont specimen 1804 silver dollar. Other exhibits include the McDermott-Bebee specimen 1913 Liberty Head nickel and a display by the Oregon Historical Society of the legendary "Portland Penny," flipped in 1845 to determine the city's name.

The Collector Gallery includes a special "Oregon at 150" award, created for the show to celebrate Oregon's sesquicentennial celebration. Free workshops include "Coin Collecting Basics," "Estate Planning for Numismatists," and "Everything You Wanted to Know About Auctions ... But Were Afraid to Ask." Other educational activities include Numismatic Theatre, Treasure Trivia, and two free Boy and Girl Scout coin collecting badge workshops.

For more information about the show, call 719-482-9857 or e-mail convention@money.org.

Get Involved in National Coin Week, April 19-25

"Lincoln's Legacy: A Nation United" has been chosen as the theme of the 86th annual National Coin Week. The ANA is inviting its clubs to get involved in a treasure hunt; participants will be on the lookout for the following items related to Honest Abe:

- A quarter featuring Lincoln
- A quarter featuring Lincoln's birthplace
- A penny from the year of your birth
- A penny with a mint mark
- Any Presidential dollar

Everyone who completes the hunt can report their findings by filling out an online form, available in mid-March. All participants will be entered in a drawing for prizes like 1918 commemorative half-dollars featuring Lincoln and 2009 Lincoln commemorative silver dollars. SO GET INVOLVED! To register your club in the treasure hunt and receive a package with promotional materials, e-mail ncw@money.org. Members can use resources on www.money.org to promote their own activities during National Coin Week; resources include a sample press release and proclamation, brochure template, two-panel Lincoln exhibit to download, activities, and fun online games.

Be a Part of Summer Seminar

This year, Summer Seminar has made some big changes. For the first time, students can choose to take two, two-day classes or one five-day class during either session, June 27-July 3, or July 4-10. Many new courses have been added that reflect current trends in the hobby, and several new expert instructors are being welcomed. Other features include a first-ever "Course Bourse" and a public meeting of the Citizens Coinage Advisory Committee on June 29.

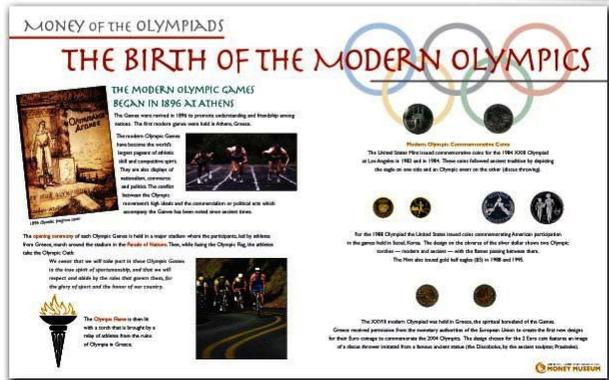
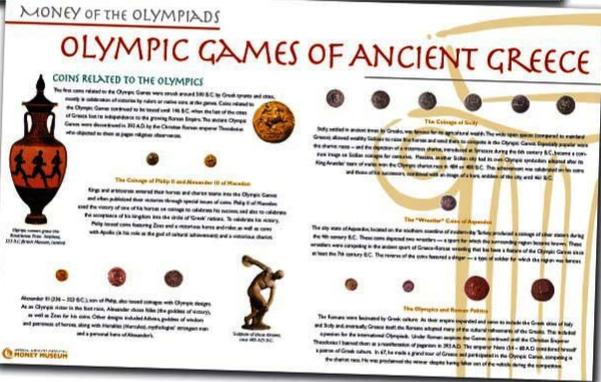
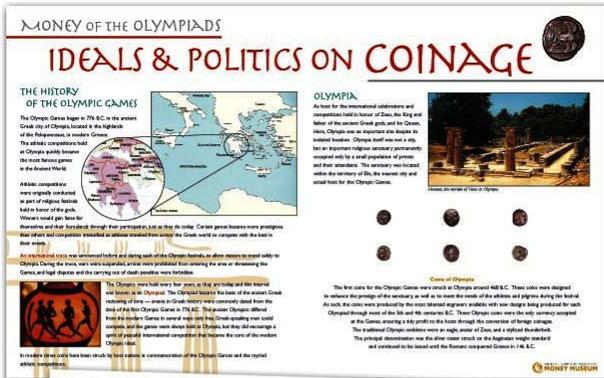
This marks the first year that Summer Seminar will be held under the newly established Florence Schook School of Numismatics. Courses include a two-evening mini-seminar on CAC verification, taught by John Al-

banese; and a two-day class on “Facing the Chinese Counterfeiting Threat,” taught by *Coin World* Editor Beth Deisher and investigative reporter Susan Headley.

The 16-page 2009 Summer Seminar Catalog is featured in the March issue of *The Numismatist*. For more information or to register, call 719-482-9850 or visit www.money.org. Also see the story on page 9.

ANA Traveling Exhibits

“Money of the Olympiads,” (pictured), is one of nine small traveling exhibits available to rent from the Money Museum. They are perfect if your club has reserved space at a library or school, especially for National Coin Week. For more information, please e-mail museum@money.org or call 719-482-9841.



News from Jim Majoros

The 6 January edition of *Numismatic News* contained a viewpoint titled, “Where have all the Coin Clubs gone?” Reviewing this article can bring back memories to ANA District and Club Reps about clubs they may have been a part of in the past. A few calls have been received after the printing of the article by individuals who are interested in club activities to maintain interest. A copy is available for those who do not subscribe or did not see it by e-mailing me at major9@comcast.net or by snail mail at 65 - 16th St, Toms River, NJ 08753.

The unveiling to the public of the **Ultra High Relief Double Eagle Gold Coin** was witnessed by Jason O’Grady, President of the Atlantic County Numismatic Society that meets in south Jersey and has only been in existence for two years. Mint Director Edmund Moy was the keynote speaker and had the pleasure of cutting the ribbon at the United States Mint in Philadelphia on Feb 3rd. I had to cancel my plans to attend due to business reasons caused by weather conditions.

You’re never too young to take over as a coin club president, as evidenced by a 17 year old named Ryan Johnson, who was elected president of the San Jose (CA) Coin Club. (Also see Stan Turrini’s Northern California report.) He is also planning to enlist in the U.S. Marines after he completes high school.

Another youngster just completed the **ANA Correspondence Course** and is now a certified “Numismatic Scholar.” He is 17-year-old Zachier Beier of Brick, NJ and a member of the ANA, GSNA and the Ocean County Coin Club. Zach was presented the ANA Certificate by ANA District Rep Jim Majoros.

With our beloved “Father of the YN’s,” **Larry Gentile**, undergoing radiation treatments for a brain tumor, he has engaged two energetic YN’s from his local New York area, to take over his YN programs during the quarterly Westchester, NY, 3-day coin shows. Will Young and Chris Donato have volunteered to contact youngsters in the area and present the typical Larry Gentile program. From the indications I received from Mrs. Young, the youngsters have done a fantastic job and plan to continue until Larry is back on the active list again. Both of them attended the ANA convention in Baltimore last year and are very savvy about YN programs.

I talked with Larry early February, and he said that he is getting 18 treatments overall and is about half done. Larry did have a bout with cancer in 2000 and overcame it and was back on the circuit with the YN’s again and we’re certain he’ll be back again to do what he does best.

News from Around the Country

Alabama

by Richard Jozefiak

ANA District Rep / ANA Education Committee
ANALMRJ@gmail.com

As reported previously, the Madison County Coin Club, AL won first place for local coin club newsletter in 2008. This is due to the hard work of editor Harold Fears. Richard Jozefiak recently sent the ANA the January 2009 edition, and it is indeed an excellent newsletter, also available at <http://mccc.anaclubs.org/>. And it's not too early to think about entering the ANA's club newsletter competition this year!

Connecticut

by Dick Bacca, ANA District Rep

Litchfield County Coin Club takes over sponsorship of coin show. This club is located in the northwestern corner of the state of Connecticut and prides itself in being in its 57th year. While the club has been talking about creating its own show for several years, there was never enough commitment by its members to come together and create their own event. However in the middle of 2008, another area show was running into difficulties in keeping itself going. The LCCC members began working with the new show chairman and agreed to assist with the sponsorship of the show. Club members are also working as co-chairmen and doing a lot of advertising and working at the show. The show is held in Naugatuck, CT on the fourth Saturday of the month and is again prospering and even starting to consider looking for a larger hall. The club officers have reported an increase in new membership to their own club, as this offers them a new avenue for area collectors to become aware of the club's existence.

Connecticut Yields Treasure Coins from the Philippine Islands. Page 392 in the latest "Red Book" tells a brief history of the One Peso coins that were ditched at sea in Manila harbor during World War II to prevent capture by the invading forces. Many years later the US began a salvage operation in the harbor and recovered many of the coins. What happened then is very interesting. All of these recovered coins, heavily damaged from corrosion, were shipped to Connecticut to International Silver Corporation for melting to recover the silver. I have been good friends with an individual who worked at ISC during this time and he tells me the story. The coins came into the ISC in many barrels, too many to recall. The coins were processed to remove the grime from being under the ocean for some 40 years. The coins were melted and the processed silver made into industrial bars and shipped away for future use.

A few years later, when the facility was being closed down, all of the large vats and other heavy processing equipment was removed from the building. The small crew that worked on the final cleanup of the building, using brooms and shovels, began the task of removing dirt, scrap and whatever else had accumulated behind the heavy equipment over the years. During this process up to two dozen of the One Peso pieces were found, some buried in cracks on the floor, buried in the dirt and also stuck in corners.

This truly caught my interest as I recall David Lange giving a presentation on the subject many years ago at the Summer Seminar. So I pursued the story and also was able to locate a few of these now long retired workers. As such I have been fortunate to have purchased 11 of these "treasure" coins. While their true provenance can probably not satisfy the slabbing industry, the surface of these coins, along with where they were found, tell the true story. I will be building a display and hope to show these pieces at some future Summer Seminar or ANA Convention. If you have further information regarding the salvaged Philippine Pesos, please contact me by e-mail at chewbaccajr@aol.com.

Florida

Palm Beach Coin Club – Tony Swicer reports that the Palm Beach Coin Club will be celebrating its 50th anniversary next year with a specially printed book about the club's history. The club will have souvenir pens, encased coins, calendars, and other items.

This year the club enjoyed a free bus trip to the FUN show in Orlando (partially subsidized by FUN), and conducted the club's 13th Estate Auction with hundreds of coins from a club retiree. Monex will be speaking at the club in March, and there will be a free food night along with an open house and "Visit Our Exhibits" night at the club's April 22nd meeting, celebrating National Coin Week. Dues are still \$10 per year. For further information email Swicer@comcast.net.

Brandon Coin Club – The club has joined the ANA, and is looking to expand its educational programs, and take advantage of ANA membership benefits. The club is also interested in doing a National Coin Week tie-in. The club has prepared an information sheet, meeting schedule and show schedule. If you have suggestions for this new club or would like more info, please contact:

Mark Palermo

Brandon Coin Club, Inc.

PO Box 1987, Seffner, FL 33583-1987

Phone 813-361-0740

brandoncoinclub@tampabay.rr.com

New Mexico

By Bob Laetare, President, Albuquerque Coin Club

The Albuquerque Coin Club held its fall Coin Show, with 100 tables of numismatic items and 50 dealers from several states.

There was a Native American theme for the show. There were displays of Native Americans on money, as well as early forms of money that they used. Randy'L Teton, who was the model for the Sacagawea Dollar, attended the show where she met with the public, signed autographs, and gave two presentations about Sacagawea as well as her experience as the model.

Randy'L is great with kids; she worked closely with our YN club, where she made a great impression on them. She has two kids of her own now, and wants to begin appearing at coin shows again.



Photo (top):
Randy'L Teton
with a few of our
YN Members.

Photo (bottom):
Randy'L Teton and
the Navajo Code
Talkers at the ACC
fall coin show.



While Randy'L was here, the Navajo Code Talkers also visited us. It was interesting, because Randy'L wanted their autographs, but they were just as interested in getting hers.

Having Randy'L here greatly improved our show attendance. Several dealers felt that her appearance, along with our promotion of her appearance, was very positive for the success of our show. We also signed up ten new club memberships during the show.

Our club continues to grow; we now have 190 members, with about 80+ coming to our monthly meetings. During the November meeting, we gave away more than 60 numismatic books to members. *America's Money*, *America's Story* and *ANA Grading Guides* were some of the books we gave to members.

This is something that we do once or twice a year. I do not tell the membership in advance, so it is a surprise!

In November, our YN Club elected its officers for 2009. We also gave an ANA grading guide to every YN that attended the November meeting. The 2009 officers are: Erin F., President, Michael H., Vice President, Nathan H., Secretary, and Matthan W., Historian.

Northern California

by Michael S. 'Stan' Turrini

Activity is always high in the Golden State!

First, your National Coordinator was elected president of the California State Numismatic Association (CSNA) for the 2009-2010 term, and already implemented something that could be copied by other state and regional organizations: a comprehensive polling and survey of the CSNA membership, the first-ever venture of this type for CSNA. As this issue of the *MintMark* is being prepared and printed, this poll and survey, titled 'CSNA Tomorrow,' is being finalized with the goal to have statistics ready by August 2009.

Second, looking ahead, Californians Lee H. Gong, Michael M. Stanley, and Michael S. Turrini, with Jim Majoros from the Garden State (New Jersey), will be in Edmonton immediately after the ANA's Los Angeles 'World's Fair of Money' this August. They will be working with the Royal Canadian Numismatic Association (RCNA) and the youth numismatics activities at the RCNA convention.

Third, speaking of youth numismatics, Ryan Johnson, at age 17, was elected president of the San Jose Coin Club (SJCC). Now 18 and a senior at San Jose's Prospect High, he may soon be reelected to a second term.

Already enlisted with the United States Marines, he has guided the SJCC with a sure hold of the helm. What he seems to lack in experience is counterbalanced with his empathy and devotion to the job. He began his rise to the SJCC's presidency years ago as a junior member, serving in other positions, as historian, junior vice-president, and webmaster. While tending to be quiet, those who have conversed with him recognize a solid and sure presence of leadership. He may not be well-known nationally; however, he is dedicated to the SJCC, a club with a major regional annual show and a membership in excess of two hundred! *Not too bad for an 18 year old!*

Ryan is also part of a coin family: both his grandparents, Ray and Sally Johnson, have been active in the SJCC and both served in the same positions and as club presidents, making them a real 'coin family.'

Fourth, the Redwood Empire (Santa Rosa, CA) Coin Club celebrates its 60th anniversary this March 2009. A real 'go-getter' local coin club, with a membership in excess of two hundred, and an average meeting attendance approaching one hundred, the club has been guided by Merle Avila, president since 1994. Merle was recently elected to the California State Numismatic Association (CSNA) Board of Directors, as a North Director. The club also has an exemplary youth program under its vice president and well-known national youth numismatic advocate, Lee H. Gong; a program that attracts twenty or more youngsters to each monthly meeting!

Speaking of Lee, he is the on the bill this October 24, 2009, as a presenter at the California State Numismatic Association's (CSNA) Northern California 'Coin Collectors' Retreat' with 'What You Need To Know: Error Coins.' A recognized national authority on errors and a former active participant in CONECA, the national error collectors' organization, Lee's program will be a primer for both novice and advanced coin hobbyists. For information on this 'Coin Collectors' Retreat,' contact Stan at PO Box 4104, Vallejo, CA 94590-0410.

California club renews its support of local food bank
by Bill Green, ANA Club Representative

The Diablo Numismatic Society of Concord, California will again support a local food bank. This will be the second year that the coin club donates a portion of the proceeds from its annual coin show. Last year the food bank of Contra Costa and Solano counties received over \$300. This year the Diablo Numismatic Society hopes to donate at least \$500.

The club has committed to give 50% of coin show admission fees to the food bank, so the higher the turnout the greater the donation.

James Laird, president of this Northern California based club, said, "Donations to such a worthwhile organization are especially important during these tough economic times. Our club members are honored to lend a helping hand and we hope other coin clubs will consider similar charitable activities."

The Diablo Numismatic Society's coin show will be held Saturday and Sunday, October 10 and 11, 2009 at the Holiday Inn, 1050 Burnett Avenue, Concord, CA. For more information visit the club's web site at diablocoinclub.org or contact Bill Green by phone at 925-351-7605.

For information about California local coin clubs and events, write to Stan Turrini at PO Box 4104, Vallejo, CA 94590-0410, or e-mail Stan at Turrini@money.org.

South Carolina

by Jim Barry, ANA Life Member

On Saturday, February 21, 2009, Jim Barry, Vice President of the Stephen James CSRA[†] Coin Club, sponsored the club's 6th annual "Road Show" of coins, paper money and exonomia at the Aiken County Public Library. Several club members helped visitors assess their collectibles. Participating club members included President Willie Simon, ANA life member Dick Smoot, ANA members Glenn Sanders and Howard Hillman, Jack Seech, Steve Kuhl and YN member Austin Kuhl. Club members got to see the interesting and unusual in coins and related items. The show was deemed a success by all attendees.



Photo:

Stephen James
CSRA Coin Club
members Dick
Smoot, Jim Barry
and Jack Seech,
with "Honest Abe"
in the background!

[†]CSRA stands for Central Savannah River Area which is the Aiken, SC and Augusta, GA area. The river separates Georgia and South Carolina.

Washington and Oregon

by Eric Holcomb

Of course those of us in the Pacific Northwest are very excited about the ANA's National Money Show™, March 13-15, 2009 in Portland, OR. Only one more committee meeting, and then the show is here (see page 2)!

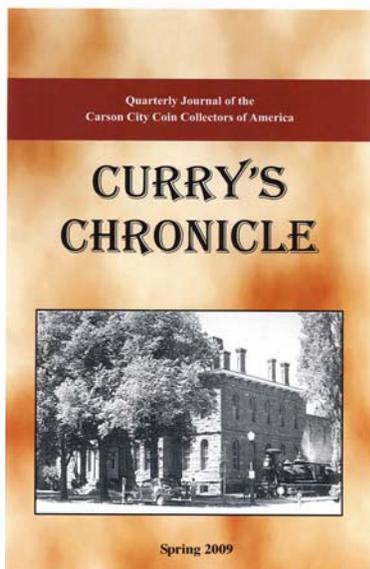
Sales of the official convention medal, with an Oregon Trail theme, have been going well. For more information, photos, or to order the medal, see the pre-registration form on the ANA website, or visit the PNNA website at <http://www.pnna.org/>, then click on the ANA National Money Show button.

After the show, I can't rest for long, because of the annual PNNA convention in Tukwila, WA, April 17-19, and the 'British Token Congress' in Seattle, WA, May 14-16. There's not enough room to explain that one here, but you can contact me by e-mail at Eric@Holcomb.com, or by phone at 541-647-1021.

On top of that, there's now a new ANA coin club in my home town of Bend, OR, and the club appears to be off to a fast start. I didn't organize the club; that honor goes to club president Ted Campbell and a handful of other charter members. Thanks, Ted!

Specialty Clubs

Carson City Coin Collectors of America



The Spring 2009 quarterly edition of the CCCCA's award-winning *Curry's Chronicle* is the club's biggest edition so far (113 pages). It features articles on Carson City trade dollars, 'CC' half eagles, eagles, and double eagles, 'CC' coin survival estimates, and so much more. In it is an announcement about the club's special Carson City coin symposium scheduled at

the club's annual meeting at the ANA's Worlds Fair of Money in Los Angeles. Guest speakers include Bill Bugert, speaking on 1875-CC half dollars, and John McCloskey, speaking on Carson City half eagles. For more information, please contact Marie Goe or Maya Roberts by phone at 775-322-4455, or by e-mail at mariesgate@sbcglobal.net.

International Clubs

Trip to Berlin World Money Fair 2009

by Oddmund Fuglestad

We in the Stavanger and Rogaland (Norway) Coin Club decided to celebrate our 35th anniversary by arranging a trip to the Berlin World Money Fair[†] (February 6-8, 2009) for our members. In total, seven club members with spouses joined the trip, and it was with quite a lot of excitement that we arrived at Schönefeld airport in former East Berlin on Thursday, February 5th. In advance, we had arranged with a bus company to pick us up at the airport and drive us to the Park Inn Hotel in Alexanderplatz, just in the center of former DDR capitol East Berlin. After sightseeing and lunch in the famous TV tower in Berlin, we checked in at the hotel, and for most of us there was also some shopping that needed to be done!

Friday started with a two-hour Trabi-Safari in East Berlin, which was a challenge for those of us that were appointed drivers. None of us had driven the old DDR-produced Trabant with 26 horsepower before!



Photo: A club member trying to "bribe" his way through a "DDR Police Control" just beside the famous Checkpoint Charlie!

After the Trabi-Safari, we finally set course towards the Estrel Convention Center where the Fair was held. The Berlin World Money Fair is the largest coin fair in Europe, and also claims to be the biggest in the world. I don't know about that, but it sure is big!

Guest of Honor for 2009 was the Royal Canadian Mint, and together with some 30 other national mints and some 160 dealers or retailers from all over the world, the expected 12,000 visitors had lots and lots of coins and banknotes to look through. As only Germans can do it, the Fair was spacious and very well organized, so we didn't need to queue up around the tables and walk like cattle to get around. It was easy to look at coins, bargain with dealers, and buy the coins you wanted if the price was acceptable. For world coin collectors, there were lots of coins to choose from. Expensive rare coins, and even non-expensive, common, but still "hard to find" coins. In the picture below, you can see our most eager world coin collector (with the big smile) after spending three hours at the first table just after passing the entrance.



For a small Norwegian coin club, the trip to Berlin and the Fair itself were quite exciting, and we did have lots of fun, both days and nights!

We won't be back for the 2010 Fair to be held January 29-31, 2010, but we'll sure be back sometime!

[†]English website: <http://www.worldmoneyfair.ch/wmf/english/index.html>

How to be a Mentor

by Michael M. 'Steamer' Stanley

Assistant National Coordinator, Western U.S.

As a young sailor stationed in Honolulu, I had joined several coin clubs on the island of Oahu. There was then the Honolulu Coin Club, Hickam Area Coin Club, Barbers Point Coin Club, Kailua Coin Club, and Schoefield-Wheeler Coin Club. The state group was the Hawaiian State Numismatic Association (HSNA). On the neighbor islands were the Maui Coin Club and Big Island Coin Club. Today, sadly, only the Honolulu Coin Club, Big Island Coin Club and HSNA exist.

In 1971, the HSNA was putting on a show at the Outrigger Hotel in downtown Honolulu. Big-name dealers coming in from the mainland included Aubree Bebee from Omaha, Earl Myers from North Carolina, and Catherine Bullowa from Philadelphia. I had never displayed my coins for a trophy before but I had put together a 20th century type set...but it wasn't just the typical "one of each" set. My set began with the 1909-S Indian cent, 1955 double-die Lincoln, 1912-S Liberty nickel, 3-legged Buffalo nickel, 1942/41 Mercury dime, and 1916-P Standing Liberty quarter. Only the best! I got to the convention early, got my display case, put the coins in the case and locked it, and took off for Waikiki Beach.

Judging of the exhibits was to be done by 1 p.m. and awards were to be presented at the banquet that evening. I knew that I had about six hours to lie in the sand and soak up the sun. I found my favorite spot, put out my bamboo mat, and turned on my transistor radio. Around 2 p.m. headed back into the hotel where I was met by ANA President, the late John Jay Pittman.

John was always a sharp dresser and was wearing a \$300 suit. He sees me coming into the exhibit area and said, "Steamer my friend, I want to show you something." He put his arm around me (I was covered in tanning oil, and probably ruined his suit), and as we walked past the exhibits I saw blue and silver ribbons lying on cases. We arrived at my exhibit and there is no ribbon on the case but I remembered from the year before they never indicated who won the Best-of-Show award until the banquet. John then said to me, "Steamer, you have some expensive coins in your case. You have a good title, but there is no numismatic information. 'Joe the Plummer' is gonna come in here and not know what you exhibit means."

It was the turning point in my exhibiting career. This old man was showing a young sailor how to display to win awards. He took me under his wing, pausing to educate and inspire me by sharing his expertise, without regard as to who I was.

I never forgot what he told me. Those kinds of conversations stop you dead in your tracks and turn your career around.

I was the oldest of six boys. My parents did not collect coins, and I had to learn everything on my own. Even though I have spent several decades in the hobby, it was mentors like the late John Jay Pittman who pushed me along. I still have mentors teaching me new things about numismatics.

What I am trying to say is open up at your coin club meetings. For example, if you have show-and-tells, put something in for show-and-tell. It might just inspire some club member to follow in your footsteps, and you would become a mentor for someone else.

I would like to hear about your mentors. Email this old sailor at stanley@money.org.

Can Your Coin Club Top \$15,328.75?

by Michael S. Turrini, National Coordinator

Over the past two decades, the Vallejo (California) Numismatic Society has earned, and continues to earn, in pure profit \$15,328.75 from its two fundraising annual auctions. While some years have earned less than \$100.00, last year's Renn Auction brought in an even record \$1,000.00!

The VNS holds two auctions – the Maxine M. Hopperstad White Elephant Memorial Auction and the Albert R. 'Al' Renn, Jr. Memorial Auction – each year. The Hopperstad is always in December and the Renn has been assigned to June. The Hopperstad is a traditional white elephant, and the Renn is strictly numismatic: coins, numismatic literature, hobby supplies, etc.

The success, as measured in the amount of funds earned, is traced to these factors, easily adapted by local coin clubs:

1. **Consistency.** Both aforementioned auctions are held 'like clock-work' semiannually, and only once was an auction postponed. This routine reminds the membership (and others) that these auctions are set, need donations, and require avid bidders.
2. **Promotion.** Via the Society's monthly bulletin and via other regional numismatic periodicals, both auctions are promoted and publicized beginning months in advance, coupled with the regular appeal for donations.
3. **Solicitation.** Any fund-raising endeavor requires effort and enthusiasm. Part of the success of the VNS' Renn and Hopperstad comes from the active solicitation of donations by the officers and others, and the willingness to re-

ceive and to store accumulations and 'stuff' months in advance. In addition, wherever an opportunity for a significant donation might occur, it is readily pursued.

4. **Roster/Listing.** These two VNS auctions really began earning 'big bucks' when a roster/listing of donated lots was compiled and distributed via the Society's monthly bulletin and other venues. While additional donations would be accepted up to the first lot being called, a roster/listing, with good descriptions and crediting the respective donor, entices and excites potential bidders.
5. **Organization.** Your National Coordinator has witnessed other neighboring local coin clubs with like auctions, yet none have earned the dollars like the VNS' Renn and Hopperstad, because the other clubs' auctions tend to be hastily arranged or quickly called events. The Renn and Hopperstad auctions have rosters/listings, specific auction lot cards, an aroused auctioneering team, with ample assistants, and
6. **Enticement.** While the VNS holds two fund-raising auctions per year, much of the success credited to the Hopperstad is due to the awarding of an 'enticement medal,' earned by a combination of donated value and successful bids, as follows. The medal is an aluminum off-metal strike of the Society's current medal issue. Detail records are maintained, and enticement medals are later distributed, again only to those who contributed to the Hopperstad. This has been the singular most important factor in the Hopperstad Auction's success and increasing 'takes.'

These points might assist other local coin clubs in planning and promoting their respective fund-raising auctions.

Looking ahead, the VNS anticipates this year's Renn Auction, set for June 3, 2009, will be strictly 'numismatic literature,' due to the opportunity of obtaining, free, a fairly substantial numismatic library.

Sidebar: These two auctions were named as a perpetual memorial for two deceased VNS members and long-time boosters: Maxine M. Hopperstad (1911-1994), who conducted for years a bargain buyers business, and Albert R. 'Al' Renn, Jr. (1933-1985), who was famous for his false eye and motorcycle riding.

Inquiries and copies of the next auctions' rosters/listings may be obtained by contacting Stan at PO Box 4281, Vallejo, CA 94590-0428 or via e-mail at EMPERORI@juno.com.

Summer Seminar 2009

(Also see "Be a Part of Summer Seminar" on pages 2-3.)

Look in your March 2009 issue of *The Numismatist* for all the details about the best educational experience in numismatics. If your club wants to reward a longtime member or has a YN who shows special numismatic talent, it's a great opportunity. Call 719-482-9850 for more information. Below are a few photos from the Summer Seminar experience.



'Advanced Study of United States Issues' is always a popular class.



Summer Seminar is held at the base of Pikes Peak, America's Mountain.



Summer Seminar is truly a weeklong numismatic immersion!

Special tours include a trip to Coors Field, home of the Colorado Rockies.



Mission statement: *The ANA Representative Program “is to work directly with collectors and clubs to promote and expand the numismatic experience through the services and programs offered by the Association.”*

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To receive the electronic-only version of future MintMark issues, or to change your e-mail, call 719-482-9846 or e-mail clubrep@money.org.

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Editor’s Message *by Eric Holcomb*

Thanks for submitting so much material this time ... The MintMark has grown from 8 to 10 pages, at least for this edition! You’ll notice that a lot of the material comes from California. Make sure your region isn’t left out by submitting something next time!

As always, I am looking for ideas relating to the program’s mission statement, as well as ideas for promoting the numismatic hobby in general. This time, we have two good feature articles that might be helpful to your coin club. (See pages 8-9.)

I’ll see some of you at the Portland National Money Show; if you’re there be sure to stop by the Collector’s Gallery (exhibit area) and say hello!