



MORE THAN 35  
NEW PINS  
IN THIS ISSUE

# PIN POINTS

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The Official Newsletter of the 1996 Olympic Games Pin Society

## The Art and ETIQUETTE of TRADING

EVERYONE WANTS TO GET A GOOD DEAL, AND PIN TRADERS ARE NO exception. But pin trading shouldn't be—and for the most part isn't—based on the same practices one might find in a book on high pressure deal-making. For most pin enthusiasts, trading is a hobby, not a business pursuit for profit. And even though it's natural to want to make the best deal possible, honesty should always be the guiding principle in pin trading. By following some simple rules of common courtesy, you can enjoy the hobby of pin trading while still developing it to the level of fine art.



ATLANTA FLAG  
WITH STARS #0708  
(See page 2)

Of all the virtues necessary to becoming an effective trader, patience is the most important one. Why? Fifteen-year pin-trading veteran Don Bigsby explains it best: "Each year I know so much more than I did the year before. Knowledge is the main thing—and that comes slowly, trade by trade. So be patient and pace yourself. Your knowledge will grow with each trade. Keep your eyes and ears open, and talk to more advanced traders." Patience is paramount in acquiring a top collection or even a particular pin. "That pin you want will eventually fall into

your hands—if you're patient enough," says Bigsby.

As you build that store of knowledge that will help you spot and make the best deals, keep refining and improving your trading style.

But don't be overly aggressive in trying to make a deal. Some traders can't seem to help themselves from doing all they can to talk someone down as far as possible—even when they know that the deal offered represents an equitable exchange. Craig Perlow, another seasoned trader, cautions against excessive haggling. Save that for a garage sale, he says, and strive simply to strike a fair bargain.

In particular, do keep your aggressiveness in check when you're at an event and seeking out athletes and coaches for trades. Don't hesitate to be canny in setting yourself up at the right location to catch these coveted pin-holders—such as at the Olympic Village gates or even inside, if you're lucky enough to get a pass—but always be considerate. You may really covet an athlete's pin, but don't make a pest of yourself to get it. "I feel sorry for the athletes when I see them hounded to death by people who want their pins," says Bigsby. And always be careful about *when* you approach an athlete or coach for a trade—if he or she is involved in a personal moment with family, or appear to be preparing for an upcoming competition, or is obviously hurrying to make it to an event, don't intrude.

But while watching out for the athletes, watch out for yourself as well. As pin trading grows more popular, the number of dishonorable traders also grows. "I take the plums and give them the pits" is a statement Perlow has heard one trader make. And it sums up the less-than-scrupulous attitude of some of the traders out there. "This individual takes pleasure in ripping people off. It's just sad that someone like that is involved in pin trading," says Perlow. "For some people, pin trading isn't fun, it's a competitive thing.

(Continued on page 2)

### DO . . .

- . . . help novice traders with advice, particularly young beginners.
- . . . be straightforward.
- . . . display your pins in an appealing manner, but also in an orderly fashion so traders can easily assess them.
- . . . show all traders up front, without keeping certain ones in hidden reserve.
- . . . respond to every query when trading by mail.
- . . . try to always swap for a pin you want when you first see it, because it might not be there when you return.
- . . . be fair—especially to others.
- . . . be polite and friendly. The real fun of trading is in meeting people and talking about pins.

### DON'T . . .

- . . . display pins you have no intention of trading.
- . . . display multiples of a pin you want to trade, but rather one at a time.
- . . . be overly aggressive in negotiations.
- . . . be overly enthusiastic when looking at a pin you really want.
- . . . interrupt a trade in progress. If someone trades for a pin you had your eye on, go after the new owner later.
- . . . try to pass off a bad deal you've made to someone else.
- . . . trade with someone you don't trust or who has been identified as a questionable trader.
- . . . try to trade for below the fair-market value.
- . . . go overboard in making trades if you're a novice, and stay away from costly items you know little about.

TO ORDER BY PHONE

Call 1-800-PINS-4-96  
7 a.m.-11 p.m. M-F; 8 a.m.-4 p.m. Sat/Sun (Central)



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Fill out order form completely  
Mail with check or VISA® number



They have an agenda different from that of true enthusiasts, whose purpose is to have fun and meet people."

An active word-of-mouth network among honorable traders helps to identify the hucksters. Sour deals made by novices will often be brought to their attention when later trading with a straight-shooting pin-head. And it rarely takes more than one encounter with a rip-off artist before even a neophyte learns to recognize one. (Perlow likes to entertain the notion that dishonorable traders will eventually be left with only themselves to trade with.)

But beginners who walk into a trade event and can't spot the bad-apple traders from the good should not hesitate to seek a little help. They should talk to plenty of other traders. The ones who are interested in discussing the pins and the Games are most likely to be the real hobbyists. And the ones to avoid are those whose attitude is, *Here's my collection; take it or leave it.*

Once you find an experienced trader you think you can trust, ask him or her to alert you to the traders you might want to avoid. True enthusiasts enjoy sharing their knowledge with new converts and want to protect the integrity of the hobby by helping others to steer clear of trouble.

Developing your trading skills will improve your collection and increase your fun. Practicing proper trading etiquette will do the same. Bigsby relates a classic example of poor trading etiquette—one that he hopes impolite traders will read and heed: "Two traders had already agreed on a deal when a man overhearing the exchange came up and offered more for the particular item. The person who was selling said 'Okay,' canceled the deal with the other trader, and made another one with the higher bidder. That's not right; a deal is a deal. I fault the seller, because he or she is always in control of the trading situation."

The moral: Don't ever renege on a deal once it's struck. Follow the simple dos and don'ts on page 1 and you can ensure not only that your trading will be artful but that you'll also have fun and make friends.

# Heading to ATLANTA

*The proud  
host of  
the 1996  
Centennial  
Games*



NEW!

ALWAYS "COCA-COLA" GLOBE  
WITH RIBBON\*

#0711 (Actual size 1 1/4" high)  
Semicloisonné. PL=3, M=1, 6/95. \$6



NEW!

CULTURAL  
OLYMPIAD/  
THE NOBEL  
LAUREATES  
OF  
LITERATURE  
#0691  
Matte gold tone.  
PL=2 (limited to  
1,000), M=5,  
6/95. \$6



NEW!

ATLANTA  
1996 BOTTLE  
CAP  
#0620  
Semicloisonné.  
PL=3, M=2,  
6/95. \$6



ATLANTA 1996 DARE TO  
DREAM GLOBE\*  
#0645 Semicloisonné.  
PL=5, M=1, 5/95. \$5.75



NEW!

OLYMPIC  
DAY RUN\*  
#0689  
(Celebrated on or  
around June 23  
each year to  
commemorate the  
founding of the  
Modern Olympics  
by Baron Pierre  
de Coubertin.)  
Semicloisonné.  
PL=4, M=5,  
6/95. \$5.75



U.S.A.  
FLAG  
WITH SEAL  
#0603  
Semicloisonné.  
PL=5, M=1,  
4/95. \$5.75



NEW!

"COCA-COLA"  
REPLICA PIN/  
MONTREAL  
1976  
#0690 (First  
Olympic pin issued  
by "Coca-Cola")  
Semicloisonné.  
PL=3, M=2,  
6/95. \$6



NEW!

OLYMPIC  
STADIUM/  
LOOK OF  
THE GAMES  
#0702  
Semicloisonné.  
PL=5, M=1,  
6/95. \$5.75

NOTE: Many of the pins in this issue are not shown actual size.

\*Pins are artist renderings.

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## "MY MOST INTERESTING PIN-TRADING EXPERIENCE WAS..."

"When I attended the 1984 Games, I had no idea that pin trading existed. I purchased several pins and received some giveaways from Budweiser. While I was sitting in the Coliseum, a man asked if I would like to trade pins. I told him I didn't have many, but he assured me he was interested in my Budweiser pin. He traded me a Xerox corporate pin for it.

"It turned out that I traded a pin I received for free for a Xerox error pin. That one trade introduced me to pin trading, and ever since I've been hooked."

—ROBERT LAX, MAPLEWOOD, NEW JERSEY

"I began collecting pins back in 1970. Whenever pins were sold, I bought one and stuck it on my baseball cap. As my collection grew, I began to put the pins on a vest. By 1980 my collection numbered more than 500 pins.

"In the summer of 1981, I was asked to attend a meeting in Herkimer, N.Y., with people who were interested in forming a pin club. We traded pins and stories that day, named the club, and elected a president and a secretary (which turned out to be me).

"My experiences have been memorable, my stories many, and my collection exceeds 4,000 pins. And 14 years later I'm proud to still be the secretary of the Olympin Collector's Club."

—EDWARD J. BEAUPRE, SCHENECTADY, NEW YORK

"I've been trading pins for nearly 10 years, but this is the first time anyone's asked me about my experiences.

"While I've scoured flea markets and hung around press boxes for pins, the first trade I ever made didn't really involve a pin. At a small county fair in northern California, I was working for a radio station, KRKC of King City. I was wearing a hat with my station's call letters when I met a pin collector who had his pins on display. I was impressed by

his collection, especially an ABC Los Angeles Olympic pin. The collector asked me if I'd trade my cap for the ABC pin, and I quickly agreed. I still have the pin and have since acquired dozens of media pins.

"If I'm lucky enough to be in Atlanta for the 1996 Olympic Games, maybe I can trade my 1984 L.A. cap for another pin. If it worked once. . . ."

—DAVID MELLO, EUREKA, CALIFORNIA

"I had just obtained an official golden arches sponsor pin from a young employee at the Lillehammer McDonald's restaurant when I struck up a conversation with an on-duty member of the Lillehammer Police Department. Since I had numerous police pins and key chains, I presented him with several California law-enforcement souvenirs. Much to my surprise he gave me an official Lillehammer Polizi '94 pin! It features a policeman (with nightstick) in the 'pictogram' style used for the Games. The pin is a showpiece, and I used it as a tie tack with my uniform when I got back from the Games."

—LT. DON HOFFMAN, CLEMENTS, CALIFORNIA

"My most memorable trade or trades are actually all of them. They took place in Montreal (1976) on a grassy knoll overlooking the track and practice area, just across the street from the Olympic Village. People from all countries gathered there to watch the athletes training, to visit, and to trade pins. As athletes headed out of or into the Olympic Village, they were friendly and ready to trade their country's pins. The most memorable pin I have is from an athlete from Kenya—1976 was the year of Kenya's boycott and all the athletes were heading home without competing."

—ANN BAKER, PLANT CITY, FLORIDA

## "MY MOST MEMORABLE PIN-TRADING EXPERIENCE WAS..."

Pin Society members whose stories we select for publication will receive a special PIN POINTS pin. Tell us in 100 words or less about your pin-trading experiences. Send your entry, with a daytime telephone number, to PIN POINTS, P.O. Box 4496, Maple Plain, Minnesota 55592-4496. (We reserve the right to edit letters for clarity and length.)

## For Your PINFORMATION

### HOW TO ORDER

**BY PHONE:** Call 1-800-PINS-4-96 (1-800-746-7496) from 7 a.m. to 11 p.m. Mon-Fri; 8 a.m. to 4 p.m. Sat/Sun (Central time). Have your VISA® card ready. You will be billed \$3.50 (or \$5 as marked) per total order for shipping and handling (\$5 for addresses outside the U.S.).

**BY MAIL:** Fill out attached form; if form is missing, specify the pin or item order number(s) and desired quantity for each pin or item you wish to purchase and mail this information, along with your check or money order, to 1996 Olympic Games Pin Society, P.O. Box 4496, Maple Plain, Minn. 55592-4496. Please add \$3.50 (or \$5 as marked) to your order for shipping and handling (\$5 for addresses outside the U.S.). All prices are in U.S. dollars and include sales tax. Please allow about 4-6 weeks for delivery.

### ABOUT THE PINS

The following information, when available, is included with each pin shown: Pin description. Pin order number. Type of material. Production level.\* Manufacturer.\*\* Release date. Price. (Most pins shown are approximate, not actual, size.)

- \* PL = production level (1-5)
  - 1 = 1 to 500 pins made
  - 2 = 501 to 5,000 pins made
  - 3 = 5,001 to 25,000 pins made
  - 4 = 25,001 to 100,000 pins made
  - 5 = 100,001 to 250,000 pins made

(The Atlanta Committee for the Olympic Games is responsible for enforcing production levels.)

- \*\* M = manufacturer (1-4)
  - 1 = Imprinted Products Corp.
  - 2 = Ho Ho Art & Craft Int'l. Co. Inc.
  - 3 = Balfour Co. (Pins made in U.S.A.)
  - 4 = other
  - 5 = Aminco Int'l. Inc.

NINA BARNETT

