

THE GOLD RUSH IN YOUR HANDS

Devoted to Ephemera of the Old West & Civil War and Currencies of the United States

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We have just completed booking our flight and hotel reservations for the PCDA Paper Money Show in St. Louis (really St. Charles), MO. This will be the last time we will be journeying to Missouri for this annual gathering. After the 2010 show this October, the location is being moved to Chicago, IL where the show will be presented in mid-November.

Along these same lines, the CPMX, that had been rumored to be closing down, as we reported in this column last Quarter, is indeed alive and well and will again be presented in March of 2011. In fact, because of the marked success reported in the media and as observed while walking the floor as a visiting dealer this past March, we have booked a table for the 2011 show. The specific details will be forth coming in our First Quarter, 2011 issue.

INTRODUCTION

What a difference a day makes, or in this case, a few weeks. This column was filled with the mishaps and poor performance of a number of the shows that we had attended during the First Quarter. This time, however, we are reporting on the number of significantly improved shows that we attended. This may seem like a roller coaster, but it is just the way the industry is being plummeted by the economic environment in which we exist and by the many other factors that exert an influence on what has or is happening to our collecting community.

New material continues to be illusive, but some significant progress has been made in the past few months. A number of outstanding items have been located, acquired and prepared and are available for your review at one of the shows that we have booked for our Third Quarter activity.

SECOND QUARTER SHOW REVIEW

With all of the negative remarks recorded here in the last issue, we are very please to share with you the much improved results experienced during our Second Quarter show schedule. We hopefully will be able to sustain these improvements throughout the coming months.

The 24th Annual Spring Santa Clara Coin, Stamp & Collectibles Expo

April 9th through the 11th we attended the Spring Santa Clara Expo at the Santa Clara Convention Center. We were very pleasantly surprised with the improved attendance at the show with good traffic seen on all three days. As is usual, the patron's presence began waning about 2 pm each day, but those present were eager and welcome buyers.

New material presented by the public for sale was also at a reasonably good level allowing us to obtain several nice pieces of Western Americana and a couple of nice groups of Obsolete and Small Size Type Notes. Overall, the level of strength shown at this location continued to reflect the well received performance of the past shows.

The April & May North County Monthly Coin Show

These Sunday-only shows were presented on April 18th and May 2nd, respectively, at the Embassy Suites Hotel in Anaheim, CA. Both shows maintained an intermediate level of attendance by the public but our sales continued to improve at each gathering. Our persistence seems to be paying off as we continue to expand the collector base we had hoped to establish at this venue.

48th Annual Spring Long Beach Coin, Stamp & Collectibles Expo

June 3rd through the 5th we were setup with our recently abbreviated but full presentation at the Long Beach Expo in the Long Beach Convention Center. Here too, the attendance and general activity found at this presentation exceeded our expectations. It was completely unlike what was experienced during the February

Show with a much improved public presence, and a significantly more active dealer participation.

Our opportunities to buy were also on an upswing at this Expo; a nice group of Small Size U.S. Type Notes and another group consisting principally of Obsolete and Confederate Currency were obtained. In addition, a small lot of early California Americana and a few pieces of Postal History also made their way to our table, which we eagerly acquired.

With the levels of activity observed during the first four shows of this Quarter, our hopes were buoyed that perhaps we had turned the "proverbial corner" and that the balance of the Quarter would demonstrate similar performance improvements.

The June North County Monthly Coin Show

Our presence at this show was inadvertently omitted from the itinerary tabulated in our last Newsletter but we were indeed there on June 13th in our usual location. As with the past two shows, we were pleased with the reception we received from the public with improving retail and dealer sales recorded.

The 34th Annual International Paper Money Show

The newly formatted presentation of Lyn Knight's Memphis International Paper Money Show was open to the public June 18th through 20th in the Cook Convention Center, Memphis, Tennessee. The format had been adjusted slightly from that of years past and seemed to afford a more orderly flow of activities. The entrance had been moved to the opposite end of the meeting hall, where early dealer entrants were allowed to wait in the coolness of air conditioning and carpeted floors. The table layout seemed to be more spacious, perhaps with wider aisles. Other than that, things were business as usual from the opening bell with great dealer activity and a significant improvement in public attendance. With the exception of the location of the Exhibit Displays which bisected the bourse making it difficult to navigate from the front of the show to the back through aisles that were not cut off by the displays, the new layout seemed to

work well. This problem has already been acknowledged by the Knight staff and will be corrected for the 2011 show with contiguous aisles running the length of the bourse floor.

New high quality material continued to be difficult to locate, although this was certainly the place to find the best of that which was currently available. We spent several days examining the inventory of a large percentage of the dealers present and were able to purchase a reasonable portion of the items we have had on our "Want Lists". The notes located included Obsolete, Confederate, Fractional and Colonial examples, all of which have now been inventoried, attributed and integrated into stock for our upcoming show schedule. The next task before us will be to update our Website incorporating these new items; a tentative completion date of mid-August has been established as our goal.

The SoCal (Ontario) Coin & Currency Show

We setup at our usual table in the Ontario Convention Center from June 24th through the 26th for this presentation of the Third Ontario Coin & Currency Show. The Bourse activity was quite good from the time the doors were opened to admit the public and remained so for the duration of the three days. As is usual, however, the public presence decreased considerably starting at about 2 pm and was rather sparse by 5 pm. Surprisingly, the number of dealer sales that we recorded picked up considerably compared to the past shows, for which we are very grateful. Overall, this too was a much improved show and therefore will remain on our December calendar.

We were able to purchase three small groups of currency consisting of Confederate, Colonial and Obsolete Notes while recording sales in the Fractional, Large and Small Size U.S. Type and Obsolete categories.

THIRD QUARTER SHOW SCHEDULE

The summer months traditionally reflect reduced show activity. For us this year, hopefully, we will be adding at least one new show to our schedule. The following are our current commitments.

The July North County Monthly Coin Show

On July 11th we will be set up at in the Embassy Suites Hotel for this Sunday-

only show, just off the 91 freeway at the Glassell exit in Anaheim, CA. The public hours will be from 9 am until 3 pm. At the June show we were informed that our request of several months ago to move to the front of the Bourse will be implemented at this July show. Three of the dealers traditionally present are leaving the area thereby making available some previously held table locations. We will now be located to the *left* of the Bourse entrance, against the North wall, approximately in the center of that short wall. We will be presenting our complete Currency inventory, as at the past shows.

The August North County Monthly Coin Show

We return to this one-day show at the Embassy Suites Hotel located at 3100 Frontera Street in Anaheim, CA, on August 1st. As at the last show, our table will be located to the left of the Bourse entrance, about centered in the North wall. We will be presenting our complete Currency inventory. The public hours will be from 9 am until 3 pm.

The 51st Annual Blue Ridge Numismatic Association Convention

During the Memphis International Paper Money Show we were encouraged by several of our dealer friends that surrounded us in the Bourse to attend this annual show in Dalton, GA. We are always looking for opportunities to expand into other quality venues so upon our returned from Memphis we contacted the Bourse Chairman of the BRNA to determine if a table might be available. The Bourse was sold out at that moment, but he is working to try to negotiate with one of the dealers to make a table available for us. If successful, we will be in Dalton, Georgia from Thursday, August 19th through Sunday, August 22nd at the Northwest Trade Center. The Bourse hours will be from 10 am daily until 6 pm on Friday and Saturday and 3 pm on Sunday. We will keep you posted on our progress; if it does not happen this year, we will certainly try again next year. We will be presenting our complete Currency inventory at this location.

The 2010 Golden State Coin Show

August 28th and 29th we will be setup at this annual show presented in the Masonic Center, 50 West Duarte Road in Arcadia, CA. The Bourse hours will be from 10 am daily with closing times of 6 pm on Saturday and 4 pm on Sunday. If our

table location remains as at the last couple of shows, it will be in the middle of the second cross aisle from the entrance. Both our Currency and Postal History inventories will be available for your review.

The September North County Monthly Coin Show

Sunday, September 12th we will be returning to the Embassy Suites hotel in Anaheim, CA for this one-day show. The bourse hours will be from 9am until 3 pm. Our table will again be located against the North wall, to the left of the Bourse entrance. We will be presenting our complete Currency inventory.

48th Annual Fall Long Beach Coin, Stamp & Collectibles Expo & Lobex III

On September 23rd through the 25th we will be set up in the Long Beach Convention Center, Long Beach, CA. The entrance to the show will be off of Pine Street, approximately in the middle of the building. Our booth, number 445, will be located against the wall to the right of the Bourse entrance, approximately mid-way down the first aisle. The hours for the public will be from 10 am daily with closing times of 6:30 pm on Thursday and Friday and 5 pm on Saturday. We will be presenting our complete inventories of Currency, Postal and Western Express History, and Western Americana.

CLOSING THOUGHTS

The redesigned format presented on our Website has been well received. At this juncture, we are tasked with incorporating the new Obsolete, Confederate and Small Type Notes purchased at CPMX and Memphis and project completing incorporation of this material by mid-August. This will be followed by updating of the other categories in the weeks that follow.

As we have noted on several occasions, we continue to frequently reexamine our options to add or drop shows. We have shared with you two such occasions with the addition of The Blue Ridge (hopefully that will happen this year) and the CPMX early next year, which is cast in concrete. We will continue to look at the show schedules available and try to expand our presence, as best we can. We are also currently evaluating attending the ANA Show in Sacramento, CA next year; we will keep you posted on the progress for that venue.