

Welcome to the C.N.A. E-Bulletin Number 10 – April 20, 2005

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INTRODUCTION

In the latest Tour of Duty, official publication of the Toronto Police Association, Susan Boyd, their editor, addresses the point of understanding that your audience is looking for messages that satisfy their needs.

She talks about a communications model involving its purpose, audience, information, benefits, objections and context. In short, your audience is always looking for messages that satisfy their needs. By identifying and appealing to those needs, you are much more likely to be a persuasive communicator. But what is it we are trying to persuade you in our communications through the C.N.A. E-Bulletins? Certainly you must think a bit more highly of the Canadian Numismatic Association. And that fact alone makes it worth our while.

So, what is your need? You can get trends, dealer ads, reports of new issues, new finds and a lot more from the numismatic press, club newsletters and association bulletins. You don't need the C.N.A. E-Bulletin to repeat it all here. In attempting to identify the readers' needs, I come to the conclusion that my original recommendation to the C.N.A. President and his executive of dealing with lighthearted news and humor almost exclusively is a formula that suits my style well and, as far as I know, fills a void in putting some fun back into the hobby.

And what is your editor's need? Ego needs, Self-esteem? Self-confidence? Self-fulfillment? Maybe, but I like to feel it is the fun I get out of gathering up the information, adding my own comments and sharing them with over 2,000 collectors and dealers, most of whom (all except maybe two) take this hobby way, way too seriously!

WE HAVE MAIL

From Lou Fontaine: "Re if you got too much money dispensed at an instant teller. If I got too much money after hours, I would enquire about it the next day and see what they say. Morally, one should return the money, but it may be that the bank would let you keep it because it would cost more to straighten the matter out than leave it. Oh yeah, don't talk to a teller, talk to the manager. A teller who is not entirely honest would be able to pocket it if you return it. So what would I do? Discuss and return it directly to the manager of the bank personally, if requested. Your honesty might still pay off." – Your editor was actually thinking of giving it to the woman on welfare that found some money, turned it in to a bank that it didn't belong to, received a reward of \$2,000 and then had the government telling the woman they would "claw back" her welfare payments, but the government would only wind up "clawing back" the \$20.

From Mike Hollingshead: "For a long while I thought the e-journal would be a hit on Danforth Avenue! I thought the CNA was actually producing a bilingual newsletter (English/Greek)." – To let everyone in on the humor, Danforth Avenue in Toronto is so heavily populated by people of Greek origin that even the street signs are bilingual (English/Greek). The upper part of each sign names it as being officially designated by the City of Toronto as a tourist district called Greektown.

From Lou Fontaine: "I enjoyed the stories about people asking about coins. Can't believe people actually say or do these things." – More this issue. More next issue. Keep them coming, Tony Swicer!

From Lou Fontaine: "What a difference a space makes. In your billionaire story, you stated that poor Bill is still #1 but is "worthless" today ... Poor Bill and worthless go together quite well. Worth less would have given it an entirely new meaning. See below for another gem." – You caught us. Of course we meant "worth less"...by \$200 million to be exact...not "worthless." Good thing Bill didn't read the last issue and unleashed a lot of viruses on us!

TYPOGLYCEMIA

by Lou Fontaine

Don't delete this because it looks weird. Believe it or not you can read it!

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CUSTOMER OF THE WEEK/ PHONE CALL OF THE WEEK

By Tony Swicer

Another installment from a segment in my talks at the local club meeting called "customer of the week" or "phone call of the week." These are true stories of people who have called or come into the coin shop.

1. "Do you sell your sets at the same price as the US Mint?"
2. A lady comes in and tells Ray to stop calling her and trying to sell her coins. "Don't call me any more." We didn't have a clue what or who she was talking about. We are not telemarketers.
3. A guy calls and says he has a \$1000 bill and what is it worth? I said, ballpark \$1100. He brings it in, it's from Peru, it's worthless.
4. A guy comes in with a 1858 flying eagle cent in fine condition. What is it worth? I said when it's heavily cleaned, all prices drop drastically. He says, "What do you mean, I clean all my coins, I don't like tarnish."
5. Here's a typical one I get all the time in connection with the internet. My grandmother died and she left me this 1915 \$2-1/2 gold piece. I saw one on e-bay for \$3300, no spots, nothing, mine is perfect. I said, "was the one on eBay certified?" He says, "what does that mean? Anyhow, he brings it in and it is an XF worth \$120.
6. A guy comes into the coin shop and asks "how do I get a license to sell hot dogs on the corner?" I said, " go to the Palm Beach county tax collector."
7. At our store we have double locking security doors. Only one door will open at a time, both coming and leaving the shop. That being said, this couple comes in the front but they will not close the outer door, so we can't let them in the inner door. I kept yelling at them to close the outer door, but they would not listen, so they left.
8. We get a phone call, "do you buy coins? Yes. "I can't find you, where are you?" We are on the NE corner of Congress and Forest Hill. "Where are you?" He is by Abby Road on Military Trail in Palm Beach Gardens 10 miles away.
9. A guy comes in with a rock and asks if we do assays. Ray says that it looks like fools gold, where did you get it? The guy says, "in a bag of rocks at Home Depot."

10. A call, "I've got a rare coin, a 1943 copper penny and I want \$330,000 for it." Ray says, "the last one sold for \$42,000." "OK, I'll take it." He comes in and it's a 1942 penny. He says, "are you sure" I said, "here use my magnifier." He says, "Yea, it's 42" (the guy is blind), and he drives off into traffic honking.

11. A guy comes in and he tells me he has a 1913 V-nickel that he keeps in the trunk of his car (all rusted out), in styrofoam.

12. One of our customers who likes to frequent pawn shops bought a fake California gold piece for \$25. The pawn shop told him it was worth \$100, but they would let him have it for \$25. They let him have it alright.

13. A guy calls on a 1988 Canada 10 piece \$20 coin set. I said that I just sold a set for the exchange rate of \$144. That's 72 cents to a US dollar. He says, "well when you think about it, the exchange rate is just about the same." I said, "no it isn't, it's 72 cents to the dollar.

14. A guy comes in with some buffed up dollars he bought on (an Internet site) for \$16 each. They were heavily polished worth \$4 each. I told him to sell them to the same Internet site.

15. A guy wants to buy 600 2X2 cardboard holders at 4 cents each for his circulated Jefferson nickels. I tried to talk him out of it by telling him that the nickel and the holder cost him 9 cents, but all he has is a nickel worth 5 cents. He wouldn't listen and has since bought thousands of 2X2 holders for his face value coins.

ANOTHER REASON NOT TO CLEAN COINS

We have all read about the phenomenally high pricing obtained for items with Jesus' image mysteriously appearing on it.

Then there was the water that Elvis didn't drink that drew bidders to eBay and sold for \$455 US, followed by a roll of toilet paper the Beatles refused to use. The roll had a starting price of £40,000 (\$92,358 Canadian) because it had a documented history. The Nutrigrain cookie with a design of E.T. clearly visible went for the low, low price of only \$786. Even the potato shaped like a pair of butt cheeks sold for over seven-and-a-half times the asking price, at \$7.50.

We will have to get out our toned coins to see if we can figure out what the toning might look like so we can put it on eBay at hundreds of times its real value!

ANYBODY OUT THERE COLLECT CELEBRITY CREDIT CARDS?

In a recent issue of People Magazine, it mentions that Elton John had his photo included on his signed credit card that he obtained in 1998 in case anyone attempted to pose as the Rocket Man. They illustrated his colorful and obviously one-of-a-kind MasterCard from Citibank.

Every coin collector we know has a number of expired credit cards in their collection. But we were wondering what this type of unique card could be worth? You dedicated credit card collectors, what would you pay if you had the opportunity to bid on Elton John's card. Let us know at cnanews@look.ca. We are not competing with eBay or offering it for sale, just wondering.

AND HOW MUCH WOULD YOU PAY FOR A COUNTERFEIT CREDIT CARD

A U.S. warrant has been issued for a B.C. man accused of heading one of North America's largest phony credit card rings, which allegedly included a card-making factory. He is wanted for conspiring to produce and traffic in counterfeit devices. The U.S. attorney's office alleged that frauds led to banks losing millions of dollars.

We think that most of you will say that credit cards, although a numismatic collectible, would not be worth much. But what about a counterfeit credit card?

Most paper money collectors have, or want to have, a counterfeit note in their collection. A number of collectors we know have lead 25 cent and 50 cent counterfeit coins in their collection. Token collectors boast a number contemporary counterfeits. So how much would you pay for a counterfeit credit card to add to your collection?

ARE McDONALD'S, BURGER KING, DENNY'S, CREDIT CARDS IN THE OFFING

Remember not that long ago, you could not use your credit card at grocery stores because the powers-that-be thought you might abuse it and purchase food that you really didn't need to buy and work yourself into debt? Remember at the same time, you could use your credit cards to buy meals at expensive restaurants, booze at liquor stores, five-star exotic vacations, large state-of-the-art television sets, overpriced electronic gadgets and more?

Well, we've come a long way, baby! Not only are credit cards now accepted at grocery stores, department stores and drug stores, but we have been reading for a while now that the fast food outlets are accepting credit cards.

We expect to hear before too long that every fast food chain in North America...all 600 of them...will be issuing their own credit card to take advantage of the 24.5% interest we are willing to pay them!

WHAT DO HAMBURGERS AND COINS HAVE IN COMMON

And while we are on the subject of hamburgers, did you read that standardized food labels are finally coming to your local fast food places?

It strikes us ironic that we have graded and slabbed and labeled coins for years, yet some of the stuff we put into our bodies that could kill us is just getting labeled now!

QUOTE OF THE WEEK

by Mike Hollingshead, a past President of the Ontario Numismatic Association, as published in Canadian Coin News of St. Catharines, Ontario.

"The better clubs will have some dealers in attendance and also feature an auction of material that has been submitted to an auction chairman prior to the meeting night. This material can then be graded, described and published ahead of the meeting, so members can study the listings and determine whether they are keen to acquire something. A good auction will contain a mixture of better quality material in a variety of price-ranges. A 30- to 40-lot auction seems to be appropriate for ending off a meeting. Consistency in grading and pricing is important. Members should get good value for their money and consignors should get adequately compensated. Most clubs charge only a modest fee to the consignor."

MEDALS GOING TO THE DOGS

A couple of years ago, when I was editor of another bulletin, I came across a talk radio program involving the awarding of medals to canines involved in heroic acts. I called the organizers of the award and found out they awarded stock medals that can be purchased from Trophy outlets for a couple of bucks. I expected, because of the prestige of the award and the love of owners for their pets, that the award would be a special presentation medal unique to the sponsor.

Recently, I read a column in The Toronto Star that four dogs were inducted into the Purina Animal Hall of Fame. Accompanying the article was a picture of one of the dogs wearing the same stock medal around his neck.

I was hoping that following my telephone call inquiring about the medal, that they would consider a special presentation medal bearing their company logo and the name of the award. Do you know of other special awards using a stock ribbon? Can we shame Purina into creating a special presentation medal? We might even start a contest asking for your recommendation as to an appropriate design.

CLAIM TO WORLD'S FIRST COLORIZED COIN DISPUTED

Funny how the people who don't know what they are talking about can get past the editors, even at newspapers that should have the resources to do some investigating.

Kathleen Slater of Ajax, Ontario, had the following letter published in The Toronto Star, Canada's largest daily newspaper, awhile ago:

"While I think the idea behind our new quarter is great, I must dispute the claim as 'first in the world.' The United Kingdom issued a 5-pound coin in June to commemorate D-Day and in the middle of the coin was an enameled poppy. This was the first colored coin in the world."

John Regitko, Executive Secretary of the C.N.A., wrote a letter to The Toronto Star to correct the misinformation contained in her letter: "Kathleen Slater of Ajax has it all wrong. In her letter she states that the Royal Canadian Mint is wrong in claiming credit for the world's first colorized circulating coin. Instead, she gives credit to the British Mint for their 5-Pound commemorative D-Day coin as a circulating coin that is part of a special collector's set of 3 coins available for \$299.95CD.

"The British 5-Pound was never issued. At that price, it can hardly be called 'circulating.' Even the British Mint's Website at www.royalmint.com does not claim it to be a circulating coin."

Regitko's response was not deemed worthy to be published, no doubt leaving over a million readers with the impression that the Royal Canadian Mint lied in their press releases.

Once the ball starts rolling, it is sometimes difficult, if not impossible, to stop it. For example, a local Ontario coin club bulletin published Kathleen Slater's letter, leaving their club members with the same impression. How many others have, or will, pick up the misinformation?

With publishing deadlines and lack of informed staff, it is sometimes too easy to get Letters to the Editor published containing misinformation. If you have some examples of misleading or completely erroneous information being published in the non-numismatic press (or even the numismatic press for that matter) about this hobby, send details to cnanews@look.ca.

POPPIES IN THE WINTER

And speaking of the Poppy quarters (no letters please about the fact that Canada does not have a quarter but a 25-cent piece, because we are guided by common use), are we addicted to coffee or what? Not coffee perked at home by the spouse, eh, but the type you are willing to drive a ways to your local cafe. And not just any coffee. It's got to be Tim Hortons, eh!

A question came to mind as I looked out the window over the past Winter and saw all that snow coming down: at what degree of coldness, at what amount of snowfall, at what degree of danger driving in the snow and slush and ice, are we willing to give up driving to Tim Hortons to get another Poppy Quarter? Another one of 30 million that will be available soon?

AVAILABILITY OF POPPY QUARTER

Not one wanting to start a rumor, but have you run into a situation where you line up at the same Tim Hortons, get served by the same staff and are told they are out of Poppy Quarters, but some magically appear when the people behind you ask for one? Could it be that employees have been told that they should ration them and not give them to regulars time and again?

What have you run into? Let us know at cnanews@look.ca. Are there any Tim Hortons employees or ex-employees that want to make a confession? We guarantee anonymity.

HOW DOES YOUR CLUB SELECT YOUR NEXT CLUB TREASURER

A club can count many talented people amongst its membership, from journalists, engineers, lawyers and accountants. According to a rumor that I am just starting, the President of your local club is making provisions for the time that your Treasurer might be stepping down.

Apparently, your President contacted four people for an interview to fill the Treasurer's shoes when the time came. He devised a simple test to select the most suitable person for the job. He asked each applicant the question; "What is two and two?"

The first interviewee had a journalistic background. His answer was "Twenty-two."

The second applicant, with an engineering background, pulled out a slide rule and showed the answer to be between 3.999 and 4.001.

The next person was a retired lawyer. He stated that in the case of Aaron vs. Graham et al, two and two was proven to be four.

The last applicant was an accountant. Your President asked him, "How much is two and two?" The accountant got up from his chair, went over to the door and closed it then came back and sat down. He leaned across the desk and said in a low voice...."How much do you want it to be?"

We have found the Treasurer's replacement!

MORE CONGRATULATIONS TO THE RCM

Over the last few issues, we have been congratulating the staff of the Royal Canadian Mint. They have been popularizing this great hobby of ours with their circulating commemorative coinage that has everyone looking at their change.

The Mint has announced the introduction of a number of collectors coins involving the popular theme of the 60th anniversary of Victory in Europe (VE) Day. One of the coins features a non-reigning monarch, the first time this has happened on a Canadian coin since Confederation. A Canada Day coin with a beaver, a colored coin featuring the monarch butterfly, selective gold plating on the golden rose coin and the second coin of a series on lighthouses round on the new releases.

For the stories behind the new coins, go to www.mint.ca.

ONA CONVENTION RECEIVES RAVE REVIEWS

My wife and I have barely returned from one of the best numismatic conventions we have attended in a long, long time: the annual convention of the Ontario Numismatic Association,

hosted by the Nickel Belt Coin Club. Normally, people wish conventions to be held in the heart of things and not some place over 4 hours north of Toronto. But the many people that made the trek were not disappointed. The locals came out with their numismatic accumulations and sold a lot of product to the dealers on Saturday morning. Later that day, the tables seem to turn where dealers did well selling to local collectors. The banquet, attended by 66 well-fed (all-you-can-eat buffet) collectors and their spouses enjoyed one of the most lively and entertaining Masters of Ceremonies, Bob Ross. The guest speaker, Gerry Albert, who was the Convention's General Chairman and is the President of the Nickel Belt Coin Club, reminisced about his involvement in the hobby in a light-hearted and humorous presentation. The variety and quantity of items on the dessert table was phenomenal.

The last time the Nickel Belt Coin Club hosted a major convention was in 1971, when they also hosted the ONA. Gerry Albert was also General Chairman at that time. During his long-time involvement with the ONA, Gerry served as ONA Area Director for 26 years as well as moving up to ONA First Vice President.

Exhibit award winners in the non-category system were Bill Waychison for 3rd place, Dorte Brace for 2nd place, and Bruce Brace for Best of Show. The announcement was made by Paul Johnson, head judge, who was assisted with the judging by Norm Belsten and Dick Dunn. The People's Choice Exhibit Award went to Dorte Brace. Although the exhibits were not plentiful, they were certainly top-notch. Toby Grimminck had a fantastic non-competitive display of Canadian Tire money, trade dollars and Canadian decimal coins that took over ten 8-foot tables to display. He has agreed to bring his display to the CNA Convention in Calgary in July.

Paul Petch, Chairman of the ONA Awards Committee, described the reason for the awards at the Banquet very well: "We have reached that part of the evening where we recognize those members of the ONA whose collecting passion has taken them beyond the simple accumulation of specimens and has brought them to the forefront of the organized hobby of numismatics in the Province of Ontario. For these people the collecting experience brings numismatic organizations and numismatic friends to a place that will always outshine the materialism of their collection itself. To recognize such people, it is the purpose of the ONA Awards Committee to accept nominations from ONA members for the Award of Merit and the Fellow of the ONA Award." He then announced the recipient of the Fellow of the ONA as Gerry Albert and his brother, Rolly, who was unable to attend the convention for health reasons to personally accept the award. The recipient of the ONA Award of Merit, their highest award, was presented to Bill Waychison for his long and dedicated service to the ONA, C.N.A. and local numismatics, including serving as the Chairman of National Coin Month for 5 years and the C.N.A.'s Club Services Chairman for the past 4 years, a position he currently holds. The selection of the recipients was made by Paul Petch (Chairman), assisted by Don Robb, Mike Hollingshead, Chris Boyer and Tom Rogers.

The C.N.A. manned a complimentary C.N.A. Information Table and obtained 15 new members, including 6 Junior members, as well as signing up 4 collectors to the CNA/NESA Correspondence Course.

Tom Rogers was re-elected by acclamation to another 2-year term as ONA President. Even though he has had some major health issues in the past, he was seen at many coin club meetings and shows throughout Ontario over the past two years promoting the ONA and the convention. Hard work and dedication by Tom, with the support of his wife and the balance of the Executive, assure that the ONA will continue to be a viable and active numismatic organization. Ray Desjadins was elected 1st V.P. and Paul Petch 2nd V.P.

The grand prize in the ONA Dream Vacation Draw, consisting of either a \$1,500 travel voucher good through any travel agency in Ontario or \$1,250 cash, was won by Bill Poulos of London, Ontario. The Ingersoll Coin Club sold the winning ticket and received \$100. Second prize of a \$100 Canadian gold coin was won by John Werner of Elmira, Ontario (sold by the Waterloo Coin Club). The five runners-up each received a 2005 Oh Canada coin set: Lee Karns of Tillsonburg, Karen Cedar of Windsor, Dennis Cailie of Windsor, Marian Ross of Sudbury and Kelly Smith of St. Catharines.

The volunteers in the Hospitality Suite...Louise, Betty Lou, Betsy, Candice and Marilyn...went all-out. They brought sandwiches, donuts, coffee and cold drinks to the dealers throughout the 2-day convention.

ONA President, Tom Rogers, stated: "I cannot give the members of the Nickel Belt Coin Club enough credit in hosting a very successful convention. The cooperation received from the members of the Nickel Belt Coin Club and their convention committee is greatly appreciated."

Our congratulations to the Nickel Belt Coin Club and the ONA for a fantastic convention!

SHOW BUSINESS

APRIL 30/MAY 1, Niagara Falls, ON - TLC Show, Ramada Suites, 7390 Lundy's Lane, Niagara Falls, ON. Hours: Sat 10 a.m. to 5 p.m., Sun 10 a.m. to 4 p.m. Auction by Rick Simpson on Saturday 6 p.m. Free Parking. For more information, contact Linda Robinson (905) 309-5967 lindann@sympatico.ca or Tom Kennedy (519) 271-8825.

MAY 1, Windsor, ON - 54th Annual Spring Show, Caboto Club, 2175 Parent Avenue. Hours: 10 a.m. to 4 p.m. \$1 admission includes draws for hourly door prizes and a grand prize. Juniors admitted free. Free parking. Sponsor/Affiliate: Windsor Coin Club. For more information, contact Margaret Clarke at (519) 735-0727 or mclarke@wincom.net. The C.N.A. will be manning an Information Table.

MAY 1, Vallejo, CA - 33rd Annual Vallejo Coin & Collectibles Show, Vallejo Elks' Lodge #559, 2850 Redwood Parkway. Hours: 9 a.m. to 4 p.m. Sponsor/Affiliate: Vallejo Numismatic Society. Information from Michael "Stan" Turrini at EMPEROR1@juno.com.

May 5-8, 2005 – St. Louis, Missouri – Central States Numismatic Society's 2005 Convention. America's Center, St. Louis, Missouri. Details at www.centralstates.info.

MAY 14, Peterborough, ON - Peterborough Coin Club Show, Portage Place, 1154 Chemong Road. Hours: 9 a.m. to 4 p.m. Sponsor/Affiliate: Peterborough Coin Club. For more information, contact Colin (705) 742-0114.

MAY 15, Moncton, NB - Coin Cabinet Collector Show, Howard Johnsons Brunswick Hotel, 1005 Main Street. Hours: 10 a.m. to 4 p.m. 65 bourse tables. For more information, contact Brian Bell or Mike Wilson at (506) 857-9403.

MAY 20 - 22, Hamilton, ON - TNS, Ramada Plaza Hotel, 150 King St. East. Dealer setup Friday from 2 p.m. Open to the public Saturday and Sunday at 10 a.m. Adults \$4, seniors and young collectors \$2. Auctions by Jeffrey Hoare Auctions, Inc., Saturday and Sunday. Sponsor: The Canadian Association of Numismatic Dealers. More information from Terry MacHugh at (905)

570-2434 or e-mail cand@cogeco.ca.

May 20-22, 2005, Columbus, Ohio - Ohio State Numismatic Association's 2nd Annual OSNA State Coin Show at Veterans Memorial Coliseum, 300 W. Broad Street, Columbus, Ohio. Rooms available at "The Columbus" a Renaissance Hotel, 50 North Third Street by calling 614-228-5050. Bourse setup Thursday 4:00 to 9:00 p.m. Open to public Friday, Saturday, and Sunday at 10:00 a.m. each day. The C.N.A. will be manning an Information Table.

C.N.A. AT UPCOMING COIN SHOWS

A number of you came and introduced yourself at the ONA Convention in Sudbury. If you are in Windsor on May 1, visit us at the Windsor Coin Club Show at the Caboto Club, 2175 Parent Avenue. It's a measly \$1 admission with draws and free parking.

CONCLUSION

Do you realize that putting out up to ten full MS Word pages every ten days is a heavier writing chore than the well-paid editors of commercial numismatic publications have to carry? They have a team of reporters to assist them. Your editor sits alone at his computer. With not even the C.N.A. President critiquing the content of each issue before it is e-mailed, it places a heavy burden...both in time and in content...on your Editor.

When your Editor goes out of town and is not available on the due date of the next bulletin, will anybody even notice? Like this bulletin that you just finished reading a day late!

Your C.N.A. E-Bulletin Editor
Canadian Numismatic Association

The Canadian Numismatic Association is a not for profit organization devoted to serving those who enjoy coin collecting/numismatics by promoting fellowship, communication, education and providing advocacy and leadership for the hobby.

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