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## **The Best Secured Coin Shows for 2017**

**Brentwood, Tennessee**—Colonel Steven Ellsworth, ret. of the Butternut Company has announced the annual selection of “**The Best Secured Coin Shows for year 2017.**” COL Ellsworth personally attended over 36 coin shows and conventions in 2017, closely observing and evaluating the various types of security measures provided to both dealers and the public. In addition, he receives numerous reports from across the nation from coin dealers, collectors and crime-incident reports from the media and law enforcement sources. This is the 20<sup>th</sup> year a report with show-listings has been named.

"For the past 20 years, I've had the privilege of helping new- as well as experienced dealers by writing articles regarding security. I am also a principal instructor on how to build a solid, successful business and teach sound security protection-measures during the American Numismatic Association's (ANA) Summer Seminars in Colorado Springs. By all accounts, these educational sessions have been rewarding for the students as well as from the *physic income* I garner from the students and the other attendees," said Ellsworth.

He went on to describe some of his instructional techniques in which he requires students to create a basic balance sheet for the fictitious ABC Coin Company. When students list the assets of a typical coin business, by far, the single most valuable asset of the company's is the inventory of coins, noting that most students do not own a stationary store-front. If all- or most of a company's inventory is lost, the survival of the coin business will be questionable. If this basic financial reality is correct, then why not implement as many security strategies and measures possible to minimize such risks? The answer is usually the same; "*This is the way we have always done it and have not had a problem yet*". With that logic, why not cancel your home liability, fire and flood insurance since you have not had a claim since you owned your home? In today's social and economic environment, whatever you can do to improve your own- as well as your family's security- is never enough.

This year there have been over 115 coin and currency crimes reported during 2017. Violent crimes have decreased but there has been an increase in robberies and thefts that in all likelihood will continue through 2018. The coin business creates very lucrative target for criminals, especially since many of our hobby's gathering sites are well-advertised.

"Over the years, I continued to address and emphasize two very important items to help manage the risks associated with valuables:

**1st;** develop a written security plan. The casual disregard in the need to draft a written security plan, by the majority of dealers and collectors, is still a major security lapse facing our industry. It does not

matter if you're a part-time dealer, collector or employed by one of the major numismatic firms, without a written plan, you are not being pro-active in managing risks against you and/or your business. "If it is not a written plan, your security plan is just an idea"! Remember; your plan is relevant and remains dynamic when it's updated, actively engaged (used) to keep pace annually with your business trends, travel schedule, or hobby pursuits. Plan to review and update your business's security plan in January!

**2nd; NEVER, LEAVE VALABLES UNATTENDED** in your vehicle. This rule is so basic; yet, for over twenty years after emphasizing this simple, basic security measure, it is still ignored. Every other week, I get a report of a dealer or collector has had their collection and inventory stolen when it was left in an unoccupied vehicle. Occasionally, most of us have had to leave a vehicle unattended, while transporting valuables, consider yourself lucky...simply lucky! It only takes 15 seconds for a thief to gain entry into your locked vehicle. As predicted, several dealers or collectors were virtually wiped-out from theft and terminated their businesses, while some collectors relinquished the hobby altogether.

Why are these two simple security measures so difficult to grasp and yet seem so seldom followed? Ask the many victims of theft. Most will usually respond with "I can't believe this happened to me".

"Don't make a mistake which lessens your safety, security and life," stated Ellsworth.

The American Numismatic Association has been proactive for a number of years by offering security courses during their Colorado Springs, Summer Seminar Sessions. They have also co-sponsored seminars with the great job Doug Davis of Numismatic Crime Information Center is doing with Federal, State, County and Local law enforcement officers on how better to investigate numismatic crimes. This year's Summer Seminar will offer our first 2-evening security course "Safety First: Security for Dealers and Collectors" in addition to "The Business of Being a Coin Dealer". If you are planning to attend please sign up early as space is limited. If you have not made plans to attend, do so. These two courses are well worth your time and consideration regardless the size of your business. For more information on these courses contact: Amber Bradish, ANA Education Project Manager 719.482-9865, Email: [abradish@money.org](mailto:abradish@money.org).

"All shows listed below were actually attended by our company or our representative. It is evident that some show-managers or promoters are taking the safety of their exhibitors and attendees more seriously; however, many still are not prosecuting shoplifters. Simply throwing a shoplifter out-of-a-show creates an incentive to repeat their crimes; as well as an example for other criminals to follow. Even though it's time-consuming and somewhat costly, dealers and bourse-chairs must accept the responsibility to prosecute an offender. On a final note; when performing security personnel briefings, remind security personal to refrain from casual viewing or surfing the internet from I-pads or cell phones when working; and, limit their use to only "must answer" calls. It is impossible for them to be texting and still be vigilant when it comes to security. Security is one of the top three expenses of

running a show so insist on receiving what you have paid for. Go over what is expected before any agreement you make.

Below and in **alphabetical order**, are some of the shows attended in **2017**, which placed security as a top priority, rather than a bi-product of the show. The objective in formulating an annual list is to help ensure security measures remain on the "forefront" to aid dealers and collectors in safely managing the risks posed from theft or criminal acts, which can result in loss, bodily harm or even death," commented Ellsworth.

- **American Numismatic Association World's Fair of Money Show, Denver, CO.** Security was continually provided by plain clothes private security and uniformed Denver police. Security has continually improved each year. There was excellent security in and out of the facility during set up and breakdown. All security officers are tied into a monitored communication net. Registration and name tags were required for all attendees. The ANA staff and board continue to be proactive in to reduce crime and improve the safety of its members and staff and the entire hobby through their excellent educational and awareness programs. This organization has and deserves to be commended for their efforts to keep the security of exhibitors and attendees safe.
- **Blue Ridge Numismatic Association, Dalton, GA.** Security is continual provided by off-duty uniformed Walker County Sheriffs, off duty GBI agents and private security. Security is provided in and out of the facility during set up and breakdown. Unloading and Loading is under watchful security personnel. Security personnel continually walk the show floor to discourage shoplifting. Registration and nametags are required for all attendees. They like many other shows have an officer in a marked patrol car near the show entrance.
- **Colorado Springs Coin, Currency and Collectibles Show, Colorado Springs, CO.** Security is provided by a private security contractor with extensive military and civilian experience. Security is excellent in and out of the facility during set up and breakdown. Parking areas are also patrolled before, during and following the show. Registration and nametags are required for all attendees. The show is well attended by ANA summer Seminar Students who are required to display their credentials. The bourse chairman makes security a critical part of his event plan.
- **Central Ohio Coin Club, Dublin, OH.** Security is provided by off-duty Dublin police officers. Security in the past assisted in making arrests, the booking and jailing show thieves. Registration and nametags were required for all attendees. Dealers are allowed to load and unload at the front doors of the facility. Again with all shows, collectors and dealers leaving a show need to immediately implement their own individual plan on their remaining travel to avoid theft.
- **North Carolina Numismatic Association, Concord, NC.** Security is continual provided by off-duty uniformed County Deputy Sheriffs. Security is provided in and out of the facility during set up and breakdown. Unloading and Loading is under watchful security personnel. Security personnel continually walk the show floor to discourage shoplifting. Registration and nametags are required for all attendees. They also display a marked patrol car near the entrance.
- **Pacific Northwest Numismatic Association, Tukwila, WA.** Security is provided by Tukwila Police. Security is constant from setup and breakdown, in and out of the facility. It is continuous during the show. Officers do an excellent job of keeping watch of the parking and loading areas during setup and breakdown. Registration and nametags are required for all attendees. Security personal are highly visible during all aspects of the event.
- **Pennsylvania Association of Numismatists (PAN), Monroeville, PA.** Security is provided by a private armed security firm wearing distinctive company clothing. Security is provided in and out of the facility during

set up and breakdown. Registration and nametags were required for all attendees. Dealers are allowed to back up to the loading docks for unloading and loading. As with all shows, collectors and dealers leaving a show and the security provided must immediately implement their own individual plan on their remaining travel to avoid theft.

- **Tennessee State Numismatic Association, East Ridge, TN. Security** is provided by East Ridge Tennessee Police. The show's organizers put security high up on their plans for running a safe and secure show. Security is excellent from setup to breakdown with uniformed officers keeping a careful watch of activity on the bourse, parking areas, entrances and exits of the facility. Officers are well equipped with all the necessary weapons and equipment to handle most any incident and extra patrols are made during and after show hours. A patrol car is parked in a strategic location and dealers are escorted to their vehicles. Registration and nametags are required for all attendees.
- **Texas Numismatic Association, Arlington, TX Security** is provided by Doug Davis of Numismatic Crime Information Center and off duty Arlington police. Security is excellent from setup to breakdown with both uniform and plain clothes officers keeping constant vigilance of the bourse, parking areas, entrances and exits of the facility. Officers are well equipped with all the necessary weapons and equipment to handle most any incident. Registration and nametags are required for all attendees.
- **Whitman Baltimore Coin & Currency Convention, Baltimore, MD.** Security is continually provided by private security and uniformed Baltimore City Police. Unloading and loading is in a gated section of the convention center and provides better than average security for dealers un-loading and loading. All security officers are tied into a monitored communication net. Registration and nametags are required for all attendees. This show has grown to one the largest in the country and their security has adjusted accordingly.

COL Steven Ellsworth is a retired Army Colonel with over 32 years of service. His many assignments include serving in the Army's Special Forces (Green Berets) as a Ranger. In addition he has had assignments as a Physical, Intelligence and Communication Security Inspector. He has received highly specialized training in anti-terrorist, physical, intelligence and personal protective security. He currently is a full time coin dealer and a collector and has served on many numismatic boards. He is a certified Master NRA Instructor and has been an instructor for the American Numismatic Association during the Summer Seminar in Colorado Springs numerous times over the past two decades. He currently serves on the Board of Governors of the ANA.

Colonel Ellsworth has written many articles on coin collector security over the last twenty years. After receiving constant inquiries from collectors and dealers as to what type of security they could expect when attending various shows throughout the country and overseas, Colonel Ellsworth began to recognize those shows that did an outstanding job providing security. This is the 20<sup>th</sup> year a list has been named. For more information and tips on security, go to his website at [www.Butternut.org](http://www.Butternut.org). Or contact Colonel Steven Ellsworth, email; [BUTTERNUT@Butternut.org](mailto:BUTTERNUT@Butternut.org) Address; PO BOX 2869, Brentwood, TN 37024.