

Earning Collections Merit Badge



- Many people collect different items, usually because they like them, but also because it could be a financial investment.
- This educational display will help you understand the steps involved in earning your merit badge.
- Take time to visit each banner to explore the requirements and see examples using different types of collections, from Scouting memorabilia to cars!
- Pick up a Collections MB Workbook to take with you so you can begin working toward your badge. (If workbooks are gone, please take notes to refer to at your leisure.)
- We hope you enjoy building and displaying your own collection for many years to come!



Collections MB Workbook



1. Prepare a short written report or outline for your counselor, giving a detailed description of your collection *, including a short history. Be sure to include why you chose that particular type of collecting and what you enjoy and have learned from your collection.

- _____
- _____
- _____
- _____
- _____

* Stamp and Coin Collections are excluded from eligibility for this merit badge.

2. Explain the growth and development of your collection.

- _____
- _____
- _____

3. Demonstrate your knowledge of preserving and displaying your collection.

a. Explain the precautions you need to take to preserve your collection, including

- 1. Handling _____
- _____
- 2. Cleaning _____
- _____
- 3. Storage _____
- _____

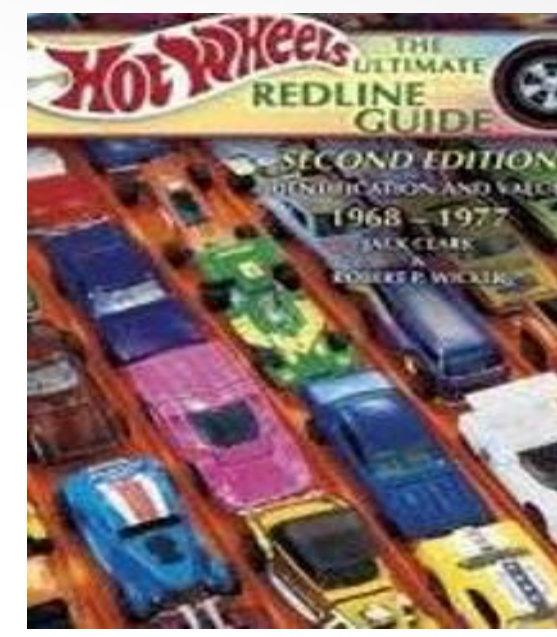
b. Explain how best to display your collection, keeping in mind preserving as discussed above.

- _____
- _____

c. Explain to your counselor the events available for a hobbyist of this collection, including: shows, conventions, contests, seminars, and museum programs or exhibits.

- Shows, _____
- Conventions, _____
- Contests, _____
- Seminars, _____
- And museum programs or exhibits. _____

Collections MB requirements



4. Demonstrate your knowledge of collecting and investing. Discuss with your counselor:
a. How investing and speculation would apply to your collection.

- _____
- _____

b. What you would look for in purchasing other collections similar to yours

- _____
- _____

c. What you would expect in return value if you decided to sell all or part of the collection

- _____
- _____

5. Do the following:

a. Discuss with your counselor at least 10 terms commonly used in your collection and be prepared to discuss the definition of each. Term - Definition

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____

b. Show your counselor any two groups from your collection.

- Group 1: _____ Group 2: _____

Collections MB requirements



Explain how you organized your collection and why you chose that method. (Note: If your collection is too large to transport and your counselor is unable to view your collection directly, photographs should be available to share.)

c. Explain how your collection is valued by other collectors, and display to your counselor any price guides that may be available.

d. Explain how your collection is graded for value, physical defects, size and age.

- Value: _____
- Physical defects: _____
- Size: _____
- Age: _____
- Show the various classifications or ratings used in your collection.
- _____
- _____
- _____

e. List the national, state, or local association(s) responsive to your collection.

f. Show the location of and explain to your counselor the identification number (if applicable), Series, Brand name (if any), and any other special identification marks.

- Identification number (if applicable): _____ Series: _____
- Brand name (if any) _____ and any other special identification marks: _____

6. Discuss with your counselor the plans you have to continue with the collection in the future.

7. Discuss with your counselor why and how collecting has changed and how this applies to your collection.

- _____

8. Find out about career opportunities in collecting.

- Pick one and find out the education, training, and experience required for this profession.

- Career: _____
- Education: _____
- Training: _____
- Experience: _____

Discuss this with your counselor, and explain why this profession might interest you.



Definitions Used in Collecting

Collecting: Seeking, locating, acquiring, organizing, cataloging, displaying, storing, and maintaining **items of interest to an individual.**

Collector: A *Generalist* collects everything within an interest area. Someone who is *Focused* has selected a subtopic within the interest area.

Collectible: Items that are less than 100 years old; most are commercially made. Toys, patches, hats, and vehicles are samples of collectibles.

Antique: Items that are greater than 100 years old, they are hand-made and usually fewer in number.

Some individuals also collect **Natural Objects** such as butterflies, bird eggs, insects, rocks, and seashells, usually for their uniqueness and beauty.

Outline of a Collection



GI Joe Action Figure: Vintage Joe Circa 1964-1976

Description: If I am a *Generalist*, I collect “Toys.” If I am a *Focused* collector, I collect “GI Joe Action Figures.”



History: “GI Joe” was introduced in 1964 and inspired the term “Action Figure” to make it easier to market to boys. From its introduction until its retirement in 1976, the figure is termed “Vintage Joe.” It was reintroduced in 1982 as “GI Joe Real American Hero.” Over the years GI Joe has come in many size varieties, from 12” down to the smallest at 2.5”, which was termed “Mission Scale.”

Why: I grew up in the period of the 60s and 70s and have chosen to collect the “Vintage Joe” series.

Enjoyment: I enjoy the time I spend looking for these figures at swap meets and garage sales, along with the many shows and conventions that occur across the country. I also have a chance to see friends who I have come to know over the years.

Learned: I spend a good deal of time researching, organizing, cataloging and maintaining this collection. I have become a very social and outgoing individual. I like to hear the stories from others as to how and where they acquired their collections.

Growth and Development of a Collection

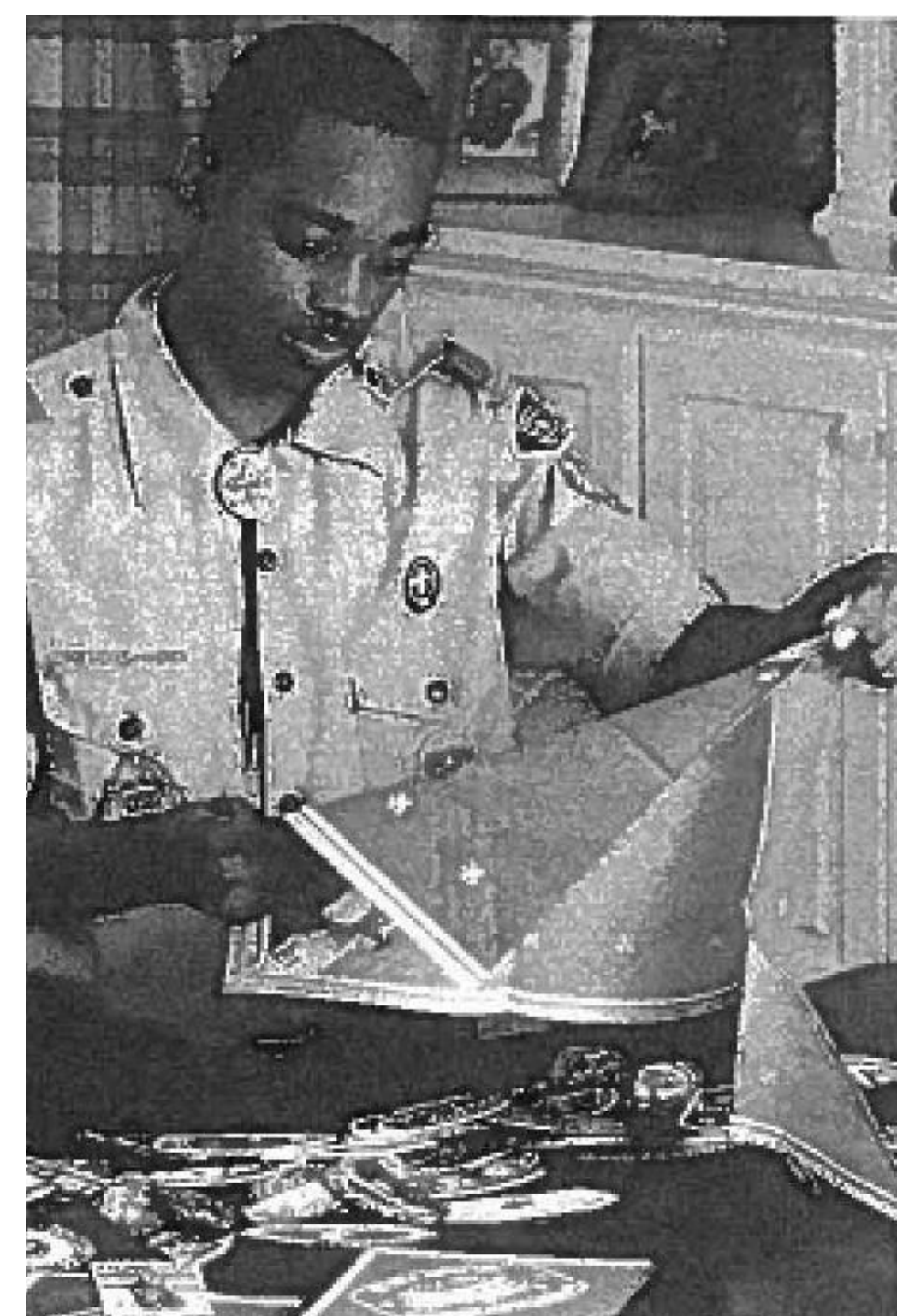


Deciding what should be in your collection may be based on available resources, interest, time, and space. Most collections begin gradually, as it takes time to acquire trading stock and you may have limited access to other collectors to make exchanges. Some collections, such as stamps, postcards, and matchboxes, are examples of items that can be collected at minimal cost and require little space.

Collecting was once a pastime of the wealthy. Many well-to-do people collected fine art, musical instruments, ancient coins, rare books, and other relics of civilization. But with the Industrial Revolution in the early 1800s came mass production, which supplied the new consumer with a variety of goods. Suddenly more people could afford to buy things, and there was a greater satisfaction in collecting.

New collectors often want to expand their collection, so they buy any pieces they find, even well-used or damaged pieces. Later, as they become more knowledgeable through research and talking with other collectors; they learn to resist the desire to “COLLECT IT ALL” and focus on a specific area. Some other thoughts:

- Quality in place of quantity.
- Select a specific section and focus on it.
- Learn when and what to acquire.
- Be selective and cautious.
- Enjoy and preserve your collection.



Collecting Scouting Memorabilia



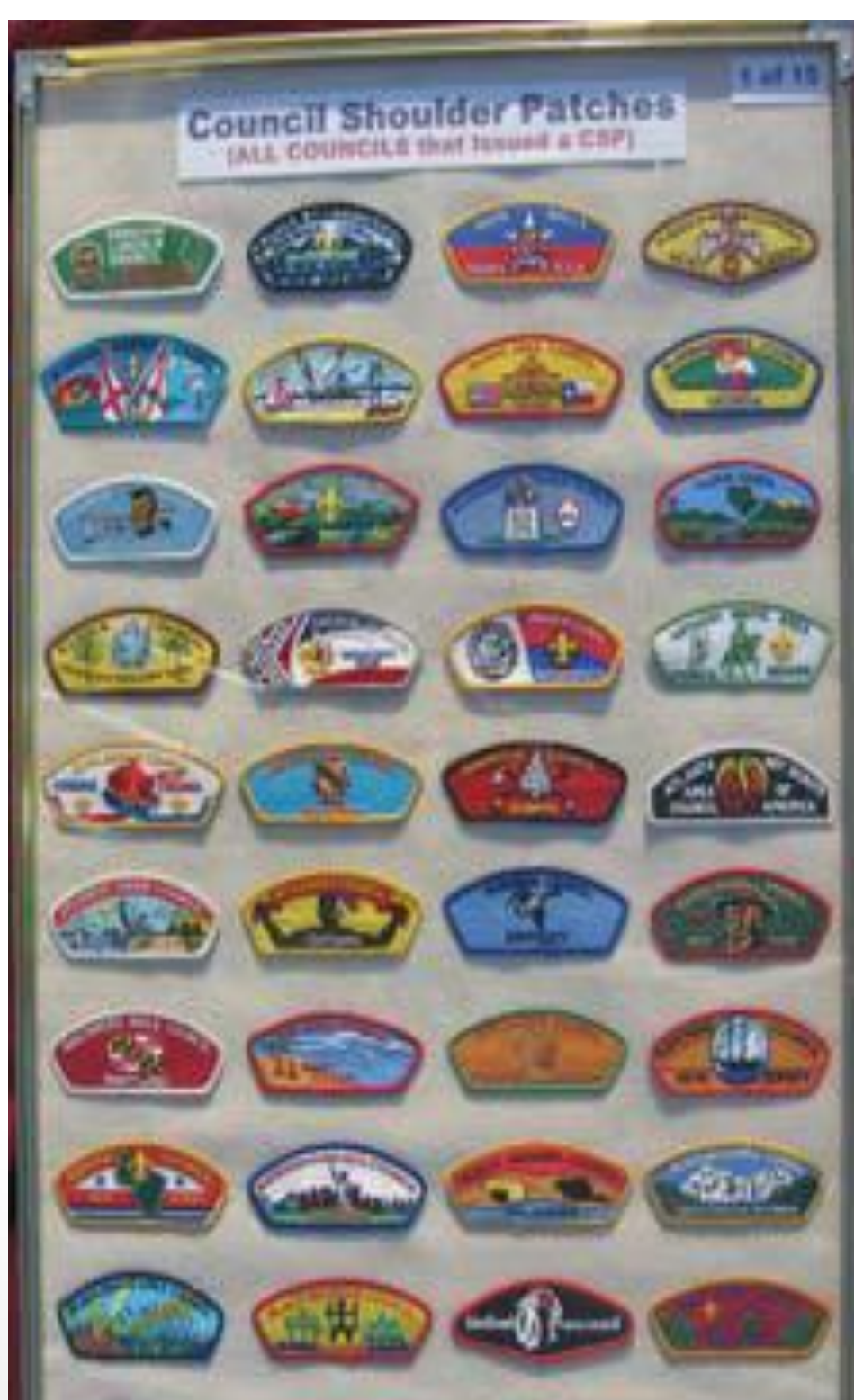
Today and tomorrow, here and back home

There are many different items to collect.

- A scout may begin with neckerchiefs, coins and activity patches.
- Your uniform has badges that show rank, council, patrol, troop number and, if you are an Order of the Arrow member, your OA lodge flap..
- Other collectibles include patches from events such as Camporees and Jamborees, handbooks, merit badge pamphlets, and *Boy's Life* magazines, as well as scouting gear such as compasses, canteens and flashlights.
- In the past there have been Boy Scouts playing cards, board games, bike bells, harmonicas and even a couple of comic books, *Goofy Scoutmaster* and *Flintstones' Boy Scout Jamboree*.
- Scouting collectibles include banks, paperweights and coins.
- Norman Rockwell featured the spirit of scouting in many of his paintings, which have been reproduced on collectors' plates, mugs and calendar art.
- Colorful and relatively inexpensive, patches from special events and locations are popular with scout collectors.
- Other favorite items are neckerchiefs and slides, both the standard metal BSA slides and handcrafted ones.

What do you want to collect?

Why?



Preserving and Displaying Your Collection



PRECAUTIONS while displaying

- **Handling:** Clean work surfaces and hands often. Wear cotton gloves and use acid-free materials.
- **Transporting:** Secure your collection while in transit. You don't want to worry about your collection and be distracted while driving or riding.
- **Cleaning:** Research methods for your collection items. Talk to museums and professional archivists.
- **Storage:** Store your collectibles away from light, heat and moisture as much as possible. Blank newsprint paper is an inexpensive choice for wrapping items.
- **Resource:** Illinois Collections Preservation Network (ICPN) - free membership and free webinars on collections preservation;
<http://icpn.museum.state.il.us/>

DISPLAYING while preserving

- Display your items on a clean surface. People who want to trade or purchase items look for good condition and care.
- Be able to gather items quickly if you must leave the area due to an emergency or bad weather if you're displaying outside. For example, place patches and small items on a blanket so you can gather each corner and leave in a hurry.
- Avoid using Scotch or cellophane tape; they can leave marks and residue and can often take off a finish. They are especially a bad idea on paper products.

Storing your collection and trading items

This may evolve as you build your collection.

- Hands and pockets to plastic bags to a small shoe box
- Small shoe box to bigger bag to more bags and boxes
- Small framed displays to bigger displays
- Small trunk in your room to bigger trunk(s) in spare room

Keep space constraints and your family in mind as you build your collection.

Display Methods (While Preserving)



Educational and protective



These are examples of ways to display collectibles while also preserving them and making them visible for educational viewing.





Events for Collecting and Displaying

There are a variety of events you may be able to attend where items of interest to you or that you want for your collection are displayed, traded and/or sold. Many collectors are willing to exhibit their collections at local and regional events .

Example: Scouting Memorabilia

- **Shows**
 - Local /Regional: Trade-O-Ree (TOR) – you can trade, buy or sell
 - National Order of Arrow Conference (NOAC)/Conclaves
 - National /World Jamboree and International events
- **Seminars**
 - Training and information covering a variety of subjects
 - Preservation and safe-guarding your collection
 - Hobby trends and available resources
- **Conventions**
 - International Scouting Collectors Association – held the third week in January in Grapevine, TX
- **Contests**
 - Judged on educational value
 - Usually held at TORs or other major events
- **Museum Programs/Exhibits**
 - Las Vegas International Scouting Museum – www.worldscoutingmuseum.org
 - L. L. Lee Scouting Museum – www.scoutingmuseum.org
 - The Manila International Scout Museum – www.manila-scoutmuseum.org
 - New Jersey Scout Museum – www.njsm.org



Investing in Your Collection

Although collectors hope their collections will increase in value, that's usually not the reason they started collecting. Anyone who has bought antiques or collectibles on **speculation** knows what a gamble it can be. Collectors may also choose to make an **investment** in other people's collections.

Purchasing a like collection: Research the collection of interest and determine what it will add to your collection. What items will become available as future trading and selling stock? What is the expected return for the items that will be sold/traded out? This will help determine the amount of **your investment** to acquire this collection.

Return value in the future: Someday you (or a loved one) will have to figure out what to do with a collection. What should your heirs do with them when you're gone?

Sometimes a collection may be difficult to display or conserve, as this example demonstrates.

LeMay – America's Car Museum (www.lemaymuseum.org)

- **Nancy LeMay's husband, Harold, had collected more than 3,300 cars by the time he died in 2000.** The collection was later reduced to 1,500 or so. She said the couple started a museum in 1998 because they had to figure out what to do with so many cars. "If we divided our cars up, each of our kids would have had 500, so that was unreasonable," she said.
- **It took 12 years and \$65 million** from fund-raising to create LeMay – America's Car Museum, which opened June 2012 in Tacoma, Wash. David Madeira, chief executive and president of the museum, estimated that the LeMay collection is worth \$100 million today and said that 770 of the cars were destined for the museum. That still leaves the fate of hundreds of cars to sort out.
- While this certainly shows the investment potential of cars, it also shows a downside of collections.



Terminology & Grouping: Organizing Your Collection



Learn how to organize and talk about your collection

All collections come with their own “language.” Be sure to learn about yours so you can speak knowledgeably with other, similar collectors.

Terms and definitions (Scout patch specific)

- CSP – Council Shoulder Patch (BSA authorized CSP’s April 17, 1970)
- JSP – Jamboree Shoulder Patch
- JCP – Jamboree Council/Contingent patches not shaped like a JSP
- CP – Council Patch (Camp or Council ID other than CSP, JSP or JCP)
- R&W – Red and White Council or State shoulder patch
- Solid – Fully embroidered patch
- Twill – Not fully embroidered (visible base material) patch
- Cut Edge – Flat edge patch
- Rolled Edge – Border sewn on after patch is made, rolled edging
- Odd Shape – Patch other than a standard shaped patch
- Flap – Order of the Arrow (right pocket) patch
- Woven – Patch made from woven material
- Chenille – Patch made from looped material, looped into felt
- Bullion – Patch made of thick padded material using metal thread
- Leather – Patch made of leather material
- FOS – Friends of Scouting; council fundraising program

Grouping and organization

Groupings may be arbitrary and can give you a way to focus on a select area (focused collection) rather than the entire range of items (generalist collection). Here are some examples:

- General non-specific Jamboree items, such as shirts, hats; medium cost (\$8-12)
- Council Contingent Jamboree patches such as a JSP Multi Set; high cost (\$25-100)
- CSP non-specific patches, such as used in every-day wear; low cost (less than \$5)
- Focused area of Jamboree, such as sub-camps, staff items; medium cost (\$8-12)



Samples of Patches

Youth Position Patches: TOP Current
 Middle Row: 1970's
 Bottom: 40's / 50's / 60's



Top: Council Patch (CP)
 Bottom: "Hat Shape" (CP)

1/2RW- Community Strip
 RWS- Council Patch

FLAP- F (partial Embroidery) Solid (Full Embroidery)

Other (X) shapes / Arrowheads / Rounds



Round is Rolled Edge (R/E)



Council Shoulder Patch (CSP)
 Top- Twill (T) Pre Fdl (Fleur de lis)
 Bottom- Twill With Fdl/BSA

Solid (S) With Fdl/BSA



Fund Raising - Council Shoulder Patch (CSP) / Jacket Patch / OA Flap - 2part



Private Issue - NON Scouting



JAMBOREE SET (JSP Jamboree Shoulder Patch)
 OA FLAP - 2 part / Staff JSP / Jacket Patch (JP)

Contingent JSP's



Odd Shape- Cut Edge (CE) Full / Partial
 Full Embroidery (S-Solid) Partial (T-Twill)

PIE Shape CE Full / Odd CE Full



Pricing Your Collection

Baseball Cards

Let's say you've been collecting baseball cards from the 1980s and decide you want to sell them to start a college fund. How will you know what they're worth? How will you know whether any offers you get are reasonable and worthwhile?

If you've followed some of the guidelines we presented elsewhere, you may have done your research and learned that 1980s-era baseball cards are not worth a lot because these cards were overproduced during that era. You may decide to hold on to them or donate them to a younger sibling.

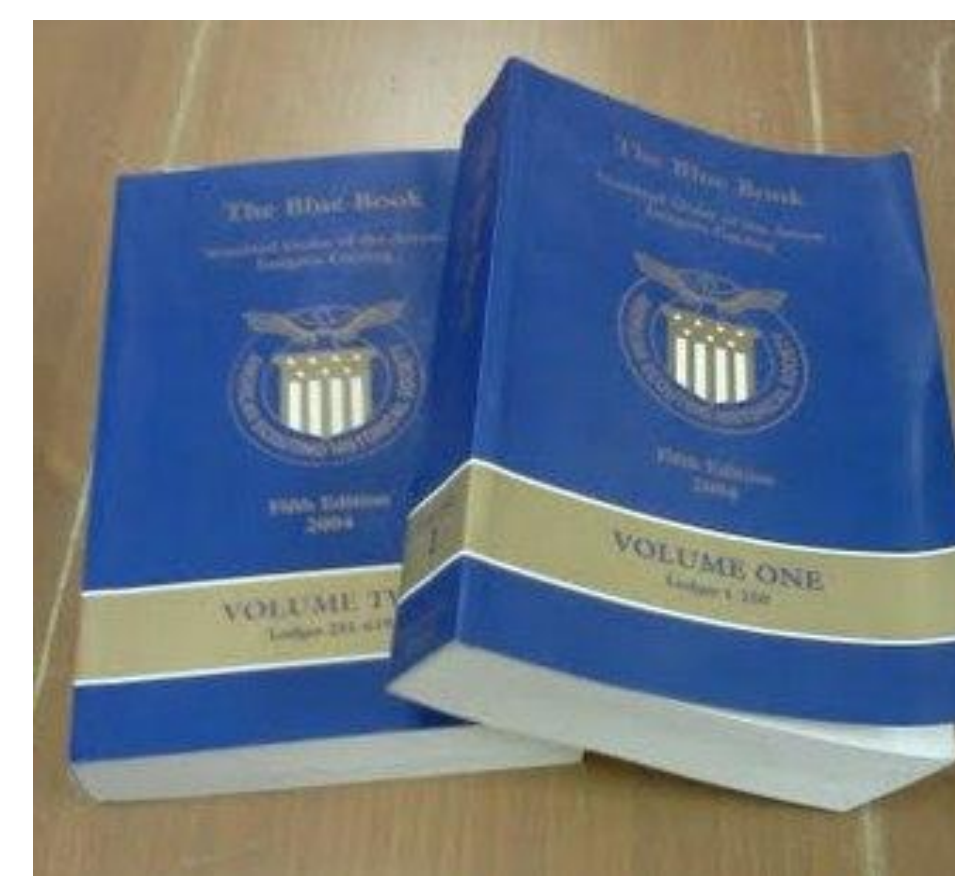
If you haven't done your research, you're going to be disappointed. So here are some places to start when learning what your baseball cards – or other collectibles – may be worth.

Price guides and valuation references

Price guides are not infallible. Don't use these guides as a final authority but rather as a starting point to find out more about the value of your treasures. Two websites that will provide you with online collectible and antique price guides are:

- www.collectibles.about.com
- www.collectorsweekly.com

If you're looking for valuation guides for scouting collectibles, there are many resources available such as those shown below. We have many resources on display here for you to see.



Factors That Affect How a Collection is Valued



Grading Baseball Cards

If you collect baseball (or other sports) cards, at some point you may wish to have them graded. What does that mean? Card graders are people who are specially trained inspect sports cards for flaws or imperfections and then assign a numerical grade to the cards. Usually the higher the numerical grade, the greater the value. The graded cards are placed in clear plastic holders; often, removing the cards from the holders invalidates their grades and therefore their value.

Effects of physical defects: Cards that are in top condition usually sell for more money than those that have some defects. Collectors often have great pride in cards that are pristine or “mint.” Card graders use powerful lights and magnifying devices to help catch things that might go unnoticed by the naked eye.

Size of the collection: How many cards were produced for a particular player? In collections, the number of pieces or editions may be a factor in the value of the item.

Age: Does age equal rarity? Not necessarily. As we discuss with books, there are many factors that determine whether an item is considered to be rare, including age and condition.

There's no easy answer to figuring out how much your antiques and collectibles are worth. Valuing an antique often takes research and patience, and you still might not be able to count on selling an item for the determined value when all is said and done.

Collecting Rare Items



Some collectors enjoy the rarity of the items they collect. Here are some reasons why books may be considered rare. Do you think patches may fit this category as well?

A book may be considered rare for the following reasons.

- **Content** – the content within the book is important, unique, or valuable to the specific library or in general.
- **Scarcity or the number of existing copies** – there may be very few copies of the book. However, if the book is not important or does not contain unique or important content, scarcity may not necessarily mean that the book is considered rare.
- **Age** – the book could be very old and have a unique printing history; however, these criteria alone may not make it rare.
- **Condition** – the book may have survived (along with being important and/or scarce) in good condition with no wear or tear, complete with all of its pages and content.
- **Binding** – the binding of the book may have survived in its original condition, or may have been designed by a well-known binder, or may have been produced as a special binding in limited numbers.
- **Edition** – a book in its first edition, which means that it is the first appearance of the text in print, can be considered rare if it is important or scarce. First editions that are printed in limited or small numbers are generally prized by book collectors, as are first editions of modern literary authors.
- **Autographs or association** – an author's signature or presentation inscription can increase a book's importance and uniqueness, especially if the author is well-known, but on its own it does not make a book rare. Books owned by famous people and inscribed or annotated by them are often considered rare.

What Makes Something Rare ?

Large number of original items vs. small number of original items

- Retail toy production usually produced in quantities of 10K-50K pieces
- Collector club items usually produced to meet membership levels, often in quantities of less than 2000 pieces

Age of items

- Coins and sets (can apply to many collection interests)
- **Knowledge is power** – before you invest in rare coins or sets of old coins from a local coin shop, online shop or coin show, do research and be informed, know what you're buying is worth the price. Don't pay too much and then get frustrated, maybe even quit collecting altogether.

Sources of items

- Ebay and other online auction sites – if you know the value of the items you collect, you may be able to get or pay market value
- Collectors groups
- Social media groups
- Shows and related events across the country or around the world

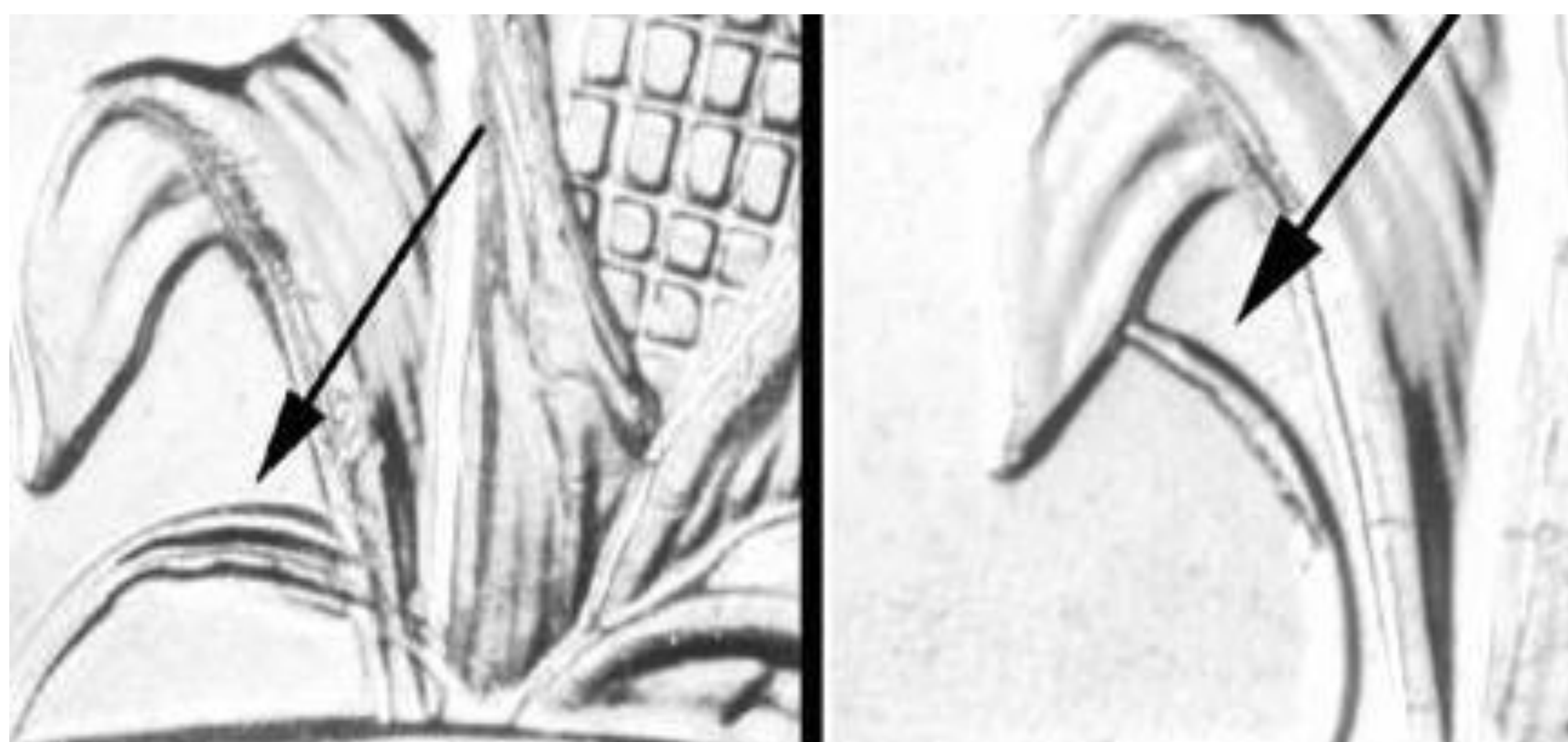
So just a question: what is a United States state quarter worth?

Answer: Most are under \$0.50. But one state quarter was purchased for \$1,499!

Which state quarter was worth so much and why?

Wisconsin, due to a design error involving a leaf on an ear of corn!

www.snopes.com/business/money/quarter.asp



Classification and Ratings



Classification refers to categorization, the process in which ideas and objects are recognized, differentiated and understood.

- Boy Scout/Girl Scout – two very general classes of scouting
- National/Regional/Council/District/Unit – many levels of scouting

Within each level different items are classified and produced.

- National: Rank/position patches, uniforms, books, national event specific items such as patches, hats, shirts, and equipment
- Regional: Level specific events and promotional items
- Council: Identification items to national events, identification for uniform wear, and local event items

All these items begin to fall into various classifications. These classifications help a collector focus on a manageable level to collect.

Ratings identify the condition of items within classifications.

- **M** – Mint condition: should be as it came from the factory; to be in true mint condition the piece would not be used, played with, displayed or handled
- **VG** – Very Good condition: slight wear or stitch marks
- **G** – Good Condition: staining, stitch marks and/or dirt are present, may have masking tape residue
- **F** – Fair Condition: badges are collectable, but condition is poor

While these terms are helpful they are also subjective, and buyers and sellers do not always agree on the condition of a particular item.

Collection Responsive Associations

National/International

- International Scouting Collectors Association (ISCA), www.ScoutTrader.org
- Trading reference materials
- Quarterly journal
- Council/OA, etc. checklists
- Trade-o-ree calendar (trade-buy-sell events)
- International Badgers Club (IBC), www.intbc.org
- Other countries such as Canada, New Zealand, UK, etc.
- Association of Collecting Clubs: 5000+ listings, www.Collectors.org
 - Many different collecting interests
 - Resources for collecting clubs and members



State/Regional

- New York OA Trader, <http://nyoatrader.com>
- Scout Patch Collectors Facebook Group – 2000+ members, <https://www.facebook.com>
- The Scout Patch Collector's Base Camp, www.patchcamp.com
- The Council Guide, <http://thecouncilguide.com>
- OA BLUE Book, www.oabluebook.com
- The Internet Guide to Order of the Arrow Insignia, www.OAimages.com

These are some of the many online groups and sites where you can find information about scouting memorabilia. You can also use your favorite search engine, such as Google or Bing, to find sites and groups that share your interest. You may be surprised at what you find!

Consider joining a club or association in your area of interest. Even if you aren't a "joiner," a club or association can be an excellent source of information. If you collect new items, a company-sponsored club will often offer editions limited to club members and will keep members informed of upcoming new releases. If you collect vintage items, the conventions, newsletters and forums that clubs sponsor will provide access to the latest news and information about your collection, its history, and its value.

International Badgers (Patches)

Common Terms

Learn the terms used by collectors in your area of interest

Badge descriptions are as follows:

- **R** – Ribbon badges
- **RB** – Ribbon backed badges
- **HB** – Half bound ribbon badges (bound on two sides only)
- **B** – Bound ribbon badges
- **Emb** – Embroidered cut-edge badges
- **EB** – Embroidered bound badges
- **F** – Felt material, usually with other description
- **SP** – Screen printed or printed badges
- **VY** – Vinyl material
- **SEB** – Solid embroidered bound (USA badges)
- **TEB** – Twill embroidered bound (USA badges)



LV International Scouting Museum



Branding, Markings and Identification

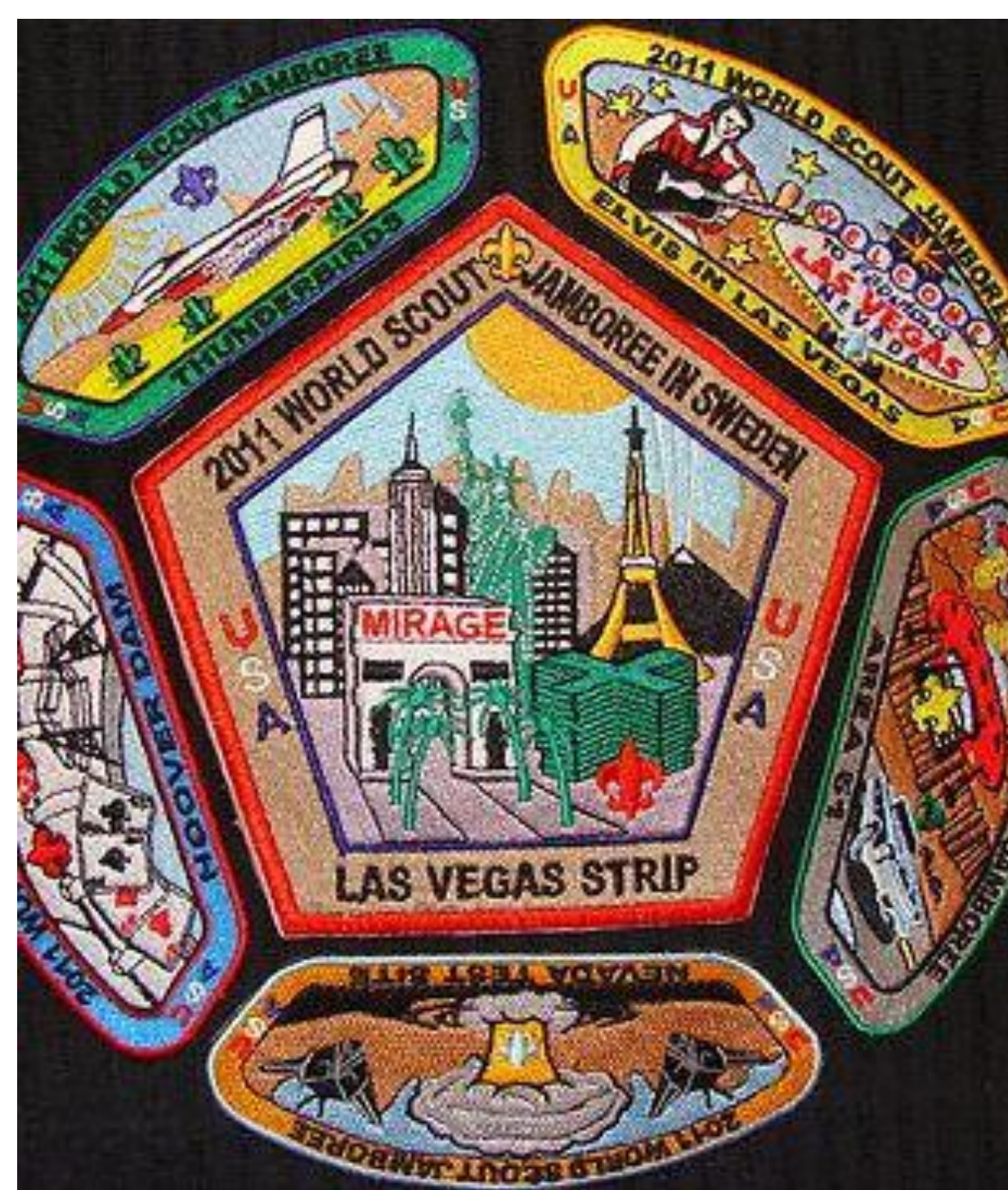


Around 2002-03 National BSA developed and began requiring items that carry its names to be produced by licensed vendors. Various methods of identification are applied to patches and scouting items to show they are provided through an approved vendor to prevent and help stop fake or unauthorized items from reaching the consumer market.

Prior to 2003 many scouting patches, while produced through proper and approved channels, have no tags or markings other than embroidered names and symbols (BSA/WW/Council Name/Scout emblem or fleur-de-lis) and have been suggested since the mid-70s by National for use. Items produced before these times are still valid pieces of scouting history and are still memorabilia. You need an experienced eye to determine the real vs. a fake or unauthorized item, so ask a trusted, experienced collector to help you with identification questions if you are not sure yourself.

Many other collection interest areas have commercial markings, brand identification names or serial marks to help determine real vs. fake. You should work to become knowledgeable of these markings in your collection interest.

Are these patches approved or unsanctioned?



Plans for Continuation

Future outlook of Collections



Vintage RECORDS: In the past few years, record collecting has grown and is becoming very competitive; Ebay has been a big factor in pricing and sales of records.

- Vintage Records are brittle and breakable and therefore each year there are fewer of them. Therefore, the value of these collectibles will continue to rise. This makes RECORD COLLECTING fun as well as potentially having an investment value.
- Start your collection today! Many old record players as well as new ones on the market today will play 78 rpm, 33 1/3 rpm and 45 rpm records. This is a collection that you can also relax and enjoy many times over.

ROCK/Minerals: According to some mineral collectors, micro mounting has more to offer the mineral hobbyist and collector than any other niche of mineralogy.

- Some seasoned and serious collectors say the hobby is dying out.
- This is where the time you spend becoming knowledgeable about different aspects of rock and mineral collecting will prove important.

STAMP Collecting: This hobby has entertained generations of people as they collect stamps and display them in special albums.

- The number of young collectors is declining rapidly, raising concerns for the future of the pastime.
- The trend has been blamed on a decline in the use of postage stamps, as email and text messages replace traditional letter writing. Even the mail that still lands in homes is largely packaged in prepaid envelopes.
- Kidstamp, the national organization for junior stamp collectors, now has only 1,000 members, compared to as many as 100,000 who belonged to a similar organization in the early 1990s, before the rise of the Internet.

SPORTS Trading Cards/Memorabilia:

- Competing with video games, cell phones and the Internet, Topps, a major publisher of baseball trading cards, has tried to get kids interested in collecting by creating ToppsTown. Players create avatars to trade and collect cards and play games.
- Packs of cards used to come with a pink stick of bubble gum. Now, random packs contain cards with player autographs or pieces of game-used jerseys and bats. These are now the cards people want.
- Rather than try to put sets together, people focus on these cards as well as cards of their favorite players or teams.
- Other sports cards - football, basketball, hockey, NASCAR - are just as popular as baseball cards. Wrestling cards are a hot item, as are non-sports cards such as fantasy games such as *Magic: The Gathering*.
- One drawback to collecting trading cards, however, is cost. Cards are not 25 cents a pack anymore.
- Today, a single pack of 12 cards costs about \$2. Some packs are much higher and may contain only three or four cards.
- "It's more expensive now, but there's still some reasonably priced stuff out there, too," said Troy Fisher, a dealer from Berwick (WHERE?) who has been a collector since 1977. "Personally, I think it's more fun now because of the amount of stuff you can get." - Cite source of this quote

- **What is your PLAN to continue your Collection?**

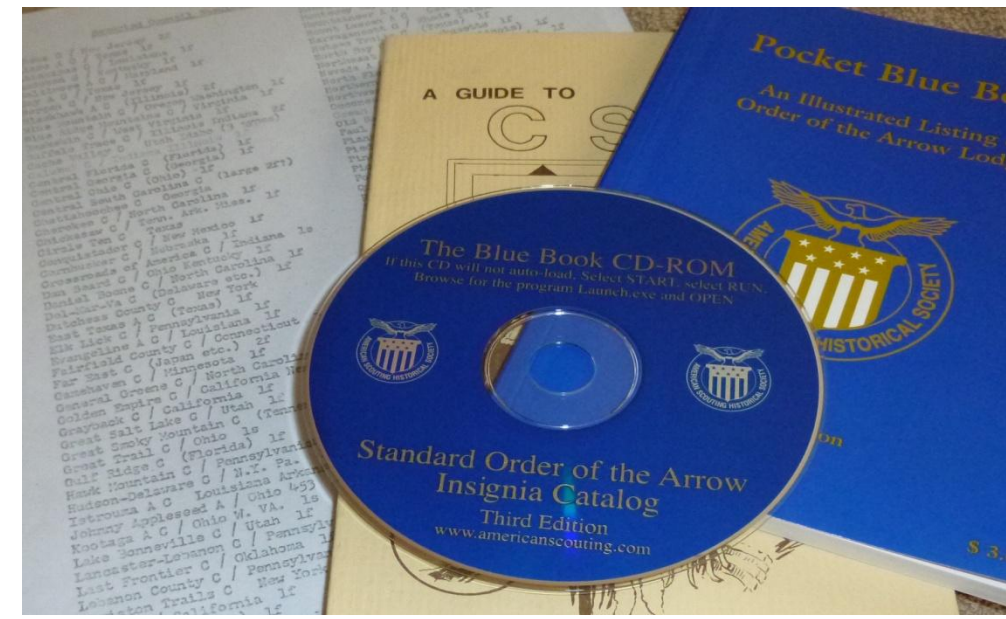
Changes in Collecting: Why and How



Applies to patch collecting as well as your collection

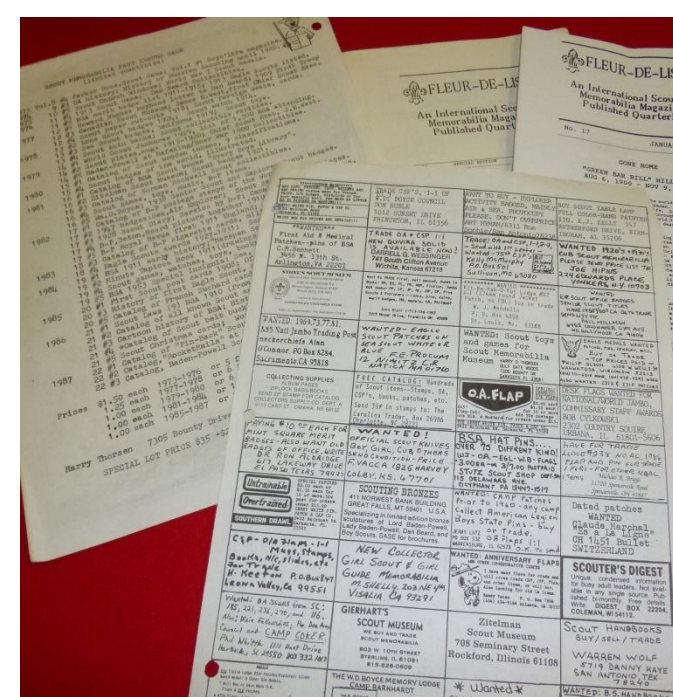
Trading time and resources

- In the past
 - Research required visiting libraries or museums, even travel overseas
 - Letters were typed or hand-written and mailed individually
 - Exchanges could take weeks or months to complete
 - Cash was the primary mode of payment
- Today
 - Online research and resources are available – you can “Google” it
 - Communicate within minutes via the Internet, email and social media
 - Learn more about your collection and other collectors through online groups such as Yahoo! and Facebook
 - Online auctioneers and retailers sell through the Internet
 - Payment methods include credit card transactions or PayPal



Processes and designs

- In the past
 - Designed on paper, sewn by hand
 - Fabric was predominate material
- Today
 - Computers are used to design graphics and control high-speed manufacturing
 - Materials include fabric, metal, rubber, cork, leather – even chocolate



Career Opportunities



Is there a career in collecting?

- There may be a career in it if you are very educated in all aspects. Being a dealer is considered a professional occupation. Make sure you know your stuff before you open a brick-and-mortar shop or online store. People will come to you asking about the value of their collection and you will be expected to know the answer and offer them a fair value.

Can people make money off of rocks?

- People can make money from rocks, but they are not as valuable as minerals. Many people tend to confuse the two. A rock is a common stone such as limestone, sandstone, marble, granite, and slate. These materials are more commonly used as building or "facing" materials. Minerals consist of such stones as quartz and its other cryptocrystalline forms such as agates, carnelian, and jaspers. These, along with many other types of stones, are all called "semi-precious" gems. Then, there are the stones like rubies, garnets, amethysts, emeralds, and, of course, diamonds. These are considered to be "precious" gemstones. **So, yes, a person could be a construction worker or mason and make a lot of money by using 'rocks' as building materials. Or, someone could be a "gemologist" and make money from what are known as "semi-precious" and "precious" jewels.**
- You can become a paleontologist (a person who excavates specimens of prehistory, such as animal or plant fossils) or an archaeologist (a person who excavates specimens of human history, such as ancient settlements or the technologies of ancient civilizations or even the bones of dead people). You can get a degree in geology and possibly become a university lecturer or be hired to conduct geological surveys for the government. You can also get a job in oil drilling, mining and engineering companies.

What is needed to become a dealer of collectibles?

- You need money, taste, knowledge and determination. Of these **knowledge is the most important**. If you don't know what things are worth, you cannot buy and resell them at a realistic profit. Study your chosen field and become as knowledgeable as possible - and keep learning. You may need to start as an apprentice to an experienced dealer. Once you have established yourself as someone who is knowledgeable, honest, and fair, you may decide to rent space in someone else's gallery or even open your own retail store or gallery. That takes a lot of money, for rent or purchasing real estate, purchasing items to stock for resale, replenishing stock as things are sold, purchasing collectibles from other people looking to sell or trade for cash, having insurance to cover damages in the case of fire or other disaster or if items are stolen. You may also need to attend conventions or seminars to stay current in your field, or subscribe to pertinent magazines to research trends.



Additional Info and Terms

- **Order of Arrow related terms**
- **Flap** – Order of the Arrow Lodge issued patch for the right pocket button flap
- **F** – Flap shaped **not fully embroidered**. Some base material visible.
- **S** – Flap shaped **fully embroidered**. No base material visible.
- **P** – Pie or Triangular patch (usually designed for Neckerchiefs)
- **A** – Arrowhead shaped patch
- **R** – Round patch usually under 4” diameter
- **X** – All other patches (5” or smaller)
- **J** – Jacket/back patch bigger than 5”
- **N** – Neckerchiefs
- **Y** – Prototypes, unofficial issues
- **Z** – Fake patches (unauthorized, fake, fraudulent)
- **Spoof**- Not official and/or officially connected with a scouting function or activity, usually made to deceive or for profit; privately issued; may look pretty, but normally worthless very soon. Some people consider spoofs to be an unethical practice and they are typically considered by the collecting community to be deceptive and bad for collecting.

A final note: Ideally a fair trade is when both parties walk away and feel that they got a good deal. This can be as simple as one patch for one patch or a set for a set. At anytime either party of the trade should walk away if they are not comfortable with the offer. But if you like the offer and complete the exchange, please shake hands as a final sign of agreement.

In Scouting Friendship, Collections MB Staff



Where to Find Information and Resources

International Scouting Collectors Association

Website: www.ScoutTrader.org

Consider joining to learn even more
and to help the hobby grow



*The International Scouting Collectors Association (ISCA) is a not-for profit organization that promotes education regarding the history of the Scouting Movement through the collecting and trading of Scouting Memorabilia. All members subscribe to a **Code of Ethics** to ensure fair trading amongst its members. – From the ISCA website (www.ScoutTrader.org)*

ISCA Collecting Ethics – all members sign a statement subscribing to this Code.

I will:

Set an example in which all ISCA members will take pride,
Consciously, fairly represent all items of Scout memorabilia,
Always follow the rules of the event that apply to trading,

Extend the hand of friendship to all collectors,
Trade or sell no patch that I know to be fake or reproduction without disclosing the fact,
Help new collectors get started,
Impress on new collectors the importance of ethics in trading,
Currently be eligible to be registered in Scouting,
Strive for fairness in actions consistent with the Scout Oath & Law.

ISCA

- Co-sponsors Trade-o-Ree's, for trading, displaying, and education
- Produces trading reference materials: Council/OA, etc. checklists, online quarterly magazine (members only), member lists for trading interests and contact information (members only)
- Promotes the hobby and provides ethics policy and enforcement



International Scouting Collectors Association

The International Scouting Collectors Association was formed in 2001, when the American Scouting Traders Association (ASTA) and the National Scouting Collectors Society (NSCS) merged to better serve the collecting community. Roots from predecessor organizations go back to the early 1950's.

ISCA is based in the United States and is recognized worldwide as a leading Scouting memorabilia organization, devoted to the preservation of the Scouting memorabilia hobby.

ISCA is a not-for-profit corporation with members from all fifty states and from many other Scouting countries. ISCA is operated by volunteer Scouters well experienced in collecting and trading Scouting memorabilia.

ISCA maintains a Scouting memorabilia website and also produces a quarterly magazine to inform it's members about the latest news and trends in the Scouting memorabilia hobby.

A primary purpose is to educate the membership and others regarding Scouting memorabilia and promotion of Ethics when collecting, trading, buying and/or selling Scouting memorabilia.



**Patch Trading Reference
Materials**

Patch Trading Checklists

Questions about a patch?

What's a fair trade?