A collage of various casino collectibles including tokens, chips, and promotional cards. The items are layered and overlapping, creating a dense and colorful background. Visible items include Golden Nugget tokens, MGM Grand Hotel tokens, Harrah's tokens, and various promotional cards like 'Jackie and Mel's' and 'Santa Anita Turf Club'. The text 'A BUYER'S GUIDE TO CASINO COLLECTIBLES' is centered over the collage in a large, bold, black font.

A BUYER'S GUIDE TO CASINO COLLECTIBLES

1st Edition August 2005

EDITED BY:
Sheldon Smith



FOR ADDITIONAL PRINTS WRITE PHOTO

A publication of The Casino Chip & Gaming Token Collectors Club, Inc.
a 501(c)(3) tax exempt, educational, not for profit organization

TABLE OF CONTENTS.....	
EDITORIAL NOTE.....	
OFFICIAL CC>CC GRADE & CONDITION DESCRIPTIONS.....	
ACQUIRING CHIPS FROM NEVADA CASINOS – ANDY HUGHES-LM-2471-52.....	1
ASHTRAY COLLECTING – MARK ENGLEBRETSON-R-5377.....	2-3
BEGINNERS CASINO CHIP PRICE GUIDE – TIM MILLER-R-6832.....	4
SOME CHIPS MORE SOUGHT-AFTER THAN OTHERS ? MICHAEL KNAPP-HLM-007.....	5
WHAT MAKES CASINO CHIPS VALUABLE? - - MICHAEL KNAPP-HLM-007.....	6
HOW CAN I TELL WHAT THIS CHIP IS WORTH? -- MICHAEL KNAPP-HLM-007.....	7
CLEANING CASINO CHIPS -- CHARLES KAPLAN-LM-2558-48.....	8-9
COLLECTING CASINO CHIPS & GAMING TOKENS ARCHIE A. BLACK-HLM-001.....	10
CASINO DICE – JEFFREY FAIRCHILD-R-6059.....	11
EBAY CREDO – MARK ENGLEBRETSON-R-5377.....	12
FRACTIONALS -- MIKE PELLERIN-R-5986.....	13
HAT AND CANE MOLD – MIKE PELLERIN-R-5986.....	14
CASINO LIGHTERS – CHARLES DAVIS-R-5943.....	15
WHAT'S <i>THAT</i> MEAN?! THE BASIC LINGO OF COLLECTING MICHAEL KNAPP-HLM-007.....	16
LOW END CHIPPING – KEN NESTLE-R-6941.....	17
SECURITY FOR YOUR CHIP COLLECTION -- MIKE PASTERNAK-LM-1238-33.....	18-19
SLABBING – MIKE PELLERIN-R-5986.....	20
SNIPING – MIKE PELLERIN-R-5986	21
STORAGE – MIKE PELLERIN-R-5986.....	22
TITO'S – JIM NOLL-R-3123.....	23
CCGTCC MEMBERSHIP APPLICATION	

EDITORIAL NOTE:

I sincerely hope you enjoy using this FIRST EDITION of the BUYER'S GUIDE TO CASINO COLLECTIBLES.

The GUIDE was born of the belief that an informed collector is good for our hobby and that the more information buyers have before they make a purchase, the better informed they are.

I asked for "TREATISES" to be submitted on the official CCGTCC web site, I also asked for "TREATISES" on CHIP BOARD.COM.

You may not agree with everything you read here, but everything you read here will be worth your reading! To the AUTHORS that stepped up to the "CHIP," my chapeau is doffed to you!

The opinions expressed here are just that: OPINIONS. The Board of the CCGTCC does not endorse any of the opinions stated here nor are they necessarily the official position of the CCGTCC on nay subject.

Every "TREATISE" submitted was included in this FIRST EDITION.

I hope to do a new EDITION every year; so submit one NOW for next year's edition!

There are many fine web sites out there run by collectors and dealers alike. I have chosen not to include any web sites unless incidental to the "TREATISE."

Please send future "TREATISES" or "BRICKBATS" or "BOUQUETS" to me at: sheldon655@hotmail.com.

There is a great deal of information on the internet and some might question the need to have information in hard print. I believe that having this BUYER'S GUIDE for reading material and being able to pick it up and refer to it is an invaluable tool for us collectors.

Thank you,



Sheldon Smith
LM-5087-83

THE OFFICIAL CC>CC GRADE & CONDITION DESCRIPTIONS

I. GRADING DESCRIPTIONS or STANDARDS are a result of natural use of chips and tokens. The following five grades have been adopted and endorsed by The Casino Chip & Gaming Token Collectors Club, Inc.: **NEW, SLIGHTLY USED, AVERAGE, WELL-USED, POOR**

GRADE	CHIPS	TOKENS
New (N)	Appears not to have been used in games; square and round edge chips will be as from the manufacturer with absolutely no wear, no dings or nicks; no scratches on surface of chip or inlay.	Appears not to have been used in games or slot machines; only slight handling marks on higher relief surfaces, commonly referred to as "bag marks" from being jostled upon delivery; original mint luster and sheen present; no signs of wear. [Compare with coin standard "brilliant uncirculated" and "uncirculated".]
Slightly Used (SU)	Only slight signs of use, edge still crisp but ever so slightly dulled with very little wear; cross hatching may show slight wear near edge; few or no edge nicks; still retains luster in mold design; bold hot-stamp; inlays excellent.	Near mint condition with minimum circulation; very minor rubs & scratches; retains most of the luster & sheen. [Compare with coin standard "almost uncirculated".]
Average (A)	Typical chip found in play after months/years of use; slightly rounded edges; will have minor defects such as small nicks on edges; inlays are beginning to show even wear and about half of the cross hatching has worn from the body surface; hot-stamps have dulled, beginning to show even wear and may be missing a small amount of foil.	Typical token found in play after months/years of play; will display many surface scratches and edge dings; may still retain a little luster or sheen. [Compare with coin standard "circulated".]
Well-Used (WU)	Moderate and uniform wear of edge, surface and hot-stamp; noticeable edge nicks and/or surface scratches; no luster in mold design; cross hatching is nearly worn off; hot-stamp is still readable but much of the foil is missing.	Scratches, dents, no luster or sheen; well-used token that has seen considerable use. [Compare with coin standard "very circulated".]
Poor (P)	Edges that were formerly sharp and square, are now well worn like bicycle tires; original hot-stamp foil is mostly missing with only the recesses visible (may have to hold towards a light); moderate to large chips (nicks); surface cross hatching barely visible (if at all); severe scratches to inlay or chip surface; severe color fading; partial wear up to half of CHIPCO design from the edge to the center of the chip. (Damage, such as cracks, breaks, missing inlay or other chip structure, do not apply to this category.)	Severe edge dings and/or scratches/gouges; pitted, corroded or blackened. [Compare with coin standard "worn".]
Specimen, Sample, Prototype, Pattern	Produced by the manufacturer as imprimaturs of a type of chip, or for submission to a gaming operator or gaming control authority as representative, for approval. May or may not be completely finished.	Produced by the manufacturer as imprimaturs of a type of token, or for submission to a gaming operator or gaming control authority as representative, for approval. May or may not be completely finished.

The Casino Chip & Gaming Token Collectors Club, Inc. is a 501 (C) (3), tax exempt, not for profit, educational organization. For more information visit www.ccgcc.com.

THE OFFICIAL CC>CC GRADE & CONDITION DESCRIPTIONS

<p>II. CONDITION DESCRIPTIONS or STANDARDS are unnatural changes in chips and tokens as a result of other causes. Specimens in this "Condition" category may be graded in any of the five "Grading Descriptions." A cancelled, damaged or defective chip or token can be graded in any category from "NEW" to "POOR." However, a dirty, cracked or faded chip cannot be graded as NEW, even if it has not been played in a casino. It is not in the original grade as when it was made. The "Condition" category consists of the following terms that should be used as qualifiers to further accurately describe the five grades: (Examples: New/Clipped; Average/Warped)</p>	
<p>1. Canceled or Modified (Either by the manufacturer, the casino, or by a third party)</p>	<p>A. Drilled B. Notched C. Over stamped D. Clipped E. Bent F. Painted G. Plated</p>
<p>2. Damage</p>	<p>A. Severe nicks or chunks B. Loose or missing inlay C. Cracked D. Broken E. Warped F. Permanent stain G. Severe fading H. Cigarette burn(s), fire damage I. Over-cleaning J. Severe scratching or gouging K. Shaved edge (example: to fit in a bezel) L. Water damage M. Burial damage N. Clouding of sterling silver tokens, a symptom of PVC (Polyvinyl Chloride) exposure O. Corrosion P. Anodized for different colors Q. Plated R. Obliteration of details</p>
<p>3. Manufacturer Defects or Modifications</p>	<p>A. Inlay or die strike off-center (slight, moderate, extreme) B. Some of the script or photo is missing from the inlay C. Some of the hot-stamp is missing D. Manufacturer modification (ex: one side of chip includes manufacturer's advertising information, even though the other side uses the actual casino chip design) E. Ivory chips only - nerve holes (small, moderate, extreme, as a "see through") F. Foreign material struck into tokens</p>
<p>4. Manufacturer Errors</p>	<p>A. Incorrect inlay or graphic (ex: inlay or graphic is supposed to be different on each side of chip, but it is the same; mismatched dies used for tokens) B. Wrong mold C. Double-strike (token) or of hot-stamp (chip) D. Mistake in color or number of edge inserts E. Strikes on metals other than standard (tokens) F. Railroad edge strikes G. Planchet clips (tokens) H. Strikes on wrong size planchets (tokens)</p>
<p>5. Proof or Proof-like</p>	<p>For tokens, pieces produced on highly polished planchets and double-struck to produce an exceptional image on a mirror-like surface.</p>
<p>6. Cleanliness (or the lack thereof, resulting in a soiled chip or token)</p>	<p>This may not be a permanent condition. To clean or not to clean is the choice of the owner. While cleaning chips is a commonly accepted practice for aesthetic or hygienic purposes, it does not improve the grade but may damage the chip and diminish its value and grade. On the other side, non-cleaning should have no effect on the grade unless the specimen is so dirty that grading is not possible. In a situation involving a permanent stain that cannot be easily removed, the chip or token will fall into the "Damaged" category. Some collectors take the position that chips and tokens should remain in their "natural state" and should not be cleaned. With respect to tokens, some take the position that, as with coins, cleaning constitutes a change of condition.</p>

ACQUIRING CHIPS FROM NEVADA CASINOS – ANDY HUGHES

The best place for a new collector to acquire casino chips is from the casino itself. Getting the chips at face value & being able to buy a few of each denomination will give you a nice trading inventory to get you started in the hobby. Here in Nevada the majority of the casinos will let you buy chips directly from the cage.

Make sure that you go to the cage when they are slow & a cashier will have time to help you. The graveyard shift is the best time. Whenever you do go, make sure that there is nobody behind you in line if possible.

Make a list of what you want before you get in line. That way after you ask for certain chips you can then hand the list to the cashier & it saves them having to write down the information themselves. Include on the list the denominations of the chips you would like & how many of each chip. If you are looking for Limited Edition chips then along with the denominations include a description of the chip, July 4, Halloween, etc. If you are looking for uncirculated chips that have not been on the tables yet then ask the cashier if they have some set aside that you can purchase.

Always make sure & tip (or TOKE as they say here in Nevada) the cashier. If you make it clear up front that you are prepared to toke the cashier for their help that will go a long way in helping you get the chips you would like. \$2 to \$3 is good & up to \$5 if you feel the cashier has really been helpful & you picked up something special.

If for any reason the cage refuses to sell you chips then you will need to get what you can off of the gaming tables. The best place to start is a table that does not have any players. Approach the dealer & let him know what you are looking for & tell him up front that it is worth a couple of dollars to you if he can help you. Dealers would much rather make a couple of dollars looking through chips for you than just standing around not making any money at all. If you don't get what you need on one table then try any other tables that don't have players.

As long as you go into the casino prepared you should come out with some nice additions to your collection & trading inventory at face value!

ASHTRAY COLLECTING – MARK ENGLEBRETSON

At first consideration there might seem to be little in common between casino chips and casino ashtrays, other than that they are both found in proximity to each other in casinos. The casino chip, after all, is the coin of the realm, the monetary medium by which the casino conducts its business. The lowly ashtray is but a piece of cheap glass, a mere convenience or receptacle for cigarette butts. If the chip is king, then the ashtray must be a lowly peasant or serf.

Yet, casino ashtrays are as seriously and devotedly collected as casino chips, and the prices for a number of them are now in four figures. Upon closer examination it becomes apparent that both chips and ashtrays are symbols of gaming. They represent through their design and history a metaphor for the casino itself. In some respects the ashtray is a better representation. Because it is substantially larger than a chip, more information can be put on it.

Prior to World War II, most of the ashtrays were blank. At the end of the war clever entrepreneurs realized that the ashtray was an excellent and economical means by which a business could advertise itself. They cost about 15c-25c each, and the more you bought the cheaper they were. Covering the country from one end to the other with their display portfolios in hand sales people sold advertising ashtrays to countless thousands of businesses, one of which was casinos in just about every town in Nevada. An acquaintance recalls trucks pulling up to the old MGM Grand in Las Vegas and unloading cartons and cartons of ashtrays. The ashtray manufacturers employed gifted commercial artists and illustrators to design the ashtray's graphic art. They produced ashtrays that were beautiful in shape and which contained stunning and aesthetically beautiful artwork and images.

The "Golden Age" of casino ashtrays was from the end of World War II through the early-mid 1960s. After that the graphic art, as it did in many mediums (see for example movie posters) became much less interesting and pedestrian. Eventually, due to the negative publicity about smoking and rising manufacturing costs, most casinos abandoned the advertising ashtray and used just blanks. However, during this Golden Age, many a casino ashtray was "borrowed" by patrons and tourists. Eventually, over the years, tiring of them, these "thieves" (to whom ashtray collectors are eternally grateful) got rid of them. The ashtrays found their way to garage sales, antique stores, estate sales, and to the latest and best venue to find them, eBay.

For most of its history, the collecting of casino ashtrays was of interest to a small but devoted number of collectors who toiled in relative obscurity. Then, in the 1990s, two events occurred that thrust casino ashtrays front and center into the mainstream of casino collectibles. The first event was the publication in 1994 of Art Anderson's self-published book "Casinos and Their Ashtrays".

Drawing mainly from the collection of Paul J. Gregory, the book showed pictures and gave descriptions of various ashtrays, from the common to the rare. Anderson also presented pictures of the casinos, interesting and informative histories, and estimated values. Today, only slightly more than a decade later, the book, while still interesting and fun to read, is woefully out of date. Many ashtrays were discovered that were not included in the book, and the estimated values of the ashtrays are now only an amusing artifact. (Most of the very rare ashtrays in Anderson were priced at a maximum of \$35. Today those ashtrays are worth hundreds or even thousands of dollars). But Anderson's labor of love made collectors aware of casino ashtrays and put them on the collectibles map.

The second important milestone was the founding of eBay. As eBay caught on more and more casino ashtrays were listed, simultaneously stimulating interest in the hobby and also bringing to light many rare ashtrays that had never been seen before. Today eBay is the main venue for buying and selling casino ashtrays, and because of eBay the likelihood of finding them at one of the other outlets is now much more unlikely. Ashtrays can also be found at various casino collectible conventions and shows, such as the annual Chip Convention in Las Vegas.

Today, collectors may be generalists, collecting ashtrays from everywhere in Nevada. Some specialize in just the old and rare ones and/or those from small and obscure towns. Or those associated with the "Big Three" locations in Nevada, Las Vegas, Reno and Lake Tahoe. There are great ashtrays to be collected, however the collector chooses to do so.

Compared to the ashtrays, casino chips have been collected for a longer time and by more people. Chip collecting is better organized and developed, with a formal society and membership and several newsletters and books that are regularly published - developments unfortunately largely lacking among casino ashtray collectors. The most significant new development is the recent founding of a web site by Mark and Lynnetta Englebretson, Nevada Casino Ashtrays. This is an ongoing work in progress, whose goal is to comprehensively present the various aspects of the casino ashtray. The site features pictures of the ashtrays and casinos, as well as their history. The site can be seen as an extension of Anderson's book. However, it is much larger and conceived on a grander and more elaborate and comprehensive scale. You are invited to log on and send your comments.

Although the value of the "rarer" casino ashtrays has risen very dramatically in a short time, they do not approach the selling prices of the "rarer" casino chips, for a number of reasons. However, the enthusiasm of ashtray collectors is just as great and the joys of collecting just as contagious. There is, in fact, an increasing crossover of chip collectors into casino ashtrays. The casino chip and the casino ashtray can be thought of as siblings, both an inextricable part of that great hobby of casino collectibles.

A BEGINNER'S CASINO CHIP PRICE GUIDE – TIM MILLER

Information is critical to any collector, whether the collection is sculpture, stamps or casino chips. Without accurate guidebooks a buyer has no way to tell if an item is priced fairly, or is even genuine. This is particularly true when buying on eBay where items are often overpriced and described by sellers to appear more collectible than they actually are. Fortunately our hobby is blessed with a number of informative books covering just about any type or category of chips you may choose to collect. Being human, however, you will most likely not want to make a book your very first purchase. I didn't. I wanted chips! At the same time of course I wanted to buy smart. If you are like me and want a safe way to buy a few chips before that first book – it can be done.

A number of dedicated chip collectors have collaborated to provide an on-line visual guide to many of the more common collectible chips at ChipGuide.com. There is a great deal of information available on the home page of that site but the centerpiece is a chip map of the United States. By clicking on a State, or one of the links below the map, you will get a list of clubs or casinos. Click on the one you are interested in and photographs of many of the chips from that club will be displayed. To start your price guide, print the photos for a club you wish to collect.

Now comes the fun part. Search every chip site you can find for chips from your casino and write next to each picture the price the dealer is asking for that chip. Sign onto eBay, search for chips from your casino, and record the selling price at the end of each auction. Only record actual sales since if no one bids, the starting price might have been too high. You must also be careful on eBay to compare the image from the Chip Guide to the image with the listing. Small differences can matter and sellers often make mistakes when describing the chips they list for sale.

Before long, two things will happen. Just from looking at so many chips you will begin to get a "feel" for what the good ones should look like. That is the beginning of an education you will continue for the rest of your life. You will also find that you have a fairly reliable price guide, at least in regard to the more common chips. If you saw a dealer offer a chip for \$15, and then watched it sell six times on eBay for between \$11 and \$16, you have a fairly accurate idea of what that chip is worth and can probably buy one for yourself without getting burned.

Avoid the high priced chips until you know what you are doing, as there are some excellent fakes in circulation. Also, be very aware of condition and avoid damaged or well-worn chips. If you decide to collect chips seriously you will still want the books. Study them, talk to other collectors and take advantage of the many on-line resources to learn all you can. When you are first checking out the hobby, however, this do it yourself price guide will let you get some chips in your hand quickly and safely. Once you do that, I bet you will be hooked for life.

SOME CHIPS MORE SOUGHT-AFTER THAN OTHERS? MICHAEL
KNAPP

Often new collectors are puzzled that some older, even scarcer gaming chips are not as valued by collectors as are some newer chips that may be in greater supply. What makes certain chips desirable to collectors is not always obvious.

Age often has an influence on collector value, but it is not a sole determinant. For example, recent chips from the Hard Rock Hotel seem to be more desirable, often, than chips from small casinos in small Nevada towns used more than 50 years ago. There are several reasons: the outstanding graphic designs of the Hard Rock chips; the fact that Hard Rock chips appeal to many people who do not otherwise collect casino chips, making them somewhat scarcer than their production numbers would seem to indicate; and the fact that more collectors save Las Vegas chips than any other single jurisdiction in the world.

Condition is another factor; in recent years, it's become far more important than it was in the early days of chip collecting. Especially where the chip issues of a particular casino are well used and well worn, pristine chips showing no edge nicks or color fading or surface wear will always be more sought-after than the more common used chips.

Then there's something indefinable that comes into play: what I call "cachet." Certain casinos are extremely popular with collectors, often for historical reasons, and their chips always seem to be in greater demand than others of similar vintage. El Rancho Vegas, for example, which was the first hotel casino on what would eventually become the Las Vegas Strip; the Flamingo Hotel – Ben Siegel's contribution to legalized gaming that set the standard of opulence and class for many years in Las Vegas.

In fact, you will sometimes hear reference to "Bugsy Siegel chips." These aren't chips with Siegel's picture on them (although two of those have been issued in recent years), but chips that were actually in play on the tables of the Flamingo Hotel when it first opened on December 26, 1946. They are intricately diecut metal inlay chips, which haven't been manufactured since the late 1940's, but there are other diecut metal inlay chips that don't command the prices that Bugsy Siegel chips do. What appeals to collectors about original Flamingo chips is the history and romance behind them. They may have been handled by Siegel or other members of the mob management; they may have been played with by the Hollywood glitterati of the day.

There are other considerations, and you'll learn them as you go!

WHAT MAKES CASINO CHIPS VALUABLE? MICHAEL KNAPP

Casino chip collectors (or collectors of any other type of casino memorabilia, for that matter) are often asked, "I have this chip. Is it worth anything?" The short answer is yes. All casino chips are worth something to collectors. But often the question left unasked is, "what makes them valuable?" That answer isn't short, but it will make sense to you.

The primary answer is: collectors make them valuable. Casino chips, especially those from closed casinos that have no monetary value any more, and can't be cashed in at a casino cage, have virtually no intrinsic value. They're merely little pieces of clay/plastic composition with something written on them. What gives them value is that collectors want them. But that's only part of the answer. Clearly, some casino chips are more valuable to collectors than others, and that requires a slightly longer answer.

The laws (imperfect, to be sure) of supply and demand govern casino collectibles, like any other material people collect. If there is only one chip of a particular kind known (and there are few, if any, one-of-a-kind chips), then every collector who wants that chip will compete for it and increase its value. But that's where demand comes in.

Just because there is (for the sake of argument) only one chip of a kind, that doesn't necessarily mean that every collector wants it. Most collectors, faced with a seemingly inexhaustible supply of various casino chips to collect, have found that limiting their collections is the most sensible and practical way to collect. Collectors use any number of different criteria to determine what they wish to collect. For example:

Only chips from casinos I've played in

Only \$1 (or any other particular denomination) chips

Only poker (that is, non-casino) chips

Only chips from a particular geographic area (Pahrump, NV for example; the Pacific Northwest; or Atlantic City, NJ)

Only chips used in certain kinds of casinos (for example, tribal casinos; poker rooms; or charity casinos)

If the chip we're talking about doesn't fit into a collector's area of interest, he won't be competing for it and won't be helping to drive its value up, no matter how scarce it is.

Other considerations are age, condition, and cachet, which are discussed more fully in the section called "Why are some chips more sought-after than others?"

HOW CAN I TELL WHAT THIS CHIP IS WORTH? - MICHAEL KNAPP

All chip collectors, whether buyers or sellers, need to know what value chips and tokens have. There are several methods for gauging values. The first thing to keep in mind, though, is that what a chip or token is “worth” depends greatly on whether you’re buying or selling. A chip that may retail for \$10 may only be “worth” \$4 or \$5 to a dealer, who will mark the chip up to make his profit. And a chip’s value for trade purposes may be slightly less than its “retail” value; provided, that is, that the chip being traded for is not being priced at retail for trade.

One method of determining value is simply to ask other collectors whose opinions you trust, and who have reason to know chip and token values. It’s rare that a collector won’t help another collector by giving him his opinion of an item’s value. Recognize, though, that a collector’s opinion may be based on more or less experience, and that not all collectors specialize in every area of collecting.

Another means of finding out what a chip or token may be worth is to examine dealers’ prices at casino collectible shows. Some collectors are fortunate enough to live in areas where shows are often held, or are able to travel to them. Some dealers have online catalogs of chips and tokens available for sale, and those can be accessed from anywhere with a computer. A third method is to watch online auctions carefully. The prime examples for chip and token collectors are eBay and Jackpot Auctions. Both regularly have many lots offered for auction, and a sampling of prices realized over time can give a collector an idea of present value.

There is, however, a danger in using auction prices realized as determinants of value. Auctions are always limited to those buyers who happen to be watching them and happen to need the particular chip at any given time. If, for example, an auction ends at 11 pm PST, collectors in the Eastern time zone are not likely bidding online at 2 am! If an auction happens to miss the eye of a collector who might find the chip especially desirable, it’s likely that the price realized will be lower than if that collector were avidly following the bidding, planning on bidding himself.

The most reliable method of determining chip or token values is to use one or more of the published chip and token guides on the market. Most value guides are published on a geographical basis, and someone who collects a wide range of chips and tokens will need several books. Reviews of currently published books for chip collectors, including value guides, can be viewed on the Casino Chip & Gaming Token Collectors Club website, at <http://www.ccgtec.com/education/kob/kob.htm> after they are published in *Casino Chip and Token News*.

CLEANING CASINO CHIPS - CHARLES KAPLAN

When I was a coin collector, I was advised to never clean a coin. The cleaning usually leaves an indication of the procedure, which can be recognized by experts. The metal surface of a coin, the patina, is delicate and prone to damage during a cleaning. A cleaned coin is generally less desirable and therefore less valuable. But cleaning casino chips is a different story. Cleaning a chip that is in good condition to remove surface dirt can enhance its appearance and make it more desirable. Care is needed when cleaning casino chips in order to get the desired results.

Chips of a recent manufacturer, such as Chipco, Bud Jones, Paul-Son, RTP, and others, are of high quality and resistant to damage from cleaning. If the chip shows little wear, cleaning should be no problem. The end result should be a clean chip with an original appearance. A spotless chip that shows wear has an unnatural appearance. I tend to not clean worn chips. Some collectors choose to not clean any of their chips. They prefer the dirty look noting that it gives the chip some character. Others are undecided and figure that they can always clean the chip later, but once a chip is cleaned it is impossible to restore its character.

Some older casino chips are difficult, if not impossible, to clean. It may be best to not clean old and valuable chips or, if you must, have an expert do it. The inlay, the central area of a casino chip, is usually the problem. The inlay area is usually a paper insert or a hot stamp. Some older casino chips had thin metal wafer or metal insert inlays. The same rules that apply to cleaning coins also apply to cleaning metal inlays on casino chips. Anything but a gentle rinse to remove surface dirt, will leave a lasting impression. The inlay area is the most noticeable part of a casino chip; any damage to this area will have a significant negative impact on the value of the chip.

When I first started to clean casino chips, I used a worn soft bristled toothbrush and mild dish washing liquid. I usually got good results, especially with newer chips. Older chips that were very dirty, with dirt trapped in the mold, were more difficult to clean. It sometimes took a long time to clean them and sometimes they didn't get totally clean. I hate to see a chip that has been obviously cleaned because it looks nice, but still has some caked in dirt in the mold. After cleaning the chip I rinsed it off and tamped it dry with a paper towel and let it fully dry before storing.

I then found Sterling's Magic Cleaner. Sterling's is superior to dish washing liquid, it cleans better, doesn't require water, doesn't discolor or dry out the chip. Sterling's is available for around \$10 for an 8-ounce jar that will clean hundreds of chips. I'm still on my first jar. You won't find Sterling's in any retail store, but it is available from several dealers who provide supplies for casino chip collectors. Use Sterling's with a soft bristled toothbrush or for delicate chips; rub on with your finger. When you are done, wipe the excess cleaner away with a paper towel and let dry. It is amazing how much dirt is removed from cleaning just one casino chip. Of course, other cleaners can give you good results, but practice first on current chips.

Hot stamps are easily worn away by cleaning. Before cleaning a hot stamped chip, I have to decide whether it is going to be worthwhile. If the hot stamp is not full or almost full, I'll pass. If the hot stamped area is very dirty, I'll pass. If I'm not certain that I will get good results, I'll pass. When cleaning a casino chip with a hot stamp, I cover the hot stamp with my thumb while cleaning the outer portion of the chip with a toothbrush. If the hot stamp area also needs some cleaning, I'll put a little of the cleaner on my finger and as lightly as possible rub it into the hot stamp area. When you are done, gently remove the excess cleaner and tamp dry with a paper towel. Then let the chip air dry until it is fully dry before you store it away. You should never use any implement, like a toothbrush, to clean the hot stamp. A toothbrush will rub away portions of the hot stamp and make the chip appear to be more worn than it used to be.

The paper inlays on modern casino chips are covered with plastic coating for protection. There were some older casino chips made with paper inlays that were not protected. I can recall some casino chips issued in the opening days of Deadwood, SD with unprotected paper inlays and also some from the Dutch Inn in Puerto Rico. And, of course, there are others, but not too many. Unprotected paper inlays are very susceptible to damage during cleaning. I would not clean a casino chip with an unprotected paper inlay. Light rubbing by even the most gentle finger or any exposure to water, will certainly damage the inlay. And even with protected inlays, caution is needed when cleaning if there is any damage to inlay prior to cleaning. There could be a tear in the inlay or the inlay could be coming up off the surface of the chip. Cleaning a chip with a compromised inlay could worsen the damage.

Every once in a while I would get a chip with gray/black globs on it. Although I have asked many experts, I never got an authoritative response to the nature of these chip growths. My best guess is that the glob started out as a sticky spot on the chip. It got sticky because most likely someone spilled a drink on it. Over time more and more dirt and ashes adhered to sticky spot until it eventually became a glob. The good news is that the globs can easily be removed by gently scrapping it off with a fingernail. You will now find a clean spot where the glob once was that will disappear when the chip is cleaned.

Never, never, never ever use any sharp implement to remove dirt. You will likely do more damage than good. A sharp implement will easily remove chunks of clay from the chip. Never use an abrasive cleaner like steel wool; you will be rubbing away parts of the chip. Never use a cleaner with bleach or other cleansers that could discolor the chip and give it a dried out look. Don't use heat or steam to clean a chip, clay softens quickly and will warp.

Casino chip cleaning is a skill, one that will improve as you get more experience with cleaning different types of chips with different types of cleanliness problems. I strongly recommend that you practice on chips currently in use at your local casino. When you are done practicing, you can always return the losers back to the casino.

While my assignment was to put together some thoughts on collecting Atlantic City chips and tokens ... there is really no difference between Atlantic City and many other gaming jurisdictions around the world with the exception that, generally speaking, Atlantic City chips must be purchased from gaming tables and not from the casino cage.

Having said that, a new collector must decide what will be the scope of the collection he/she would like to begin collecting. Shall I collect only those chips and tokens from casinos I have actually visited? Shall I limit myself to only \$1 chips & tokens or include higher denominations? With the casinos currently phasing out slot tokens in favor of ticket-in-ticket-out machines ... do I want to collect slot tokens ... or collect the tickets that are now being dispensed? If I decide to collect chips only, do I want to collect the commemorative Limited Editions, or just the regular table chips? Maybe because I like animals, perhaps I should collect by a topic or a theme such as animals on chips? I know a lady collector in Florida who collects any chip from any country that has a horse pictured on the chip.

Nobody can tell anyone else how to collect. It is strictly a matter of personal choice. If you want to store your collection in a shoe box, that's fine. If you want to house your collection in 3-ring binders ... that's o.k. too. I've seen some very nice collections housed in fancy frames and hung on walls of offices and homes where viewers can enjoy looking at them. This exposure of your collection presents another facet that should be considered ... and that is security. Maybe you don't want the world to know that you have negotiable chips hanging on your walls for someone who is bent on criminal activity to make you a target for his/her illegal activity.

My advice to any new person entering this hobby is to "buy *the book before the chip.*" I say that not because I am an author of a very popular reference work on Atlantic City Casino Chips and Gaming Tokens, but because the purchase price of virtually any hobby-related publication will probably pay for itself over and over again in knowledge gained. Sure, some folks would rather spend \$25 or \$30 on a new addition to their collection. But in the long run, perhaps they paid too much for that new addition ... or sold a duplicate too cheaply that would have more than paid for the book.

If you live nearby a gaming jurisdiction, the best way to add to your collection is to purchase directly from the casino. One of the key features about this hobby that does not exist in many other hobbies is that if you are buying chips and tokens at face value, you can always turn them back in at face value and recoup 100% your investment should you ever tire of the hobby. Try doing that with bowling score sheets or used tickets to major league sports events. Lastly, everyone who is presently in this hobby began as a newbie such as yourself. As time goes on, and you become an old-timer, hopefully you will share your knowledge and experiences with other newcomers as they pose questions and seek answers from veteran collectors.

CASINO DICE – JEFFREY FAIRCHILD

I collect Casino Dice from all over, both old and new. 3 items I look at when evaluating Casino Dice are; Age, Condition, and Cancellation marks.

Age - Older dice will most often be made from cellulose nitrate and sometimes other early plastics. By the late 60s most dice were made from cellulose acetate. Older polish finish dice will tend to have a deeper "body" to the color than new dice (kind of like looking through jello vs koolaid). Look for yellowed spots or faded internal color. Older dice tend to have thinner spots. Really old dice will have recessed spots

Condition - Dice should be in reasonable shape but do not need to be perfect. Nicks and dings of normal table play show the dice have been on the tables. Nitrate dice will tend to crystallize with age. Severely crystallized dice should be avoided unless you have some skill in conservation of plastics. Acetate dice that are starting to discolor and warp, implode, or have a vinegar smell should be avoided as they cannot really be stabilized and can "infect" other dice.

Cancellation Marks - Casino Dice can be canceled in many ways. Many early dice will not be canceled. Canceled dice are still collectible as long as the cancellation mark does not damage the logo.

Casino:

Vice Punch - Small circle mark on the die.

Punch - Small hole/divot in the die (can look like a pinprick).

Scratching - With a scribe, razorblade, or other sharp object.

Drill - Part way or all the way through.

Hot Stamp - Gold contour bar stamped on the die. Some older dice may be canceled with a permanent marker or dates written on them.

Factory: Rejects or Culls: (most often on 4 side)

"VOID" or "VOIDED" - Stamped into the die (Plain, No Gold Foil).

Hot Stamp - A Gold "XX" or "O".

Pin Prick - Hot pinprick (can look like a punch).

Over Stamped and/or multiple logos and serials.

Reject dice can be stamped with the logo of a closed casino. Beware of 1950s or 60s dice that look too good, often these dice will have a raised gold hot stamp logo and may have machining marks or other signs of being unfinished. If you are a general collector of any and all dice these are ok.

EBAY CREDO – MARK ENGLEBRETSON

I believe it is my responsibility to give accurate descriptions and good pictures. Not fuzzy over exposed or so dark you can't see the item.

I believe it is my responsibility to provide adequate information in the listing so that folks don't have to waste their time and mine asking questions.

I believe it is my responsibility to include a bit of history, legend and lore, in the description where evident.

I believe it is my responsibility to charge you what the carrier charges me to ship. I believe repeat customers get free shipping. They deserve it. I believe ad fees, bubble wrap, peanuts, envelopes are a cost of doing business. If the stuff you are selling doesn't provide a great enough profit to cover those items you should probably be doing something else.

I believe offering an extended payment period is a good idea. I often offer 30 days to pay when I have a large amount of auctions. It attracts bids I might not otherwise get.

I believe in throwing in a freebie with an order. Folks always like getting something free.

I believe it is good to get to know your customers. I have made many friendships by talking and emailing with my buyers. In the process I learn much and find people to answer my collecting questions.

I believe it is my responsibility to Email each buyer when his or her payment arrives and tell him or her when his or her purchase has been shipped.

I believe it is my responsibility to immediately post feedback. Feedback should not be held hostage. If you are worried about them posting a negative you are doing something very wrong!! The buyer has paid me and completed their end of the deal. Now, it is my responsibility to have them happy with their purchase.

I believe it is my responsibility as a seller to immediately correct and resolve any problems with the transaction should any arise.

I believe it is my responsibility to not encourage buyers beyond reasonable notices in order to avoid irritating people.

That is just one man's opinion but it has worked beyond belief for me.

FRACTIONALS - MIKE PELLERIN

So, you've begun collecting Casino Chips, and have come to the obvious conclusion that there's no way you can get say a \$1 or \$5 chip from every Casino that ever was. Don't laugh. A lot of new collectors think it's possible when first starting out. You now have a slew of chips from various locations, but no context to your collection. It's time you focused on a collecting genre'.

Might I suggest, Fractionals?

Fractionals are those funky chips that come in denominations from 1 cent up to \$8. Yes, \$8 dollars is a fraction of a \$10 chip. Once you start focusing on Fractionals, you're going to see some pretty unusual chips come to surface, as well as some very rare and collectible ones.

Fractionals transcend the chip community in that they have been issued by most Casinos, Riverboats, Cruise lines, Native American Gambling Establishments, Foreign Casinos, etc.

Fractionals tend to be "Hot-Stamped" though there are a few fine examples that have had inlays. The Mint .25, and a California Club .25 come to mind at the time of this writing. Fractionals also have a tendency to sustain a lot of wear, as they are "pricey" to produce and the establishments that are still using them tend not to order new shipments. These establishments also frown upon you pocketing a few "Souvenirs!"

Fractional collectors also seem to have a tendency toward Geographical areas for their collecting base. Small Town Nevada is very hot, and will continue to be so as these clubs are not ordering anymore. Next come Vegas, Tahoe, Reno and Laughlin. The California Card Club collectors and the Pacific NW collectors follow these. Native American and Riverboats fall next. There is a new interest forming in the Cruise Ship Category for Fractionals.

Unfortunately, Fractionals are going the way of Slot Tokens into extinction! The only fractional I see hanging on is the \$2.50 (Snapper). Fractionals are a piece of Gaming history, and should be held as such.

A Word of Caution:

Only believe about 5% of the hype you hear about Fractionals. Sellers will tell you how great this chip is, how rare it is and that it has a rating of (xx). They are just trying to sell the chip. Do a closed search in say EBAY, and make notes. Some Fractionals are very rare, and deserve a high price tag, but in my opinion, most are just hyped up.

Hope this helps!

HAT AND CANE MOLD – MIKE PELLERIN

The Hat and Cane Mold comes in 4 different varieties; LCV, H&C, RHC and C&J.

LCV stands for “Long Cane Version.” If you look at the area where the cane exits the hat, you will see that on the LCV the cane extends beyond the rim of the hat. There is also much more space between the cane and the rim. Also the handle of the cane looks much more like an actual cane. The cane is longer than on a H&C.

H&C stands for “Hat and Cane”. The cane on this one is smaller and does not extend beyond the brim of the hat. In addition, the cane handle is shaped more like a Candy Cane.

RHC are short, squatty hats, with very short canes. The designs are very close to the edge of the chip, with every 4th one having the cane reversed.

C&J are Christy and Jones H&C's. These are the same as LCV's but the actual LCV's are very shiny. Once you know a C&J, you can spot them from across a room!

So:

Cane dips = LCV

Cane doesn't dip = H&C

Squatty Hats = RHC

Shiny LCV's = C&J

CASINO LIGHTERS – CHARLES DAVIS

The casinos in Nevada have always given out gifts to their better customers. In the 50s, 60s, and 70s those gifts were frequently cigarette lighters. They always had the casino logo or name on them and were usually quite decorative. Most were made in Japan by companies like Vulcan, Penguin, and Brother-Lite. You can find all styles but the little flat pocket lighter is the one found most frequently. They make a great collectible because they are small, easily displayed and are very colorful.

Lighters can be found in antique stores, at flea markets and on rare occasion at a garage sale. They were getting pretty hard to find but, as with a lot of other collectibles, eBay has changed that. There are usually a few listed on eBay all the time. Another great place to look for lighters is at Casino Chip Shows - especially the annual Casino Chip and Gaming Token Collectors Club convention held in Las Vegas every year.

The prices for the lighters range from a few dollars to a few hundred dollars. The flat lighters with the colorful designs usually fetch more than the Zippo style lighters - the exception being the 14K gold Zippo style lighters from some of the Vegas casinos. There is no current price guide available for the lighters but a good rule of thumb is anything under \$30 in very good condition is a good buy. There are a few more common ones that frequently sell for a bit less than that but are still a worth picking up. Like most collectibles there are three main factors that affect the price - condition, desirability, and availability.

Condition: It is still possible to find a lighter in mint-in-the-box (MIB) condition - the wick is still nice and white and the flint and striker unmarked. These will always be more expensive than a used one. Lightly used lighters with no serious scratches will fetch a 50% premium over a well-used one that shows lots of signs of wear. But, even a well-used one will fill a hole in your collection.

Desirability: A good example of desirability is the Frank Sinatra's Cal Neva lighter. The same style lighter from the Mint sells for \$20-\$30 while the Cal Neva one with Frank's name on it goes for over \$350. Lighters from the early strip casinos all seem to command higher prices than the ones from downtown or Reno and Lake Tahoe.

Availability: It is somewhat difficult to determine availability since production numbers are generally not available. Factors that affect availability are the length of time the lighters were available and the size of the casino. The Frank Sinatra's Cal Neva was only in business for about a year so they are quite scarce. The Reno/Tahoe Cal Neva has been in business for a very long time and the lighters are readily available even in MIB condition.

Casino lighters make a great stand alone collectible or a nice go-with for the casino chip collector. They are still available out there in the wild and it is a real joy to find one at a bargain price. So get out there and get looking - and enjoy!!!

WHAT'S *THAT* MEAN? THE BASIC LINGO OF COLLECTING – MICHAEL KNAPP

As with any other area of human interest, chip collecting has developed its own language, and it can be confusing and impenetrable to a new collector. For those of you with a computer, you'll find an excellent glossary to collecting terms on the Casino Chip & Gaming Token Collectors Club website, at <http://www.ccgctcc.com/glossary.html>.

There are, though, some basic terms that new collectors will encounter, and an initial understanding of them will be of help. You'll hear the terms "casino," "card room," "illegal club," and similar names for places where gambling is conducted. Usually, a "casino" is a licensed establishment in which all kinds of games of chance are found, for example, 21, craps, baccarat, big 6, roulette, and various kinds of slot machines. "Card room" is the term used to describe a licensed place that usually has only varieties of poker (non-house-banked) games, and sometimes limited slot machines. California and Montana, for example, permit only poker. Montana also allows video poker and video keno, but no other kinds of slot machines. "Illegal clubs" were prevalent throughout the United States during the 1920's through as late as the 1960's. They were neither licensed nor officially sanctioned, but sometimes (as in Newport, KY, for example) they operated quite openly.

Next, what's the difference between a chip and a token? "Chips" more properly "checks," (if they have a denomination on them) are pieces of clay or plastic, sometimes with metal centers, made for casinos to use on table games. "Tokens" are coin-like metal pieces produced for use in slot machines, although some casinos use the \$1 tokens instead of \$1 chips on table games as well.

You'll also hear about various kinds of chips. For example, "coin inlay" chips have metal centers resembling coins, surrounded by plastic rings. "Center inlay" chips are clay/plastic composition, with printed-paper inlays in the middle, showing the casino's name, the denomination of the chip, and often the casino's logo. "Hot stamped" chips are also clay/plastic composition, but the center of the chip is stamped deeply with (usually) gold foil to provide the denomination and casino name. Another type of common chip is referred to as a CHIPCO – this is a chip made by "CHIPCO" International, and often has colorful graphics extending across the entire surface of the chip, not just the center.

You'll find many more terms defined for you on the website above, but one more term every new collector needs to know: "CC>CC" – the Casino Chip & Gaming Token Collectors Club!

A GUIDE TO LOW END CHIPPING! KEN NESTLE

There is a great deal of enjoyment to be had in chipping without investing huge amounts of money.

1. Know your limitations. When I started chipping, I set a limit. Never more than \$10 for a chip. To this point I have exceed that limit only twice. Everyone needs to determine his or her own realistic purchasing limits. Whether your limit is \$5 or \$50 you should decide before you start buying.
2. Make a budget. (This is most definitely a case of not practicing what I preach. I couldn't stay on a budget if my life depended on it). Put some of your budget in reserve for that "GOT TO HAVE" chip that appears unexpectedly. This way you avoid ending up with no food in the pantry and three days 'til payday. Been there, done that.
3. If married, don't steal from the 'general fund' without your wife's knowledge. No hobby is worth damaging a relationship. Work out some kind of arrangement with your spouse. In my case, I work six days a week. The wife and I agreed that M-F goes into the general fund. Saturday's earnings are MY MONEY.
4. Specialize early. No one can collect all of everything. It can even be difficult and costly to collect all of one thing. Pick an area or type of chip and pursue it.
5. With anything over a few dollars value, study what you are buying, research the value, and don't pay more than it's worth. If buying at auction, make only one bid for the actual value of the chip (or the maximum you are willing to pay), and don't get drawn into a bidding war. Though it may seem like it at the moment, the item you are bidding on is NOT the only one in existence. There will be another one available sooner or later,

Inexpensive ways to get chips.

They usually don't come any cheaper than at the casino. If you go to a casino where you can buy chips at the cage, tell the cashier (better yet, the cage manager) that you are a collector and that you're looking for new/clean or unusual chips. Occasionally you will be rebuffed. But you'll be amazed at how often an overworked, underpaid employee will make an effort to find the good stuff for you. When buying new chips at a casino ALWAYS get extras to use as traders.

Trading is the second least expensive way of obtaining chips. Make trades on Chipboard.com or at local chipper meetings. Attend local shows, club meetings, and trade sessions.

Make an effort to network with as many other collectors as possible. Whether local, in another state, or on another continent, a friendly contact in the right place can prove invaluable. Create a 'favor bank' by offering help to others BEFORE requesting help

Join the CCGTCC (the dues are only \$20 per year) and attend the annual convention. While the expense of a trip to Las Vegas might be prohibitive for some, I am told that the convention (August 3-5, 2005) is nirvana for chippers.

SECURITY FOR YOUR CHIP COLLECTION - MIKE PASTERNAK

One of the most overlooked points of collecting is the matter of security. People spend endless hours and dollars assembling their collections, but few take proper common sense measures to protect their collections from fire and theft until it is too late. A few dollars spent on securing ones' collectibles can pay for itself once put successfully to the test. A few basic guidelines will be discussed here as pertains to basic security from fire and theft.

Smoke detectors are a must. They should be located outside of each bedroom area as well as in the basement. If powered by batteries, the batteries are to be changed seasonally with daylight savings time and the detectors are to be tested weekly. If connected to an alarm system, the functionality should be tested as per the installing company's recommendations. While on the subject, Carbon Monoxide detectors will not save any chips, but have saved many lives and should be installed in every home. A fire safety/evacuation plan is essential, and a meeting spot for family members outside the house is to be part of the plan. Once outside a fire zone, you cannot return to the premises for anything: not heirlooms, your dog, and not your chip collection. Therefore, it is necessary to safeguard your more valuable items from a fire for as long as possible. To that end, a well-made fire safe is recommended. While it will provide some protection, the longer a fire burns, the hotter the inside of the safe will become, and it is quite possible for the storage containers (airtites, etc.) to melt before the chips themselves warp from the heat. Chips mounted in display frames are of course beautiful to look at, but it is not recommended for higher valued chips; just as sunlight and fluorescent light can fade displayed chips over time, fire will attack whatever is on the walls.

Common sense measures such as safe storage of flammable materials and keeping lighters out of the hands of children are also part of the plan. Fire extinguishers are to be on every floor of the house, and in the kitchen, basement and garage as well. A garden hose could also be installed in the laundry or utility area (put *nothing* in front of it), and used as a fire hose; however, life safety and escape is primary and firefighting is best left to professionals.

Safe Deposit boxes are a consideration, but they have several drawbacks. There are the fees associated with them, and in today's climate you will not be able to get near your collection should the nation's terror alert level be raised, as well as in times of blackouts or urban rioting. Keeping your chips at home is a subjective matter; most of us would probably prefer to have our collections in our possession at all times. Again, attractive framed displays are wonderful, but they are tempting to thieves looking to carry off light items. It is best to keep your collection in a closet or dark room where the humidity is relatively low and out of plain sight.

Securing your home or apartment should take a layered approach, both inside and out. Outside, shrubbery should be kept trimmed and security lighting installed. If away, timers should be used to turn lights and televisions on and off, and trusted neighbors should be asked to collect mail and flyers that accumulate. The doors should be solid core, and have high security deadbolt locks installed. An alarm system is a great consideration, but only if it is monitored via phone or internet by a licensed central station. The next level is closed circuit television, and low-end systems can be had for comparatively few dollars. With today's technology, digital video systems can be monitored over the internet, and the whole house remotely controlled with the best equipment installed.

A dog is a huge responsibility. A barking dog, regardless of size is a deterrent to many thieves. In the absence of a dog, a consideration might be to place a large water dish in the backyard with a bone and chain to give the impression of a large dog living in the house. Remembering to lock doors and windows and not ever make yourself an easy target is primary.

You should also check with your insurance carrier to see whether your casino chips are covered or if they consider them "cash." If so, you will likely not be reimbursed in case of a burglary. Another option is to deal with an insurance provider that specializes in collectibles. In any case, as caretakers of these collectibles for future generations we must be diligent about securing them. I can always be reached for questions regarding further security solutions at oberstmp@aol.com.

SLABBING – MIKE PELLERIN:

Slabbing started in the early 1980s in the US Coin Collecting hobby. It was a way for collectors of High End coins to preserve them, and make sure that they traded at current book value prices. The main slabbing players at the time were: ANACS, NGC and PCGS. They employed actual Numismatists, so the grading was not in question. Suddenly, investors and speculators got in on the action. Now a high-end coin that had once traded for \$75.00 was now trading at \$125.00 because it was slabbed.

In the 1990s, slabbing took off. There were now many independent companies grading and slabbing. They were grading not only US coins, but also World Coins and Ancients. The collector concerns that there is no way any of these firms can have experts on hand to grade anything that they came across, began to grow.

Now a coin that you would have paid \$25 for at the Coin Shoppe was now being sold at \$75 because it was in a slab, and bore the name of a grading service. It's gotten to the point where so much stuff is slabbed, that collectors can't unload, sell or trade items that are not encased in plastic. Slabbing ruined the Coin Collecting Hobby!

The Slabbers are now trying to encroach upon the Chipping Community!

Slabbed chips have begun appearing on eBay. We need to unite as a group and force these slabbers out of the market. If we don't buy them, they may stop! I for one don't want to envision a day when a \$20 Arodie trades at \$75 because it's in a cheap piece of plastic that was graded by "who knows!"

SNIPING – MIKE PELLERIN

You have a bid on a cool chip that you've been hunting for, for months. The auction is in its final stages, 15 minutes left to go. You refresh the item. You're still high bidder! You wait a bit, and refresh again, 20 seconds left to go! Now you're excited.

"Yes! I'm finally going to get this one." 15 seconds left, and you're ready to celebrate. You refresh the item, and you've been outbid! You check the bidders list. "Hmmm, all the same folks that had been bidding right along."

Then you notice the bid times. Somehow, someone managed to slide in a bid at 8 seconds to the auction's closing. How did this happen you ask?

Well my friend, you got Sniped!

There are three methods of bidding on an item on eBay:

1) Normal bidding where you refresh the item, and re-bid accordingly. (Sometimes though, this can drive the price up due to a Bidding War.)

2) Set Price bidding is where you decide you are only willing to pay X amount for an item, and will not pay more.

3) Sniping is where you are using an external program to fire off your highest bid at the last possible moment so others can't possibly win against you.

Advantages, Dis-advantages:

Advantage: The insertion of a bid within the last closing seconds may win you the auction.

Advantage-disadvantage: If a "Bidding-war" has broken out, then your "Snipe" may not even be relevant!

Snipe, or Bid.... It's YOUR choice!

STORAGE: MIKE PELLERIN

Now this, is a tricky subject. You can ask 20 chippers, and you'll probably get 20 answers!

Chip Binders: This storage option is ok for short term. The pages are vinyl and as such can impart harmful PVC's to your chips. PVC's are what can cause discoloration to your chips. Never store Red Chipco's in these as the red will bleed into the page, and may eventually impart this upon other chips and themselves.

(PVC stands for Polyvinyl Chloride, and is the main ingredient in cheap plastic. Not only can direct contact with it hurt your chips, but fumes from it can affect them as well!)

Vinyl Flips:

These are prone to the same bleeding and PVC contamination as the Chip Binders.

Mylar Flips:

These are safe, but hard to store and display. They are really good for a large collection where you need to keep notes (they have 2 pockets, one of which can be used for notes). They fit ok in pages, and offer the extra protection of the Mylar.

Cardboard Flips:

These come in two sizes 2x2 and 2 1/2 x 2 1/2. These are small cardboard holdovers that have completely inert Mylar windows. The 2x2's fit standard coin pages. The 2 1/2 x 2 1/2 fit larger 12 pocket pages. The larger flip allows you to enter more information on the holder. These flips can be sealed by stapling or taping. The best method is to use small inventory labels and seal the left and right lower bottom edges. Fold the holder over the chip, so the chip is inserted through the bottom after applying the labels. This allows you to just apply slight pressure to the edges to pop the chip out.

AirTites:

These come in two sizes, direct fit and Foam Ring. The direct fit is just that. The chip fits very snugly into the holder. The Foam Ring has a small foam ring that fits around your chip. The Foam Rings come in various colors to show off your collection. Both the Direct Fit and Foam Ring are good if you are going to mount a display, or want a safe and secure way to store High-End Chips. Both can be slipped into 2x2 or 2 1/2 x 2 1/2 pages. The pages buckle a bit, but are still a nice and secure storage option.

Whatever option you choose, remember this...It is our duty as collectors to help preserve these items as the historical collectibles they are! You may not think that the current chip you got means anything, but maybe 20-50 years later it will!



Front
Back

TITO Tickets are machine-readable payout tickets generated by casino slot machines. The tickets can be inserted in the slot machine's currency valuator to receive credit value to play the machine. TITO Tickets can pay out credit amounts and jackpots reducing the need to dispense coin. Delays caused by the need for coin fills are avoided. Many TITO Tickets are issued everyday, the majority of which are cashed out via attendants, the cash cage, or ATM--like machines. Many TITO Ticket equipped machines take only tickets and currency in and put out only tickets; others still take in coin or tokens and in some limited way issue coin or tokens out, however more and more places using TITO Tickets are going to tickets for all payouts for customer convenience and labor savings.

What is Collectible: TITO's Tickets by Backs is the major collecting method; Some people also collect by Fronts, Other types collected include: Security Features, Non-TITO Special use of TITO stock; Mfg. Show TITO Samples., Etc. Collectors have identified almost 1000 different back designs that are collectible to date.

CC>CC MEMBERSHIP APPLICATION

Name _____

Address _____

City _____

State _____

Zip _____

Country _____

Phone Number _____

My collection interests are:

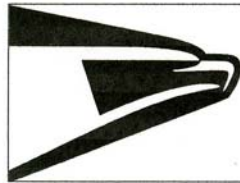
- Chips Tokens
 U.S. Foreign

I would like you to publish my . . .

- Name and address
 Phone
 Do not publish my name and address

I have enclosed my annual dues for:

- One year \$20.00 U.S.
 Associate \$5.00 U.S.
 Foreign \$35.00*
* postal money order or U.S. funds



First Class Mail

- Check here
for First Class Postage
Just \$12 more a year

Foreign mailings are at the First Class rate. All other mailings are via 3rd class mail.

Annual dues will be renewable in the same quarter in which the membership application was processed. Check our address labels for your membership expiration dates. Mail your completed application with your check made payable to CC>CC to:

CC>CC Membership Officer
Ralph Myers
P.O. Box 35769
Las Vegas, NV 89133-5769

Sponsored by:

NOTES ON IDEAS PRESENTED IN THIS GUIDE



www.ccggtcc.com