



2018 National Order of the Arrow Conference

Cell Name: Patch Design and Collecting
Session Name: Patch Trading and Ethics

Session Length: 45 Minutes

Through this session, you will—

Explain: Why patch trading is important.

Demonstrate: Ethical patch trading guidelines.

Guide: Appropriate and useful patch trading resources.

Enable: Improve trading and brotherhood among Arrowmen and Scouts.

Learning Outcome:

- History of Trading.
- Application of Scout Values applied to trading.
- Promotion of Brotherhood among traders.

Theme Connection:

“Decide your Destiny” give new traders a chance to develop lifelong friendships and memories through proper trading or to choose a less than ethical path toward short term gain at any cost erasing the true spirit of brotherhood.

Required Materials:

- Handouts
 - Flip Chart (if desired)
 - PowerPoint Presentation (projector and screen)
- Various patches to facilitate trading at the end of the session

TRAINER PREPARATION

1. Review information in this syllabus and PowerPoint slides.
2. Update and personalize the PowerPoint slides to fit your presentation.

3. Ensure that you have adequate video projector and video screen.
4. Make an adequate number of handouts for your audience.
5. Have adequate number of patches on hand to facilitate trading among participants who may not have items to trade.

Session Narrative

Introduction

3 minutes

(Slide#1) Good Morning, my name is _____, and my qualifications to present this topic are as follows:

Trainer Instructions: Have prepared notes ready for your personal introduction

40 minutes

(Slide#2)

Today we are going to cover the following topics:

Why trade?

(Slide#3) How to trade?

(Slide#4) Trading resources.

(Slide#5) Let's trade.

Outcomes

After this session we will have accomplished:

(Slide#6) Better understanding of trading "rules".

(Slide#7) Promotion of Brotherhood through trading.

(Slide#8) Tools to expand collecting base in your Troop, Council, Lodge and Section.

Theme Connection

(Slide#9) Decide Your Destiny

(Slide#10) Knowledgeable Trader who begins lifetime hobby developing friendships and memories who later helps other do the same.

(Slide#11) Patch Shark looking only for short term gains at any cost.

(Slide#12) Why Trade?

Early days of Scouting transportation was limited. Boys rarely traveled outside their immediate area and certainly not outside their home state. Any chance to meet people from another town, state or country through Scouting events was a privilege. Exchanging any item was considered a sign off friendship and goodwill. Many times, these were items from your hometown or area and not always scouting related. As time went on trading your community strip or later council strip or lodge patch became the standard trade. Locally issued neckerchiefs were traded as well.

(Slide#13)

As time went on and patches began being issued for events and activities. Scouts began collecting different items such as shoulder patches, lodge flaps, or camp patches. Today there are nearly an infinite number of collecting areas but the general premise remains that trading is a way to meet people and exchange items in friendship.

(Slide#14)

With greater access to travel and larger attendance at national or International events collecting things related to that event has grown in popularity. Many will collect patches only from the Jamboree or NOAC that they attended. Some will try to collect everything or only patches they liked the design of. A few may collect patches from their state, Section, or Region. Years later looking back at that collection will stir memories of that event in the same manner as looking at old photographs takes you back in time.

(Slide#15)

What are other reasons you might look to trade with another Scout?

(Discussion)

(Slide#16)

How to Trade.

Scout Oath and Law

As Scouts we all agree to live by these in our daily life. When making a trade these things should also govern our dealings. Any transaction not based on these principles and beliefs is not going to end well for at least one party. The party that might come out ahead while discarding the Oath and Law might “win” the transaction but has given up far more in terms of character and likely will (should) have regrets later.

(Slide#17)

There has never been a time in all my experiences trading that I have seen following the Scout Oath and Law resulted in a trade being wrong.

(Slide#18)

Simple trading for fun and fellowship generally involves trading “like for like”. In other words, trading Council Strips for Council Strips, Lodge Flaps for Lodge Flaps, or Camp patch for Camp patch.

Advanced traders often seek older or more obscure items that can have greater monetary value. If you have older items given to you by a family member or friend seek out a knowledgeable trader to help you with a trade. Do not misrepresent the item you are trading nor give someone a false story about your patch. Most new items should be traded 1:1. Very limited runs of these new items have a very limited collector base and should be viewed as such.

(Slide#19)

When both parties are satisfied with the trade then you shake hands and agree it was a good trade. If you are not satisfied simply walk away and trade elsewhere. Remember that patience will often payoff as you can find a trade for your item later that will be more to your liking.

(Slide#20)

Scouting events should be trading only events. Buying and selling is limited to official trading posts. Failure to follow these guidelines can result in your removal from the event.

(Slide#21)

Various Troops, Councils, Lodges, Scouting Memorabilia Dealers, and trading groups sponsor Trade O Ree's (TOR) at different times and locations throughout the country. These events allow buying, selling, and trading. When selling you generally rent a table to show your patches.

(Slide#22)

Youth are often given free admission and often an area is set aside for youth to trade at. Collections or Scouting Heritage merit badge is offered at many of these events.

(Slide#23)

Spoofs and Fakes are not actual issues. Generally, they are made to trade for actual issues. Cost to produce is low and makers can generate good returns by collecting legitimate patches. Some examples of Spoofs and fakes follow but there are many more available. Some people collect these issues but be aware when trading legitimate patches for these items.

Making unauthorized issues on behalf of your lodge or council is also considered an ethical violation and can result in BSA taking action against your membership. Remember that all patches produced by or for your council or lodge must be approved by the appropriate governing body.

(Slide#24) Here are some examples of spoofs.

(Slide#25)

When trading only show what you are willing to trade. Keep your collection separate from your trading stock. Nothing is more frustrating for a trader to see an item they desire and then have the other party say it is not for trade.

When trading at an event it is best to keep your collection at home. You can easily keep photos on your phone or tablet and have access to see if you have an item rather than risking losing the item at an event.

As you collect items you want to keep at an event separate them and only show what you are willing to trade. Keep the other items out of view. Photograph or write down what you have collected so you do not trade for an item you already have.

(Slide#26)

Take time to learn about the item or the trader. Visit awhile and form a friendship. Many times, you can contact a trader later by text or social media if you are interested in additional items from their council or lodge. Take time to start or further form relationships that can last a lifetime. It is a Brotherhood after all.

(Slide#27)

International Scout Collectors Association

Collectors group providing resources, checklists, and information on a wide variety of Scouting collectibles. Annual membership cost is \$10 which includes digital copy of Journal 4 times per year.

ISCA often volunteers at Jamboree and NOAC to monitor trading and teach classes related to collecting.

(Slide#28) Patch L

Google group for email. Trading only but also information on a wide variety of scouting collectibles. Useful for more advanced collectors.

Facebook page as well but must join Google group as well. Allows selling in addition to trading.

(Slide#29)

Facebook Groups

Scout Patch Collectors

Official Scouting Memorabilia Collectors

(Slide#30)

These groups allow you to buy, sell, or trade a wide variety of items. Not all members of these sites are scouters. Additionally, there are a number of local or special interest groups available as well.

(Slide#31)

There are a number of resources available to provide information about patches.

PatchScan is a project of BSA licensing. It provides a QR code placed on the back of patches made by licensed vendors that provides information on dates, numbers and a description of the patch. It is only required on BSA licensed vendors products. It is

not on older issues of patches and at times is not accurate with the information provided.

PatchScan is available in the app store at no cost.

(Slide#32)

Patch Trends is a site that pulls data from eBay sales. It requires an annual subscription and does show actual value for sold items. Newer items might not have any sales as well as older items that do not sell often or are more rare.

It is a good indication of value for most common issues.

(Slide#33)

BSATOR.com is a website listing among other things dates and locations for upcoming Trade o Ree's. It is free to post your TOR flyer on the site. Additionally, contact information is available for many Dealers as well.

(Slide#34)

What we have covered today will give you a good basis for how and where to trade. The most important thing you can take from this is to remember this is a fun way to meet others and to start a lifetime hobby. However, always remember your values and ethics when trading.

Are there any questions?

(Slide#35)

Now let's apply what we have learned. Make a trade with someone in this room not from your lodge before you leave. If you do not have any trading stock with you come see me up front.

(Slide#36) LET'S TRADE

Thank you for your time today and may we all have good trading ahead!

Mentoring and Communication

2 Minutes

Thank the group for their input during the session. I encourage you to reflect on our session today. What did you learn today that will help you with trading and extending brotherhood to others?

Appendix: Resources and Source Material