

# The Global Finals Pin Trading Guide

## I. Introduction

At Destination ImagiNation® Global Finals, pin trading is a fun activity for kids, Team Managers, Officials, parents and others. More importantly than collecting pins from different states and countries, pin traders get to meet people from around the world.

Pin trading should be conducted according to the “Fair Pin Trading Code.” (See the “Pin Trading” page on Global Finals Web site.)

## II. Things to Know Beforehand

- A. **Official Pins:** Official Destination ImagiNation pins may be purchased from your Affiliate Director either before or at Global Finals. Most DI Affiliates provide their teams with the opportunity to purchase a variety of official pins. Many of these are single pins that can be traded on a 1 for 1 basis (i.e., my one pin for one of your pins), but recent trends have been to create multi-part pins or pin sets. Additionally, some teams choose to create and bring their own pins.
- B. **Logos and Labels:** Pins that do not have any Destination ImagiNation logo are not usually as popular as those with Destination ImagiNation labeling, especially those with the year in evidence (e.g., 2011, '11, or GF '11). If you are simply interested in having a pin from a particular state and do not care whether or not it is an official pin, go ahead and make the trade if it is fair. However, be aware that other traders may not be willing to accept non-official pins or pins from other years in future trades should you change your mind.
- C. **Vintage Pins:** There is always a mixed reaction to pins from earlier years. A few collectors seek out specific pins that they were unable to obtain in the past. Since this is the 12th year for DI, you may want to trade for some of the pins from past years. If you run across a trader who is offering non DI pins or pins from earlier years, make sure you really like the pin itself and are not trying to use it to trade for current DI pins. If you find at the end of the week that you have a few leftover pins from your own state, don't panic—they may be important traders in years to come.
- D. **Take Your Time:** It's a long week and you will run into many traders. If you see a pin that you really want, but can't seem to be able to trade for it...be patient. Don't make a foolish trade or allow somebody to take advantage of you. If you keep trying, you may eventually find a trader who has the pin that you want and who is willing to make a fair trade. Remember: they are just pins and the only real value that they have is the friends that you make and the fun that you have trading them.
- E. **Number and Cost:** It is difficult to determine ahead of time how many pins you will want to bring for trading. It is very frustrating to have only a few pins, since the trading experience will be over very quickly once a team member

has traded them away for other pins. As an example, a trader starting out with 10 single pins might end up with only 4 or 5 pins to take home, or perhaps only 2 or 3 sets, because of the need to trade within the economy that emerges. Traders will see others who have towels or books heavily laden with many pins. However, it is critical to consider the expense of purchasing the pins, especially since it is unclear ahead of time how “valuable” each pin will end up becoming. Ask experienced people from your region or state who have been to Global Finals in the past—they might have some insights into which of your pins are likely to do well in trade.

- F. **Storage:** Pins are easily lost, broken and scratched if not carefully stored and transported. Your storage system should not, however, make it difficult to access the pins for trading. Many traders keep their pins attached to a hand towel or “pin mat” and roll the towel or mat with the pins inside for carting around. Other traders make zippered, three-ring binders with sheets of felt to make storage, transport and trading a little safer. If you roll up your towel/mat or keep pins on felt sheets, place an extra sheet or cloth between layers so that the pins don’t scratch and otherwise damage each other. You can also wear your pins, but this increases the odds of you losing pins.
1. Be sure that your name and address is clearly marked on your storage system!
  2. You may want to put a sample of pins on a towel/mat and keep the rest inside their original bags.
- G. **Lost and Found:** Keep your pins close at hand to avoid accidental loss or theft. If you somehow become separated from your pins, there is a very good chance that an honest person will return them to you or take them to the lost and found—this happens to some people every year. File a lost and found report if you lose your pin collection. (It may turn up later, postage due, in the mail.) If you happen to find someone else’s collection, you should turn it in to the lost and found—remember that you can brighten up someone’s whole experience and renew his or her faith in others. Consider what you would want someone to do for you if it happened the other way around.

### III. When and Where

- A. Trading must occur during reasonable hours. Team Managers and parents may impose time restrictions. Pin trading that interferes with team practices or performance schedules is strongly discouraged. Similarly, trading that disturbs other teams is considered “Unsportsmanlike Conduct” and is against the spirit of Destination ImagiNation.
- B. There will be 5 areas designated as “Official Fair Pin Trading Zones.” They are located in the following areas:
1. The Innovation Expo
  2. The Patio of the Park Concourse

3. World's Fair Park
4. The Presidential Courtyard
5. The University Center Plaza

Everyone who trades in the Official Fair Pin Trading Zones will be expected to follow the Fair Pin Trading Code. Dr. Frank and the PinBackers will be at these locations at various times throughout Global Finals to teach people about fair trading.

- C. Pin trading may also take place around campus, or anywhere two or more pin traders can get together. Use good judgment when choosing a place to trade, and trade according to the Fair Pin Trading Code.
- D. Please pay attention to any posted "No Pin Trading Zones," which are typically areas where a traffic or fire hazard may occur. For example, high-traffic areas on the main floor of the Knoxville Convention Center are No Pin Trading Zones.
- E. Pin trading should never occur inside the competition rooms and is especially forbidden during another team's performance. Similarly, trading is not allowed on the floor of the arena before, during, or after the evening programs or award ceremonies. Engaging in such activity poses a safety hazard (as any trading tends to attract a crowd).

#### **IV. Rules and Etiquette**

For a brief overview, review the Fair Pin Trading Code on the Web site. This section details the rules contained within that code.

- A. Trading must be done in a fair and honest manner.
  1. A Fair Trade is one where both parties involved get what they want and are happy with the deal. If you are unsure whether or not a trade is a good one, ask around to see what other traders are offering.
  2. It is unsportsmanlike to unfairly tempt other traders with pins that you do not intend to trade. If you want to show off your collection of pins that are non-traders, then they should be clearly labeled as non-traders and kept separate from the pins that you are willing to trade.
  3. Anyone trading a pin from a previous year or a non-Destination ImagiNation pin should specifically inform the other trader that the pin is NOT a current Global Finals pin. Pin traders expect to be trading for current Global Finals pins and not for previous years or non-Destination ImagiNation pins. It is considered unethical to trade older pins or non-Destination ImagiNation pins without specifically informing the other trader of that fact.
- B. Never take advantage of younger or less experienced traders!

1. Think about how you want that kid to feel about the trade in the hours and days to come—do you want that kid to feel that someone older and savvier took advantage of them, or do you want that kid to feel satisfaction with the fairness of the trade? Take the opportunity to teach them fair trading principles and help them achieve their goals, even if there is a temptation to take advantage of them. It is your responsibility to let them know the approximate “value” of what they have for trade and to trade fairly with them.
- C. It is okay to say no! Never force another trader to trade a pin that he or she does not want to trade, no matter how badly you may want that pin.
1. If you don't like an offer or you don't want a particular pin, it is quite acceptable to turn down a trade offer. Try to do this in a polite manner. There is no rule that states that you must trade with anyone.
- D. We strongly encourage the practice of trading 1 pin for 1 pin or a pin set for another pin set of equal number.
1. Pins are to be traded. The sale of a pin to another trader or the purchase of pins from unauthorized others is strictly prohibited. However, additional pins can usually be purchased from your Affiliate Director or his/her designee at Global Finals.
  2. A single pin with multiple pin backs is still a single pin.
  3. The “value” of a pin is unpredictable and difficult to control. Each year, there are a number of desired trading pins. These are especially creative or rare pins, and trading for one of them may require more than one pin. Within reason, this is perfectly acceptable. Remember, if the traders both feel that it is a fair trade, then it's OK (with the reminder that it is never acceptable to take advantage of younger and/or less experienced traders). International pins are almost always popular traders.
  4. Pins come in different shapes and sizes. Larger pins may cost more than small ones and it is sometimes acceptable, within reason, to ask for two pins to achieve a more equal trade.
  5. Desired pins are more easily obtained very early in the week because no one knows which ones will become the most desired traders. Then again, neither do you!
  6. If you really, really like a particular pin, the chances are good that others will, too. You may choose, early on, to obtain an extra one of the pins that you really like. Once the trading frenzy begins in earnest, if your extras end up being popular, then you can use them to trade for other really “hot” ones. However, there are no guarantees that a specific pin will be a “hot” trader.

7. Try to save your most desirable pins for later. Try not to break up a set, as they are more desirable when they are intact. Realize that you may have to conduct a series of trades, making the package increasingly more appealing in order to acquire a particularly desirable pin or pin set. (This is called “trading up.”)
- E. Trade only in designated areas when inside the Knoxville Convention Center. (See “When and Where” above for more information.)
- F. Don’t interfere with others’ trades.
1. If two parties are making a trade, it is unfair for another trader to interrupt the deal with a better offer or a more exciting bid. If one or the other of the original traders declines the trade, then you have the right to make a counter-offer. It is not fair to traders to have others competing while they are trying to make decisions.
  2. Parents and Team Managers are encouraged to take an active role in teaching their team members about fair trading practices. On occasion, adults get caught up in the pin-trading frenzy and start to interfere with the kids’ trading (or take over and make trades for their kids). If adults want to trade, they are encouraged to do so with their own sets of pins. Remember, the goal is to meet new people, have fun, and come away with great memories.
- G. Clean up your mess!
1. While pin trading can create friendships, it also can create quite a mess. A responsible pin trader picks up the plastic pin wrappers that end up on the ground or floor of any pin trading area.