



## Chapter 4

### The Manassas Meeting

Manassas, Virginia is presently a bedroom community in the western suburbs of Washington, D.C. However, back in 1862, at the beginning of the American Civil War, it became renowned as the site of the Battles of Bull Run I and II, or as some would prefer, the Battles of Manassas I and II. Regardless of what you called it, thousands of American men on both sides of the battles gave their lives to a cause that they believed in to the depth of their souls. Well, on a cloudy day in November of 2000, two sides within Lionism met to discuss a subject that is near and dear to the hearts of Lions pin traders all over the world. The historic significance of this meeting between representative of the LITPC and representatives from the headquarters of Lionism in Oak Brook, Illinois, cannot be overstated. For years, there had been a degree of friction between the two sides that often resulted in very bad feelings, and even some harsh treatment being directed at the pin traders. Well, as you will read in this chapter, the relationship between the two sides could not have been better. The important thing is that our (pin traders) standing within Lionism has been greatly enhanced since this meeting.

# **The Manassas Meeting**

## **LCI Officials Meet With LITPC Leadership**

### **Participants**

On 10 November 2000 (what we will refer to as the Manassas Meeting), a meeting took place between a delegation of leaders from the LITPC and a delegation from Lions Clubs International (LCI). The LITPC delegation was as follows:

President **Dave Harris** (Virginia)  
First Vice President **Bill Prucha** (Illinois)  
Director **Robert Libin** (New York), acting for our Legal Counsel **Chuck Weldon** (California)  
Past LITPC President and Editor **Bill Smith** (Virginia)  
Lion **Harry Fulwiler** (Virginia), LITPC member and our host,

The delegation from LCI included:

**Gary La Petina**, General Counsel and Secretary of LCI,  
International Director **William Allen Broughton** (Tennessee)  
**Ralph Mosner**, Manager of Club Supplies and Distribution Division.

### **Historical Significance**

The accounting and description of this meeting would normally have been included in the section of this history devoted to The Presidency, and as a part of President **Dave Harris'** segment. However, because of the truly significant nature of the meeting, we are providing some detailed coverage that warrants independent documentation.. It can be argued that this meeting was one of the most important ones ever held between the LITPC leadership and officials from LCI. It was the first time that LCI had requested such a meeting on "our turf". Mr. **Ralph Mosner**, speaking for the LCI side, indicated that it was his belief that *"the meeting opened the doors of communication between the LITPC and LCI."*

### **Historical Setting**

The setting for this Manassas Meeting was at the home of Lion **Harry Fulwiler**. The Fulwiler home was situated immediately adjacent to the famous Manassas I and Manassas II Battlefields of the U.S. Civil War. These battles are known to some as Bull Run I and Bull Run II. Although those two battles resulted in the tremendous loss of life and suffering like the nation had never seen before, this Manassas Meeting was a much more civilized event that resulted in the beginning of what one could say as almost total peace between the LITPC and LCI. One of the reasons for the meeting being held in Virginia was that it coincided with the 21st Annual Pin Traders Club of Virginia (PTCV) pin swap, where 209 pin traders from the U.S.A. and Canada had gathered in Winchester. Consequently, all of the LITPC participants were already grouped together, thus eliminating the need for additional long travels. The LCI officials suggested that we find a Virginia meeting site that would preferably be away from the swap and relatively close to Dulles International Airport, which would be their point of arrival and departure from Virginia. The Manassas site is approximately 50 miles from the site of the swap, and the airport is approximately a half-hour drive from Manassas. So one could say that the site location was easily within the suggested parameters.

### **An Official Pin**

Although there was an agenda that had been outlined by the officials from LCI, the primary concern seemed to be that LCI was seeking advice and council from the LITPC on how best to get a handle on the recurring problem of Lions Clubs emblem abuse. In pursuit of this central agenda item, the meeting took a multitude of turns and twists. First, the LITPC side offered the consensus that the markings on the back of pins were difficult to read in many instances. As a remedy, it was suggested that a universal coding method be required that would quickly enable all to determine whether the pin was "official" or whether it was a "bandit". To take the question a step further, it was pointed out that during LCI conventions, the pin traders are subjected to all kinds of so-called "official" pins and so-called "bandit" pins. It was agreed by all parties that if we were going to be serious about limiting the trading or exchange of "official" pins only, then a beginning could easily be initiated in the designated areas for pin trading at LCI conventions. In other words, if it could be determined by a simple look at the back of the pin that it was not "official", then there would be no trading or exchange of the item. Enforcement could be improved by a simple statement on the signs in the pin trading area that "unofficial" pins will not be tolerated. An additional item that could be very helpful would be if the LCI Club Supply people could maintain a current listing on the LCI web site of all authorized pin makers. As a part of the LITPC efforts to encourage the membership to use only authorized pin makers for producing new pins, a listing of "Authorized Pin Makers" is shown at the bottom of the LITPC Contest form. The question of being able to clearly identify an "official" pin remained open.

## **The Manassas Meeting** (Continued)

### **New or Collectible Pins**

As in any meeting, the above central theme seemed to have opened the door for discussion of associated items of mutual interest. One of the subjects of great concern to the LITPC was the restrictions imposed by LCI on the selling of trading pins. The LITPC participants pointed out that the current rule or policy by LCI prohibits the selling of any pin with a Lions emblem. Although it was clear that this caught the LCI officials off guard since they confessed that they were unaware of such a policy, they quickly rebounded by taking the party line that LCI owns the Lions emblem on the pin and therefore has a legitimate right of control over its use or its disposition. In this connection, the LITPC side pointed out, for instance, when one buys a Coca Cola item or a Hershey product, the manufacturer does not pursue their registered rights when the person buying their product decides to sell the item at a flea market or antique shop. This is true for most all companies that have a well-known reputation for protecting their trademark rights. Further, the LITPC side pointed out that there is a big difference between a new pin and one that has been on the market for an extended period of time and is now considered to be a "collectible". One of the big problems the LITPC has with the current LCI policy is that when a Lions member passes away and leaves a collection of trading pins, the family is faced with a terrible dilemma of what or how to dispose of the collection. If LCI policy at the present was followed, that collection could technically not be sold. It was further pointed out that a number of collections accumulated by Past International Directors and other international officers have, in fact, been offered and sold. The solution, at least on the part of the LITPC, is a rather simple one. LCI should review their current policy with the idea of revising it to provide for the selling of pins after a reasonable period of time. There could be two classes of pins. One could be called "current pins" that could be traded or sold for actual costs only. The second could be called "collectibles" and these could be sold for whatever the market will allow. The LCI side agreed to take this back to Oak Brook for discussion with their Headquarters Operations Committee and the Constitution and By-Laws Committee. They indicated that they hoped to get this on the agenda of these two committees in time for the April 2001 LCI Board of Directors meeting in Paris, France.

### **Selling Surplus or Overrun Pins by Licensees**

Another item of interest to the LITPC is the problem that seems to be occurring too frequently and that involves the selling by licensees of overruns on the open market. It was pointed out that there are new Lions Clubs pins being sold in large numbers by vendors at flea markets and by dealers in antique and collectible shops. As an example, it was cited that a recent and current District 24-A Fall Conference pin was being offered by a vendor for less than what was paid for by the District. Another example was a pin being offered at a vendor's stand that had not even been received by the Lions Club that had originally ordered the pin from an authorized pin maker. It is obvious that some licensees are selling extra or overrun pins. This not only cheapens the pins, it appears that there are inadequate controls being exercised by LCI over their licensees. Once again, the expression on the faces of the LCI officials made it very clear that they were totally unaware of any such dealings. The LCI side pointed out that to their knowledge, there is no provision in the licensing agreements that would permit such dealings and that they would take immediate action to have a letter sent to all licensees prohibiting the continuation of such practices.

### **Disposal of Pins Submitted to LCI by Licensees**

The above question of overruns led to a detailed discussion about the then current practice at LCI headquarters of requiring licensees to submit two or more samples to Oak Brook of every pin that is made. Obviously, the requirement is to help LCI maintain a high degree of quality control and to assist them in enforcing changes in the production of future pins. Another reason for requiring the pins to be provided Oak Brook was that at least one of the pins are automatically entered in the pin contest that is sponsored by LCI. All of this seemed to be understandable, without question. However, LITPC has learned that recently one of their members seem to have an unusually large quantity of newly issued pins that were originally produced for other individuals and entities of LCI. Upon further investigation, it was learned that this particular individual (and maybe others) inquired how the pins held in Oak Brook were being disposed. It seems that the response was that "this is a serious storage problem". As a solution to the "problem", the individual in question proposed to offer something less than fifty cents for each pin and he would take all that LCI would like to dispose. It was agreed that the individual would make out a check for LCIF, which would greatly benefit from such an agreement, and that the storage "problem" would be solved. It was further agreed that this could be an ongoing arrangement, which once again could be beneficial to all concerned. The individual would have the freedom of disposing of the pins as best as he could. The LITPC position on this was that we certainly were not interested in hurting a money flow for LCIF, but it surely lowered the value of many of the pins already in the hands of our members. The end result of this discussion was that the LCI side would recommend that the practice be stopped and that future pins furnished to LCI be destroyed once they have served the original purpose.

## **The Manassas Meeting** (Continued)

### **Exchange of Articles Between LITPC and LCI**

As an added item to all of the above, the LITPC side invited and encouraged the LCI side to submit articles for the LITPC "*Trading Post*", and that other officials in Oak Brook would similarly be welcome to submit items. In this connection, it was pointed out that at one time, the LITPC was permitted to submit, on an annual basis, an article to "*The Lion*" magazine. For whatever reason, the last two submissions were never acknowledged or included in the magazine. It was hoped that a two-way street of exchange of articles could be started to help further a better understanding between the LITPC and LCI. The LCI response was positive and that it would be reviewed with the staff in Oak Brook. Before leaving this item, it should be noted that the question of better communications could be enhanced once the LITPC completes work on a web site and a link is established with the headquarters in Oak Brook.

### **Liaison Between LITPC and LCI**

To make sure that we eliminate a practice that has occurred in the past whereby certain past LITPC officials had established themselves as the "contact point" for the LITPC, President **Dave Harris** suggested that all official contact between the LITPC and LCI be limited to the sitting LITPC president or his designee. Further, the LITPC president would be required to notify LCI of any such designee. The LCI side indicated they had no objections and would take the matter back to Oak Brook for staffing.

### **Selling Pins Outside One's Multiple District**

The LITPC side identified another problem that seems to occur in some instances in the distribution of multiple district pins. It is known that some LITPC members regularly contact the State or Multiple District Secretary outside of their area and are able to purchase the current year trading pins. It would appear that this is a violation of LCI policy that prohibits the sale of multiple district pins to individuals outside of the multiple district. Obviously, if this is not a problem for LCI then the LITPC has no problem, except that the practice certainly decreases the tradability of the pins by those Lions within the multiple district selling the pins. If it is agreed that a problem exists, it would appear that a simple solution would be that LCI could remind all concerned that the selling of current multiple district pins to outside sources is prohibited. Once again, from the reaction on the part of the LCI side, it was clear that Oak Brook was unaware of any such activity. The LCI side indicated that they may need additional data before they could give an official response.

### **LCI Summary of Meeting**

Upon conclusion of the Manassas Meeting, it was agreed that time would be needed by the LCI side to not only digest all that was covered, but more importantly, to enable them to coordinate many of the items with the staff in Oak Brook. In this connection, a communication the following February from Ralph Mosner to LITPC President Dave Harris outlined what they (the LCI side) had done or what remains to be done as a result of the Manassas Meeting. The following is a summary of this communication.

A. LCI indicated that they have asked licensees to make sure their markings on pins are clear and legible. There seems to be some concern on the part of licensees that if they are required to use a universal marking, it would be too easy for anyone to duplicate that marking, and that might cause more of a problem than we have presently. The licensees feel that using the name of the authorized pin maker is still the best solution. A comment here is that this will continue to be a problem until a solution is found. Expecting all LITPC members to know the names of all of the authorized pin makers is clearly unrealistic if this is ultimately agreed to by both sides.

B. With regard to the signs that are posted in the trading areas at the LCI conventions, LCI has initiated action to amend them in the future to indicate that all pins displayed and/or traded must be manufactured and purchased by an official licensee. Once again a comment is in order. Until some form of universal markings can be agreed on, it will be virtually impossible for the LITPC membership to easily recognize what is authorized and what is not.

C. The LCI website has been updated to provide for a listing of all authorized pin makers. A note here is that when the LITPC website is operational, a similar listing will be included on that site.

D. The Finance and Headquarters Operation Committee and the Constitution and By-Laws Committee are scheduled to meet and discuss the possibility of considering trading pins to be "collectibles" after a certain time, thus allowing them to be bought and sold. A very significant and historical note here is in order. After several communications between LITPC President **Dave Harris** and his contact point within LCI, it was finally agreed that the period of time being proposed would be three (3) years. This was later agreed upon by all concerned and LCI policy, as a result of the Manassas Meeting, was changed to reflect that new pins (less than three years old) could only be sold and distributed within the multiple district of

## The Manassas Meeting (Continued)

origin. Pin traders within that multiple district could only trade their pins with traders from other multiple districts. With regard to pins that are older than three (3) years, the policy change states that these pins will be considered “collectibles” and may be bought and sold without regard to origin. Without a doubt, this was THE most significant and historic change for the pin trading community as a result of the Manassas Meeting.

E. The matter of licensees selling overrun or surplus pins has been denied by all concerned since this is specifically prohibited by their governing LCI license. However, the LCI staff has agreed to direct a letter to all concerned reminding the licensees that this specific practice will not be tolerated.

F. With regard to the disposition of the two (2) trading pins that the licensees are required to furnish LCI, they will be destroyed after a period of one year or after they have served the purpose for which they were originally required.

G. The question of LITPC providing articles for “*The Lion*” magazine and for LCI furnishing articles for inclusion in the LITPC “*Trading Post*”, is an ongoing process. Periodically, the LITPC Editor or his designee should furnish items to the Editor of “*The Lion*” and should identify areas of interest to LCI for their possible submission of items for “*The Trading Post*”. A note here is that a brief article and a copy of the LITPC membership form was submitted to LCI and both were included in a full page coverage of “*The Lion*” magazine. Also, an article on pin variations was written and submitted by Lion **Harry Fulwiler**, and once again, the full article was included in “*The Lion*”. Obviously, a continuing exchange of information will be vital if we are to keep the name of the LITPC in the minds of all concerned.

H. It was the feeling of the staff in Oak Brook that current LCI policy is adequate on the subject of selling current pins in the territories of clubs, districts, or multiple districts of origin. Although the policy is “ambiguous”, in the words of the LCI side, it can be defined as prohibiting the sale of new pins outside of the areas just noted. The staff feels that they can enforce the policy provided they are made aware of specific violations. A comment here is in order. Although the LITPC considers itself a partner with LCI on all pin matters, we do not consider ourselves the police force for LCI. As such, we (LITPC) do not see that it is our role to notify LCI of each and every violation of their policy when it is committed by other individuals or entities of LCI. We do agree that it is our responsibility to police our own membership in matters like this.

### Conclusion

It is recognized that some will question the need for such detail reporting of the Manassas Meeting. As a participant, I can only say in rebuttal that, in my opinion, this meeting was and remains to date, the single most important meeting between the LITPC leadership and officials at the highest level from LCI. It opened doors of communication that we had never hoped for in the past and will continue to be the basis for a greatly improved relationship in the future. The leadership of President **Dave Harris** and the other LITPC attendees at this meeting should never be underestimated. The advancement and recognition of the pin trading community as a result of this meeting were truly significant. One of the LCI participants, speaking for the LCI side, said in a communication to Harris, that “*Once again we thank you for your gracious hospitality. You and your fellow board members went far beyond normal hospitality, but then I am seeing that this is a refreshing trait of LITPC members. I believe a lot was accomplished on Friday.*”

To the LITPC membership, the mention of Manassas should not always invoke memories of a Civil War battle, but should be a reminder of the strides that we have made in the relatively short period of time since our beginning in 1973. Hopefully, after reading this detailed accounting of the Manassas Meeting, you will agree that the foundation for a better understanding and clearer communications were established and the future should continue to be a positive one for both sides.

Our sincere thanks go to Past President **Dave Harris** for the remarkable records that he has maintained over the years of this important and historic meeting.

## AGREEMENT BETWEEN LCI AND LITPC

I will summarize the meeting of November 10, 2000 with LCI at the home of Lion **Harry Fulwiler** in Manassas, Virginia. LCI was represented by **Gary La Petina, Ralph Mosner** and sitting Director **William Allen Broughton. Dave Harris, Bill Prucha, Bill Smith and Bob Libin** were the attendees from the LITPC.

1. It was agreed by all parties that the markings on the back of pins is required by all trading pin licensees and that all authorized pins be clearly marked.
2. All pins traded in the pin trading section of the International Convention would be only authorized pins and that signage would be displayed stating this policy.
3. The LCI web page would be updated on a regular basis indicating the current list of pin manufacturing licensees.
4. There was a lot of discussion about the selling of trading pins other than at the International Convention. It was agreed this would be an item on the agenda at the Spring 2001 LCI Board Meeting with a recommendation that a certain period of time be considered in order for a pin to be sold and change the current policy. The Board at the spring meeting changed the policy to be three years from the date of the pin and it would be treated as any other collectible item sold on the open market.
5. The selling of pins or the giving away of samples or overruns by licensees was actually a violation of all the licensees agreements and that a letter from LCI would be sent reminding them of this agreement.
6. The pin trading license agreement requires that two samples of all pins manufactured must be provided to LCI for review of quality and adherence to the manufacturing agreement. It was agreed that these samples be destroyed when no longer needed and not distributed to any Lion or organization.
7. We asked for LCI to submit articles for the LITPC quarterly newsletter and also we would like to have articles or our membership application in The Lion twice a year. This was confirmed after the meeting.
8. There was a short discussion about LCI proving a link to the LITPC site. There was an agreement to link to the club supply web page. It was suggested that LITPC look into the possibility of linking to the "LionNet" section of the association web site.
9. It was confirmed the LCI Staff would only communicate with the President of LITPC or the documented authorized appointee.
10. A short discussion was held about Lions selling new pins outside their own multiple district and this confirmed in a later memo that it is against the policy of LCI to sell these pins outside their own multiple district.
11. Lastly, it was very clear LCI was concerned with the misuse of the Association trademarks and requested our support of this policy. We agreed not to be the Police but we would run an article in our newsletter twice a year concerning the misuse of the trademark. The LITPC also agreed to add a statement in our membership application stating we would not tolerate any member using illegal sources.

The minutes and documentation of this meeting have been forwarded to the current Director of Club Supplies and LCI Legal division for their information involving this very important meeting. I am grateful to the Members of the LITPC Board for their support and I believe this meeting is one of the many noteworthy displays of improving our relations with LCI. Also, another big hug to Harry Fulwiler for hosting this meeting.

Dave Harris, PP LITPC, 1999-2001

**NOTE: It was from these notes of then LITPC President Dave Harris, Virginia, that we based our accounting of the Manassas Meeting.**

## LITPC RELATIONSHIP WITH LCI

**Dave Harris, Past President LITPC**

(Reprinted from a 2002 issue of the California Lions Pin Traders Association "Bear News")



It was not that many years ago that we booked our own hotel to include function space, and arranged transportation to the convention center. Many of our members worked very hard to insure that the LITPC had a suitable convention hotel to conduct our business and trade pins. During those years it appeared that LCI was not interested in working with the LITPC, and this inaction made it difficult for us to function.

Many of our presidents tried to improve our relationships with LCI, and in 1995, President **Bob Walker**, with **Chuck Weldon** as Legal Counsel for the LITPC, was able to start a channel of communication with LCI. Their efforts achieved delegation status for LITPC for the International Convention in Philadelphia in 1997. Their efforts were supplemented by numerous communications between selected members and sitting and past International Directors. I am sure the number of past district governors, members with delegate status, and the dedication to Lions activities were some of the factors involved in this decision.

This relationship was strengthened during the following two years with **Bob Meyer** as President. President Bob insured the delegation paperwork was completed in a timely manner with solid projections for our room count. President Bob also maintained a continuing line of communication with the LCI Convention Staff.

I was the benefactor of the previous four years and an established communications link. The previous presidents insured I was introduced to the LCI Convention Division with the continuing policy that only the president or his documented representative be permitted to contact the LCI or the convention hotel.

During the final years of my term our relationship with LCI progressed to another level. A meeting was requested by the three officers of LCI; General Counsel and Secretary, Division Manager of Club Supplies, and a current Director from Tennessee. The topic of the meeting was to solicit our input in the protection of the Lions emblem and to further improve our relationship. The LCI delegation traveled to Virginia to meet our delegation during the Virginia Pin Swap. This was an excellent meeting for all parties, with both sides giving and receiving information of value to all.

At almost the same time, the Convention Division requested our review of the procedures for the table rental program to be implemented in Indianapolis, and provide suggestions to the procedure. LCI provided the LITPC with two tables in the pin trading area for promotional information purposes, and allowed us to reserve six tables around the promotional/informational table. I know the table rental procedure was not a popular decision but it was LCI's policy. I believe it was beneficial to involve us and LCI personally mailed the procedures and table reservation forms to all of our members. There were 120 tables at the convention and we had rented all of them. They are projecting more rental tables in Denver for 2003 with articles in the Lions for non LITPC members.

There have been several changes since the November meeting with LCI with the most important one treating all Lions pins over three years old as collectible items. An LCI point of contact for the LITPC has been established to funnel any of our requests or concerns. It was noticeable during the convention that we have come a long way the past six years with all discussions based on a win-win attitude and a position of mutual understanding. It was also very rewarding to me when many of the LCI staff came by the pin trading area to introduce themselves and inquire about the pin trading area and our hotel accommodations.

The primary request from LCI is for us to enforce our constitution covering the use of only licensed manufacturers. We have come a long way baby, and now is the time to continue to be outstanding Lions at the club level, support the officers of the LITPC and only purchase and trade authorized Lions Trading Pins.