

MINT EDITION

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MINT INDUSTRY
AUTHENTICITY



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EXECUTIVE DIRECTOR'S MESSAGE

WHEN WILL CASH DISAPPEAR?

A question that is often asked, besides what will happen to low utility / low value coins, is how long will cash be in existence in this rapidly digitalising world.

The typical response is that as long as there are consumers in society who are socially and economically disadvantaged, or are elderly, or have a mistrust of technology, or are fearful of loss of privacy, or are just unwilling to change because of tradition and culture, then cash and coins will continue to be used and therefore in demand.

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NOTIFICATION OF VISITOR EXPERIENCE FORUM – RSVP BY 22 DECEMBER

IMDA is inviting members to attend a FORUM to be held at the World Money Fair to:

- listen to a guest speaker talk about the future of Museums and Galleries
- consider the establishment of a regular IMDA FORUM that would meet four times a year, both physically (once) and virtually three times) to
 - share knowledge and understanding
 - share technology development
 - establish an Exchange program

Could you please indicate by email to paula.matthewson@mintindustry.com by **22 December** as to your Mint's interest in attending the proposed FORUM (in person), noting that if we have insufficient interest the FORUM will not proceed at the WMF.

SAVE THE TIMES & DATES – WORLD MONEY FAIR 3-5 FEBRUARY 2023

Friday 3 Feb

Minting Industry Forums 2.30pm to 5.30pm – Paris Room TBC

- Visitor Experience – 2.30pm to 3.30pm TBC – subject to sufficient interest
- Creativity and the Future of Collecting – 3.45pm to 5.30pm TBC

Saturday 4 Feb

International Mint Directors Association (IMDA) 8.30am to 10.15am – Paris Room TBC

- for IMDA Member Mints only

Saturday 4 Feb

International Mint Directors Network (IMDN) 10.30am to 12.00pm – Paris Room TBC

RSVP: Please indicate your intention to attend the Forums and or the IMDA/IMDN Meetings by email to paula.matthewson@mintindustry.com by 22 December 2022.

THE CHANGING FACE OF THE GALLERY/VISITOR EXPERIENCE

As has been presented by both the Royal Australian Mint and the Royal Canadian Mint, the expectation of visitors to the Mints' galleries has changed dramatically over the past ten to fifteen years.

Mints around the world presenting and telling the story of their country's currency, whether about its coins or coins and notes, are no longer

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MINTS OF THE WORLD – THE ROYAL SPANISH MINT (FNMT-RCM)

HISTORY

The current Real Casa de la Moneda is the inheritor of a time-honoured Hispanic tradition in the minting of coins that goes back to Greco-Roman times, with the various coinage workshops founded in our territory throughout our history and, directly, of the Madrid Mint, founded by a Royal Charter of King Felipe III on 18 February 1614.

During the past four centuries, today's Fábrica Nacional de Moneda y Timbre – Real Casa de la Moneda (FNMT-RCM), has been responsible for supplying cash to all the Mints of the Spanish empire, both in the Kingdoms of the American Indies and in Spain, and it ended up being an industrial and modern factory, in charge of the manufacture of all the Spanish currency.

The quality of the coins increased exponentially during the 18th century. Starting from a production almost entirely carried out by hammer and, therefore, very irregular, it was nevertheless possible to achieve a coinage that stood out above the circulating currency of other countries and which was, at that time, the international currency.

This production had its maximum exponent in the beautiful bust pieces of Carlos III after 1772, minted in Spain and America. These 8 Reales silver pieces were the most widely accepted

coins for global trade for over two centuries from the late 1700s, the tried-and-true America First Silver Dollar and believed to be the genesis of the Dollar Sign \$.

The 8 Reales coins were also the source of the Holy and the Dump - 8 Reales coin with the center punched out - originally used in Australia.

In 1893 the Mint was merged with the Fábrica del Sello (postage stamp factory), to shape the Fábrica Nacional de Moneda y Timbre. Since 1940, it has printed all the banknotes for the Banco de España and many others for foreign countries.

In 1999, HM King Juan Carlos I granted the institution the "Royal" title that officially renamed it as "Fábrica Nacional de Moneda y Timbre-Real Casa de la Moneda".

With the arrival of the euro in 2002, FNMT-RCM began the manufacture of the new banknotes and coins of the Euro system, in particular the exclusive minting of the European currency, which has a national face of each country in the eurozone and a common European reverse.



Not only has the FNMT-RCM been producing the annual quota of circulating coins denominated in euros but also legal tender Euro collector coins as well, minted in precious metals. The gold bullion coin stands out due to its limited runs, attractive designs and special finishing in reverse-proof quality.

CURRENT ISSUES

The Minting Department is organized into two business units, Circulation Coins and Collector Coins. The Circulating Coins Division manufactures legal tender circulation coins for Spain, and other countries' coins through open bidding processes.

The Collector Coin Division manufactures precious and non-precious metal collector coins, as well as a gold bullion coins. Since 2021, FNMT-RCM has produced a gold bullion coin, 999.9 % gold, weighing one troy ounce, 31.10 grams, with a face value





INTERNATIONAL MINT DIRECTORS TECHNICAL COMMITTEE (IMD-TC) UPDATE: 36TH PLENARY MEETING

On 5 and 6 November 2022, the IMD-TC (the former MDC-TC) had its latest meeting, which took place in-person in Singapore. I'm very thankful to the Singapore Mint as our host and the TEMAN conference for their cooperation.

The meeting was energetic, with the feeling that participants were very happy to meet in person again, with 13 working group meetings and 13 presentations about the latest topics relevant to our industry given by the project convenors and their teams.

Again, thanks to all of the participants for your valuable contributions and to Mike Gradwell from Asahi Refining for his continuous support of the IMD-TC and of myself in his role as the Deputy Chair.

On top of our usual program, we used this opportunity to rename the committee from Mint Directors Conference Technical Committee (MDC-TC) to the International Mint Directors Technical Committee (IMD-TC). This change brings the wording into line with the new International Mint Directors Network.

The meeting included a lively discussion in the form of a SWOT analysis of the IMD-TC to elaborate its strengths, weaknesses, opportunities and threats in the current and future environment. We also used the occasion for a major re-structuring of our work program:

- Seven projects were finished, at least in their current format: Alternative Methods for Producing Dies, Automation and Industry 4.0, Blanking Tools and Processing Guideline, Ethical Metal Sourcing, MDC-TC Information Portal, Mentoring Program and New Materials.
- Eight new topics will become new projects: Burnishing Guideline Update, CNC Applications, Demonitization & Recycling Best Practise, Health and Safety Best Practise, Precision Hobbing Applications, Laser Applications,

Quality Guideline Update and Security Printing Applications.

- Work will continue on these technical issues: Automated Coin and Blank Inspection, Coin Design Handbook and Sensor Sensitivity for Plated Coins, Die Surface Coating, Surface Protection of Coins and Jewellery, and Three Component Coins.
- Sam Murthi is continuing work on one of the top-issues: Environmental Best Practices, which we renamed to Environmental Technical & Operational Best Practices to clarify the strengths and focus of this group. This shall also avoid any potential confusion with the Sustainability group, which will cover all other aspects of a modern ESG system in best cooperation with the IMD-TC project.
- From the more management-oriented topics, we will continue: Benchmarking in the Minting Industry, Coin Anti-counterfeiting and Genuineness, the Customer Task Force and Future Payment Systems incl. Coin-Note Boundary.

With our modus operandi ALL MEMBERS ARE ACTIVE PARTNERS, the MDC-TC will continue to identify key issues relating to 21st century coinage materials, machines and processes and to prepare strategies to address these issues.

After the IMD-TC is before the IMD-TC - The planning for the April/May 2023 IMD-TC Plenary Meeting in form of a physical meeting has already started.

Manfred Matzinger-Leopold
MDC-TC Chairman

EXECUTIVE DIRECTOR'S MESSAGE

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That would suggest cash will continue to be a medium of exchange, particularly for small value transactions, for a considerable time into the future. Given that 17 per cent of the world remains unbanked, perhaps it will be decades.

Over the past twelve months we have presented and discussed six key reasons why cash continues to be in demand and will continue to be so for the foreseeable future:

- when technology fails
- to protect 'privacy' for those fearful of loss of identity, being tracked by marketing or having their identity stolen
- to make it easier to make a charitable donation
- to help teach financial literacy
- for daily, weekly and monthly budgeting and financial management by those on very low net incomes struggling just to 'survive'
- to facilitate financial inclusion eg. for those on low incomes and elderly consumers.

While ever these legitimate reasons remain for cash – notes and coins – to be used and therefore demanded, Central banks and policy makers are unlikely to decree, as has been attempted unsuccessfully by at least one country, to become entirely cashless.

Cash will continue to be part of the transaction environment for a while yet!!



MINTS OF THE WORLD – THE ROYAL SPANISH MINT (FNMT-RCM)



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of 1.5 euros, distributed both nationally and internationally.

➔ AWARDS & INNOVATIONS

Since its beginnings, the FNMT-RCM has been awarded local and international prizes. The most recent was awarded in 2019, at the Mint Directors Conference for the Most Beautiful Coin, in two different categories, "circulation coins" and "others".

The achievement of these awards is due to major innovations developed by the FNMT-RCM, which include a unique industrial process to colour coins. This exclusive in-house process uses industrial print printers, HD cameras and a special software to apply a layer of CMYK inks on the coin reliefs with very high precision that

greatly enriches these motifs. Its high productivity has allowed some series to offer several hundreds of thousands coins. This process also makes it possible to easily and rapidly switch between different jobs in a working shift.

The FNMT-RCM has always been innovative in the incorporation of security measures in its products, presenting the double latent image in the 90s. In 2012, the quadruple latent image was introduced in a coin, created and patented by the FNMT-RCM, and in 2022 it was used on the bull gold coin portraying a bull, a differentiating feature that makes it unique and outstanding in the world of bullion coins.



THE CHANGING FACE OF THE GALLERY/VISITOR EXPERIENCE

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just competing with 'other' cultural institutions but also competing with a virtual (online) world for people's attention.

When one considers that visitors to the Mints are a captive audience, at least for the time of the visit, and therefore potentially future collectors, it is vital that Mints create experiences that engage, excite and educate so that the ability to convert a visitor into a repeat visitor, a collector or even a paying customer at point of sale, is significantly enhanced.

To achieve this outcome, the following are just some of the technologies and visitor enhancements that are being introduced to museums and galleries around the world:

- Artificial Intelligence
- GPS tracking systems
- virtual touring in places generally off limits
- augmented and virtual reality to provide the individual with a customised or 'enhanced' experience
- outreach – both physical and virtual
- use of projection technologies
- interactive technology – both touch and other activations eg. personal or wearable devices

With anywhere from 500k visitors a year to 50k, and knowing that Mints in this part of their business are not competing with other Mints, an opportunity could exist for Mints to share not only what they are doing but perhaps even the development of applications and technologies that would share the cost and reduce the risk. See Notification of Visitor Experience Forum on page 1.