



Lawrence D. Goldberg's

RARE COIN REPORT

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RARE COINS & THE ECONOMY

Trump: For Better or Worse

Unforeseen consequences could quickly make things change

Donald Trump's first three weeks as President have demonstrated his commitment to deliver on campaign promises. Logic alone dictates he will not achieve all his goals, but logic also dictated he would not win the Republican nomination let alone the November election. The unknowns are many, but the economic impact even of partial success could have a powerful impact on the rare coin and precious metals markets.

Expect lower taxes, significantly reduced job killing regulations in health care and finance, trillions repatriated from overseas, better trade deals, more domestic energy development, increased infrastructure spending, and a reduction in government waste, fraud and abuse. All of this adds up to economic growth. Since coin collectors straddle all demographics, demand for collector coins should increase, driving prices upward. Economic growth should also bring price inflation with it, driv-

lead to increasing tensions with Iran, China and other adversarial governments. Fears of military conflict could spur precious metals prices strongly upward.

These conditions dovetail with the recent surge out of last year's slump in rare coin and precious metals prices, as bids for generic dollars and gold, along with many collector type coins have bumped up since the election.

Trump's political opposition will be unrelenting. Tax cuts and infrastructure spending will not be considered before spring. Many policies require Congressional approval, so changes will take longer than an impatient President Trump would like and even longer to have their desired economic impact. Furthermore, Trump's plan for reducing the Federal Debt is economic growth. This means we may well face continuing large deficits and incur more debt, which may additionally spur monetary inflation and supply an additional tail wind to precious metals.

While I expect



Donald J. Trump is the 45th President of the United States. Photo courtesy whitehouse.gov

First, logic dictates that he will not achieve all his objectives. However, even partial fulfillment will likely have strong impact.

ing up commodity prices, including gold and silver.

Additionally, Trump's combative attitude and tough talk in foreign policy will likely

gradual rather than explosive price increases, Trump's unpredictability could cause things to happen – for better or worse – much more rapidly. ●

NOTES FROM THE OWNER'S DESK

26 Years and I'm Still Here!

One week ago, I was enjoying a delightful lunch at the wonderful Busuanga Bay Lodge overlooking at a half mile distant where a burning Japanese oil tanker sank in 1945. Two hours earlier I was scuba diving 75-100 feet below the ocean surface inside that tanker's hold, realizing I had no depth gauge or compass. My light was dimming, stirred up silt worsened already poor visibility, and I was down to half a tank of air. For a moment, I could not see any other divers and was in pitch black. What a difference a short distance can make! I was reflecting on how well taken care of I felt at Busuanga Lodge, vs. how poorly taken care of I felt by the dive operation, and I again experienced how important it is to be there for other people, and how bad it feels when you don't get the help and support you need.

It is something I have strived to do since I started CNP in 1991. Now in my 26th year of business, I hope I am doing a better job of now than ever before. My intention is to continually improve. Of course, if I'm in the dark, I can't know what your individual needs are and how I can help you. So, if you have a question or need help or want a knowledgeable ear to bounce a strategy or collecting idea off of, please feel free to call me at 800 334 3325 x 2. This is important, because not even the most knowledgeable dealer or collector knows everything, and combined efforts often produce much better results.

Also, please contact me regarding my want list program, which usually enables finding better coins at better prices with less

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Lawrence D. Goldberg, PNG, owner CNP, Inc.

COIN INDUSTRY NEWS

Beware of Numismatic Statistics

The Internet has made more information about coins available to more people than ever before. By checking just the PCGS and NGC websites, all sorts of information is readily available, especially population reports, prices, and auction records. Regarding population reports, it is important to remember that coins can be broken out of their slabs and resubmitted for grading, sometimes making it appear that there are more certified coins of a certain date and grade than actually exist. That factor is somewhat mitigated by the fact that many coins remain uncertified.

Pricing is also approximate because even coins of the same date and grade may vary widely in

terms of their eye appeal and therefore their price. Coin price sheets are not like stock prices which are based on actual trades. Rather, they are indicators about the average price (based on auction records, ads, dealer to dealer trades, and reported trades to collectors) of a specific date and grade coin.

Finally, auction records can vary widely, not only because coins within a grade vary in desirability, but also because of the timing of the auction, how well it is attended, and how deep are the pockets of the bidding audience. All of these statistics can be useful in getting a feel about current market pricing for coins, but ultimately, they should be considered with a healthy dose of skepticism. ●

Fake Numismatic News

Fake News is not only political: It exists regarding numismatics and precious metals. Your best protection is knowing how to distinguish fake from real facts.

Is the source reliable? Words of a professional numismatist carry greater weight than something written by an unknown writer on the internet. Beware of information presented in advertisements, especially if it implies a promise of financial gain. Does the information assume

as fact something that has not yet happened? Warnings of economic collapse have circulated for decades, and while such a calamity may occur one day, it is speculation, not fact.

Don't confuse rarity with market demand. Something might be rare, but not popular, while something much more common might have great market appeal. One of your best protections is to approach coins with a collector's mentality: Buy what you truly like and desire, and check multiple sources to make sure you are paying a fair price. ●

Disappearing Money

Have you noticed? India banned its 500 and 1000 rupee notes. In 2018, the EU will no longer recognize the C500 note. There is discussion in the US to eliminate the \$100 bill. Combine this with increasing use of credit cards, pay pal, on-line purchasing (which requires digital currency in

some form) and the decreasing use of cash for even everyday transactions, and the trend is unmistakable: cash will be used less and less as time goes on. Will this eventually result in a cashless society? Too soon to be sure, but it is likely that gold, silver and collectible coins will become increasingly desirable in the future, especially if any large scale problem should destabilize the banking system. ●

Evaluations and Appraisals

If you are curious about current pricing on something you own or have recently inherited, give Lawrence a call—he handles each request personally. Whether it's an "Appraisal" for insurance purposes or an "Evaluation" for an imminent sale, he'll be able to assist you, and he will always be happy to make an offer.

If you are a collector that needs a quote on graded material, simply email Lawrence with the specs at lawrence@cnpcoins.com. Please include: Date/Denomination/MM/Grade & Service.

You can always call Lawrence at 800.334.3325, press 2 or email lawrence@cnpcoins.com

If you would prefer to receive the Rare Coin Report via email or for a friend, please send a request to mike.clarke@cnpcoins.com

COIN SHOW CIRCUIT

Long Beach Coin Show

Thursday-Saturday, February 16-18

Table #813-815

Long Beach Convention Center

300 E. Ocean Blvd., Long Beach, CA 90802

www.longbeachexpo.com

Hours: Thu-Fri 10 a.m.-7 p.m., Sat 10 a.m.-5 p.m.

Buena Park Coin Show

Saturday & Sunday, March 11-12, 2017

The Retail Clerk's Hall

8550 Stanton Ave., Buena Park, CA 90620

Hours: 10 a.m.-6 p.m.

CoinExpo Santa Clara Coin, Stamp & Sports Collectibles Show

Friday-Sunday, April 21-23

Santa Clara Convention Center

5001 Great America Pkwy

Santa Clara, CA 95051

Hours: Fri-Sat 10 a.m.-6 p.m., Sun 10 a.m.-4 p.m.

54th Annual Las Vegas

Numismatic Society Coin Show

Thursday-Saturday, May 18-20

Westgate Resort & Casino

3000 Paradise Road

Las Vegas, NV 89109

Hours: Thu 10 a.m.-6 p.m., Fri 10 a.m.-6 p.m.,

Sat 10 a.m.-5 p.m. No Sunday this show only.

COINS NEEDED

I am actively buying coins and collections, and paying strong prices. If you are thinking of selling, **please call me without delay at 800-334-3325 x 2 or email**

lawrence@cnpcoins.com.

I also buy precious stones, jewelry, bank notes and bullion. Coins and other items can be purchased outright or consigned.

COLLECTOR'S CORNER

Fun Ways to Collect

Typesets are a great way to collect. A seated type set contains: half dime, dime, quarter, half dollar and dollar. Variations include all of the same or different dates, grades, grading services, or un-certified. Additional criteria

could include the same look, i.e. all beautifully toned, or blast white. You get to choose!

A pre 1933 20th Century Gold Type set includes one example of each gold coin

minted in the 20th Century prior to 1933: \$2.5, \$5, \$10, and \$20 Liberty, a \$2.5, \$5, \$10 Indian plus a \$20 St. Gaudens. One could choose same or different dates, grades or



grading services.

The cost of obtaining the set varies depending on date and grade. Price out the cost in advance to make sure its affordable. ●

To Bequeath...or Not to Bequeath?

That is an important question! Sometimes people are squeamish discussing it, but most get real peace of mind by doing so. First, be honest in your view of your heirs. Are they coin collectors, knowledgeable about coins? Are they responsible individuals? Would your collection easily distributed among them? Would they appreciate the collection or just sell it as "found money" to the first bidder? Do they

have a relationship with a responsible coin dealer to assist them? After considering these questions, many collectors choose to sell and not bequeath. An experienced collector will typically get more for his coins, plus cash is easier to divide among heirs. Perhaps most important, many find there is a certain joy in giving to heirs while still alive. That applies to those who bequeath their collections as well! ●

26 Years and I'm Still Here!

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work. Let me know if you are interested in my odds and ends wholesale offerings, where

some coins – odds and ends mostly – that I would normally sell to other dealers will instead be sold at dealer prices to you.

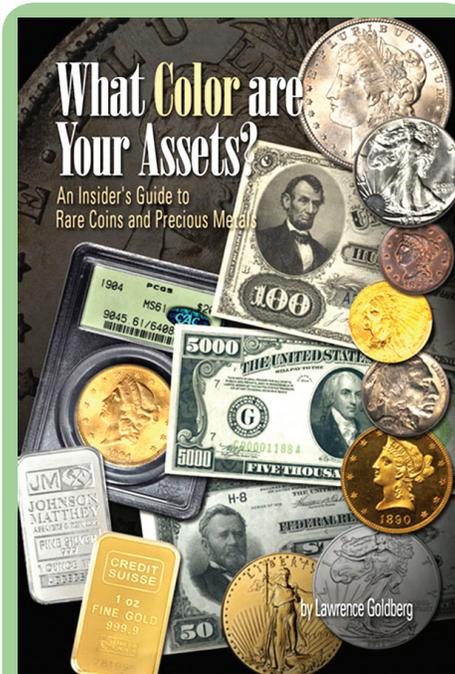
It's a new year, a new program, and a new spirit. I hope it goes well for all of us. ●

WANT LIST SERVICE

Having trouble finding the coins you really want? Maybe my free want list service can help? **Call me at 800-334-3325 x 2 or email lawrence@CNPcoins.com** and let's see what our free services can do for you.

Our Coin Return Policy

I guarantee your satisfaction with any transaction that we make. If you are unhappy with anything you receive from us, you may return it for a 100% refund (except bullion coins) or a replacement of equal value. Fortunately, I am such a picky buyer that returns rarely occur, and as time goes on, I seem to strive for even more demanding standards.



What Color are Your Assets?

An Insider's Guide to Rare Coins and Precious Metals

by Lawrence D. Goldberg

My book, *What Color are Your Assets?*, received a great review in *Coinage Magazine*, and is getting great reactions at coin shows even from fellow dealers.

I've been very pleased with the many positive reviews posted there, and if possible-post your own review!

As readers of my newsletter, I'd love to read your reactions.

If you go to Amazon.com-search-for *What Color Are Your Assets?*

Available at
amazon

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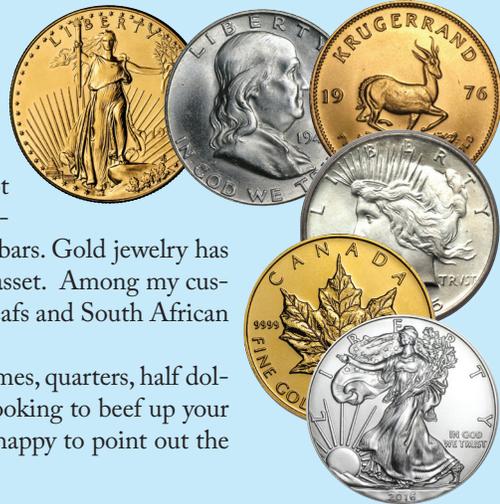
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TIPS FOR READERS

What is the Best Way to Hold Physical Gold and Silver?

Each form of physical gold has its advantages and disadvantages. Gold bars typically (but not always) have the lowest premium above the spot price. Gold coins have a greater premium, although in the case of foreign gold or low grade gold coins might be competitive premiums to bars. Gold jewelry has by far the highest premium, but for people who like to wear gold chains, this can be a dual purpose asset. Among my customers, American Gold Eagles are the most popular vehicle for gold, even though Canadian maple leafs and South African Krugerrands cost \$10-\$20 less per coin.

When buying silver, the three basic choices are bars, American silver eagles, or 1964 and earlier dimes, quarters, half dollars and dollars. Some people prefer BU rolls of pre-1965 coins, or a variety of all types. If you are looking to beef up your hard asset portfolio, call me at 800-334-3325 x 2 or email lawrence@CNPcoins.com and I will be happy to point out the advantages and disadvantages and help you find what is best for your situation. ●



**Gold and Silver in your IRA? Inherit a Collection You Want to Sell?
Need a portfolio evaluation, appraisal or consultation?**

We can do that for you.

As an Independent Dealer with lower overhead costs, we can often pay the highest prices for your coins, gold, silver, diamonds, jewelry, watches and more. We buy it all!

Call Lawrence D. Goldberg at 800.334.3325, press 2 or email: lawrence@CNPcoins.com

Visit us at www.CNPcoins.com

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