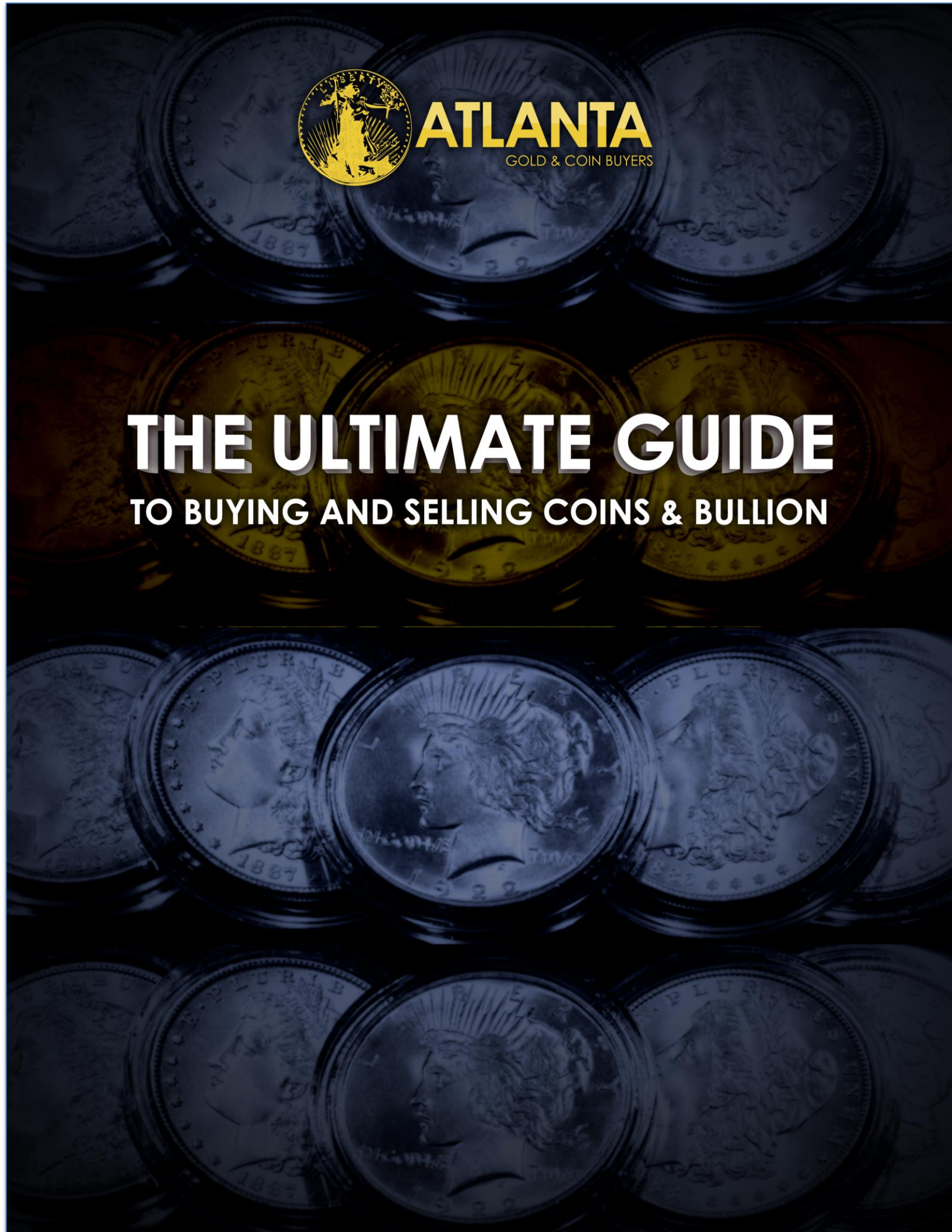
ATLANTA
GOLD & COIN BUYERS

THE ULTIMATE GUIDE

TO BUYING AND SELLING COINS & BULLION



We understand that the coin and bullion industry can be confusing and there is an over-abundance of information out there. It's hard to know who to trust and who might be trying to take advantage of your lack of knowledge. We want you to feel confident and comfortable doing business with us, so we developed "The Ultimate Guide to Buying & Selling Coins & Bullion" to share some of the knowledge and experience that we've obtained over the years. Our goal in writing this guide is to give you the basic facts and help you to make informed buying and selling decisions.

We hope that you use this guide as a resource in the future and that you will contact us if you have any further questions. You can call us at (404) 236-9744, email us at sales@atlantagoldandcoin.com, or find us on the web at www.atlantagoldandcoin.com.

Table of Contents

Terminology 1

Types of Coins 3

1. Numismatic or Rare Coins 3
2. Professionally Graded Coins 3
3. Proof Coins 4
4. Bullion Coins 4

Examples of Government Issued Bullion Coins 5

Purity of bullion coins 5

Privately Minted Gold, Silver & Platinum Bullion 6

5. Junk silver coins 6

How Junk Silver Coins are Bought & Sold 7

How to Sell Your Coins & Bullion 7

Do's 7

Don'ts 8

How To Know You're Getting a Fair Price 8

How to Buy Coins & Bullion 9

How to Identify Counterfeit Coins & Bullion 10

Conclusion 11

Terminology

Bars	Bars are privately minted gold, silver and platinum bullion that are rectangular in shape. Some of the most notable producers of bars are Engelhard, Johnson Matthey and Credit Suisse.
Bullion	Bullion refers to precious metals, such as gold, silver, and platinum, in any form. This can be in the form of coins, bars, rounds, ingots, silverware, jewelry, etc.
Circulated Coins	Circulated coins are coins that have been minted for general circulation that show signs of wear. The condition or extent of wear directly impacts the value of the coin. Coins that show a considerable amount of wear are oftentimes referred to as 'cull' coins.
Clad Coin	A clad coin is one that is made up of different types of metals. Often, these coins will have a copper core and outer layers of silver-colored or gold-colored metal alloys. Some examples of clad coins are U.S. dimes, quarters, and half dollars minted after 1964.
Coin	Government issued currency minted from various types of precious metals (gold, silver, platinum) and/or common alloys (nickel, copper, zinc, manganese, etc.). Coins have a specified face value and can be currently in circulation, such as the U.S. quarter, or obsolete, such as the Italian Lira.
Currency, Bills, and Notes	These terms are all synonymous and refer to paper money issued by various governments, regimes, or territories. The U.S. dollar is an example of modern currency in circulation. A popular obsolete currency that is highly collectible is confederate issued currency.
Foreign Coins (aka World Coins)	Any coins not minted in the United States.
Ingots	Ingots are privately produced pieces of gold, silver and platinum bullion that can be in various shapes, such as squares and rectangles. Oftentimes, ingots don't specify who produced the bullion or the weight or purity of the item.
Junk Silver	Silver coins that are primarily bought and sold for their silver content. While the term is fairly broad, junk silver coins are primarily synonymous with U.S. dimes, quarters, and half dollars minted in 1964 or earlier.
Key Date Coins	Lower mintage coins that sell at a premium due to the limited number of coins that were issued in a specific year and/or by a particular mint.
Melt Value	The melt value of coins varies based on the weight and purity of the coins, and is calculated by multiplying the weight and purity of the coins by the spot price of gold, silver or platinum to arrive at the precious metals value.
Mint Mark	A mint mark is a letter or letters that identifies where a coin was minted or produced. Common mint marks are "P," "D," "S," "O," and "CC," which refer to the Philadelphia, Denver, San Francisco, New Orleans and Carson City mints, respectively. U.S. coins without a mint mark were minted in Philadelphia.
Morgan Silver Dollar	U.S. silver dollars minted from 1878-1904 and also in 1921. Morgan silver dollars contain 90% silver content and weigh 26.7 grams.

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Terminology Con't

Numismatic Coins	Coins that are primarily bought and sold for their collectability or rarity are commonly referred to as numismatic coins. Numismatic coins have a value that exceeds the underlying metal content of the coins.
Peace Silver Dollar	U.S. silver dollars minted from 1921 – 1935. Peace silver dollars contain 90% silver content and weigh 26.7 grams. While semi key date Peace dollars exist, the two key date coins are the Philadelphia issued Peace dollars from 1921 and 1928.
Professionally Graded Coins	Coins that have been authenticated, slabbed, and graded by a third party coin grading company. Professionally graded coins typically sell for more than their raw (ungraded) counterparts.
Proof Coins	Proof coins are specially minted coins for coin collectors and investors of numismatic coins. They are typically lower mintage than their bullion counterparts, and contain a mirror-like finish background and frosted foreground.
Rare Coins	Oftentimes synonymous with 'old' or 'numismatic' coins, rare coins are usually difficult to find low mintage coins that sell at a premium. Rare coins are especially popular with coin collectors or numismatists.
Raw Coins	Coins that have not been authenticated, slabbed, or graded by a third party coin grading company.
Rounds	Rounds are privately minted gold, silver and platinum bullion that are circular and resemble coins, although they are not legal tender. Rounds depict various images on the front and back.
Semi Key Date Coins	Semi key date coins are lower mintage coins, but not as low mintage or rare as key date coins. These coins typically sell at a premium over the melt value of the coins, and therefore, are not considered junk silver coins.
Slabbed Coins	Coins that have been sonically welded or sealed in a tamper-proof hard plastic holder.
Spot Price	The spot price of precious metals is the current market price per troy ounce. Gold, silver and platinum are traded on the commodities market, which fluctuates throughout the day. The current price is based on supply and demand at any particular point in time.
Sterling Silver	Sterling silver is composed of 92.5% pure silver. This is a higher purity of silver than most government issued silver coins. Franklin mint bars and rounds are commonly composed of sterling silver.
Troy Ounce	The unit of measurement used when weighing precious metals. A troy ounce differs from a standard ounce in that it contains 31.1 grams as opposed to 28 grams.
Uncirculated Coins	Uncirculated coins are coins that display little to no signs of wear. Because of the way coins are minted, packaged and distributed, they may display minimal wear, such as slight surface scratches and rim nicks. Having a coin professionally graded will certify the condition and extent of wear, if any, on the coin.

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Types of Coins

1. Numismatic or Rare Coins

Numismatic coins are coins that derive their value based on the age, rarity (number of coins minted), condition and underlying metal content of the coin. Numismatic coins can be made from any number of metals, from aluminum to nickel-copper to silver and gold. However, in many cases, the precious metal value of the coin is the least important factor affecting its value. Numismatic coins are also commonly referred to as low mintage, rare or key date coins. Numismatic coins are typically preferred by coin collectors, numismatists and investors of collectibles. In general, numismatic coins tend to increase in value over time; however, they haven't performed as well as bullion coins in recent years given the relatively poor economic conditions over the past few years.

Below are some examples of some of the more popular U.S. minted numismatic coins and the years in which the coins were minted:

- St. Gaudens Double Eagle Gold Coins (1908 – 1933)
- $20, $10, $5 & $2.50 Liberty Head Gold Coins (1849 – 1907)
- $10, $5, $2.50 Indian Head Gold Coins (1907 – 1933)
- Flowing Hair large cents, half dimes, dimes, quarters, half dollars & silver dollars (1794 – 1795)
- Draped Bust half cents, large cents, half dimes, dimes, quarters, half dollars & silver dollars (1796 – 1807)
- Capped Bust half dimes, dimes, quarters, half dollars & silver dollars (1829 – 1837)
- Seated Liberty half dimes, dimes, quarters, half dollars & silver dollars (1837 – 1873)

Other numismatic coins that are in high demand are Liberty Head half cents and large cents, two cent pieces, three cent nickel and silver pieces and twenty cent pieces, all of which are considered obsolete U.S. coinage. For additional information on rare or numismatic coins, or to see if the coins that you have in your possession are potentially valuable, please see our Rare Coin Guide.

2. Professionally Graded Coins

Professionally graded coins are coins that have been evaluated and certified by a third party grading company. Once a coin has been authenticated and graded, it will be sonically sealed in a tamper-proof hard plastic holder. Having your coins graded by third party grading companies provides a way to confirm the authenticity of the coins and to objectively confirm the grade or condition of the coins. This helps to eliminate any subjectivity associated with differing opinions regarding the condition of a coin. Also, most investors and collectors are typically willing to pay a premium for professionally graded coins. There are many independent coin certification and grading companies, but the two most well-known and respected are Professional Coin Grading Service (PCGS) and Numismatic Guaranty Corporation (NGC), with American Numismatic Association Certification Service (ANACS) coming in a close third. The grading scale used to assess and certify coins is 1 to 70, with a grade of 1 being in extremely poor condition and a grade of 70 being perfect. Professional grading companies charge a fee for their services, which varies based on the type of coin, declared value of the coin and how quickly you want

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the grading completed. Keep these fees in mind when considering whether to send your coins for grading, as it is not a given that these fees will be recouped when it comes time to sell your coins, especially for lower valued coins.

In addition to standard grading as described above, coins within various grades can be further assessed to determine if they meet certain standards and qualify as a premium coin within a particular grade. Certified Acceptance Corporation (CAC) is a well-known company that provides this service. Coins that meet their stringent requirements are provided with a green CAC sticker and are typically in higher demand and sell at higher prices than coins without this designation.

3. Proof Coins

Proof coins are specially minted with collectors and investors of numismatic coins in mind. Proof coins differ from business-strike (general circulation) coins in that a special dye is used to create a mirror-like finish background and a frosted foreground on the coins. Proof coins are not only more visually appealing than coins minted for general circulation, but they are also typically lower mintage coins. The visual appeal and rarity of proof coins oftentimes translates into a premium for these coins.

Most proof coins come with a certificate of authenticity and a display case from the U.S. Mint. Proof coins that come with the original government paperwork usually sell at a higher premium over proof coins without this documentation. Professionally graded proof coins, depending on the grade, will further increase the value of proof coins. As with numismatic coins, the value of proof coins is primarily based on the number of coins that were produced and supply and demand in the marketplace for the coins.

4. Bullion Coins

Bullion coins are coins that are primarily bought and sold for their precious metals content. Gold, silver and platinum are the highest minted bullion coins; although, in recent years, palladium coins have begun to gain popularity. The value of bullion coins is based on the current price of the underlying precious metal, commonly referred to as the "spot price". The spot price, which fluctuates throughout the day, provides the current price per troy ounce of these, as well as other precious metals. One troy ounce of gold, silver or platinum is equal to 31.1 grams. This differs from a standard ounce, which is 28 grams. This is important to keep in mind since you will receive a quote from coin or bullion dealers based on a troy ounce (31.1 grams) and not a standard ounce (28 grams). To obtain the current spot price of gold, go to www.kitco.com/charts/livegold.html, of silver www.kitco.com/charts/livesilver.html, and for platinum www.kitco.com/charts/liveplatinum.html.

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Examples of Government Issued Bullion Coins

	Available Denominations				
Coins	1oz	1/2 oz	1/4 oz	1/10 oz	1/20 oz
American gold & platinum eagles	x	x	x	x	
American gold & platinum buffaloes	x	x	x	x	
Canadian gold & platinum maple leafs	x	x	x	x	x
South African gold krugerrands	x	x	x	x	
Chinese gold & platinum pandas	x	x	x	x	x
Australian gold & platinum kangaroos	x	x	x	x	x
Austrian gold philharmonics	x	x	x	x	

Government Issued 1oz Silver Bullion Coins

- American silver eagles
- American silver buffaloes
- Canadian silver maple leafs
- Chinese silver pandas
- Australian silver kangaroos
- Austrian silver philharmonics
- British silver britannias
- Mexican silver libertads

One aspect that separates government issued gold, silver and bullion coins from privately minted bars and rounds is that government issued coins are guaranteed by the government of issuance to contain the exact purity and weight outlined in the specifications for the coin. This guarantee, along with the fact that government issued bullion coins are recognizable the world over, is why government issued bullion coins are typically bought and sold at higher prices than privately minted bars and rounds.

In the United States, the most popular and recognizable gold, silver, and platinum coins are American eagles and buffaloes, which are bought and sold at slightly higher prices than the other coins highlighted above.

Purity of bullion coins

While the purity of the above listed gold coins varies from 21.6k to 24k, the amount of pure gold generally remains the same. In other words, while the American gold eagle is 22k gold and the purity of an American gold buffalo is 24k, they both contain exactly one troy ounce of pure gold. The weight of coins that contain less than 24k gold is increased to account for the difference in purity. Gold coins that are less than 24k gold are mixed with other alloys, such as copper and silver, primarily to make them more durable. In the case of American gold eagles, the total weight of the coin is 33.93 grams. This differs from 24k one ounce gold coins, such as American gold buffaloes, Canadian gold maple leafs, and Chinese gold pandas, which weigh 31.1 grams.

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Privately Minted Gold, Silver & Platinum Bullion

Privately minted bullion (bullion produced or manufactured by private or non-governmental entities) in the form of gold, silver and platinum bars, rounds and ingots comprises a large portion of the bullion industry. Privately minted bars and rounds come available in a number of sizes from 1 gram up to a kilogram or more. The diverse selection of gold, silver and platinum bars and rounds that exist are appealing to a wide variety of bullion investors and collectors. As with coins, there are certain producers of bullion and sizes of bars and rounds that are more appealing and popular than others.

Well-known and reputable, Johnson Matthey, Engelhard, Credit Suisse, Pamp Suisse and the Perth Mint produce gold, silver and platinum bars, rounds, and ingots which are considered solid investments.

In addition to the above mints, other private mints, such as the Franklin Mint, are known for producing sterling silver bars, rounds and ingots. The purity of sterling silver is 92.5%. Since the purity of sterling silver is less than .999 fine, these bars, rounds and ingots are in less demand and are bought and sold at lower rates. However, because the Franklin Mint is considered a highly reputable mint, sterling silver produced by this mint is often in slightly higher demand than generic sterling silver.

5. Junk silver coins

Junk silver coins refer to silver coins that are primarily bought and sold for their silver content as opposed to their collectible or numismatic value. The difference between junk silver coins and bullion coins is that junk silver coins are less than .999 fine silver; although, it's technically correct to refer to junk silver coins as bullion coins. Junk silver coins are most commonly associated with 90% U.S. silver half dollars, quarters, and dimes minted in 1964 and earlier, but the term can also refer to other types of silver coins, including foreign and world coins. For example, 80% silver Canadian dimes and quarters minted in 1966 and earlier, 80% silver Canadian half dollars and silver dollars minted in 1967 and earlier, 50% silver British coins minted from 1920 – 1946, 92.5% silver British coins minted in 1919 and earlier, 40% silver U.S. Kennedy half dollars minted from 1965 – 1970 and 35% silver war nickels minted from 1942 – 1945 can be referred to as junk silver coins.

Below is a list of the most common 90% junk silver coins bought, sold and traded in the United States, as well as their date of issuance:

- Dimes – Roosevelt (1946 – 1964), Mercury (1916 – 1945) & Barber (1892 – 1916)
- Quarters – Washington (1932 – 1964), Standing Liberty (1916 – 1930) & Barber (1892 – 1916)
- Half Dollars – Kennedy (1964), Franklin (1948 – 1963), Walking Liberty (1916 – 1947) & Barber (1892 – 1916)
- Silver Dollars – Morgan (1878 – 1921), Peace (1921 – 1935)

A majority of the coins minted within the above dates are considered junk silver coins; however, certain mints in particular years minted a lower quantity of coins, which classifies them as key date coins. Below are a list of some of the most valuable coins from the coin types listed above: 1895-O Barber dime, 1916-D Mercury dime, 1896-S Barber quarter, 1913-S Barber quarter, 1916 Standing Liberty

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quarter, 1921 Standing Liberty quarter, 1923-S Standing Liberty quarter, 1932-D&S Washington quarters, 1892-O & S Barber half dollars, 1914 Barber half dollar, 1921-D&S Walking Liberty half dollars, 1938 Walking Liberty half dollar, 1889-CC Morgan silver dollar, 1893-S Morgan silver dollar, 1894 Morgan silver dollar, 1921 Peace dollar & 1928 Peace dollar.

How Junk Silver Coins are Bought & Sold

Unlike the other types of coins, which are typically bought and sold on an individual basis, junk silver coins are usually bought and sold in bulk due to the relatively small value of each individual coin. At times, a coin dealer will provide a quote for junk silver on an individual coin basis, but these coins are almost always bought and sold either by weight or by face value.

When junk silver coins are bought or sold by weight, the coins are weighed on a scale and the agreed upon price is paid per troy ounce. This method is especially common when there is a very large amount of coins being bought or sold or when the coins have above average wear, as this wear reduces the overall silver content and therefore value of the coins.

When junk silver is bought or sold at face value, a quote is commonly provided as a multiple of the face value of the coins. For example, if a coin dealer quotes you a price of 20 times face value for silver dimes, they're offering to buy or sell the dimes at $2.00 each. Likewise, twenty times face value translates to $5.00 per quarter and $10.00 per half dollar. These coins are commonly bought and sold in $50, $100, $250, $500 or $1000 face value bags.

How to Sell Your Coins & Bullion

One of the most common questions that we receive is "how do I sell my coins and bullion?" It's difficult to cover every aspect of this topic, but we've compiled some helpful hints over the years, which we believe will help you to be successful when the time comes to sell your coins.

Do's

- **Do** research the coin dealer that you're considering to verify that they're reputable. The Better Business Bureau and online reviews are typically good sources of information.
- **Do** call the coin dealer in advance to obtain their rates and how they go about valuing or pricing coins. While old, rare and numismatic coins will require an in-person evaluation of the coins, the coin dealer should be willing to share with you their rates on bullion and junk silver coins over the phone.
- **Do** attempt to verify in advance if you have any key date or rare coins. If you don't have the time or resources to do so, ask the coin dealer that you've identified if and how they go about identifying and valuing these coins.
- **Do** make sure that the coin dealer is able and willing to dedicate time to properly evaluate your coin collection. A large or complex coin collection requires a lot of time and undivided attention. If you get the impression that you are (or will be) rushed through this process, look elsewhere to sell your collection.
- With the exception of junk silver, **do** attempt to sell your coins on an individual basis as opposed to by weight.

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- **Do** confirm in advance if the coin dealer is willing to pay a premium for uncirculated or key date coins. For example, uncirculated silver dollars should sell at a higher price than average circulated condition silver dollars.
- **Do** verify that the coin dealer provides free no-obligation coin evaluations and appraisals.
- **Do** confirm in advance the form of payment that will be provided. Some coin dealers will only issue checks, while others will provide their customers the option of receiving payment in the form of cash, a cashier's check or a company check.

Don'ts

- **Don't** sell your coins to pawn shops, "we buy gold" stores or jewelry stores. You're virtually guaranteed of receiving less than the full value of your coins from these establishments.
- **Don't** conduct business with anyone who is unwilling to provide you with an online quote or quote over the phone. While some coins require an in-person evaluation, a sight unseen quote or a price range should still be provided contingent upon review and confirmation of the authenticity and condition of the coins.
- **Don't** allow yourself to be pressured to sell your coins to a coin dealer and be wary of bait and switch techniques. In other words, some coin dealers may provide competitive quotes over the phone to draw you into their place of business only to low ball you once you arrive.
- **Don't** hesitate to ask any questions that you might have during the evaluation process and don't feel intimidated by the coin dealer's level of knowledge and experience.
- **Don't** hesitate to negotiate with the coin dealer. If the offer is below your expectations, the coin dealer's online rates, or a quote provided over the phone, there's no harm is making a counteroffer in hopes of reaching a mutually agreed upon price.
- **Don't** conduct business with anyone who is unable or unwilling to provide you with documentation or justification for a quote. In other words, they should be willing to share with you the guides or newsletters that they're using to value your coins or coin collection.

How To Know You're Getting a Fair Price

An honest coin or bullion dealer should be transparent and be willing to provide you with their current buying rates for gold, silver and platinum coins and bullion on their website or over the phone.

Numismatic coins, however, typically need to be evaluated in person to determine their value and it's reasonable for a coin dealer to provide a price range over the phone in lieu of a binding offer.

So how do you know that you're receiving a fair offer for your rare or numismatic coins and what resources should you expect your coin dealer to use? While there are a number of different price guides available, both online and in print, most reputable coin dealers use "The Official Blue Book: A Handbook of U.S. Coins" by R.S. Yeoman or "The Coin Dealer Newsletter," also known as the 'grey sheet.' Typically speaking, the "Blue Book" is going to provide more accurate pricing information for rare or numismatic coins, as most coin collectors are familiar with the 'grey sheet' and attempt to purchase coins at or below the most recent stated prices. As a result, you should expect to receive quotes for less than the

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stated prices in the 'grey sheet.' Quotes may range anywhere from 60% - 80% of the stated value, based on the rarity and market for the particular coin.

The above price guides are available to coin dealers and coin collectors alike, so don't hesitate to pick up a copy of either guide in advance of your coin appraisal so that you can get a general idea as to the value of your coins.

How to Buy Coins & Bullion

If you're new to the coin and bullion industry, we recommend that you take some time to educate yourself before making your first purchase. It's important to have a clearly defined goal and plan going in. We hope that the following guidelines will help to provide direction on how to go about investing in coins or bullion:

- Determine why you're buying coins and bullion. Is it purely for collectible purposes and love of the hobby or as an investment and hedge against inflation and unstable economic conditions?
- If you're collecting coins as a hobby, take your time to compare prices, as it's not uncommon to see a large range of prices for the same coins. If your local coin dealer doesn't have the item that you desire, or at a price that you consider to be reasonable, call around or consider attending a local coin show.
- If buying rare or numismatic coins, try and research the historical value of the coin to determine if it has been a solid long term investment. However, remember, that past performance is not a guarantee of future performance.
- Consider the resale market for the coins or bullion that you're interested in purchasing. While old, rare and numismatic coins might be highly valued, they also may be more difficult to sell than bullion coins in the future.
- Don't let coin dealers steer you toward high priced numismatic coins without a full understanding of what you're purchasing. Commissions are typically higher for these coins, which is why many coin dealers attempt to sell these coins to industry newcomers.
- If bullion is your preference, decide if gold, silver, platinum or a combination of the three is the best approach to take. Gold is viewed as a store of value and as a way of maintaining your spending power. Silver and platinum have many of the same investment characteristics as gold, but also have a number of industrial uses, and are slightly more volatile.
- Consider the current prices of gold, silver or platinum when investing, but try to not let substantial swings (up or down) dramatically impact your decisions. Human nature is to buy when prices are going up and sell when prices are on the way down. Taking a dollar cost averaging approach will help to remove emotion from your decision making and will likely result in more successful long term results.
- Establish a relationship with a local coin dealer. Coin dealers with whom you've established a relationship are not only more apt to answer your questions, but to also provide you with discounted prices and early access to new inventory. They will also typically pay you a premium over their standard buying rates when the time comes to sell your coins or bullion.

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- Weigh the benefits of investing in small denomination gold and platinum coins versus the cost. The premium for bullion coins tends to increase inversely with the size of the coin. Some coins, such as 1/10 ounce gold and platinum eagles, may sell at a premium of 15% - 20% over the gold and platinum value.
- Choose between privately minted bars and rounds, government issued bullion coins, or invest in both. Privately minted gold, silver and platinum bars and rounds can typically be purchased at lower premiums than government issued coins; however, they also sell at lower rates and may be less liquid than government issued coins.

How to Identify Counterfeit Coins & Bullion

Due to the current high prices of gold, silver and platinum, counterfeiters have entered the coin and bullion market in record numbers. Relatively worthless metals such as tungsten, copper, and others have been successfully produced into extremely realistic counterfeits of gold, silver and platinum coins and bullion. The best way to protect yourself from making a very expensive mistake is to first research the coin dealer you plan on doing business with. A reputable, experienced coin dealer will have the knowledge and tools needed to identify potential counterfeit items. You should also do your homework to identify the most commonly counterfeited items, which are typically high priced coins and privately minted bullion.

Beyond those two steps, what else can you do to ensure that the items you intend to purchase are what they seem? We've compiled a list of four things you can do to drastically reduce the possibility of purchasing counterfeit or replica coins and bullion.

1. **Invest in a reliable scale**. We recommend that you purchase a reliable scale that has the capacity to measure in tenths, if not hundredths of a gram. Specifications for nearly all government issued coins and privately minted bullion can be found online, including the weight of the items. Weighing the coin or bullion that you've identified and comparing it to the specifications is one of the most reliable ways to confirm the authenticity of your coin, bar or round. Reliable high capacity scales can be purchased on Amazon.com.

2. **Purchase a caliper**. Calipers are similar to rulers or tape measures in that they are used to measure the length, width and/or depth of an item. However, unlike tape measures and rulers, calipers have two sides that clamp down on the edges of an item to provide a more accurate measurement that makes them ideal to measure the diameter and thickness of a coin, bar or round. Coins, bars and rounds are produced to tight specifications, so the more accurate your measurements, the more certain you can be that your item is authentic. Calipers can be purchased on Amazon.com or at any local hardware or home improvement store.

3. **Use a rare earth magnet.** Precious metals, including, but not limited to gold, silver and platinum aren't magnetic, so if the item that you're interested in is magnetic, you can be sure that it's a replica or counterfeit. Since some replicas have a substantial amount of plating, standard magnets may not be strong enough to identify the underlying base metal. Rare earth magnets, which are

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commonly referred to as neodymium magnets, are many times stronger than traditional magnets. Rare earth magnets can be purchased on Amazon.com.

4. **Use a fake coin detector.** Fisch Instruments, which is headquartered in South Africa, produces the leading counterfeit gold, platinum and silver coin detectors in the industry. Fake coin detectors can be ordered directly through their website at www.thefisch.com, or through one of their authorized retailers. Counterfeit coin detectors are fairly expensive, but are a good investment if you plan on purchasing a substantial amount of gold, silver and/or platinum bullion coins in the future.

Conclusion

In summary, knowledge is power. It's important to have a general idea of the type of coins and bullion that you're interested in selling so that you can maximize your payout. If time permits, identify and categorize your coins in advance of an evaluation or coin appraisal. Also consider picking up one of the industry leading pricing guides to help estimate the value of your coins. On the other hand, if you're in the market to buy coins or bullion, determine if you're primarily interested in purchasing coins as a hobby or as a long term investment, hedge, or to diversify your portfolio. Weigh the pros and cons of investing in government issued coins and bullion versus privately minted bullion, and always establish an exit plan in advance of your purchase. Only conduct business with reputable coin dealers and attempt to establish a relationship with a local coin dealer to obtain preferred pricing and early access to new inventory.

We hope that you found our Ultimate Guide to Buying & Selling Coins & Bullion" helpful and invite you to contact Atlanta Gold & Coin Buyers at 404-236-9744 or via e-mail at sales@atlantagoldandcoin.com if we can be of any further assistance.

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