

U. S. Currency's Price Guide & "MARKET NEWS" Update...

Volume 7, Issue 7 & 8

Single Copy \$5

July/Aug. 2007

The "Dirty Dozen!"

"Collecting in the Mainstream!"

"Is there a Method to your Collecting Madness?"

By Joseph M. Bissell

People ask me everyday, "Joe, what should I be collecting for the best return?" My answer remains constant!
(cont on pg. 2)



PRICE SHOPPING!

~COMPARING APPLES to APPLES~

Have you been frustrated?



"TECHNICOLOR 1905 GOLD" LOOKS LIKE A GEM, GRADES XF!

Not all people are created equal~sound familiar? Well, neither are notes! It's obvious that NO two notes are identical (even in runs - serial #'s).

Watch auction results...two same notes, same friedberg #'s, same condition, graded by same grading co...one sells at \$17k and the other at \$28k! This just occurred couple weeks ago (remember same grading co!) How can this be and what does it mean to you the Collector/Buyer?

The reason is simple, NO two notes are alike and therefore hold different values, period! You CANNOT, CANNOT Price shop our notes as if they are cars! I've personally viewed "like" notes (same grade and fr.#) and wouldn't bid \$5k for one (that I thought had little to no

Inside This Issue

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- 4 **NEW CONSIGNED NOTES FOR SALE - Buy it Now**
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"Every note seems to appreciate well, but you want to pick the HORSE that will get around the track in FIRST Place!" Of course, meaning, all notes will probably appreciate well, but if you want to pick the one that performs the best then BUY in the **MAINSTREAM!** The primary function of my day is to Buy and Sell Paper Money, this is what I do, this is what I love, and this is my sole Passion! I indeed, live it, breath it, drink it and sleep it! Many dealers have a multitude of distractions (other careers or businesses).

You have to first decide are Collecting a specific note because it speaks to you and you just want it or are you buying it for that reason plus it's potential? If you're looking for the highest potential, well then, I strongly recommend you Buy in the Mainstream. Below is a list of what I personally have coined:

"The DIRTY DOZEN!"

- 1.) EDUCATIONAL SET (3 pieces: \$1, \$2 & \$5)
- 2.) RAINBOW SET (3 pieces: \$1, \$5 & \$10)
- 3.) CHIEF SET (1899 \$1, \$2 & \$5 Silver)
- 4.) BISON (1901 \$10 Legal)
- 5.) PORTHOLE (1923 \$5 Silver)
- 6.) MORGAN BACK (1886 \$5 Silver)
- 7.) TECHNICOLOR (1905 GOLD NOTE)
- 8.) Gen. HANCOCK (1886 \$2 Silver Cert.)
- 9.) POKER CHIP NOTE (1923 \$10 Legal Tender)
- 10) MARTHA'S (1886 or 1891 Silver)
- 11) TOMBSTONE Note (1886 or 91 Silver Cert.)
- 12) GOLD Notes (1882/1922 \$20, \$50, \$100's)

cont. pg. 12

attraction) and would bid "whatever it takes for the other!" I've also (read closely). Have bid more for an AU note (that has all the appearances of a Ultra Gem) than for a ChCU note (that is crooked, has handling marks, bent corners, very dull surfaces and is lack luster). Sound obvious? It may sound obvious (may not), but still very intelligent people fall into the Grade Number trap!

People will want a certain note, fall in love with it, it looks PERFECT! The problem is, it's priced at a ChCu or above number and it's technical grade is Au-58. We had a recent consignment (sold in 1 day) that is in a CGC-67PQ, it was emailed to three potential buyers. The first said, I like the note, let me think about it at that level. The 2nd guy asked for a large price break and squabbled about the price level and strained to find the logic and the 3rd person said, "I'll take the note, not sure how to pay at this very minute, but know in that grade it's a rarity and the potential is very high!" The point is... (obviously the 3rd guy got the notes) it's tough sometimes to analyze values of notes and to find the logic (based on other closed sales or other notes in varying grading holders) but you really have to analyze more than just the note, but also the market! Do

"PRICING, GRADING & POPULATION SUMMARY"

This is a "Retail Publication," and is designed to reflect current market prices. These prices are procured from many sources, including Dealers, Internet auctions, previous auction houses "prices realized," striving to reflect current market prices. If the Note Type contains a range of Fr.#s, then the listed price reflects the most common Fr.#. This publication is in NO way instructing or suggesting for its readers to purchase at these levels. Grading ranges from Very Good (MS 8) to Premium Gem (MS 68). The listed prices were gathered from both professionally graded and independently graded "old", notes. We did denote the observation that prof. graded notes generally sold for higher prices than independently graded notes. A Population Summary column is listed for ea. Note Type, many times with range of Fr.#s. Example: Fr.#100-102 (1880 \$10 Legal Tender) shows 24-6-38 in the Population column meaning there are 24 notes in CU & up for Fr.#100, 6 notes (in CU & up) for Fr.#101 & 38 notes (in CU & up) for Fr.#102. If you see ++, there are likely more out there than reported. Granted Permission for the Friedberg numbering system (licensed) has been authorized by the Coin & Currency Institute, Inc.



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- "The INSIDE Story & Untold Secrets of Paper Money!"**
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 - ★ Pricing Strategies, true Values?
 - ★ Grading & Certification (Liquidity)
 - ★ Business Opportunities Buying - Who can you trust?
 - ★ Selling Strategies - How to get the most money?
 - ★ Market place discussion
 - ★ How to get a Jump Start on Your business/Collection?
- This video (DVD) has been created as a direct result of the exploding interest in both Collecting & Investing in U.S. Paper Money. This video will offer you insights as well as direction in your paper money pursuits!

U.S. Currency's Price Guide

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Grading Guide on Paper Money

- ★ Learn How to Grade Professionally
- ★ Advance Your Grading Skills
- ★ Detect Processed Notes
- ★ Grading Guidelines 1 to 70

150 pg. Book and 1-Hour Video

U.S. Currency's Population Reports

- ★ 4 reports
- ★ 70K Notes
- ★ By serial #
- ★ By Fr. #
- ★ Rarity Reports

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Our Grading Guide is now used at the Universities & the ANA Library!



This Chief(281) Looks like a CGC-67!
Gem Chiefs are certainly getting tougher to acquire; however the demand continues to climb. The colors on this gem are incredible and the front margins like a 67!



\$5,000 "Dallas" in CGC 65, tied for the lowest mintage of all 12 districts and a **2 Digit serial #**, with the broadest margins you can ever imagine! **SOLD!**



"Rainbow" this 1869 Rainbow is just stunning, Vibrant colors, and excellent centering. It's also from the well known CU Run!



This **Fr.304** has wonderful white paper and deep blue ocean color inks! It will really set off a collection. AU's are about the highest ever graded

This website (and auction area) is here for EVERYONE to sell their notes. There are many more notes (and photo's) also on page 13. To learn how to list/SELL your notes here-call (602) 224-5555 or email: sales@gradedcurrency.com **Cut off bid times are 5pm on Sept. 15". For more photos go to GradedCurrency.com



"Buyer Beware!!!"

DON'T BUY

PROCESSED NOTES!

FREE ONLINE @ GRADECURRENCY.COM
ONLY REPORT ANYWHERE
THAT SHOWS YOU NOT JUST WHAT'S GRADED BUT ALSO
WHAT ELSE IS OUT THERE, NOT YET GRADED, AS WELL!

" U.S. CURRENCY'S"
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- Grades range from VG to Gem. (68)

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DEMAND NOTES

Table with columns: Date & Denomination, Friedberg Numbers, MS 8 VG, MS 12 & 15 FINE, MS 20-25-30-35 VF, MS 40 & 45 XF, MS 50-53-55-58 AU, MS 60-62 CU, MS 63-64 CH CU, MS 65 *GEM*, MS 66 SUPERB GEM, MS 67 ULTRA GEM, MS 68 Premium GEM, POPULATION CU & UP.

LEGAL TENDER NOTES

Table listing various legal tender notes with columns for denomination, date, and price. Includes series like 'RAINBOWS', 'BISONS', and 'POKER CHIP'.

SILVER CERTIFICATES

Table listing silver certificates with columns for denomination, date, and price. Includes series like 'MARTHAS', 'GEN. HANCOCK', 'MORGAN BACK', 'TOMBSTONES', 'EDUCATIONALS', 'EAGLES', 'CHIEFS', and 'PORTHOLE'.

TREASURY (COIN) NOTES

Table listing treasury coin notes with columns for denomination, date, and price.

NATIONAL BANK NOTES

Table with columns: Date & Denomination, Friedberg Numbers, MS 8 VG, MS 12 & 15 FINE, MS 20-25-30-35 VF, MS 40 & 45 XF, MS 50-53-55-58 AU, MS 60-62 CU, MS 63-64 CH CU, MS 65 *GEM*, MS 66 SUPERB GEM, MS 67 ULTRA GEM, MS 68 PREMIUM GEM, POPULATION CU & UP. Rows include 1st Issue, 2nd Charter-1st Issue Brown Backs, 2nd Charter-2nd Issue * Date Backs, 2nd Charter-3rd Issue*Value Backs, and 3rd Charter-1st Issue.

FEDERAL RESERVE BANK NOTES

Table with columns: Year, Denomination, Friedberg Number, Price, and Population. Rows include 1918 \$1, 1918 \$2, 1915-18 \$5, 1915-18 \$10, 1915-18 \$20, and 1918 \$50.

FEDERAL RESERVE NOTES

Table with columns: Year, Denomination, Color, Friedberg Number, Price, and Population. Rows include 1914 \$5 red seal, 1914 \$5 blue seal, 1914 \$10 red seal, 1914 \$10 blue seal, 1914 \$20 red seal, 1914 \$20 blue seal, 1914 \$50 red seal, 1914 \$50 blue seal, 1914 \$100 red seal, 1914 \$100 blue seal, 1918 \$500 blue seal, and 1918 \$1,000 blue seal.

GOLD CERTIFICATES

Table with columns: Year, Denomination, Friedberg Number, Price, and Population. Rows include 1882 \$20, 1882 \$50, 1882 \$100, 1882 \$1,000, 1905 \$20 TECHNOLOR, 1906 \$20, 1907 \$10, 1913 \$50, 1922 \$10, 1922 \$20, 1922 \$50, 1922 \$100, 1922 \$500, and 1922 \$1,000.

SMALL SIZE LEGAL TENDER NOTES

Table with columns: Year, Denomination, Friedberg Number, Price, and Population. Rows include 1928 \$1, 1928 \$2, 1928 A \$2, 1928 B \$2, 1928 C \$2, 1928 D \$2, 1928 E \$2, 1928 F \$2, 1928 G \$2, 1953 \$2, and 1953 A \$2.

STAR NOTES

Table with columns: Year, Denomination, Friedberg Number, Price, and Population. Rows include 1953C \$2 Legal Tender, 1928 A \$1 Funny Back, 1935A \$1 Experimental "R", 1935 H \$1 Silver, 1957 B \$1 Silver, 1934 A/B \$5 Silver, 1953 A \$10 Silver, and 19634 A \$100 Federal Reserve.

Let's Talk

"The DIRTY DOZEN" (continued from page 2)

Now, there are several other (as I call them) "Alternate" notes that are very much in demand and also are First Place notes; however, these notes in many circumstances are either price prohibitive or just extremely rare and/or are very difficult to procure (see below):

1880 \$10's and \$20 "BLACK BACKS!" (\$10 Morris and \$20 Decatur's: Very much in demand, but hard to get)
1860's \$2 Original Series Nationals (Lazy Dueces)
1860's \$1 Original Series Nationals (ACE's)
1880 \$50 Legal Tenders (Liberty w/ Sword)
1869 \$20 Rainbow Note
1918 \$500 Blue Fed. (DeSoto Note and of course the \$1,000 Spread Eagle)
1882 or 1922 \$500 GOLD Note (and of course \$1,000)
1914 RED SEALS: \$5, \$10, \$20, \$50 and \$100

Then there's the "B" LIST (as I like to refer to them) these are notes that are not quite the Hottest, but are certainly in high demand. These notes have always seemed to have performed very well, but not always at the percentages as the "DD" notes (see below):

Blue Feds: \$1, \$2 (Battleship) \$5, \$10, \$20, \$50 and \$100 (\$100 is most popular along with Battleship).
Fr. 40's 1923 \$1 RED Seal (have performed very well, especially over the last year, also very affordable - \$1250 Gem)
Fr. 245/246 1891 \$2 SILVERS (have suddenly become quite difficult to obtain and prices have really popped very high)
First Series - 1862's \$1, \$5, \$10 (these notes are fairly reasonable to obtain both in pricing and access, perform fairly well)
Treasury Notes - 1890 and 1891 (the main denominations that pull are the Deuces and the \$10's)
Manning Notes - 1886 and 1891 \$20 Silver Cert's

PRICE SHOPPING (Cont. from page 2)

For, will it make a difference in 1 yr. Or 3 yrs. or 5 yrs? NO! I personally have paid double and a few times all the way to triple what a notes value was in that "technical grade." I even remember thinking to myself, "Am I burying myself in this note?" The note looked so beautiful, it's just perfect aesthetically, but technically is an AU note....did it matter? NO! Without (without) exception it sold and at a good profit and it pained me to part with the note and the new owner would NOT part with it years later.

In summary, treat every note on its own merit. Don't assume because a \$2 Ed sold in auction (4 mos. Ago) in a pgs 65 holder for \$8800. That for one minute, \$2 Ed's in GEM (Solid Lock GEMS) aren't worth all of \$12.5k to \$13.9k! Don't even assume if you find (3) \$2 Ed's in 65's that sold for \$10k that all they are worth are \$10k!

You need to evaluate each note on both its own merit and the marketplace. I bought a \$1 Rainbow once (in CGC-65PQ) that looked 66 to me. Most importantly, the colors were just beyond expectations and I paid \$6.5k for it -when the market warranted \$5k (but I knew that the pricing on this note was going to soar to \$10k in gem within months. I knew this by knowing how RARE a GEM \$1 Ace Rainbow really is - know the market as well as the note (is the lesson)! More to come in the upcoming months concerning Pricing and the Marketplace!



ACE RAINBOW from a CU little run that has not only vibrant colors, but each spike on the seal is detailed and struck (rare feature) C.G.C-63pg!



The Colors on this \$5 Rainbow Woodchopper are sure to please! Front Margins are centered Great!



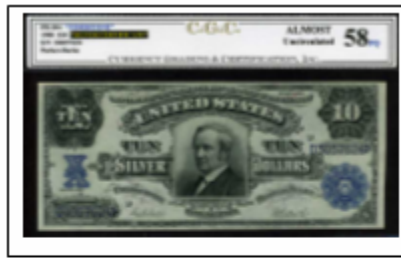
FR. 247 \$2 ED from CU Run, Crisp Crips Crip! The Colors on this are not fantastic! The paper is so fresh and the natural paper wave is a delight!



This **Ex. 261 MORGAN BACK** is not an easy catch (as dealers will tell you) very difficult to get in your collection—don't miss this rare opportunity



Looks like a Superb Gem, forget the technical Grade, this Large RED SEAL blows away most 67's in appearance!



TOMBSTONE! These notes are so difficult to find that look GEM that you maybe working years to find one that is nice! Excellent Centering and COLOR!!!

To bid or "Buy it Now" on any of these notes just email us at: Sales@gradedcurrency.com or call us Now at (602) 224-5555. Dealers & Collectors List or SELL your notes here: Color Photo's Graded Currency.com



Fr.224 \$1 ED Looks like a 66+++ cannot see the centerfold, really really gorgeous note, great price!



This Porthole almost looks Gem, with great centering, vibrant colors and majestic portrait of Lincoln!



1896 \$2 Educational! Great margins-the centering is dead on perfect! Nice white paper, sharp corners



Fr. 40 1923 RED SEAL!
Scan doesn't do justice -great colors!



RARER FR.233 \$1 Black Eagle CGC-66PQ,
Second from Ernest known!



Fr.1104 \$100! CGC conservatively graded this \$100 Blue Fed a 65; however it has the all the looks of a 66!

To bid or "Buy it Now" on any of these notes just email us at: Sales@gradedcurrency.com or call us Now at (602) 224-5555. Dealers & Collectors List or SELL you notes here: Color Photo's Graded Currency.com