



गुल्लक Gullak



ISSN 0975-8062

Your Complete Monthly Newspaper for Coins, Antiques, Collectibles, Paintings & Visual Arts

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Release of the Book on Coins of British India

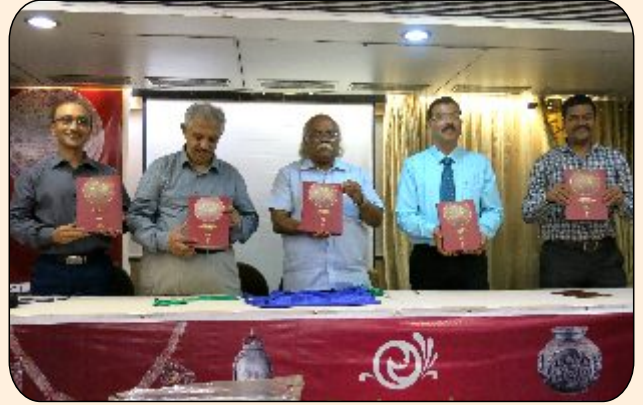


Shri Basti Solanki, the Senior Numismatist and Founder, International Collectors' Society of Rare Items, Pune is releasing the book, *Standard Catalogue of Coins of British India, 1835-1947 - Currency Issues*, at the Hotel Diplomat, Mumbai on 10th September 2015.

Dignitaries on the dias (from right to left), Shri Shatrughan Saravagi, Shri Gev Kias, Shri Basti Solanki, Shri Farokh Todywalla and Dr. Dilip Rajgor releasing the book.



Release of the Book on Coins of British India



Rajgors Auction 41 at the Diplomat, Mumbai 10 Sept 2015



Numismatics as a Source of Investments
Friends, am continuing with Selling Your
Collections (part III)

"Sales are contingent upon the attitude of the
Salesman - not the attitude of the Prospect.
(W. Clement Stone)

SELLING YOUR COLLECTIBLES THROUGH A DEALER:

The objective in choosing this method
is to receive more money than you would
from a Direct Sale.

The first step in seeking an dealer is to
determine the nature of what you plan to sell
& try to match the right dealer with the right
coinages. If your collection is specialised,
seek a specialist dealer who has studied the
subject/coinages of the particular
dynasty/state/era/metal.

It is often a good idea to offer a few pieces to
the dealer to sell as agent to see how he does,
rather than handing over an entire collection
all at once. This allows him to focus more
narrowly & allows you to maintain control.
The key is regular communication &
interaction between you & the dealer. Most
important is the trust. You should have faith in
his ability & to be confident that he will look
after your best interests.

Following Qualification of a dealer helps
appraise & get you maximum profits.

- 1) known amongst dealers
- 2) grading service experience
- 3) regular show attendance
- 4) scope of company
- 5) well versed in the subject
- 6) Market acceptance
- 7) Fees

Known amongst Dealers: These
qualifications promise the potential of
significantly higher returns, but you also
want to choose an dealer who genuinely seeks
the role. He should never make you feel that
they are doing you a favour by selling your
collection.

Grading Service Experience: as the dealer
regularly submits coins to the grading
services he has a strong feeling for where the
"standard lines" of the grades are. Due to this
he understands both the process & 'looks'
(eye appeal) that are most often rewarded on
marginal decisions. His experience helps you
to appraise your collectable demand.

Regular Show Attendance: the dealer
should be a regular attendee of shows &
exhibits. The regular basis initiates routine
contacts with collectors & dealers.

It provides a wide range of business contacts
& contracts. Also one get a regular pulse of
market rates, acceptance, demand & supply.

Scope of Company: as he routinely handles
coins of same types, condition & value as
those in your collections, he has strong
customer base & demand for them. If he is
associated with a. Company the customer
base becomes more bigger due to large
contacts.

Well Versed in the Subject:- a well known
dealer will help you get 10 to 25% more than
you would receive in a direct sale. He should
know the real value, methods of attracting

qualified customers and understands how to negotiate. A well known dealer has the same qualifications n contacts, but you hardly hear the term "Agent" used in this context.

Market Acceptance: the dealer selected maybe the most honourable person on earth, but they would still not be immune to theft or natural disaster. As he has market acceptance it is prudent to give him limited number of your collectibles to sell at any one time.

Dealer Fees : the dealer fee should be discussed & agreed upon in advance. Generally they receive a percentage of the selling price. The fees are graduated & predicted on the value of collectibles.

Every Sale involves 2 Parties together. One who wants to Sell & One who wants to Buy. We always find in a transaction a sticking point, which reflects the combination of knowledge & leverage.

As you are impatient in selling your collection, the dealer will always try to buy the collection at the Lowest price he can pay. The dealer has a leverage of money & willingness to acquire the collection as he has the benefit of your impatience, or that he can install in you.

You may also believe that they (Dealer) are more knowledgeable about the current market prices, as a result of their experiences & credentials. What you want to know is that you are receiving the maximum reasonable prices of your collectibles.

One should consider the following few Points, Tips for Negotiating the Best deal on his Collections.

1) Never upset a Dealer by offering a price which is not a Good deal for everyone involved.

- 2) You should have knowledge & negotiating skills which would fear the dealer about your willingness to sell to him.
- 3) If you are located in a small town with only One viable dealer you won't get the Best deal. So explore Internet & other probable options which could help you.
- 4) You should have willingness to explore other options if you do not receive an offer you believe is Fair.
- 5) Try to sell to a " Full time " dealer. As a large dealer with strong contacts will help you out with your common items/coins/collectibles as he routinely sells this kind of materials with Rare Collectibles.
- 6) Try to always obtain more than one Offer on something you are selling. This will create a " Aura of Competition " amongst potential buyers. The Best offer can help you & will be in your advantage.
- 7) Try to Split the deal rather than offering the whole collection in one go. This perception may lead to more Gains.
- 8) Always display your knowledge in discussing the deal. As dealers respect those who speak the language. some arcane references that suggest a deeper knowledge of the field will help you negotiate the Best Deal.

MORAL : If you are a Non Collector, I would strongly recommend you to seek Multiple Offers.

To be continued....



Rajgor's

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Highlights of Rajgor's Auction 42



Lot 15

Estimate: ₹ 1,50,000-2,00,000

Coastal Karnataka, Feudatories of the Chalukyas, Gold, 4.75 g, 22.69 mm, Pagoda-Gadyana



Lot 66

Estimate: ₹ 65,000-75,000

Akbar, Gold, 11.02 g, Square Mohur, Urdu Zafar Qaring mint, AH Alif (1000), complete mint name in the last line on rev



Lot 194

Estimate: ₹ 12,000-15,000

Anvil Die of Obverse of Nazarana Double Rupee, Bronze, Weight 310 g, 36 mm face of the Die, Height 40 mm, Anvil Die of Obverse of Nazarana 2 (Double) Rupees



Lot 197

Estimate: ₹ 75,000-90,000

Maharaja Hate Singh (AD 1765-1768), Orchhanagar mint, Silver, 11.16 g, Rupee, in the name of Shah Alam II,



Lot 198

Estimate: ₹ 12,000-15,000

Maharawal Sawant Singh (AD 1775-1844; AH 1189-1260), Bronze, Weight 450 g, 40 mm face of the Die, Height 40 mm, Anvil Die of Obverse of Nazarana 2½ Rupees



Lot 199

Estimate: ₹ 12,000-15,000

Maharawal Sawant Singh (AD 1775-1844; AH 1189-1260), Bronze, Weight 640 g, 44 mm face of the Die, Height 55 mm, Anvil Die of Obverse of Nazarana 5 Rupees, Type 4, issued during AD 1823-1858, the Obverse die reads in Persian in reverse,



Lot 200

Estimate: ₹ 12,000-15,000

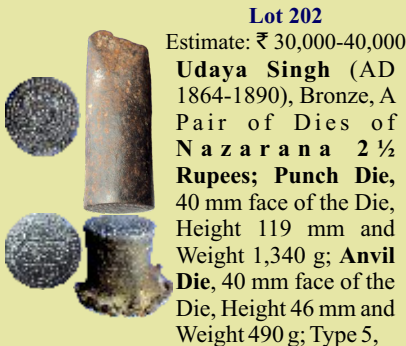
Udaya Singh (AD 1864-1890), Bronze, Weight 500 g, 39 mm face of the Die, Height 48 mm, Anvil Die of Obverse of Nazarana 2½ Rupees, Type 5



Lot 201

Estimate: ₹ 12,000-15,000

Udaya Singh (AD 1864-1890), Bronze, Weight 990 g, 43 mm face of the Die, Height 116 mm, Punch Die of Obverse of Nazarana 5 Rupees, Type 5



Lot 202

Estimate: ₹ 30,000-40,000

Udaya Singh (AD 1864-1890), Bronze, A Pair of Dies of Nazarana 2½ Rupees; Punch Die, 40 mm face of the Die, Height 119 mm and Weight 1,340 g; Anvil Die, 40 mm face of the Die, Height 46 mm and Weight 490 g; Type 5,



Lot 211

Estimate: ₹ 38,000-40,000

Mumbai mint, Gold, 11.63 g, Mohur (15 Rupees), minted at Mumbai with the mint name Surat, in the name of Shah Alam II,



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Calendar of Events 2015-16

	Month		Date	PlaceEvent Venue
September	4-6	Coimbatore	100th Grand Coimbatore Coin Stampex 2015	Kamalam Duraiswamy Hall, Coimbatore, Tamil Nadu
September	10	Mumbai	Rajgor's Auction 41	7.00 pm, Noble Room, The Diplomat Hotel , Behind Taj Mahal Palace, Opp. Starbucks Coffee, Apollo Bunder Mumbai 400001
September	11-13	Mumbai	Coinex - Mumbai 2015	Sunderbai Hall, Churchgate, Mumbai
September	18-21	Ernakulam	Kerala Coin Expo 2015	Town Hall, Near North Railway Station, Ernakulam, Kerala-682018.
October	2-3-4	Kota	4th Coin Festival - Kota 2015 - Kota Mudra Utsav 2015	Rotary Club Kota North, 4 Basant Vihar, Kota Kota Philately & Numismatic Society (Lakesh ji 823333370)
October	3	Kota	Rajgor's Auction	5.00 pm, 4th Coin Festival - Kota Mudra Utsav 2015
October	10-11	Chennai	98 th Annual Conference	NSI, University annexe auditorium, Chennai
October	16-18	Mumbai	Mumbai Coin & Philately Fair 2015	World Trade Centre (Mumbai Coin Society)
November	14-17	Gwalior	Stamps Exhibition Virasat 2015	Gwalior (Contact: Neel Kamal 094257 45455)
November	20-22	Ludhiana	Ludhiana Coin Exhibition	Ludhiana (Punjab)
December	3-4-5-6	Goa	5 th Coin Festival - Goa 2015	Rajgor's at Panji, Goa
December	10-12	Pune	Coinex-Pune-2015	Sonal Hall, Karve Road Pune - 4.
January	8-9-10	Nashik	Nashik Rare Fare 2016	Indraprashtha AC Hall, Old Gangapur Road, Nashik 2
January	9	Nashik	Rajgor's Auction	7.00 pm, Indraprashtha AC Hall, Old Gangapur Road, Nashik
February	26-28	Bangalore	7th National Numismatic Exhibition	The Bell Hotel, Majestic, next to Bangalore City Railway Station

Micchhami Dukdam



On the occasion of Paryushan and Samvatsari, the great traditions of Jain religion, the Rajgor's family wishes Micchhami Dukadam (Forgiveness and Forgive) to all its friends, customers, clients, vendors and all numismatists.

We appreciate your continuous trust, support, respect and love for us. Your this support has made us to reach this height and we are sure your same support will be available to us in coming decades. In return, we sincerely offer our best of services in academics, books, auctions and certification.

Let the Divine Light Guide our Path...



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