



The Berufsverband  
des Deutschen  
Münzenfachhandels  
Presents Itself





## Welcome To The des Deutschen M



A history of almost 50 years, presently more than 230 members, and a profile of international renown: Reasons enough to present our association in a close-up.

Numerous companies from Germany and other European countries are members of the Berufsverband, which is a registered association under German law.

Any renowned and reliable company who does business in the German coin market is welcome to join our association. We represent the professional interests of our affiliates, we do public relations work related to coin collecting, and we are also one of the active founding members of the Gesellschaft zur Förderung der Numismatik (GFN/Society for the Promotion of Numismatics).

Our professional association is the strongest of its kind in the coin trade sector in Europe and an active member of the European umbrella organisation of numismatic trade, FENAP. We are not only involved with professional and ethical con-

*from left to right: Paul Moser, Christian Ruppert, Arnim*



# Der Berufsverband Münzenfachhandels!



duct issues but also participate in the trade fair business, supporting key events such as the Berlin World Money Fair, the world's largest coin fair, and the Stuttgart Coin Fair, and organizing the Westphalian Coin and Collectors' Fair in Dortmund twice a year.

Collectors know they can trust the Berufsverband's "blue logo", as the firms entitled to use it have committed themselves to fair and equitable dealings with their customers. Apart from buying and selling coins and collectors' accessories, this is especially true for the expert advice they provide. Thus we represent both sides – coin trade and its clientèle. Our work consists in promoting and supporting, advising and assisting – not only in cases of emergency.

Make use of the advantages of a strong professional association. It's your benefit!

Kind regards

Michael Becker  
President

**Hölzer, Michael Becker, Thomas Brückel, Ulrich Künker**





## ***An Association For All Professional Coin Dealers***

More than 230 coin dealers (as of January 2018) are presently organized in the Berufsverband des Deutschen Münzenfachhandels e.V. However, the advantages offered by an association are important for anyone professionally involved in numismatics, as the association sees itself as “a broad-range mix, not elitist, for anyone involved in coin trade...!”

The Verband unites, amongst others, classic coin shop retailers, but also wholesalers and mail order companies, mints and other coin makers, the most important magazine and catalogue publishers, accessory providers, auction houses and e-commerce, and – not to be left out – trade firms of the precious metals sector, including refineries. Even coin fair organizers, specialized insurances and strong box providers can be found among its members. This wide range of business areas already indicates how diverse the interests of the association are.

Its main task consists in lobbying, voicing the interests of its members in political and economic matters, in front of mints and other manufacturers. On the other hand, it engages in counselling and promoting its own clientèle with current issues, offering solutions or finding ways to address these. In this context “Help people help themselves” is more than a catchy phrase.

Another way of supporting its member firms is the active and dedicated participation of the Berufsverband in trade events, either accompanying or co-organizing the coin fairs in Berlin, Dortmund, Munich, and Stuttgart. Further advantages which pay off are the partner contracts and agreements which offer members special conditions in the areas of shipping, insurances and security.

This little brochure provides information about all this and much more. It cannot replace personal encounters and getting to know each other, but it helps to get a good picture of the advantages our association, existing since 1970, offers to its members.

## The Headquarters Of The Verband Is In Cologne



Like any other association the Berufsverband des Deutschen Münzenfachhandels has a board, on which some well-known coin dealers are holding functions. Currently these are:

**Michael Becker** (president), Fröndenberg,  
[m.becker@muenzenverband.de](mailto:m.becker@muenzenverband.de)

**Arnim Hölzer** (vice-president), Leichlingen,  
[arnimhoelzer@t-online.de](mailto:arnimhoelzer@t-online.de)

**Thomas Brückel** (treasurer, lawyer), Köln,  
[info@muenzenverband.de](mailto:info@muenzenverband.de)

**Paul Moser** (associate member), Mittelbiberach,  
[muenzen-moser@t-online.de](mailto:muenzen-moser@t-online.de)

**Christian Ruppert** (associate member), Salzgitter,  
[Christian.Ruppert@mietens.de](mailto:Christian.Ruppert@mietens.de)

**Ulrich Künker** (associate member), Osnabrück,  
[u.kuenker@muenzenverband.de](mailto:u.kuenker@muenzenverband.de)

**Marinus Lass** (associate member), Aachen,  
[m.lass@coins.de](mailto:m.lass@coins.de)

What would an association be without a professionally managed head office? Located in Cologne, it is run by lawyer Thomas Brückel:

**Thomas Brückel, Universitätsstraße 5, 50937 Köln**

Tel. +49(0) 221 801 49 65 0, Fax +49(0) 221 801 49 65 99  
[info@muenzenverband.de](mailto:info@muenzenverband.de)

The head office is contact point for the members' administration and requests of any kind. It is in charge of the regular internal newsletter and communicates news from the board to the members. Moreover, lawyer Thomas Brückel provides legal assistance to the affiliates of the Berufsverband.



## The Headquarters Of The Verband Is In Cologne

The head office together with the board furthermore organizes:

- Lobbying efforts at key agencies and ministries
- Support in specific judicial and tax issues
- Regular information about current topics, events, law amendments, etc. via an electronic newsletter
- Many additional opportunities of contact and exchange of ideas, such as soirées, meetings and seminars
- Bulk orders of German commemorative coins
- Numerous economic benefits for members thanks to interesting umbrella agreements (shipping, insurance, trade fairs, auctions)



## A Good Address With A History



On 22nd May 1970 the present Berufsverband des Deutschen Münzenfachhandels was entered into the register of associations as “Verband der Münzhändler im APHV” (Association of Coin Dealers within the APHV). Traditionally, the Verband has been closely related to APHV, the Federal Association of German Stamp Trade (Bundesverband des Deutschen Briefmarkenhandels) and remains close to it – although it has been operating under its own name since 1980. This is because many dealers maintain both lines of products – numismatic and philatelic.

What seemed important at the time was to widen the perspective, taking contemporary gold and silver coins into account and making them a focus in a modern concept of numismatics – as opposed to the classical form of numismatics centred on antique coins, cultivated by the Verband der Deutschen Münzenhändler (VDDM/Association of German Coin Dealers) since the 1950s.

This new approach would soon prove fruitful. Philatelic dealers started to add modern numismatic items to their range; on the other hand, the number of coin dealers and coin clubs increased. Years later, these new tendencies in-





## ***A Good Address With A History***

creased again, when demand for GDR coins soared following the German reunification, and once more after the euro was introduced in 2002, which sparked a hitherto unknown “collectormania”.

While in 1974 the services of Berufsverband were appreciated by 65 member companies, in the following 40 years their number would keep growing to reach 230. All the while, the Verband managed to successfully accompany and adapt to new developments in the market and swings in the international financial centres.

Since the early 1990s, the Berufsverband has been actively involved in large trade and industry events, also keeping close contact to other well-known interest groups, mainly to the APHV and, in particular, to the VDDM which is also a member of FENAP, the Federation of European Numismatic Trade Associations.

In the past years, besides establishing a more efficient emergency alert service, we have achieved a very positive co-operation with public authorities within the Federal Ministry of Finance, successfully lobbying for the concerns of our members and of the collectors of modern and classical coins.

### ***Coin fairs – attractive to collectors and dealers***



## *The Classic Coin Shop – Always Worth A Visit*



Even if nowadays the internet with its endless offers around coins may be the quickest and easiest way to obtain information, visiting a professional coin dealer at his shop is a more exciting and enriching experience. This is not only true for newbies but also for the “old hands”, as the versed professional dealer will:

- provide expert advice, not only regarding coins but also useful accessories
- support customers competently through expert knowledge around numismatics
- advise customers about value performance and which coins are worthwhile collecting
- offer the whole range of typical high-in-demand coins and, on top, often coins from special collecting fields
- share valuable information concerning forgeries and any other business

Coin dealers offer subscriptions; they take charge of ordering and regularly supplying their customers with the latest coin issues. These numismatic experts are extremely well connected in the market and will vouch for the authenticity of the coins they are offering.

Many have their own specialized library and current catalogues. They also take orders of numismatic literature.

Most trade professionals with their own shop also do mail order business, regularly publish stock lists and advertise products on their own website.





## **“Not All That Glitters Is Gold”**

This good advice will only be delivered by experts who at the same time are dealing in precious metals. They assay, value, purchase and sell precious metals – gold and silver – and will be consulted by private investors looking for reasonable investments or wanting to sell bullion. As members of the Berufsverband they stand out for being discreet and reliable.

They offer the following:

- Objective assessment of physical precious metals
- Daily updated prices if you want to sell
- Discreet purchase and sale on site
- Cash and carry
- Always including: detailed and competent advice

These services are not only available for the typical gold bullion or coin – many precious metal dealers offer them for jewellery of any kind, as well. How important this market segment is, becomes clear when looking at the sales figures of the largest precious metal trading company in Europe – also a member of the Berufsverband – which mounted to around 800 million euro in 2016.

Not only for large-scale but also for private investors both valuable older coins and

sought-after gold bullion

coins (Krugerrand, euro

gold coins) always offer

an opportunity to

invest in safe assets.

In this process the

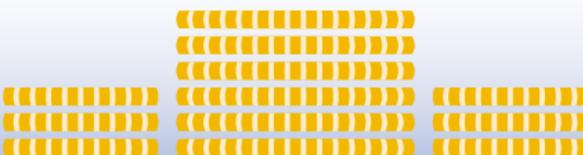
precious metal dealer

will support customers

with valuable advice.



### **Zertifizierter Goldankäufer**



## Refineries Separate The Wheat From The Chaff



Precious metal refineries – traditionally located in the region around Pforzheim in south west Germany – are responsible for recycling processes in which gold, silver and other precious metals are recycled from alloys or from scrap metal with metal and non-metal components.

Although this is mostly applied to jewellery and scrap gold, it is also a possibility of treating coins and medal from diverse sources. In the chemical process raw materials are separated from each other with only the precious metal remaining in the end.

Germany has many traditional companies operating in this sector. Apart from old gold jewellery they also purchase other objects containing precious metals. After the metal has been separated and recycled, it is made available to industry or trade in different forms.

Silver or gold coins which are presented in precious metal condition do not need to undergo a recycling process, in contrast to numerous alloys or medals which only contain percentages of precious metals.

Among the members of Berufsverband are several well-reputed metal refineries which offer services to direct customers and resellers.



Foto: © Degussa, München



## *When The Hammer Comes Down – Auction Houses*

For decades renowned auction houses have offered a platform where important collection and holdings of all kinds are broken up, or where single coins, current or rare, are put up for sale. Usually both the seller and the buyer are private customers, but international trade also participates. They appreciate the benefits of auctions, such as:

- The great diversity of offers, from classical (antique) to modern-day coins, from national to worldwide
- Exhaustive and knowledgeable descriptions (in the case of special collections, often in the style of a manual)
- Outstanding presentations in durably useful catalogues
- Generally low starting prices
- A professionally managed procedure, from consigning an item for auction to its delivery

Auctioneers are not mere sales agents – they advise, assess and value, they provide information and often even offer possibilities of direct sale or purchase. Some are at the same time involved in the precious metal, mail order and e-commerce business. Several well-known auction houses are members of the Berufsverband, all sharing a reputation for confidentiality and integrity. Consulting their web sites, one can learn about the broad range of services they provide.



## Open Day And Night: E-Commerce



Countless platforms on the internet are offering coins galore day and night. You can find current cheap single coins, rare and accordingly more expensive precious metal coins, you can buy them per kilo or as international coin lots, uniting thousands of different coins. The buyers' taste can be just as diverse as the offerings of private or professional sellers.

Advantages of such platforms are the sheer unlimited variety, the worldwide range which includes almost any collecting field, and certainly also the low prices. However, as not only reliable professionals are active in this field, one should carefully examine single offers and the sellers, too. The member list of the Berufsverband des Deutschen Münzenfachhandels is of great help in this, since customers can rely on its members being trustworthy and their offers genuine.

Many members of the Verband now have an online shop as well, thus offering collectors the afore-mentioned benefits – including the right of return and numerous ways of payment – at any time, even at night or when on holiday.

The screenshot shows an eBay search for 'Münzen'. The search results are filtered by 'Artikelzustand' (Article Condition) and 'Artikelzustand' (Article Condition). The results include:

- Münzkapseln Leuchtturm 14-41 mm für Gold Silber Euro Münzen Kapseln 10er Pack: EUR 2,99 bis EUR 4,35
- 1 oz Silber Krugrand 2017 - 1 Rand Südafrika - 50 Jahre Jubiläum: EUR 31,90
- Tauschsetten 1000 Euro Gold gegen 1000 Euro - 4 x 250 € Maltese Franken 2017: EUR 1000,00

A blue box with the number '13' is overlaid on the bottom right of the screenshot.



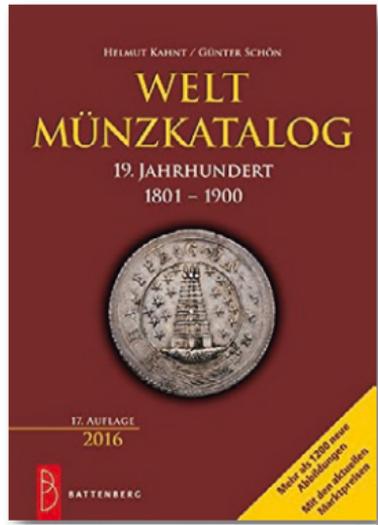
## Always Well Informed

Nearly all important publishers of numismatic magazines and catalogues are members of the Berufsverband des Deutschen Münzenfachhandels. The catalogue publication firms each year publish updated catalogues covering the most popular collecting fields, often complemented by books and catalogues specializing in different areas of numismatics.

Some publishers offer a vast range of literature which leaves no questions unanswered and regularly update it to include new titles on all possible aspects of collecting coins, bank notes, medals, etc.

To-date information is just as important for the coin trade as for collectors. Numismatic publications – available both in print and online – allow readers to deepen their knowledge, gain insight into special collecting fields, and get orientation about current prices and tendencies, the trendy fields and latest coin issues.

“Without literature, you live under a rock” – this saying is still true. The publishers in the Berufsverband make sure that we do not live under a rock, but we are right there where it’s all happening!



## **Storage – Protection – Presentation**



Valuable coins do need safe storage and protection. Contamination in the air, finger prints, scratches, deposits, and stains diminish the value of collectors' objects. You can protect yourself against all that. Notable producers of accessories offer a variety of recommendable storage methods for coins which will protect them from damage of all sorts. There are coin capsules and frames, cases and albums, to name but a few.

Among the accessory providers organized in the Berufsverband des Deutschen Münzenfachhandels some operate internationally offering extensive product lines, like Leuchtturm, Lindner Falzlos, SAFE Schwäbische Albumfabrik or Schaubek publications. Other specialized member companies sell collector accessories in the first place.

The makers of such special accessories used for coin storage provide diverse solutions in different price brackets, according to the wishes of each collector. Aspects of presentation are taken into consideration, same as protection and preservation. Fine coins require an adequate environment which matches their value.

The specialized dealers of the Berufsverband will provide detailed practical information about this.





## ***“Think Big ...!” – Mail Order Wholesalers***

... are a special group within the Berufsverband des Deutschen Münzenfachhandels – very different from the local or regional coin shop owner – as they target a broad public, sometimes even the entire country. In this, they have an important function, as the mailings they send – often to all households and by the million – draw attention. This brings the hobby closer to people and encourages the interest in coin collecting in general.

Mostly they offer current new issues and also coins dedicated to present social topics. They follow the trend of popular themes as we know it from philately. These firms are among the leading coin trading companies – worldwide! Often they are organized in different departments, such as wholesale, bullion trade (precious metal trade), and numismatic retail and mail order business; some also have shops and even subsidiaries.

Thanks to special contracts with mints some large-scale mail order companies have exclusive offers of coins and medals, focussing on themes highly popular with their customers (for instance, series like “African wildlife”, animals, famous people, ships, vehicles, etc.). Some of the firms also conduct auctions (both physical and online). The gamut is broad – just like the infinity of numismatic possibilities.



Foto: © Zerbor

## Large, Larger ... – Wholesalers



What would become of retail sale without the wholesalers? Without someone who can provide the desired items in a large variety and large numbers, at real-time prices and within the shortest time? That's what the wholesalers do, thus fulfilling an important function in a lively and dynamic market. Thanks to them, retail dealers no longer must have large holdings of articles on store – which is hardly possible nowadays.

Some of the wholesalers even specialize in finding certain issues or coins which is often a difficult task. Wholesalers maintain direct contact with issuing authorities and mints, even outside the borders of Europe.

Single companies with good contacts abroad have a specialized range of products, others are active as bulk sellers, in bullion trade, in the mail order business, or as retailers with their own physical coin shop. Many dedicate their attention to various fields of business, once more the range of possibilities is wide.

Within the Berufsverband des Deutschen Münzenfachhandels numerous members operate as wholesalers, and all of them – just like the other service providers – vouch for the integrity of their business and genuineness of their offers.





## ***Not Only Struck In Gold ... The Mints***



Foto: Wikipedia

***Already in the Middle Ages coins were struck in mints.***

Coins of all kinds are generally manufactured in minting facilities, called mints, by commission of a public authority. In the Federal Republic of Germany, the State Mint of Berlin (A), the Coin Bavaria (D), the State Mints of Baden-Württemberg (F and G) in Karlsruhe and Stuttgart, and the Hamburg Mint are commissioned to produce coinage. Those who know can easily tell where a new euro coin was minted by looking at the letter in parentheses. Many European countries have their own national mints.

In Germany, at least, mints do not sell directly to final customers. The euro coins from the Federal Republic of Germany are distributed and sold in bulk and by retail through the Official Sales Agency for Collector Coins on behalf of the Federal Ministry of Finance.

The coin dealers organized in the Berufsverband des Deutschen Münzenfachhandels have close connections to the cited authorities, the Verband negotiates special conditions for orders by its members thus assuring that the collector market is well provided for.

Mints, such as the Berlin Mint and the Swiss Mint – both members of the Verband – are also exhibitors at the important coin fairs, for instance at the Berlin World Money Fair, the world's largest numismatic fair for collectors.

## ***“Here’s To Good Neighbourhood” – Colleagues From Many Countries***



Trade is international today. Since collecting fields are found all over the world, this is logical, but in addition has to do with the necessity of overcoming former borders when buying and selling coins.

At present, there are companies from Denmark, France, Britain, Italy, Monaco, the Netherlands, Austria, Portugal, Switzerland, Slovenia and the Czech Republic among the members of the Berufsverband des Deutschen Münzenfachhandels.

International networking makes the flow of information easier, and also the flow of goods, thanks to co-operation with helpful colleagues even in “complicated cases”. Especially for dealers concentrating on e-commerce the internal warnings about “fishy customers” abroad, i.e. all over Europe, are most valuable information, almost impossible to obtain as a private person.

The Berufsverband sets great store by expanding internationally and therefore actively supports FENAP, the umbrella organization of numismatic trade associations in Europe.

As international networking is vital for all coin dealers the internal newsletter of the Berufsverband has also been published in English for some time now. For one thing is certain in times of the worldwide web: The future is international!





## Anything But “Exotic”

It goes without saying that the majority of the affiliates of a professional coin trade association are in fact coin dealers of one sort or another. It is also no secret that the purchase and sale as well as the supply and stock holding of precious metals comes along with certain risks. Not only in stationary trade which is particularly susceptible to risks such as theft, burglary and assault, even at trade fairs things like these may happen – although luckily it’s not often the case.

Several member firms of the Berufsverband are experienced at preventing and offering coverage for such risks, and they can also provide expert advice. For instance, Mr David Davidenko represents the Amsterdam company Special Security Services b.v. which is a useful partner for any request concerning secure transport of valuables and protection of trade fair stands.

Mr Andreas Korn and the Hamburg company hdg-Tresore are partners for safes of any resistance and protection classification. Present on almost all larger numismatic and philatelic events in Germany, they look back on decades of experience and attend to customers all over the country. The company is known to provide thorough advice and individually adapted security solutions.

The same is true for the company Griebel & Brocks which for a long time have successfully acted as insurance brokers for the Berufsverband – and, by the way, also for the APHV. Bespoke solutions, insuring standard and non-standard risks of coin trade, are part of their routine business.

With these companies, the Berufsverband offers its members competent partners and tested support for conducting their business safely.



## *Here Is Where The World Of Numismatics Meets – Coin Fairs And More*



Large and important coin fairs are a forum for trade and collectors. The Berufsverband supports such events and actively participates in their organization, offering special benefits to its members at the following:

- WORLD MONEY FAIR, the world's largest coin fair, taking place every year in early February in Berlin, attended by 50 international mints, hundreds of coin dealers and over 10,000 visitors – the Berufsverband is partner of the event.
- STUTTGARTER MÜNZENBÖRSE, drawing a crowd of more than 2,000 visitors to Stuttgart to see what about 100 coin dealers are offering – organized jointly by the World Money Fair team and the Berufsverband des Deutschen Münzenfachhandels.
- WESTFÄLISCHE MÜNZ- UND SAMMLERMESSE, the Westphalian coin and collectors' fair held in Dortmund twice a year (in February and September) with an attendance of around 1,000 numismatists – organized by the Berufsverband and supported by the World Money Fair.
- NUMISMATA, in Munich and other cities.
- COIN FAIRS in a series of other cities, such as Hanover, Karlsruhe and Essen.

These trade fairs create opportunities to strengthen trade contacts, purchase and sell, prepare the ground for fruitful business. The Berufsverband makes it happen, supporting its members with advice, seeing to organizational needs, and even organizing catering at the trade fair stand and a soirée.





## *We Represent Your Interests*

Political lobby work or interest representation does not sound too exciting at first. But it is far from boring, and at times a nerve-racking business. This becomes clear when we get involved with issues concerning every coin dealer, such as

- Differential taxation
- The Act for the Protection of Cultural Goods
- Money Laundering Act and the reduction of cash
- The Act banning the use of symbols of unconstitutional organizations (Nazi symbols)

In the aforementioned contexts, the Berufsverband continuously is in discussion with authorities and committees of the ministries in Berlin and at the Federal State level, effectively representing the interests of its members, side by side with other associations, in favour of a smoothly functioning market.

The Berufsverband also is actively involved in compiling the “list of tax-free gold coins”, is represented on experts’ committees working on themes for new coins and is a member of the “Aktionsgemeinschaft privates Denkmaleigentum” (APD/Society For Privately-Owned Heritage).

We are proud to say that, in the past years, we have achieved considerable successes by negotiating with politicians and the political administration. Through objective and well-founded argumentation and reasoning we have managed to secure important benefits for all members of the Verband.



## Advice Is Our Core Competence



Trading in coins is not an easy business. Not only does it require expert knowledge about the actual sales objects, but also subsidiary skills which are vital to ensure good management, also in terms of security provisions and presenting a diverse and attractive range of items, amongst other things. The Berufsverband builds on the long-standing experience of its members. For instance, the Verband advises on how to best protect your goods, be it at your own store or at a busy coin fair.

Our association is actively promoting security and prevention measures, even in direct contact with the criminal investigation department of German police. The internal newsletter includes warnings about criminal customers, passes on search requests and warnings issued by the investigative authorities, and communicates details about dubious business transactions and how these are handled.

An important platform for this type of counselling are the big coin fairs in which the Berufsverband participates, represented by members of the board and management. These events are where the world of numismatics meets, where one can exchange experiences and make new ones, and not least give thorough advice in detailed individual conversations. For many, the stand of the Berufsverband is the first port of call for these issues.

**MUENZENSAMMELN.de**  GESELLSCHAFT ZUR FÖRDERUNG DER NUMISMATIK E. V.

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Herzlich willkommen bei der Gesellschaft zur Förderung der Numismatik!

Auf unserer Startseite finden Sie die neuesten Pressemitteilungen, die wir nach und nach in unserem Pressarchiv zur weiteren Einsicht bereitstellen. Kürzere Meldungen finden Sie unter der Rubrik "Numis News" sowie "Veranstaltungen".

Neueste Pressemitteilungen der GFN

**Stündlich Gewinnchancen auf vielbegehrte Sammler-Münzen**

Stuttgarter Münzenmesse - 16./17. September 2017  
Am 16. und 17. September 2017 werden wieder viele Numismatiker, aber auch zahlreiche „Münzen-Neulinge“ ihren Wochenendausflug mit dem Besuch der Münzenmesse in der Stuttgarter Schleyerhalle verknüpfen. Denn dort eröffnet der Kauf einer Eintrittskarte den Messingsten die Chance auf den Gewinn einer der besonders begehrten 5-Euro-Münzen mit dem Polymerring. Ein Gewinn ist der Messebesuch ohnehin: An den zahlreichen Händlerständen erschließt sich interessierten Besuchern die ganze Welt des Münzensammelns.

**Dortmunder Münzenmesse findet am 3. September 2017 statt**

Vorschau Dortmunder Münzenmesse Herbst 2017  
Die westfälische Münz- & Sammlermesse gehört zu den traditionsreichsten Münzveranstaltungen in Deutschland und ist die größte ihrer Art in Nordrhein-Westfalen. Im September treffen sich in der Dortmunder Messehalle wieder Sammler aus Deutschland und aus dem grenzüberschreitenden Ausland und natürlich um zu tauschen, zu kaufen und zu verkaufen.

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## Valuable Online Presence

The Berufsverband's activities are not limited to printed information, conversations and personal contacts – the Verband itself also establishes contacts on behalf of its members. To that end, the world wide web is of inestimable value.

The website [www.muenzenverband.de](http://www.muenzenverband.de) is a presentation of the Verband and its services, including a list of member firms which can be contacted through direct web links. The site is not only directed at collectors but also at the members, since documents which are relevant for trade are published online.

Together with its "subsidiary", the Gesellschaft zur Förderung der Numismatik (Society for the Promotion of Numismatics) – which can be found at [www.muenzen-sammeln.de](http://www.muenzen-sammeln.de) – the Berufsverband directly promotes coin collecting by providing access to a coin encyclopaedia, latest news, coin fair information and direct advice.

**BERUFSVERBAND DES DEUTSCHEN MÜNZENFACHHANDELS e.V.**

Der Verband Service Mitgliederliste-suche Mitglied werden News Bildergalerie Kontakt Impressum

### HERZLICH WILLKOMMEN BEIM BERUFSVERBAND DES DEUTSCHEN MÜNZENFACHHANDELS E.V.

Auf dieser Homepage möchten wir uns allen Münzhändlern aber auch den Münzsammlern vorstellen

**Der Verband und seine Mitglieder**  
Im Berufsverband des Deutschen Münzenfachhandels e.V. haben sich z.Zt. über 230 seriöse Handelsunternehmen aus dem Bereich der Numismatik zusammengeschlossen. Unsere Mitglieder sind nicht nur klassische Laden- und Versandhändler, sondern auch Prägestätten, Großhändler, Auktionshäuser, Zubehörhersteller, Fachverlage, Messeveranstalter, Spezialversicherer, Tresorlieferanten u.s.w.

Auf dieser Seite finden Sie neben zahlreichen Fachinformationen auch eine aktuelle Mitgliederliste des Verbandes. Interessierte Firmen informieren wir unter „Mitglied werden“ – oder auch gern persönlich – über die vielen Vorteile, die mit einer Mitgliedschaft im Berufsverband des Deutschen Münzenfachhandels e.V. verbunden sind.

**Im Dienste der Sammler**  
Sammler können auf das „blaue Logo“ des Berufsverbandes vertrauen, das nur Firmen führen dürfen, die einen fairen und partnerschaftlichen Umgang mit ihren Kunden pflegen. Dies betrifft neben dem An- und Verkauf von Münzen und Sammlerzubehör auch besonders die fachliche Beratung des Kunden.

Ebenso wie Scheideanstalten und viele Edelmetallhändler, die den interessierten Kapitalanleger bedienen, zählen zahlreiche Firmen aus anderen europäischen Ländern zu den Mitgliedern unseres Verbandes. **Als Mitglieder sind uns alle seriösen Unternehmen willkommen, die am deutschen Münzenmarkt tätig sind.** Wir vertreten die fachlichen Interessen unserer Mitglieder, betreiben Öffentlichkeitsarbeit rundum das Sammeln von Münzen und sind zudem aktives Gründungsmitglied der Gesellschaft zur Förderung der Numismatik (GFN). Der Berufsverband ist die Mitgliederstätte

**Neueste Beiträge**

- Vorbericht Stuttgarter Münzenmesse 16./17. September 2017
- Ermäßigter Umsatzsteuersatz für Umsätze mit Sammlermünzen 2017
- Liste steuerbefreiter Goldmünzen für Jahr 2017
- Ermäßigter Umsatzsteuersatz für Umsätze mit Sammlermünzen 2016
- Ermäßigter Umsatzsteuersatz für Umsätze mit Sammlermünzen 2015

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**Messen unter Mitwirkung des Verbandes**

Zur Homepage der Westfälischen Münz- & Sammlermesse in Dortmund

Zur Homepage der World Money Fair, Berlin

*Ihr Michael Becker*

## Internationally Connected – FENAP



Many issues of daily business routine, but also political processes are the same all over Europe, affecting coin dealers no matter where they live and work. Having realized this, national associations representing professional coin dealers joined together to create the Federation of European Numismatic Trade Associations (FENAP).

FENAP unites the associations of Germany, France, the United Kingdom, Ireland, Italy, the Netherlands, Austria, Spain and Switzerland.

Representatives from these associations meet regularly, at longer intervals, to discuss important topics related to trade and to contribute to opinion building and a joint strategy, e.g. toward EU authorities. The web presentation of FENAP can be viewed at <https://www.fenap.com>.

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 FÉDÉRATION EUROPÉENNE DES ASSOCIATIONS DE NUMISMATIC PROFESSIONALS  
FEDERATION OF EUROPEAN NUMISMATIC TRADE ASSOCIATIONS  
FÖDERATION EUROPÄISCHER MÜNZENHÄNDLERVERBÄNDE

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Herzlich willkommen!

Sie befinden sich hier auf der Seite der FENAP, der Föderation Europäischer Münzenhändlerverbände. Unter „Mitglieder/Members“ finden Sie die Kontaktdaten zu Münzenhändlerverbänden in anderen europäischen Staaten.

Welcome!

You visit the site of FENAP, the Federation of European Numismatic Trade Associations. Please have a look to „Members“, to find contact informations of trade associations in other european countries.

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## ***Benefits In Detail (1): Trade Fair Activities Of The Berufsverband***



The Berufsverband is not only present at the important trade fairs in Berlin, Stuttgart, Munich and Dortmund, but in cooperation with the World Money Fair actively involved. This participation is reflected in a series of activities designed to make the events more attractive and increase visitor numbers – from which trade benefits in turn.

Let us take a closer look at them...

### **...in view of attendance**

- ***Coin swaps and gifts***

These special promotions where normal circulation coins are exchanged for particularly sought-after coins at face value are immensely popular with fair visitors. The same is true for gifts in form of a coin.

- ***Advice offered to visitors***

At its trade fair stand, the Berufsverband provides advice on many issues related to collecting, and purchase and sale of coins. Impartial and objective advice. Coin fair visitors ben-



enefit from the numismatic knowledge of an expert who will even answer questions about the estimated value of single coins or the sale of substantial collections.

### **... in view of the participating dealers**

- *Design of a security concept*

Each coin fair has its distinctive “soft spots”. Stand constructions must correspond to certain security standards, same as aisles and exit paths have to comply with the regulations of the authorities. The Berufsverband performs an advisory function and accompanies the planning process from the start.

- *Catering for members of the Berufsverband*

Coin dealers with a stand at a fair are busy all day long. They must keep an eye on the visitors, especially when it gets crowded, making sure that their coins don't grow legs. At the same time, they should dedicate their full attention when talking to a customer. Consequently, there is no time for taking a longer lunch break in a restaurant or bistro. The



## ***Benefits In Detail (1): Trade Fair Activities Of The Berufsverband***

members of the Verband appreciate being catered for with drinks and snacks at their stand – for free, that’s understood.

- ***Invitation to exhibitors’ soirée of the Verband***

On one night, the Berufsverband invites its members to an exhibitors’ soirée. The relaxed atmosphere of hospitality always helps to make contacts and build friendships. And one will hear stories about how some of the best trade fair deals were sealed on these occasions.

- ***Participation in the accompanying programme***

Large coin fairs offer a diverse accompanying programme to their visitors. The Berufsverband develops ideas and is involved in the planning.

- ***“Emergency squad” and all-round service***

And what if something happens despite all precautions? The stand of Berufsverband renders assistance to solve any kind of problem. We are always in direct contact with the event organizers, always ready to come to the rescue – especially when our members need help.



## **Benefits In Detail (2): The Internal Newsletter**



“Today it is more important than ever”, say many of the Berufsverband’s members, referring to the digital newsletter e-mailed to all members by the head office. It is published as required, in some months more than once, in others at somewhat longer intervals.

The newsletter provides information to members about the following:

- ▶ Admission of new members
- ▶ Alerts issued by the police
- ▶ Alerts by members concerning untrustworthy or even criminal customers
- ▶ Thefts and burglaries, including warnings regarding the purchase of stolen goods
- ▶ Latest developments important for coin trade
- ▶ Hotel rooms at special conditions
- ▶ Bulk orders with the Bundesbank (German central bank)
- ▶ Dates of coin fairs, members’ meetings, important events

Day-to-day routine in coin trade is not only marked by positive experiences – that sadly becomes clear when reading the newsletter. Therefore damage limitation is all the more important. The newsletter is relevant in this context. Thomas Brückel, Managing Director of the Verband, is in charge of editing and distributing it to all members by E-mail whenever there is important news.





## ***Benefits In Details (3): Professional Development And Seminars***

At irregular intervals and as required, the Berufsverband organizes exclusive seminars to help members develop their professional skills. While qualification is the primary goal, these events also bring members together and improve contacts among them. Here are two examples to illustrate this:

### **Security Training**

In coin trade security is a top priority, as there are valuables involved, often of a high value. Issues like presentation at the shop or at trade fair, safe storage in office or store rooms are discussed same as risks related to shipping. The purpose of such a training is to show possibilities and present alternatives. Experts in this field contribute their knowledge and long-time experience, thus delivering a vital service to the members of the Verband.

### **Training As “Certified Gold Buyers”**

In 2015 the members who took this training course organized by the Berufsverband achieved the qualification as certified gold buyers. The participants are obligated to comply with the statutes of Berufsverband. Thus, the Verband contributes to the stability, security and respectability of trade, while also offering customers a reliable certificate of the dealer who qualifies as “certified gold buyer”.



## ***Benefits In Detail (4): Attractive Members' Meetings***



Annual members' meetings do not necessarily have to be tedious and boring. At these occasions a crowd of colleagues gathers to exchange their views and experiences, and discuss urgent questions and professional issues.

But sometimes they offer a lot more, like exclusive experiences over several days – including, for instance, special guided tours of coin collections, refineries, or at the Bode Museum in Berlin. Special events like a guided tour of the Reichstag building in Berlin, tours of the facilities of member companies, of the mints in Berlin, Stuttgart and Karlsruhe, and others, have been part of the programme. Like this, such meetings become relevant social events one would not want to miss out on.





## ***Benefits In Detail (5): Legal Consultation***

One of the outstanding services provided by the Berufsverband is an initial legal consultation given by Managing Director Thomas Brückel who is a lawyer.

This consultation is an expert legal counselling about issues such as competition, fiscal and tenancy law. Mr. Brückel, or the Berufsverband, will not take on any individual cases of members, but can provide useful advice and contacts.

The Berufsverband, in co-operation with other professional associations, also offers detailed instructions on how to draft your company's terms & conditions in order to prevent professional senders of cease and desist letters from taking action against your company for a breach of competition law. The Berufsverband establishes contact to experts with experience in this legal field.

In single cases of general importance to the association the Berufsverband goes one step further and sponsors test cases which are considered of high relevance and consequences to its members.

Interest representation is one thing, active practical support is another – which is important to the Berufsverband, as well.



## ***Benefit In Detail (6): General Agreements With Partners Of The Berufsverband***



The Berufsverband makes a series of special services available for its members which involve financial benefits by far surmounting the membership fees. Among these are:

### **► Blanket Purchase Agreement With DHL**

The APNV has for many years had a special agreement with DHL (Deutsche Post) under which parcel postage is possible at especially favourable rates – far below normal rates. Members of the Berufsverband enjoy these benefits.

### **► Blanket Agreement With Interseroh**

Since 2009 all businesses are required to participate in the German dual system per the Packaging Ordinance. Thanks to this agreement, the APHV and the Berufsverband offer an extreme favourable solution to their members which releases the single company from bureaucratic duties and expenses.

### **► Bespoke Insurance Solutions**

The Verband has an agreement with its member firm Brocks & Giebel concerning custom insurance solutions available for members taking into account the special requirements of safe storage keeping, display and transport.

### **► Individual Security Precautions**

Valuables and objects of high value require absolutely safe storage. The member firms hdg-Tresore and Special Security Services advise other members on possible security strategies.

### **► Bulk Orders**

Last but not least, the advantage of placing bulk orders with the Bundesbank should be mentioned once more.



## ***Benefits In Detail (7): eBay Co-Operation***

eBay is the leading electronic auction platform worldwide and, as a matter of course, many members of the Berufsverband are on eBay. To mark our member firms off from the hundreds or even thousands of private or, in some cases, not even reliable sellers and to offer the potential buyer a warranty of fair and proper purchase the Verband has an agreement with eBay, certifying the members of Berufsverband in a specific way.



Foto: © pincasso

Member can put the logo of the Verband on their eBay shop page as seal of approval and quality, and they should in fact do so, to tell potential buyers whom they are dealing with. Because the members of the Verband vouch for the authenticity of the goods they are offering and for a regular commercial sales procedure.

At irregular intervals, there are special discount auctions on eBay about which the office of the Verband will keep members informed.

## Good Services At A Just Price



As a member of the Berufsverband des Deutschen Münzenfachhandels you enjoy exclusive benefits. Here's just another short overview:

- Interest representation at public authorities and ministries
- Assistance in business-related legal and fiscal issues
- Regular information about current topics, events, law amendments, etc. through the electronic newsletter
- More opportunities to exchange opinions and information, such as invitations to soirées, meetings and seminars
- Numerous financial benefits for members thanks to interesting agreements (shipping, insurance, trade fairs, auctions)

Especially popular with members are the blanket agreements as they allow to massively reduce costs and make one's business more efficient and profitable.

Apart from an admission fee of € 500.00 payable once, the yearly membership fees rates for companies are scaled depending on the size of the business, starting at € 250.00 per year. Please contact the office of the Verband in Cologne for more details.

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The statutes of the Berufsverband and a membership application form can be downloaded from the web site of the Berufsverband at:

<https://www.muenzenverband.de/mitglied-werden/>

