



dealers. I can think of two right off the bat here. John Tefeller and I have been in the hobby for well over 20 years. We are honest people who have the collector's interest at heart. We also know how to properly grade records and picture sleeves. That is very important. I recently opened up an auction house named Fab Four Auctions. Fab Four Auctions buys, sells and accepts consignments. I am the front man there. I have numerous connections in the hobby. If you are looking for certain records and picture sleeves, I probably can assist you.

"The Beatles and Frank Iffeld" album is one Stanley Panenka is still seeking for his collection – in top condition, of course. This NM copy sold for \$19,120 in October 2005 via Heritage Auction Galleries.

Learn how to properly grade records and picture sleeves. I can't emphasize this enough! Collectors need to know how to properly grade records and picture sleeves so that when they buy them, they know what the true

condition of that item is. Grading is subjective, and I can tell you that I have rejected more than 80 percent of the items that have been offered to me. The seller tells me that a certain item is Near Mint, but when I get it and I examine it, usually it is in lesser condition. There is no sense in paying for over-graded records. That especially holds true when you pay thousands of dollars for a record. People over-grade their stuff for a variety of reasons. The main reason why it is so important that you learn how to properly grade a record and you stick to dealers and collectors who do is because chances are one day you are going to sell your collection for whatever reason. When you go to sell your collection, if it is over-graded, you are going to get a lot less money for your collection because you bought over-graded records.

You need to protect and store your records properly. All records and sleeves need to be stored in an upright position, not flat. All discs (records) need to be stored in a rice paper sleeve. That way, when you take out a disc and put it back in, you don't have to worry about scuffing or scratching it. Rice paper sleeves don't scuff or scratch a disc, unlike the regular paper sleeves, which can if you are not careful. For albums, the disc needs to be outside of the cover. The reason is that over time, the disc can cause a record impression or even slight ring wear. It is best to put the disc behind the album cover, and both should be in one of those outer

they are first pressings, too! They are in VG++ condition, so they still sound really good, and I don't have to worry about damaging them in anyway. If I happen to drop a disc and it cracks or breaks, that album can easily be replaced.

In addition to that I have TONS of Beatle CDs that I listen to.

What lessons or tips would you offer to anyone seeking to build a collection like yours?

SP: I don't think that there will ever be another collection like mine, and neither do any of the other vast number of dealers and collectors who know about me. There can only be one best collection, and I have it. However, I will gladly offer tips and lessons on how to build a pretty good collection.

For starters, you need to have a large bankroll. It has now become a rich man's game and will continue to be in the future. Rare records and rare picture sleeves that cost a few hundred dollars to several thousands of dollars in the 1990s have skyrocketed to be worth tens of thousands of dollars in today's market. A very good Beatles record collection should have many if not most of the records and picture sleeves that are in my top 40.

Buy only records and picture sleeves that are

in at least Near Mint condition. You can make some exceptions if you want, but stick pretty much with Near Mint or better-condition items. Condition is and will continue to be PARAMOUNT. I can't emphasize enough about condition. Buying Beatle records is like buying real estate. When it comes to real estate, it is location, location, location. When it comes to Beatle records it is condition, condition, condition. Near Mint or better-condition Beatles records will keep going up in value. This especially holds true for the rarest ones. Records and picture sleeves that are in VG++ condition or are in lesser condition are going down in value and will continue to do so. The rarest ones will probably hold their value or go up some, but the rest will continue to go down in value. This especially holds true for the common titles. Most collectors these days are condition conscientious. There are literally TONS of Beatle records in VG+ or lesser condition! Beatle records were meant to be played and not collected! That is why Beatle records in my Near Mint or better condition are truly rare to see, even with the common titles. There is nothing common about finding an original 1960s Beatle record in my Near Mint or better condition!

Buy only from well known collectors and