

STRENGTHENING YOUR HAND

STRATEGIC MOVES WITH WINNING CONSEQUENCES



By AGWire™

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We know so many collectors who were insanely into this great hobby when spot prices were \$20-40 an ounce, but now they're on the sidelines because they can't come to grips with paying more than double today for an ingot they otherwise bought for half the price just over a year ago. Yeah, we all feel that woulda, coulda, shoulda, but reality is that with spot price lingering around \$75/ounce, we all know it WILL be triple digits soon, maybe later this year, maybe next, but make no mistake a great return, and in our opinion the best form of wealth insurance. And few things could be more fun than collecting vintage and rare bullion!

For the record, the majority of our core collectors are still buying collectible bullion in this market, yes, at today's prices. And what most are doing is selling some of their generic silver on up cycles and then reinvesting those funds into collectible bars on down cycles. In other words, they're strengthening their hand in this hobby. If you have this strategy, spot price is irrelevant as the focus is swapping generic for collectible. Here's just a quick example of what one of our collectors recently did:

He sold a 100oz generic silver bar at \$3 below spot (then \$83.00) for a net \$80/oz or \$8,000. Spot dropped down to \$74-75/ounce the following week and he was able to arrange a purchase of two Engelhard 25oz bars at \$2000 each, and five Engelhard 11th series "P" loaf 10oz bars at \$800 each, for a total of \$8000. So instead of owning one 100oz generic bar that will likely trade at spot or below going forward, and with no collectible value, he now has *seven* collectible Engelhard vintage bars that will command a premium going forward. Sure, it takes a little effort, but you can't deny that it's fun and rewarding.

In these days of wild market swings where it's not unusual to see a \$5 to \$10 daily price variation in silver spot, the opportunity is immediately available to improve your hand, and as prices increase, the price swings will likely become greater. Repeat: Spot price is basically irrelevant if your move is to upgrade what you have. There will always be buyers for generic, but there **will** be a day when the vintage bars that are currently trading around spot price will no longer be available, or if they are, they will be priced altogether differently.

Upper Handedly,
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