



Episode 1,100: Peter SCHIFF: Where the Economy Stands, and What to Do

Guest: Peter Schiff

WOODS: All right, I've got as usual a bunch of pretty good questions here. And you know, some of them are going to be the sorts of things you get asked all the time, but when you have an occupation like yours, people want to know the same darn things: what's happening, what should I do? But let me ask you something that maybe you haven't been asked in a while. Somebody wants to know what is it that you were doing in your 20s and 30s that contributed to making you as successful as you are now?

SCHIFF: Probably nothing [laughing].

WOODS: [laughing] Really?

SCHIFF: Well, certainly in my 30s, but in my 20s, I was wasting my time in college. Although I did take a couple years off between my sophomore and junior year, so I guess that was productive because I did work selling precious metals for a company in Minneapolis, so I guess I learned a little bit about how to sell on the phone, so that probably helped me. Although I had done some of that, I had some sales jobs in high school, summer jobs and things like that after school. And then of course I started my business in my 30s, so I mean, I guess that was where I really started building up. I started my broker dealer. I was a broker for a little bit in my 20s, so I guess I got some experience in my 20s too. I had a small little commodity IB that I partnered up with with some people. But I mean, I guess I mainly just kind of learned things on my own because I just was doing things and eventually building up my businesses.

But I don't know. I learned a lot of economics just on my own, reading, talking to my dad when I was a kid, and he pointed me in the right direction and we had a lot of discussions, and so that's where I learned to think straight with respect to economics and understanding government and the proper role of government and the destructive nature of government and appreciating our Founding Fathers and what they attempted to do and what they succeeded in doing for a long time with respect to the United States.

WOODS: Now that you are however many years old, looking back on it, what would you do differently, knowing now what the best use of your time would have been as a young man?

SCHIFF: Oh, there's a lot of things I would have done differently with the full benefit of hindsight, but the thing is you don't know. There are things that I did that I wish I didn't do, and there are things that I wish I had done that I didn't do. I mean, I don't know how I could go back and second guess the decisions I made in real time.

WOODS: But what about something like college? I mean, that does give you a signaling to the outside world that you've got training, so maybe you still want to do that.

SCHIFF: No. I mean, look, I didn't get any benefit. I could have done — my job that I got straight out of college, I could have gotten that job and skipped college. In fact, people used to make fun of me when I had my first job. They used to call me College Boy, because no one else had a college degree, so it's like, they made fun of it. But yeah, I mean, there were jobs that required a college degree; I just didn't get any of those jobs. Now, I don't know why. I interviewed for them. I interviewed right out of Berkeley for certain jobs, but I never actually landed one of them. So I ended up taking a job, a commission sales job that didn't require college at all. And then everything I did after that, I mean, college was never a part of it. It was never an issue.

So did I enjoy my college experience? Yeah, I mean, I had some fun. Would I have been better off skipping it? I mean, it wasn't very expensive. That was the thing. I went to Berkeley. It cost me next to nothing. So I didn't have to borrow any money, and it didn't cost my parents much money for my room and board, so it wasn't a big cost, but if we had to invest hundreds of thousands of dollars in really what was a worthless degree, I mean, it would maybe be different. Now, you can think: could I have spent my time better, could I have used those four years more productively? And there, absolutely. I certainly could have used them more productively, so I'm not better off. I don't know if any of my clients ever decided to send me money because they noticed I went to college. I'd have to ask them. But I don't think it ever comes up in discussions.

WOODS: How about Puerto Rico? Of course you relocated there for reasons that a lot of people did. There's tremendous tax advantages. But of course, with the hurricane, it's just been complete devastation. What are your plans now?

SCHIFF: Well, it's not complete devastation from my perspective. It certainly is and I don't want to belittle the suffering of a lot of people, because this was a horrible, horrible hurricane, and of course the big problem with Puerto Rico is there's so much government here. So, so many things that should be done by the private sector are being done by the government, and so you can imagine how bad things are, how slow the response time is, how inefficient everything is. So this is the last place that you'd want to have a big natural disaster.

But as far as my life here in Puerto Rico, look, the power goes out, I've got generators in, out. I mean, some things take longer to do here. People are busier, so it's harder if you need to get some service. But by and large, my life is still very good here. I'm more living in a bit of a bubble inside of Puerto Rico. So for me, the weather is still great and the tax advantages are still great. Yeah, you know, you have some things that you give up, and a lot of people give up some of these things when you live — you can even live remotely in the mountains somewhere in the U.S. and some of the services that you'd get, your utility, your Internet might not be as good as if you're in a big city, but you get some other advantages, and so I'm living on the beach and there's a lot of advantages to living on the beach. But you know, it's not all plusses. There are some minuses of being in Puerto Rico. But the minuses are a lot smaller than people think. I really enjoy being here. It's not like I'm in prison. I look forward to coming back to Puerto Rico when I'm not here. I mean, I really enjoy my time on the island. It's much better than being back in Connecticut shoveling snow.

WOODS: Yeah, sure.

SCHIFF: I'd rather just have my bare feet in the sand and the surf. And yeah, I go out at night, I don't even have to put on a shirt. It's perfect temperature. So yeah, if anybody's thinking about it, don't let the hurricane dissuade you. I mean, yeah, my house got some damage, and I've got a – but you know, it's still there. It's not like it's one of those straw houses that the bad wolf can blow down. It's a concrete house. It's still there. I mean, obviously there's a little damage because of the water – it was a category five. If it was a category two, I probably wouldn't have had a problem. I mean, how often do you get hit by a category five hurricane, a direct hit? It probably won't happen again in my lifetime, knock wood or whatever.

WOODS: Yeah, sure.

SCHIFF: And of course, obviously there are some problems, some opportunities that have been created. There's probably a lot of cheap real estate that people can buy and rebuild. People have left the island, so I guess it's a little less crowded. But hopefully, it'll be an incentive – they're talking about now privatizing the utility company, which is long overdue. Puerto Rico has a massive amount of debt. Hopefully the hurricane will be a catalyst for the debt to be defaulted on. There's no way the Puerto Rican people should repay the debt that their government racked up. These hedge funds that own all this debt should just take their losses. They were stupid to buy the bonds in the first place. Even if they got them for 50 cents on the dollar, Puerto Rico can't pay 50 cents on the dollar. They don't have it.

WOODS: All right, now, as with a lot of our conversations – I like to have my episodes be a conversation, but here, I really just have a series of questions because I want as many of my folks to get questions answered. So this has nothing to do with Puerto Rico. I just want to know about what you make of the string of major closures in the retail sector, whether it's Macy's or, I guess they're trying to say every year some Sam's Club locations shut down, but this year just seemed weird. You just showed up and the stores close with no warning, almost. And we all know about Sears and Toys 'R' Us. But at the same time, we're being told everything's booming, so what does this mean?

SCHIFF: Well, everybody likes to dismiss it and say it's all the Amazon effect. Amazon is putting everybody out of business. And certainly there's some truth to the fact that Amazon is making it difficult for a lot of the retailers, because they can't compete on price. But Amazon has been doing this for a long time, and you haven't seen the retailers dropping like flies until recently. So what has changed?

And what I think is going on is that the average American is just broke, and nobody wants to admit that, but we have record-high credit card debt, record-high auto debt, record-high student loans. If you're still spending all your money paying off the debt from the stuff you bought in the past, you don't have a lot of money to pay for new stuff today. Plus, wages have not been growing, but prices have been rising, so real wages have been falling. A lot of people that used to have full-time jobs now have part-time jobs, and so the household income is going down. I think that's the real story.

And I think that within that, people are so pinched that they're trying to be as pennywise as they can. They're trying to shop as cheaply as they can, and that's where Amazon comes in. Because I think that a lot of people, if they weren't so cost-conscious now, wouldn't mind spending a little extra to just buy the stuff at the mall, because you get it, you can pick it up,

you can take it home that day, you get it immediately, rather than ordering it and then waiting for it to show up in a box and then trying it on, maybe it fits, maybe it doesn't, and then you have to send it back and get a different size. I mean, to me, I think it's more convenient to just buy stuff in a store, but if all you care about is cost because you're so strapped because you have so little money, then you're going to gravitate to whoever can give you the cheapest price.

And that's Amazon because Amazon ships it for free. In many cases, there's no sales tax, and they don't even care if they lose money on the transaction. We're an Amazon Prime member here in Puerto Rico. I buy my toilet paper from Amazon. They ship it to Puerto Rico for nothing. So why should I go to a store in Puerto Rico when they'll just deliver it to my house for free? Toilet paper. I mean, dog food. Order big bags of dog food. It comes for free, no shipping. I mean, the shipping has got to be more expensive than the dog food that they're shipping.

WOODS: Yeah.

SCHIFF: So Amazon doesn't care. They don't care about making a profit; they just want to make the sale. So it makes it harder for businesses that actually need a profit to compete.

WOODS: All right, let me ask you about of course what's going on today and the current state of things. I had – let's see, who did I have on? Kevin Duffey, do you know him? From Bearing Asset Management? Do you know that name?

SCHIFF: No, it doesn't ring a bell.

WOODS: All right, well, anyway, we were doing a thing on where is the bubble, and he's of course seeing it in a lot of different things. What do you think about the state of housing right now, given that housing played a major role in making Peter Schiff a household name?

SCHIFF: Yeah, well, you know, housing is still a bubble. It's not the exact same type of bubble that it was before the '08 crisis, because back then it was rampant retail speculation, individuals loading up on multiple homes, no-doc loans, wire loans, all that. So that was kind of a crazy bubble. But real estate prices are still inflated because anything that is a function of interest rates is going to be inflated based on artificially low rates. And so since most people who buy real estate finance the purchase, obviously the prices are higher than they would otherwise be if interest rates were allowed to be at a historically normal level. So as interest rates rise, real estate prices are going to go down.

I also think a lot of private equity guys and hedge funds loaded up on a lot of real estate and they own a lot of real estate based on the assumption that they'll one day be able to sell the real estate to the tenants who are now renting from them. I don't think that that's going to be the case, and I think eventually as interest rates rise and these properties no longer cash flow – and they may not even cash flow now. But I do think at some point, real estate speculators are going to look to sell their single-family homes to individual homeowners, and I think the prices are going to plunge at that point.

But also, one of the downsides – and it's not necessarily a negative of the Tax Cut and Jobs Act, and maybe it's one of the few positives there, but they did take away a lot of the tax

incentives that are there for homeownership. I mean, in order to take advantage of the tax breaks, number one, you have to itemize your deductions. And based on the increase to the standard deduction, a very small percentage of people are now going to itemize. And so for those people, renting now is a lot better than buying because there's no tax deduction that can make the cost of buying seem lower. So that's going to take away a lot of housing demand.

And even on the higher end, though, the fact that you can no longer deduct your property taxes makes real estate less desirable to buy, the fact that larger interest on a larger home mortgage is no longer deductible. And I know people will say, well, you still have \$10,000 that you can deduct. Well, most people that have \$10,000 worth of property taxes also have \$10,000 worth of income taxes that they pay to the state government, so they will use up their entire deduction on their income tax, and so there'll be nothing left over for their real estate, which takes away the incentive to buy the real estate in the first place.

So I think it's kind of a perfect storm coming for real estate: rising mortgage rates that will make homeownership more expensive, the loss of tax breaks that subsidize homeownership, and the fact that Americans are broke. So real estate prices are still coming down. Obviously, they'll come down more in certain parts of the country than they will in others, but we're going down in the market, no question.

WOODS: Where if anywhere do you see any signs of health?

SCHIFF: In the U.S. economy?

WOODS: Yeah. Is there any sector where you'd say this is better than that one?

SCHIFF: I don't think — Look, everybody wants to talk about the recovery in manufacturing, but I just don't see it. Our trade deficits are at record levels if you take out energy. I mean, there is some health in the oil and gas sector. That industry has done well, and it's suffered with a big drop in oil prices, but oil prices are coming back. But overall, the economy is in bad shape. Trump has talked a lot about deregulation, but mostly all he's done is stopped the new regulations that hadn't even hit from going into effect. We've done very little to repeal the regulations that have been undermining businesses these last 10 to 20 years. They're all still there. We haven't gotten rid of Obamacare. They want to pretend that we did, but we haven't. So the government is getting bigger. Government is spending more money, which means it's draining more resources from the economy.

So unfortunately, the bright spots that I see are outside the United States. That's why I continue to invest money in countries that are moving from more government to less government. We're still moving from less government to more government, and we've got horrible demographics, and we've got these unfunded liabilities that are hanging over us like the sword of Damocles. I mean, you look at other countries where people don't depend on the government, where they — if you look at communist China, the people are self-reliant over there. The government doesn't have social security. The government doesn't have Medicare. In China, the people depend on themselves. In America, the people depend on the government, and that is a dangerous combination. But I'm investing in countries that will benefit from the growing economies abroad that result from more freedom and less government, but unfortunately, in America we're going the other way.

And politically, I am very scared because I think that Donald Trump and the Republicans have set themselves up for an even bigger fall than Bush. I think this next collapse – which will probably happen during his first term, not his second term, and it will deny him or any Republican a second term. But I think we're going to have a worse crisis than '08. I think the dollar's going to crash. I think the Fed is going to have to reverse course and do QE4 to try to prop up the markets in the face of rising interest rates, which is going to crush the economy and the asset markets, and I think we're going to go back into a worse recession than '08.

And it's all going to be blamed on the tax cuts, it's all going to be blamed on deregulation, and the socialists are going to run to the rescue. It's going to be Bernie Sanders like the cavalry, or his handpicked protégé, and we're going to have a socialist Congress. I mean, unfortunately, we have the two-party system now that consists of Democrats and socialists. Trump has made all the Republicans Democrat, and Sanders has made all the Democrats socialists. That's where we are.

WOODS: Yeah, and it's hard to know how you ever get out of that, because even if you have managed by some miracle to get a decent person in there, you're always up against that they're going to blame anything that goes wrong on even deregulation that doesn't exist, which is usually what they blame it on.

SCHIFF: Yes, just talking about deregulation.

WOODS: Yeah, yeah, that probably spooked us into the problem. Let me ask you about what would be a – let's say you're somebody with a moderate risk appetite. What would be a portfolio allocation that you would recommend? And then secondly, suppose you lived in a country and in a world where central banks either, let's just say, were run by people who don't favor – let's say that you had central banks based on the original plan for the Fed. I'll even go with that. How different would your allocation be then? Would you be doing different things with your money if you didn't have to feel like you were constantly hedging against what governments and central banks were going to do?

SCHIFF: Obviously if we had a vibrant free-market economy such that the Founding Fathers initially provided for us, if we had limited government and sound money, yeah, my investment advice would be completely different. But you know, there's no point in talking about that because that's not the world we live in. So we've got to give advice based on where we live, not where ideally we wish we lived.

But the other problem is your question is if I want to be very safe and low risk, and you can't do that anymore. Thanks to the government, there is no low-risk investment. Everything you do is going to be risky, so the question is which risks do you want to avoid and which risks do you want to take. So the risks that I want to avoid are the risk of the dollar crashing, the risk of the U.S. stock and bond market crashing. And so how do I mitigate those risks? Well, I am assuming other risks, so I'm getting into other currencies. But then of course I assume the risk that those currencies go down. I just think that risk is less likely than the risk of the dollar going down. I own gold to protect myself, but of course now I assume the risk that gold goes down. But I think gold has less of a chance of losing value than the dollar. And there are stocks that I buy. I buy stocks for my clients all around the world, and I take the risk that those stocks go down. But I think there's a greater risk of just holding cash that loses its value. I want to hold real assets that can keep me ahead of inflation. Inflation is a big risk, and I want to mitigate that risk.

And so I try to buy stocks that represent the best investment value I can find. I try not to overpay. I try to get a good deal. I try to get good dividends. I try to buy stocks in jurisdictions that I think are less risky than others, where governments are making fewer mistakes, where central banks are being less irresponsible. I mean, there's no perfect place in the world to invest. Nobody looks exactly like 19th century America. But there are a lot of countries that are closer to what we used to be than what we are now, and so I try to invest like that. And I would encourage people, if you're still in the U.S. market, if you're still in the dollar, don't wait. Don't waste any more time, because we're in the ninth inning of this game, and I think people have to get their portfolios properly allocated out of harm's way. And it's not only about avoiding losses. I think there will be real gains to be had from this major transition of wealth and purchasing power away from dollars to other currencies and away from Americans to other people.

WOODS: Peter, I've got a bunch more questions for you, but let's pause for a minute to thank our sponsor.

[Sponsored content]

I've got a lot of people listening to this who are very interested in really getting a handle on what they ought to be doing with their money, and I have people of all walks of life with all different amounts of money. And they're people who have been very successful in this field or that field, but that doesn't mean they know, therefore, now that I have all this money, what I should do with it. We all specialize in something, and you specialize in managing money. So obviously they can work with your or one of your brokers at Euro Pacific Capital. What do you — Let's say I'm a guy who's got — I don't even want to specify a particular amount of money because I have people, as I say, of all different levels. What are you going to do for them? They call you up, and what happens?

SCHIFF: Well, what we do is we set up an account and we assess their situation and give a recommendation on how to have me manage their money. I can manage a portfolio. I have five mutual funds that people can be invested in. I have a wrap program that includes all my funds. I have separately managed accounts. First, you just need to make sure that people understand what they're doing, they understand the risk and the rewards involved in the strategy, and then just implement it. I think it's financial life or death here. I think the vast majority of Americans are going to get wiped out as the dollar collapses. I mean, this is not going to be pretty. We're going to be paying the piper for years and years of living beyond our means, but I think if you do the right thing with your assets, then you won't suffer like everybody else. You'll have real financial security.

Now, of course, I can't stop the government from later coming out and confiscating everything that you have if we go full-on socialist or communist or something like that. I mean, who knows? I wouldn't put it past these guys. But at least I can make sure that the returns are there, that financially that you have assets that the government might want to seize.

WOODS: Some time ago — I think it was years ago now, I think when the Occupy Wall Street movement was just getting started, you went down into one of their demonstrations, and you had a sign that said something like, "I am the 1%. Let's talk," something like that.

SCHIFF: Exactly.

WOODS: Okay, good. And then somebody had a camera and this wound up on YouTube. What exactly did you tell those people?

SCHIFF: Well, it wasn't like somebody happened to have a camera. I went down there with *Reason* magazine, and the purpose of my going down there was to put it up on YouTube, so that was all planned. But there was nothing scripted about what happened. I went down to Zuccotti Park to the Occupy Wall Street protest, and I engaged the people there for a couple of hours in unscripted, one-on-one dialogue, which was filmed. And you know, it got a lot of views. In fact, some website last year just resurrected it, put it on their website, and got another 3.5 million views several years later. So the information is out there.

And the reason I went there was not to try to convince a few hundred people at Zuccotti Park that capitalism was good and socialism was bad. I mean, I knew my audience there was limited. It was the audience that I knew would be watching over the years on the Internet. And I have gotten a lot of emails, many, many emails, too many to even count from people all over the world who have told me that before they watched this discussion, they were in fact socialist, and now they're free market capitalists, that that was enough – and maybe it wasn't all, but then that pointed them in the right direction, they did some more reading, they educated themselves, and that was the turning point in their lives, where it was the a-ha moment where they realized the truth.

WOODS: That's incredible.

SCHIFF: Yeah, and that was the goal. I thought, let me just – because people say, "Why were you so patient?" Because I had to be patient. I wanted people to hear this discussion back and forth to understand the points I was making and the absurdity of the points these Occupiers were making. And so it was very educational. Whether or not it had any impact at that park on those people, I have no clue. But I know that it had a lot of impact beyond that.

Now, of course, most people that watched it probably didn't have their minds changed. I know that from arguing with socialists. It is very hard to change anybody's mind, no matter how reasonable you are. But there is a small percentage of people who are still open-minded. They're not completely brainwashed, and if they just think, if they use their brain, there is no logical way to defend socialism. It is impossible. As long as you are thinking clearly – and that's hard for so many liberals, to take the emotion out of it and to be willing to concede that they're wrong about something. But if you actually think about it logically, free market capitalism, libertarianism, that's the only thing that makes sense. Everything else is all full of holes.

WOODS: I know I said I'd let you go. I've got one last thing, and then we'll give the website for your Pacific Capital. But when it comes to gold in particular, is there a particular reason that you'd want to have physical possession of some gold, some mining stocks, index funds? How would you decide between these different ways of having gold, in effect?

SCHIFF: You want to own – Look, physical gold is an insurance policy. It's just in case you need it. Maybe you never need your physical gold. It's kind of like a gun. You buy a gun hoping that you never need it. I have a gun right by my bed. I hope I never have to use it, but I have it anyway. It's like I hope my life insurance policy doesn't get used. So you have physical gold in case you need it, but you hope you don't. But beyond that, I own gold stocks as an investment. I own gold stocks because I believe gold's going to go way up and I think

gold stocks will go up even more. So I buy gold stocks to profit from the move that I expect to happen in gold. I buy physical gold in case all hell breaks loose and I need it. Otherwise I wouldn't have that much. I mean, yeah, gold is pretty, but I'd rather have it around my wrist, in my watch.

Actually, Goldmoney launched a new company called Menē, which is an old, ancient word for money. But they're making gold jewelry now out of 24 karat gold, and they price it based on the price of gold. So if you spend \$1,000, let's say, on a necklace, you're buying \$800 worth of gold. So you could turn around and sell it back to them for 800 bucks. So in a way, you're paying a little fee to have a designer to have some jewelry, but you can actually wear some of your gold. But worst case, you've got it. It's not like you're buying this 14 karat, 18 karat gold, where you buy \$1,000 necklace and you've got \$100 worth of gold. I mean, that's not a gold investment. But if I can pay \$1,000 for \$800 worth of gold, okay, I paid \$200 for the necklace and I've still got \$800 worth of gold.

But so you can have some physical gold, but I think you should have more money in investments that will profit from the rise of gold. Physical gold, you know, 5% of your net worth, 10% max if you really want to play it safe. But beyond that, if you think gold is really going to go up, you can invest in things. That's why I manage a gold fund, the Euro Pacific Gold Fund. I think there's an incredible opportunity. If I think the price of gold is going up to \$5,000 or \$10,000, imagine what that does to the profitability of a gold mining company. So I want to own that gold mining company to profit from the rise that I expect to happen in gold. But that's very different than buying gold. I'm not buying gold because I want to make money on the price of gold going up; I'm buying gold because I want to preserve my wealth when everything else comes crashing down. So I'm not buying gold to get rich; I'm buying gold not to be poor. But I'm buying stocks, gold stocks to get rich – or richer, whatever your perspective is.

WOODS: All right, smart, smart. All right, so how do people contact with you guys, and is there a minimum amount of money they would need to invest to even be able to talk to you?

SCHIFF: Well, there's no minimum. It depends on what they want to do. Just to buy some gold from Goldmoney, you can buy 50 bucks worth of gold at Goldmoney.com. You can call up Schiff Gold and you can buy up 5, 10 bucks worth of coins and we'll ship them to you. You can buy my mutual funds, [00:32:34] and Fidelity. I manage those funds. The minimum investment in my funds is 2,500 bucks. So you can go there and buy my value fund, my gold fund, my dividend payers fund, my emerging markets fund. They're there. But you know, generally, to deal with me at Euro Pacific Capital, there's a minimum of maybe 25-50,000 and you talk to a broker and we'll figure out what the right products are. For a separately managed account of individual stocks, the minimums are 250. So it depends on what you want to do – or 250,000. So it depends on the type of account, the type of service that you need. But there's always a way that I can help you. If you've got wealth that you want to protect, even if you have a small amount, there's a way for me to help you protect it. But if you have a large amount of wealth, then yeah, it's even more important that I protect it because, if you have a lot of wealth, you've got a lot to lose.

WOODS: All right, so the website of course is EuroPac.com, and I'll link to that at TomWoods.com/1100. This is Episode 1,100. And you still have SchiffRadio.com, right?

SCHIFF: Yeah, and I don't do that daily radio show that you were so gracious to cohost and you did such a great job when you did that, but now I just do a podcast and I usually do two or three a week, and they're usually around anywhere from 20 minutes to an hour, depending on how long I can talk or how much I've got to say. But yeah, you can listen to them on Schiff Radio. You can get the podcast anywhere. I put them all up on my YouTube channel, the Peter Schiff channel or whatever. So yeah, make sure you're listening to those podcasts, watch those video blogs, go to my website, sign up for my newsletter or my database.

I mean, always try to follow me and get the information, because as you know, the conventional media, it's all fake. We're the real news. We're telling the truth. Everything else is regurgitated government propaganda, Wall Street propaganda, Keynesian nonsense, so we're out there trying to educate the public, educate investors, so that when it all hits the fan, some people will know who to blame. It's not capitalism, it's not the market; it's government, it's crony capitalism, it's the central bankers. They're the ones that are responsible for the problem.

WOODS: Well, I'm going to have a whole bunch of links to precisely those things at TomWoods.com/1100. A Peter Schiff smorgasbord will be waiting for you there. Thanks so much, Peter. We appreciate the time.

SCHIFF: Thanks, Tom.