



The Postal Stationery Commission

# EXHIBITING & JUDGING POSTAL STATIONERY CHINA 2019





# The Postal Stationery Commission

Ian McMahon  
A/g Chairman



# Agenda

- Planning to Exhibit
- Postal Stationery Exhibits
  - The Exhibit Purpose and Scope
  - Description of Material
- Judging Postal Stationery Exhibits
  - The Judging Criteria
  - Providing Feedback

# Agenda

- **Planning to Exhibit**
- **Postal Stationery Exhibits**
  - The Exhibit Purpose and Scope
  - Treatment and the flow of the Exhibit
  - Description of Material
- **Judging Postal Stationery Exhibits**
  - The Judging Criteria
  - Providing Feedback

# How do I begin an exhibit?

- What is my passion? What would I really, really like to exhibit?
- Is that realistic? Do I have the material (or can I get it)? Does it fit into a 8 frame exhibit?
- The overall lay-out of the 8 frames

# The Exhibit Idea

- What is your idea with the exhibit?
  - To show a catalogue collection?
  - To show the varieties of the issue?
  - To show the usage of the issue?
  - To do something completely new?
  - To participate or to win a gold?

# How do I start an exhibit?

- Need to consider the size of the material
  - How many items on each page?
  - A4 or A3 or square pages?
  - A3 for large items?
- The color of the material and based on that the color of the paper and print
- Which font fits with the material?

# What Material Exists?

- How can I find out what material exists?
- Sources:
  - Catalogues
  - Books
  - Articles
  - Auction catalogues
  - Other collections & exhibits
  - The internet: Google, Websites, Ebay, Delcampe, Dealers etc



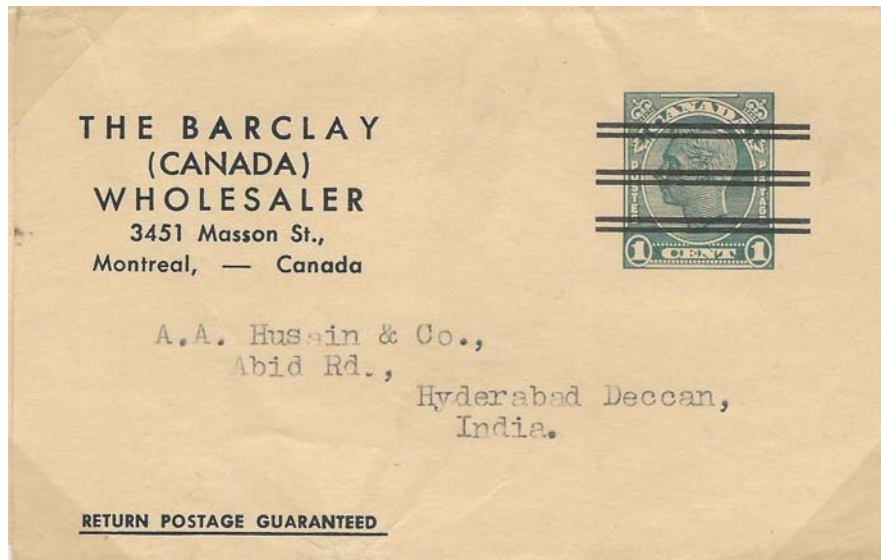
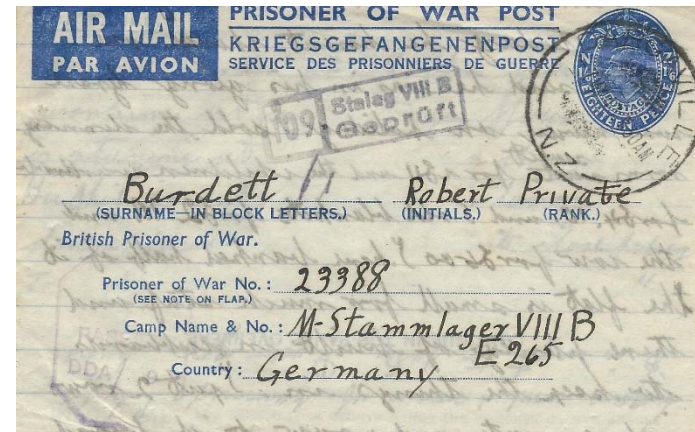
# What Material Exists?

- Do you have the top items?
- Or can you acquire them?



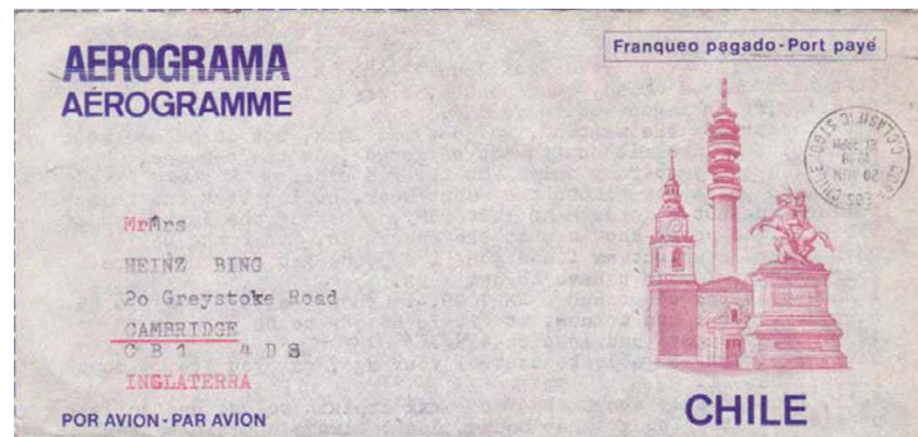
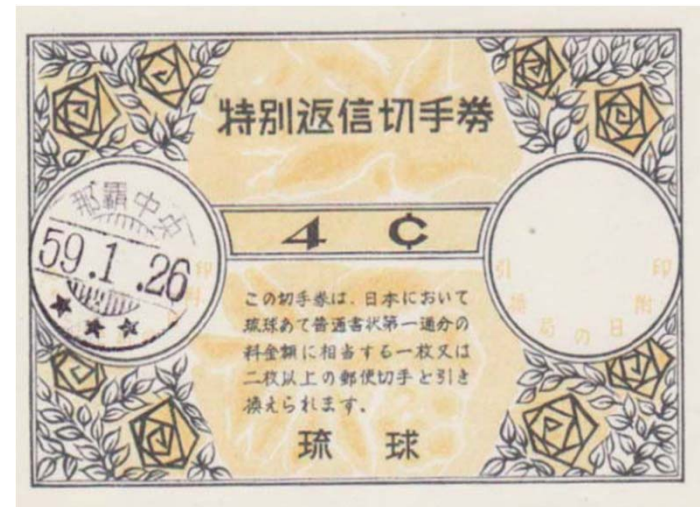
# Material which can be included

- Postal Stationery!
  - stationery with a postage stamp printed directly on the stationery



# Material which can be included

- “Non value indicators” (NVI) postal stationery.
- Stamped Telegraph Forms
- Stamped Money Orders/Postal
- International Reply Coupons



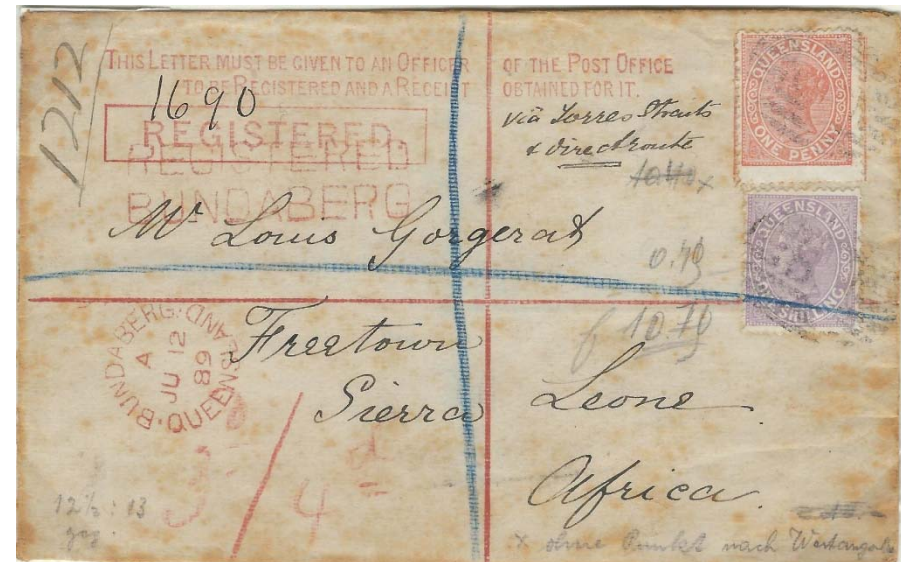
# Material which cannot be included

- unstamped stationery  
'formular' items
- unstamped stationery post office forms
- unstamped military stationery
- unstamped postal administration stationery
- official franks
- meter post impressions
- privately generated 'Postage Paid Impressions'



# Exceptions?

Formular stationery. A number of countries issued so called "formular" items sold to the public bearing adhesive stamps, as fore-runners to the issue of postal stationery items with impressed stamps.



# The Use of Cut-Outs in Exhibits

- Usually postal stationery exhibits consist of whole items. If entires of a specific type only exists as a cut-out or is very rare in whole form, then cut-outs can be part of the exhibit
- In some countries cut-outs could be used as adhesive stamps. Cut-outs used in this way on entires can also be part of a postal stationery exhibit



# Essays, Proofs and Specimens

Archival material:  
Essays, proofs and  
specimens can be  
included in postal  
stationery exhibits

Also relevant postal  
documents can be  
shown



# Specimens

Do not get too impressed by exhibits with lots of specimens (especially from some British Colonies). Sometimes items with "Specimen" overprints exist in larger numbers than the same mint or used items, particularly after 1915. BUT from some countries they can be very scarce.





# The Definition of Postal Stationery

“Postal Stationery comprises **postal matter** which either bears an officially authorized **pre-printed stamp**, device, or inscription indicating that a **specific face value** of postage or related service has been **prepaid**”

*Defined by FIP Postal Stationery Commission in the regulations for judging postal stationery exhibits*

# When to Exhibit?

- Once you have everything?
- When exhibit is likely to receive a Gold/Large Gold?
- When you reach the minimum level needed to exhibit internationally? And gradually build up the exhibit from exhibition to exhibition.

# Agenda

- Planning to Exhibit
- **Postal Stationery Exhibits**
  - The Exhibit Purpose and Scope
  - Description of Material
- Judging Postal Stationery Exhibits
  - The Judging Criteria
  - Providing Feedback

# Defining the Exhibit Purpose

The exhibit purpose identifies the reason for showing this exhibit:

*"The purpose of this exhibit is to show the varieties and use of Fakeland postal stationery up to 1942"*

A postal stationery exhibit should have a clear purpose often defining it by: Country, Period and/or Issue and treatment focus!

Given this purpose we must expect to see both varieties and use treated in the exhibit

# The Purpose of My Exhibit

“The purpose of my exhibit is to show postal stationery envelopes and postcards of Canada from the **first issues in 1860 until the issues of King George V up to 1935.**

The exhibit has a traditional purpose: To show the different issues of two types of stationery

Therefore the exhibit structure and treatment must also be “traditional”

# My Exhibit

- Traditional defined boundaries
- 1860 to 1935 based on the reigns of Queen Victoria, King Edward VII and King George V



# The Boundaries

- Does the exhibit have natural boundaries (beginning and end dates or similar)?

Example 1: Traditional defined boundaries:

- The King Francis III issue (1876-1903)

Example 2: Postal history defined boundaries:

- Swedish postal stationery from UPU to WWII

# Defining the Exhibit Scope

The exhibit scope defines what is included and what is not in the exhibit:

*"The exhibit shows the Fakeland wrappers from the first issue in 1888 until the last issue in 1907 before the great African independence war. Stamped to Order wrappers are not included in the exhibit"*



# The Scope

The scope in postal stationery exhibits is often defined by:

The Physical Form

The Availability

The Function

# The Scope The Physical Form



- Letter Sheets & Aerogrammes
- Envelopes & Registered Envelopes
- Postal Cards & Reply Cards
- Letter Cards
- Wrappers
- Printed Forms

# The Scope The Availability

- Post Office Issues (for public use)
- Military Issues (for members of the armed forces)
- Official Service (for use of government)
- Local Post (for public use locally)
- Stamped to Order (ordered by companies or organizations)



# The Scope The function

- Postal (surface): Local, inland or foreign
- Airmail: Inland or foreign
- Registered: Inland or foreign
- Telegraph: Inland or foreign
- Parcel Cards
- Money Orders
- Etc.



# My Exhibit Scope

- My exhibit covers a broader period: 1860 to 1935
- and only two stationery types in this period:
  - Envelopes
  - Postal cards



# My Scope : Defined Period – Two types of postal stationery?

	<b>Envelopes</b> <b>Queen Victoria</b>	Nesbitt Issue	3 essays + 10 proofs	}  <b>4 Essays</b> <b>25 Proofs</b>
		Dominion Issue	1 essay	
		Patriot Queen Issue		
		Widowed Queen Issue	2 proofs	
		Young Queen Issue	2 proofs	
		Postage Revaluation Issue		
	<b>King Edward VII</b> <b>King George V</b>	King Edward VII Issue	2 proofs	
		Embossed Issues	2 proofs	
		Oval typographed Issues		
		Arch Issue		
		Medallion Issue	4 proofs 3 proofs	
 	<b>Postcards</b>  <b>Queen Victoria</b>  <b>King Edward VII</b> <b>King George V</b>	Large Queen Issue	2 proofs	}  <b>6 Essays</b> <b>19 Proofs</b>
		Small Queen Issue	2 essays + 2 proofs	
		Maple Leaf Issue	2 essays + 8 proofs	
		King Edward VII Issue	1 proof	
		Admiral Issue	1 proof	
		Scroll Issue	1 essay	
		Arch Issue		
		Medallion Issue		
		Front Face Issue	1 essay + 2 proofs	
		Profile Issue	3 proofs	

# Narrow vs. Broad Scope

- You can choose to have a narrow or broad scope
  - Narrow: Denmark 5 øre Official Postal Cards 1888-1915
  - Broad: Denmark Postal Stationery 1865 - 1920



# Narrow vs. Broad Scope

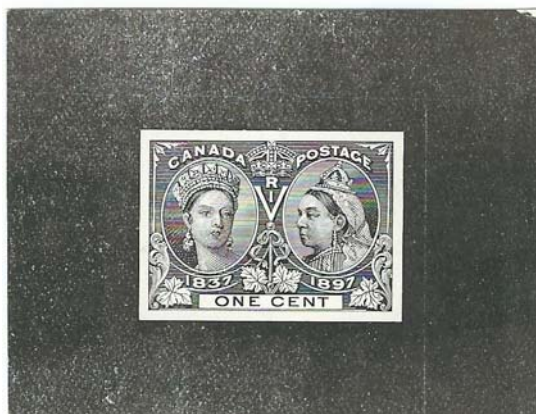
- The demand for completeness of the material shown is higher the more narrow scope you choose
- For a narrow scope the exhibitor would aim for 100% completeness (Essays, proofs, varieties)
- Make sure the scope is not too wide for the number of frames allocated





# The Exhibit Structure: Broad Scope

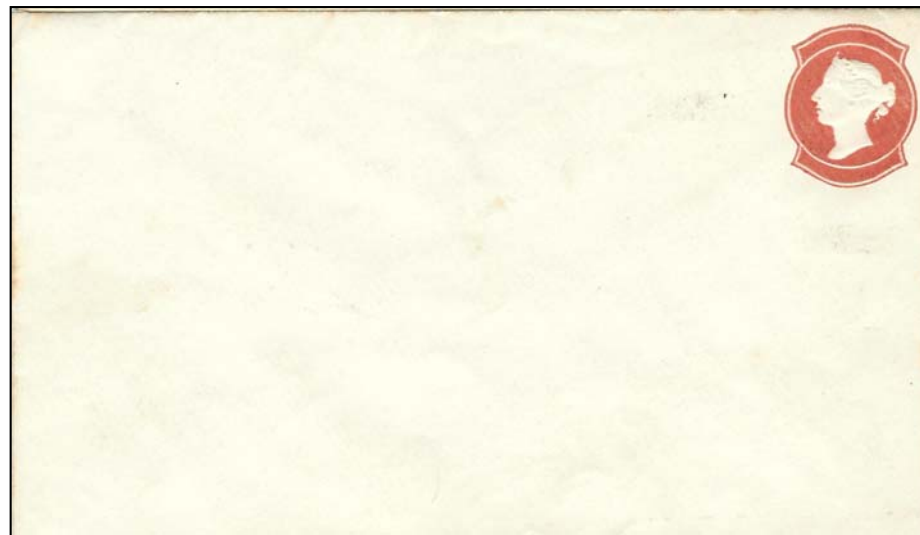
- The plan shows Content, Period and Number of Pages
- The structure is chronological



<i>Content</i>	<i>Period</i>	<i>Page</i>
<b>1. Envelopes: Queen Victoria (Frames 1-2)</b>		
Nesbitt Issue	1860-1865	5
Dominion Issue	1877-1896	6
Patriot Queen Issue	1895	1
Widowed Queen Issue	1898	1
Young Queen Issue	1898-1903	2
Postage Revaluation Issue	1899	2
<b>2. Envelopes: King Edward VII (Frame 2)</b>		
King Edward VII Issue	1905	4
<b>3. Envelopes: King George V (Frames 2-3)</b>		
Embossed Issues	1916-1926	8
Oval typographed Issues	1923-1931	10
Arch Issue	1931-32	4
Medallion Issue	1933	4
<b>4. Postcards: Queen Victoria (Frames 4-5)</b>		
Large Queen Issue	1871-1879	8
Small Queen Issue	1882-1896	8
Maple Leaf Issue	1897-1898	5
<b>5. Postcards: King Edward VII (Frame 5)</b>		
King Edward VII Issue	1903	6
<b>6. Postcards: King George V (Frames 5-8)</b>		
Admiral Issue	1912-1929	30
Scroll Issue	1929	4
Arch Issue	1930-1933	8
Medallion Issue	1933-1934	4
Front Face Issue	1935	3
Profile Issue	1935-1936	4

# The flow of the exhibit

## 1st and 2nd level of treatment



# Level 1 Treatment

- Usually there is very little difference in how exhibitors treat level 1
  - The chapters (1.x to 5.x) are the different kinds of stationery
  - The subchapters (x.1 to x.4) are the different issues
- Usually few problems with level 1 treatment in postal stationery exhibits
- Some exhibits focus on the use: "The use of Canadian postal cards" without any description of the postal stationery itself.

# My Exhibit

Level 1 treatment in my exhibit:

- Type of postal stationery
- Issue
- Chronological

Queen Victoria Envelopes	Queen Victoria Envelopes	King George V Envelopes	Queen Victoria Postcards	Queen Victoria Postcards	King George V Postcards	King George V Postcards	King George V Postcards
	King Edward VII Envelopes			King Edward VII Postcards			
	King George V Envelopes			King George V Postcards			

# My Exhibit – Level 1 Structure

Level 1 treatment in my exhibit:

- Types of postal stationery
- Issues
- Chronological

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Front Face Issue	1935	3
Profile Issue	1935-1936	4

# Good Level 2 Treatment

- Essays of the issue
- Proofs of the issue
- Specimen of the issue
- Unused items in the different values in perfect mint condition
- The varieties of the issue with illustrations
- Used items showing the intended usage of the issue (but only one of each value)
- Special usages (express, registered, uprated to foreign destinations etc) but only one of each

# From Level 1 to Level 2 Treatment

Frame 1	Frame 2	Frame 3	Frame 4	Frame 5	Frame 6	Frame 7	Frame 8
Queen Victoria Envelopes	Queen Victoria Envelopes	King George V Envelopes	Queen Victoria Postcards	Queen Victoria Postcards	King George V Postcards	King George V Postcards	King George V Postcards
	King Edward VII Envelopes			King Edward VII Postcards			
	King George V Envelopes			King George V Postcards			

Let's have a look at the treatment at level 2 – we are zooming in on one of the sub-chapters: 1.4

# My Exhibit – Level 2 Structure

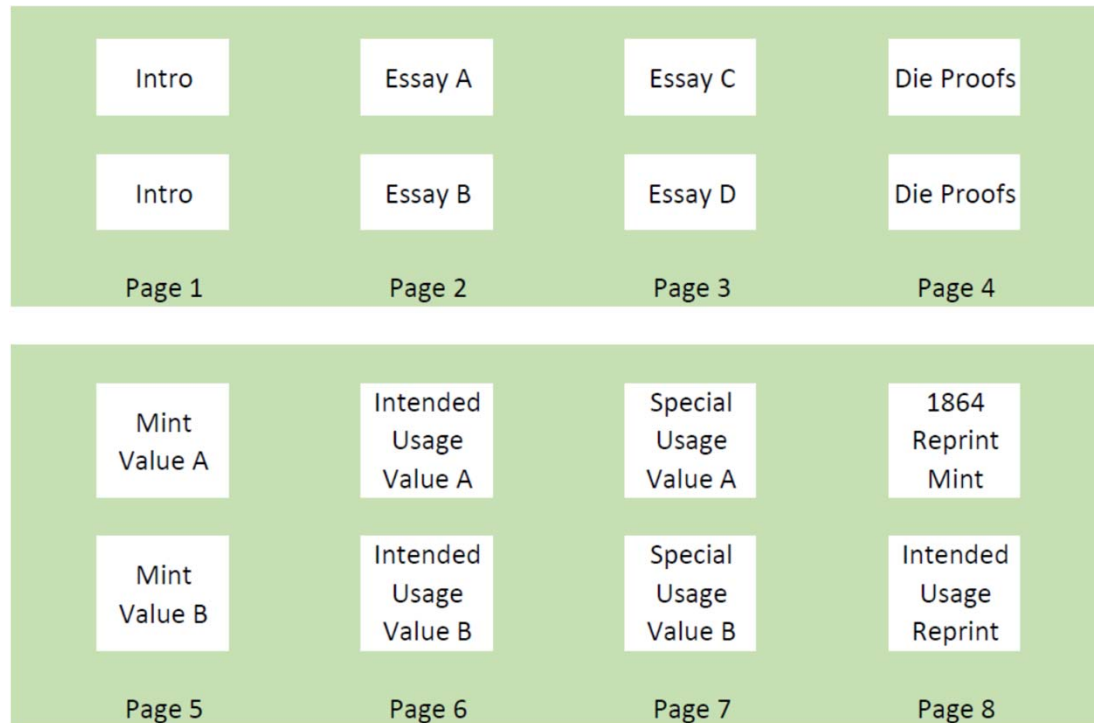
Level 2 treatment for each issue:

- Introduction to the issue
- Essays
- Proofs
- Specimens
- Mint – different values and varieties
- Usage





# Level 2 Treatment: 1860 Envelopes – the ‘Nesbitt Issue’



Level 2 treatment on first half of frame 1

# How not to do!

Color Proof Specimen Page 17	Die Proof Proof Page 18	Essay A Essay B Page 19	Variety Route description Page 20
Uprated foreign Variety Page 21	Color shade Color shade Page 22	Uprated inland Intended Usage Page 23	Postmark examples Postmark examples Page 24

# Problems on Level 2

## **Problem 1:**

### **No treatment on level 2**

- Sometimes the items shown on level 2 seem to be the items that the exhibitor has rather than a selection of items that shows the varieties and usage. It is important to choose what kind of treatment you want to have on level 2 – and then stick to this all way through the exhibit

# Problems on Level 2

## **Problem 2:**

### **Main (or only) focus on usage**

- Some exhibits only (or almost only) focus on the usage of the stationery. But a postal stationery exhibit must primarily tell the story on the postal stationery itself

# Problems on Level 2

## **Problem 3:**

### **More than one of the same item**

- If you show more than one copy of an item it is duplication - even if the items are postmarked in different cities or sent to different countries (with the same rate)

# Describe the Treatment

- No matter what treatment on level 1 and level 2 you choose, I suggest that you describe your choice of treatment on the introduction page
- This will help the judges – and viewers – understand your exhibit

# Secondary Introduction Pages

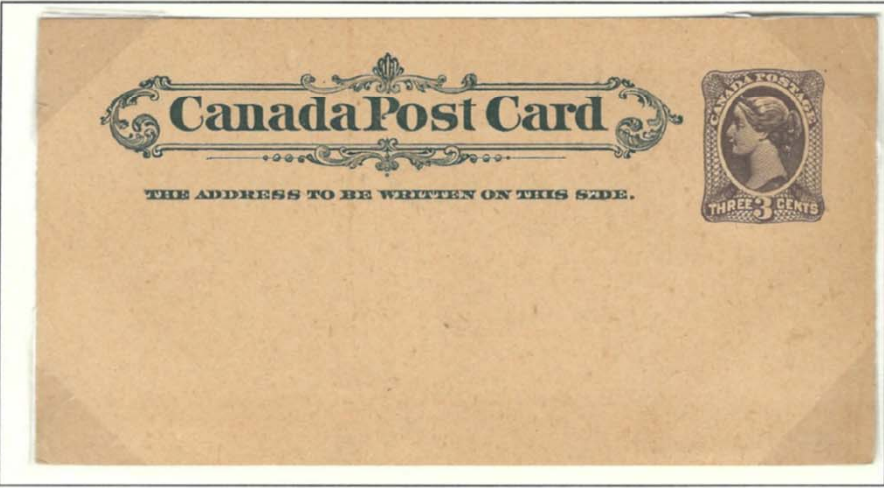
- Every issue has its own brief introduction.

**DIAMOND JUBILEE ISSUE**

On 19 June 1897 a postcard was issued for the Diamond Jubilee of Queen Victoria, typographed by the American Banknote Co (ABN) which won the contract to print Canadian postcards from 1897. Stamp designed by Lyndwoode Pereira of the Department of the Interior and F Brownwll based on portraits by Chalon (1837) and Von Angeli (1886).

ABN appears to have based the headings of the card on this National Bank Note Co (New York) Essay. The National Bank Note Co (NBN) was taken over by ABN in 1878.

The stamp was designed by Douglas Ronaldson and Alfred Jones and used for a series of NBN adhesive stamp essays in about 1868.



# Secondary Introduction Pages



- Secondary introduction for Particular Issues
- In the case of a complicated issue or long-lasting issue its own secondary introduction page.

## GEORGE V ENVELOPES

The George V envelopes were produced by two printers:

- The Department of Public Printing and Stationery (PPS)
  - The Dominion Envelope and Carton Ltd

The Department of Public Printing and Stationery printed most of the envelopes sold over the post office counter as well as some printed to private order envelopes. The Dominion Envelope and Carton Ltd produced printed to private order envelopes as well as one regular post office (the 1923 typographed issue).

### Dies used by PPS:

- the embossed dies: used almost entirely for regular post office issues 1916-31
- the 'lined hair' George V oval die: used for printed to private order issues from 1923 until 1931 and the regular post office issues of 1930-31
  - the arch die (flat plate): used for regular post office issues and printed to private order issues 1931-32
- the medallion die (flat plate): used for regular post office issues and printed to private order issues 1933 until replaced by George VI dies.

### Dies used by Dominion Envelope and Carton Ltd

- the typographed George V oval die: used extensively for printed to private order envelopes 1923-31 and the regular post office issue of 1923
  - the arch die (rotary press): used only for printed to private order envelopes from 1932
  - the medallion die (rotary press): used only for printed to private order envelopes from 1933

The flat plate and rotary press issues can be distinguished by the dimensions of the impressed stamps.



# Postal History Descriptions

As a postal stationery exhibit the treatment is focused primarily on the postal stationery itself

and secondly on the postal history (and occasionally other) aspects



# Using headings to support the understanding of the exhibit flow



# What kind of headings?

- What kind of headings will I need?
  - Do I need two, three or four levels of headings?
    - Example:
      - Level 1: 2 cent
      - Level 2: 1872 or 1876 issue
      - Level 3: 23 mm or 26 mm
      - Level 4: Varieties, usages etc

# The Headings

Issue Heading

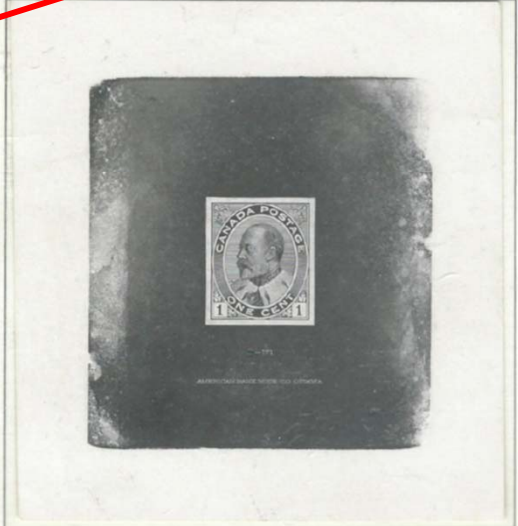
Value and purpose heading

**EDWARD VII POSTCARDS**

Following the accession of King Edward VII, a new design depicting the King was issued during 1903. The impressed stamp was designed by the Prince of Wales and J Tilleard based on a photograph taken by Downey of London. As for the Maple Leaf issue, this issue comprised four types of cards: a 1c domestic rate card, a 2c UPU card, a 1c red card with no heading for use by advertisers and a 1c+1c reply card.

**1c domestic rate card, typographed ABN**

These cards were used until replaced by the 'Admiral' issue in 1912. Production 22-25 million cards per annum.



Relief die proof produced by American Bank Note Co Ottawa of design used to produce stationery, numbered C-171 ('C' crossed out and replaced by 'F'). Design used for postcards and 1c postal bands.

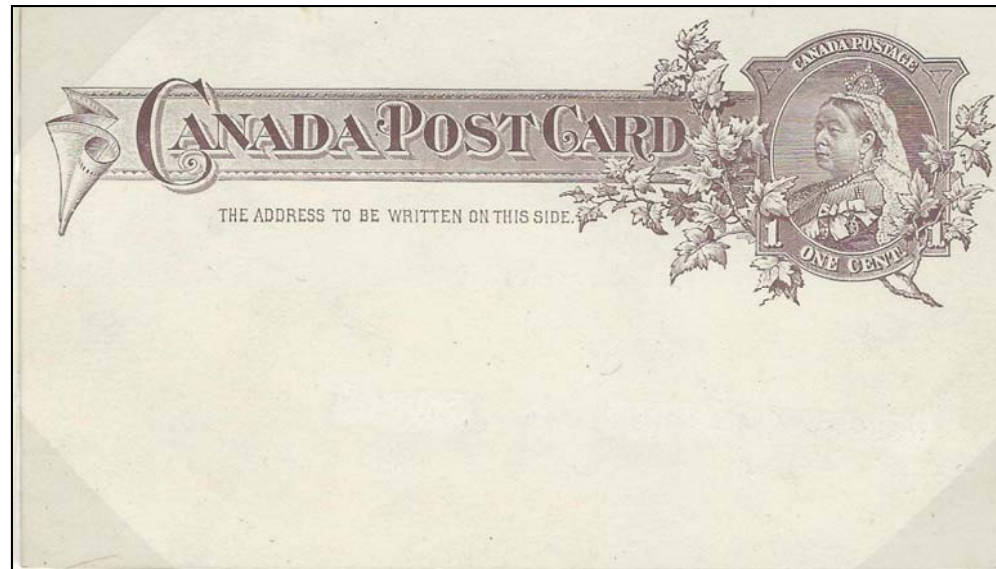
# Consistency: Plan & headings

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# Selecting items and avoiding duplication



# Selecting Items

- The content must reflect the title, purpose, scope and plan
  - Each and every item must contribute to the story – otherwise it should not be there
- You must have the items in order to tell the story!
  - So how complete is your exhibit? Describe it in the introduction page or synopsis page

# Selecting Items

- Stick to the story
- In general, the common items of an issue may be represented by a token showing, while the better material of the same issue should be shown in depth



# Duplication

- Do not show the same item with different random postmarks (we see that a lot)
- Do not show numerous copies of the same rare variety (we see that too)

# The exhibit balance and the beginning & ending

# Balance

- A natural balance between the different postal stationery types
- Bad balance:
  - 5½ frames envelopes
  - 1½ frame postal cards
  - ½ frame letter cards
  - ½ frame wrappers



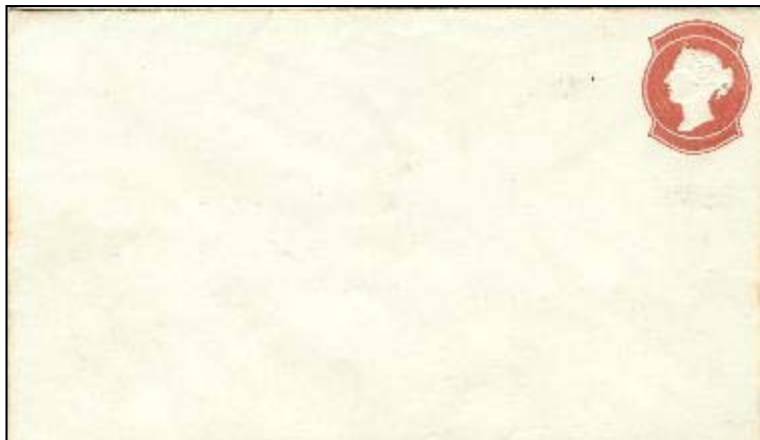
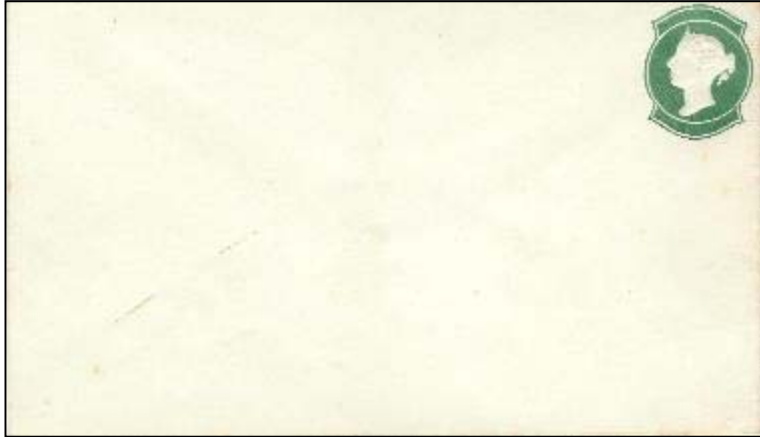
# The Balance in My Exhibit

Queen Victoria Envelopes	Queen Victoria Envelopes	King George V Envelopes	Queen Victoria Postcards	Queen Victoria Postcards	King George V Postcards	King George V Postcards	King George V Postcards
	King Edward VII Envelopes			King Edward VII Postcards			
	King George V Envelopes			King George V Postcards			

# The Beginning and Ending

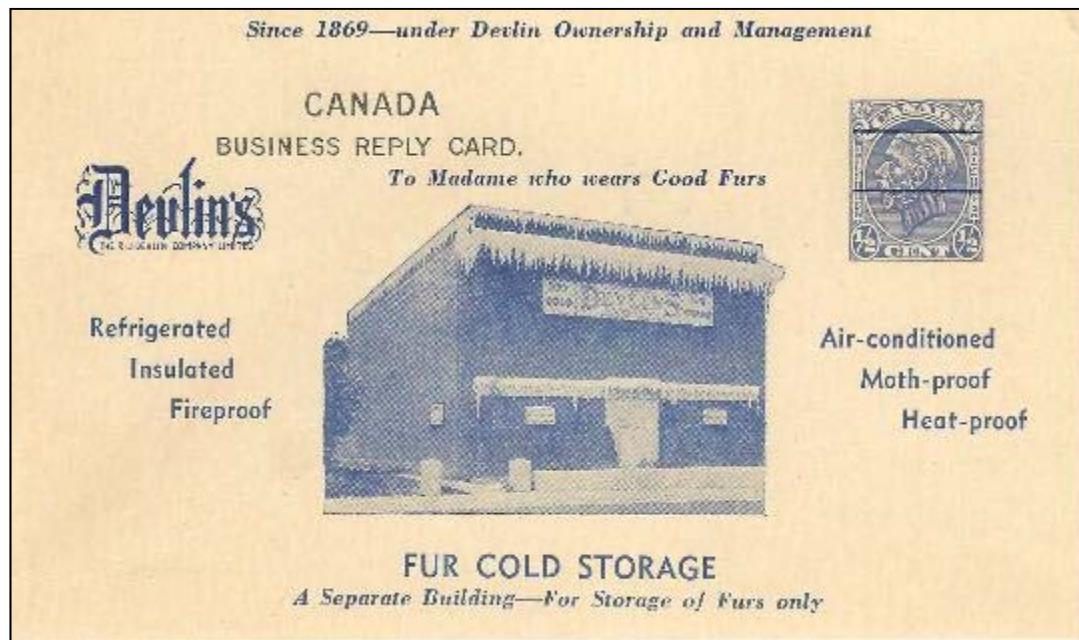
- What is the natural beginning?
  - Essay of the first issue
- What is the natural end?
  - Last day of issue (usage the day before the next issue)
  - Last possible usage

# My Page 2



- Essays prepared by George F Nesbitt & Co for stamped envelopes for Canada

# My Page 128



- Unusual usage of the last issue of Postcards:

George V 'Profile'  
issue with a  
private pre-cancel

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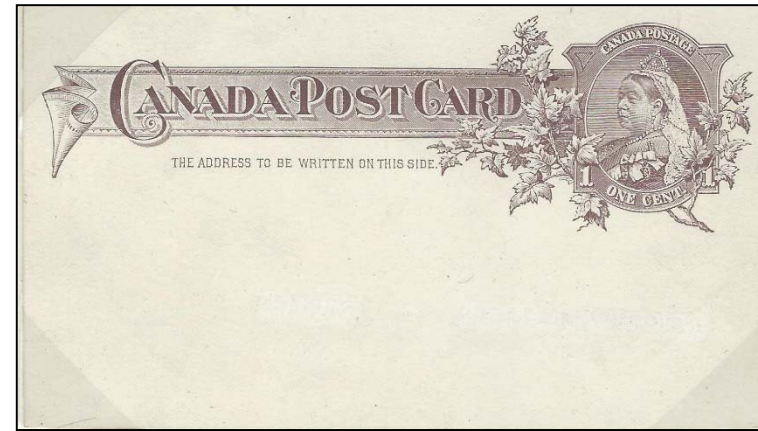


# Describing items – so descriptions support the treatment



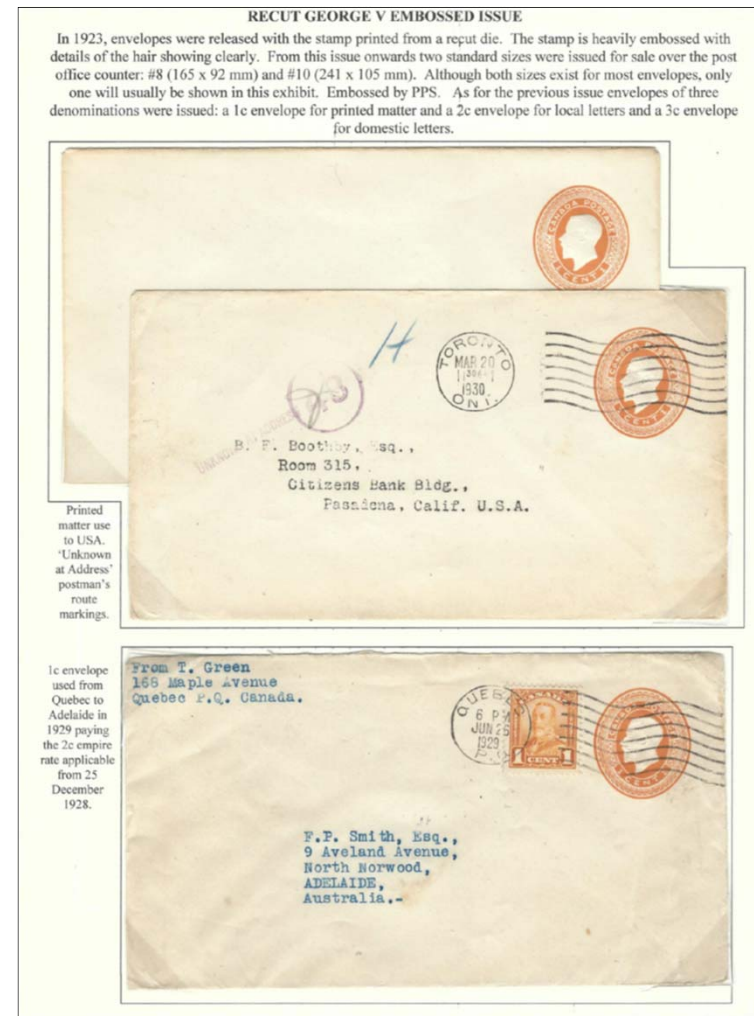
# Description of Items

As mentioned earlier a postal stationery exhibit should be treated with focus primarily on the postal stationery itself and secondly with the postal history aspects



# Description of Items

1. The postal stationery itself (value, type, die, size, variety, perforation, purpose of issue etc).
2. Printer, printing process, quantities issued and related information.
3. Postal history information including rate description (with start and end date of rate), destination, date sent etc
4. If relevant: **Rarity description (Bold)**



# Description of Items

## RECUT GEORGE V EMBOSSED ISSUE

In 1923, envelopes were released with the stamp printed from a recut die. The stamp is heavily embossed with details of the hair showing clearly. From this issue onwards two standard sizes were issued for sale over the post office counter: #8 (165 x 92 mm) and #10 (241 x 105 mm). Although both sizes exist for most envelopes, only one will usually be shown in this exhibit. Embossed by PPS. As for the previous issue envelopes of three denominations were issued: a 1c envelope for printed matter and a 2c envelope for local letters and a 3c envelope for domestic letters.

1. **The postal stationery itself (value, type, die, size, variety, perforation, purpose of issue etc).**
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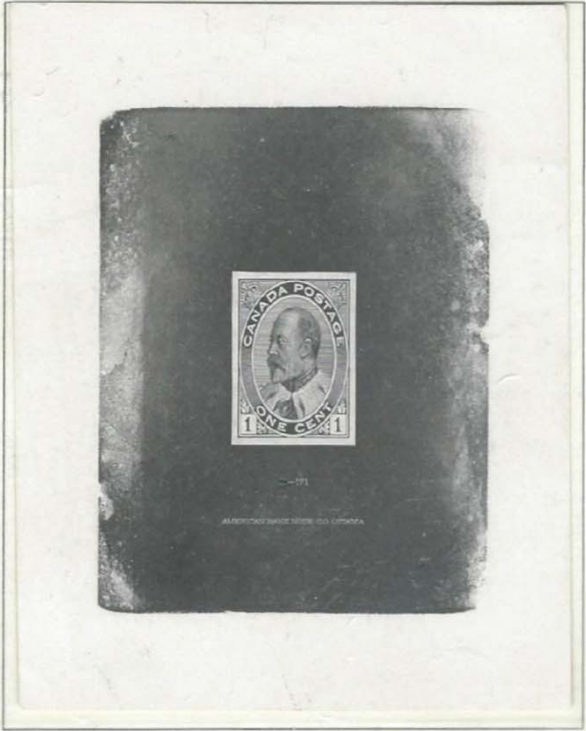
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Relief die proof produced by American Bank Note Co Ottawa of design used to produce stationery, numbered C-171 ('C' crossed out and replaced by 'F'). Design used for postcards and 1c postal bands.

# Description of Items

1. The postal stationery itself (value, type, die, size, variety, perforation, purpose of issue etc).
- 2. Printer, printing process, quantities issued and related information**
3. Rate description (with start and end date of rate), destination, date sent and other postal history information
4. If relevant: **Rarity description (Bold)**

## KING GEORGE V ISSUES: STAMP DIES

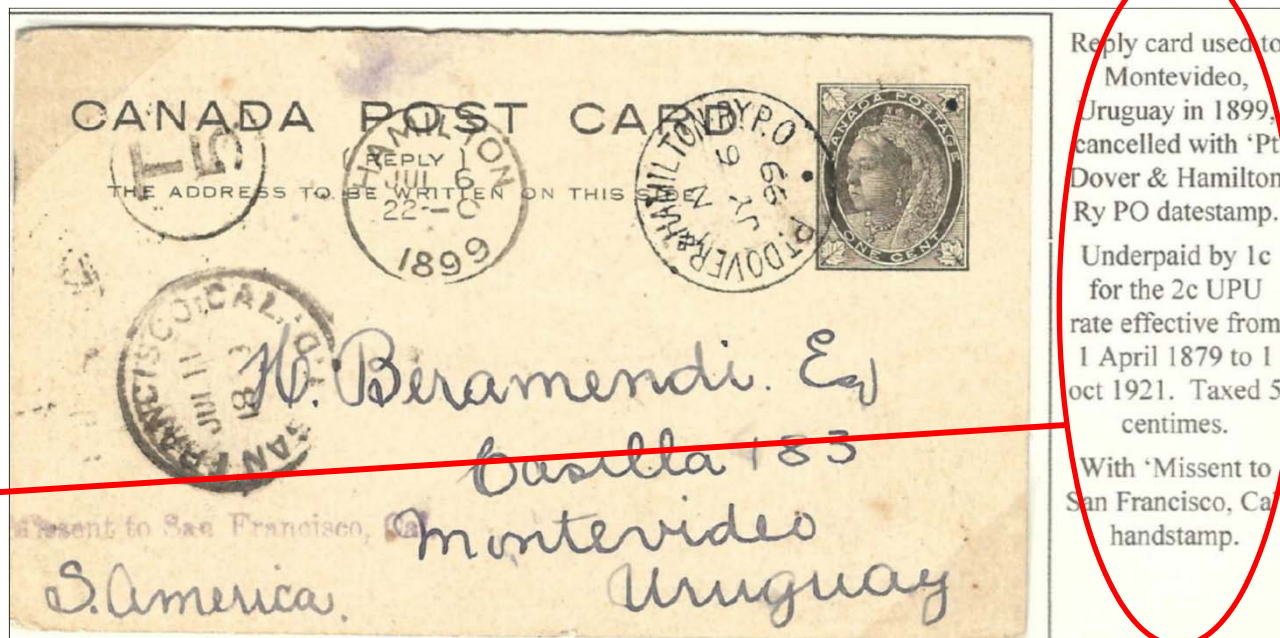
### CBN Profile Issue

A new stamp design depicting King George V in profile was introduced in 1935. These cards were either typographed (single domestic rate, printed matter or business reply cards) or offset printed (reply and advertising cards) by the Canadian Bank Note Co. Dies produced by the American Bank Note Co, engraved by Edwin Gunn.



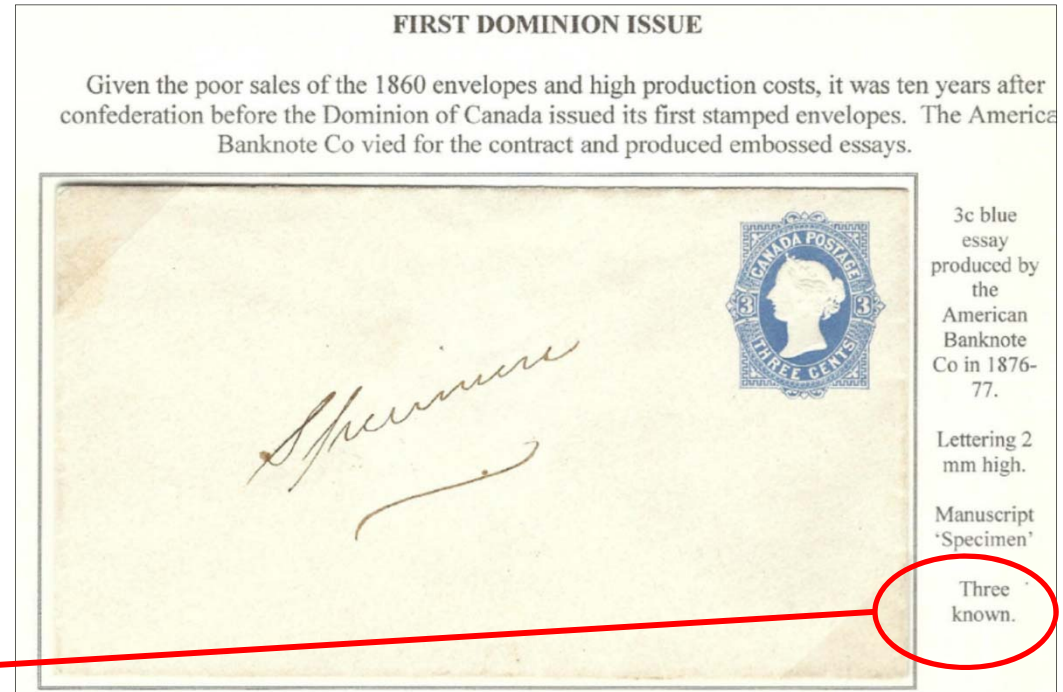
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# The Introductory Page

# The Introductory Page

- The most important single page of the exhibit
- Sets the stage for the jurors evaluation
- Must be informative but not too crowded
- Must accurately reflect what is in the exhibit

# The Introductory Page



- A clear heading: The title (and perhaps a subtitle)
- The purpose and scope of the exhibit
- The structure of the exhibit
- A plan of the exhibit
- Literature used

# The Introductory Page

1. Title

**ENVELOPES AND POSTCARDS OF CANADA**

2. The Purpose and Scope

**Scope of Exhibit**  
This exhibit covers the postal stationery envelopes and postcards of Canada issued from the first issues until the issues of King George V. Regular post office issues, private order stationery, specimens, essays and proofs are included. For space reasons some common issues and many size #10 envelopes, especially in the King George V period, have been excluded. Unusual usage such as use to destinations such as Tangier and Batavia are included.

**Envelopes (Frames 1-3)**  
The first Canadian stamped envelopes were issued for the Colony of Canada in 1860 and were embossed by George F Nesbitt & Co under contract from the British American Banknote Co (BABN). The first Dominion issues appeared in 1877. These and later issues were embossed by either BABN or the Public Printing and Stationery Department (PPS).

Many Canadian firms had their own stationery, or stationery made to their requirements, stamped by the Post Office. This was done either by PPS or the Dominion Envelope and Cartons Ltd.

The envelope issues are arranged for the most part chronologically. Essays and proofs shown include:

- George Nesbitt non-denominated essay
- 1876 American Banknote Co essay
- 1899 Young Queen die proof in green and undenominated die proof in vermilion
- 1904 King Edward VII proof, De La Rue
- 1906 King George V albino die proof
- 1916 King George V die proof

**Postcards (Frames 4-8)**  
Canada issued its first postcards in 1871. They were intended for use to Canadian destinations, from 1 January 1875, to the USA and were line engraved by the British American Bank Note Co (BABN). Later issues were either line engraved or typographed by either the British American Banknote Co (BABN) or the American Banknote Co (ABN) which became the Canadian Banknote Co (CBN) in 1923.

The postcards of the reigns of Queen Victoria and King Edward VII are for the most part organised chronologically. For the reign of King George V, the design types are covered first and the postcards are then issued by the purpose of issue in Internal Rate Cards, Printed Matter Rate Cards, International Cards, Advertising Cards, Business Reply Cards. In addition scarce private order postcards such as those for Gypsum and Albastine and Warbutton's Toggery and De-Mars Tyre Service are included. Essays and proofs shown include:

- 1871 postcard die proof
- 1876 LPU postcard proof in black
- 1887 Scrollwork Issue proof
- 1891 Canada Banknote Engraving and Printing Co essay
- c 1897 ABN essay using National Bank Note Co indicium
- 1914 Essay of card with one-line heading
- 1934 King George V Front Face Issue essay
- 1935 CBN King George V Profile issue 1/2c, 1c and 2c black and 1c red die proofs

**References**  
Webb's Postal Stationery Catalogue of Canada and Newfoundland 7<sup>th</sup> Edition  
*The Postal Stationery of Canada* Nelson Bond 1953  
Articles in *Postal Stationery Notes*, Journal of the Postal Stationery Study Group of the British North American Philatelic Society  
*The First Four Suppliers of Canadian Postal Stationery and its Usages 1860-1910*  
Nelson, Horace W. 2000

4. Rarity Statements

5. References, Personal Study and Research

3. Exhibit Plan (including background)

# Converting to Eight Frames

- What do I show in Five Frames to achieve a Large Vermeil Qualification?
- Do I have enough material to move from 5 to 8 frames?
  - without excessive padding?
  - by extending the scope?
- Will the 8 frame exhibit maintain or exceed the LV award?

# Agenda

- Planning to Exhibit
- Postal Stationery Exhibits
  - The Exhibit Purpose and Scope
  - Treatment and the flow of the Exhibit
  - Description of Material
- **Judging Postal Stationery Exhibits**
  - **The Judging Criteria**
  - Providing Feedback

# The Judging Criteria

- Treatment (20)  
and philatelic importance (10)      30 points
- Philatelic and related knowledge,  
personal study and research      35 points
- Condition (10)  
and rarity (20)      30 points
- Presentation:      5 points

# Treatment (20 points)

- Title page has clear purpose, scope and plan
- The content reflects the title, purpose, scope and plan
- A logical flow in the exhibit
- The headings of each page support the understanding of the treatment
- No duplicated material
- Good balance between the different parts of the exhibit
- Natural start and ending point of the exhibit
- Treatment of primarily the postal stationery - secondly the use, rates and additional franking



# Philatelic Importance (10 points)

- How difficult is the selected area?
- What is the significance of the selected area compared to the national philately of the country?
- What is the significance of the selected area compared to world philately?
- What is the significance of the shown material compared to the selected area?

# Knowledge, Personal Study and Research (35 points)

- Correct description of the postal stationery type
- Use of literature within the area
- Earliest recorded use & numbers printed
- Watermarks, perforations, paper etc described
- Description of printings and varieties
- Research (lack of research in areas previously well-described is ok)
- The choice of items reflects knowledge
- Correct descriptions of rates and usage
- The "not-obvious" is described

# Exhibits which are not Postal Stationery?

- Exhibits should not be judged as postal stationery if they are primarily about non-postal stationery topics.
- If an exhibit is judged in the postal stationery class once, it is difficult to reject it at a later exhibition
- Please consider if an exhibit really is a postal stationery exhibit

# Condition (10 points)

- The postal stationery is in the best possible condition
- Ordinary material without defects
- "Difficult" items in the best possible condition
- Clear postmarks

Evaluate the condition of the items as if they were stamps:

- No tears, No missing corners, No bends, No stains, No missing perforations

# Rarity (20 points)

- Are the best items (postal stationery types) within the area in this exhibit?
- Essays and proofs, approved and rejected
- Used at intended rate and with additional franking (express, registered etc)
- How difficult are the items to find?
- How easy will it be to duplicate the exhibit?
- Is there philatelically produced material in the exhibit?

# Rarity

Used message and reply cards with the reply half still attached are generally scarce, either used internally or abroad.



# Presentation (5 points)

- Good balance in the frames and in the individual pages
- Good use of the page
- Sufficient write up
- Not too much text or 'white space'
- Illustrations do not dominate the philatelic items
- Overall impression: Neat and clean layout
- Variation in mounting is preferred



# Variation in Mounting



It is easy to make variations in the layout



# Mounting Large Items

Mounting large items can be a challenge. Registration envelopes, wrappers and other forms can be found in many oversize formats.

(Size K envelope)



# Regulations

- Both exhibitors and jurors should read the regulations and guidelines
- In 2013 the postal stationery guidelines were updated.
- <http://www.f-i-p.ch/wp-content/uploads/Postal-Stationery.pdf>

# Agenda

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  - The Judging Criteria
  - **Providing Feedback**

# Feedback to Exhibitors

- Why is it important for us to give good feedback?
  - *Exhibitors have worked hard on developing their exhibit, acquired new material and they are expecting a fair judgement (preferably a high medal) and a good dialogue with the jurors in order to get concrete directions on how to develop the exhibit further.*
- “What can I do to improve my exhibit”.
  - *looking in their papers, and nobody wanted to start the dialogue. And when they finally started saying something, it was a on detail like the mounting of a large size item or too much text on one page. Nothing that would explain to the exhibitor how he could get from vermeil to gold.*

# Feedback to Exhibitors

## Providing Feedback

- Be well prepared to give exhibitors quality feedback.
- When judging write down points also note key messages to the exhibitor – for each of the judging criteria, that are exceptionally good or bad. And on areas for improvement
- Important to prepare feedback on the things the exhibitor is doing really well!

# Feedback to Exhibitors

- After points have been done, the dialogue should be about “what do we recommend the exhibitor”.
- Much easier to remember this just after the exhibit has been judged
- Allocate a team member to take the lead in the feedback to the exhibitor. Each member gets the lead feedback on some exhibits – including the apprentices.

# Feedback to Exhibitors

- Start with “Congratulations” – when the exhibitor has done a good job, & received a good medal.
- Provide the break down scores and an overview of which judging criteria the exhibit is doing well in, and which judging criteria the exhibit can improve in. Start by talking about something really good in the exhibit – it can be the material, the presentation, the treatment etc.
- Your recommendations to the exhibitor to change/develop. focus on assisting the exhibitor improve their exhibit.

# Feedback to Exhibitors

- Remember not to talk about the exhibitor, but the exhibit. “You are not good at making a nice page layout” is a personal confrontation. “The exhibit would benefit from a better page layout” is objective analysis.
- The team leader has a special role in ensuring good feedback to the exhibitors.
- The exhibitors deserve it!



**POSTAL STATIONERY**  
**OF**  
**ST PIERRE AND MIQUELON**

This exhibit covers the postal stationery issues of St Pierre and Miquelon until 1920. During this period St Pierre et Miquelon followed the usual pattern of postal stationery issues of French colonies issuing postcards, lettercards and envelopes with stamp designs based on the standard French colonial designs.

Prior to 1892, French Colonial General Issues were available in the Colony. The first distinctive issues were *Commerce* postcards and lettercards of the French Colonies overprinted 'SPM' in 1892. These were followed in the same year by postcards, lettercards and envelopes with *Peace and Commerce* stamps inscribed St Pierre et Miquelon.

All issues were produced by the State Printing Works in France. The 1898 - 1900 issues follow the usual French practice of having a printing date printed in either the lower left hand corner of a postcard or lettercard or under the flap of an envelope. The date has three digits, the first is the last digit of the year while the second and third digits give the number of the week. For example 046 is the 46th week of a year ending in 0 (eg 1890).

**FRENCH COLONIES GENERAL ISSUES**

French colonial general postal stationery of the 1885 'Commerce' design prepared by A Dubois were sold at the St Pierre and Miquelon post office prior to 1892.

10c French Colonies 'Commerce' issue postcard used from St Pierre to Halifax, Canada in December 1891.



1892 NAVIGATION AND COMMERCE ISSUES



Used to Germany in 1894, underpaid, not taxed.



Used to the Netherlands in 1904

# Literature

General Catalogues:

- Higgins & Gage. *Worldwide Catalog of Postal Stationery*. Up to around 1980
- Michel. Western and Eastern Europe catalogs

Specialized literature exists for many countries.

*See list of literature at:*

*[www.postalstationery.org](http://www.postalstationery.org)*

# Postal Stationery Societies Around the World

- The Postal Stationery Society (UK)
- United Postal Stationery Society (US)
- Berliner Ganzsachen Sammler Verein
- l'Association des Collectionneus d'Entires Postaux
- Postal Stationery Society of Australia
- Schweizerischer Ganzsachen Sammler Verein

*See the complete list at:  
[www.postalstationery.org](http://www.postalstationery.org)*

# Websites

## Postal Stationery Societies

Australia: [www.postalstationeryaustralia.com](http://www.postalstationeryaustralia.com)

Spain: [www.enterospostales.es](http://www.enterospostales.es)

US: [www.upss.org](http://www.upss.org)

UK: [www.postalstationery.org.uk](http://www.postalstationery.org.uk)

PS Commission: [www.postalstationery.org](http://www.postalstationery.org)

*See more links to postal stationery websites at:*

*[www.postalstationery.org](http://www.postalstationery.org)*

# Questions?