



The Postal Stationery Commission

EXHIBITING & JUDGING POSTAL STATIONERY CAPE TOWN 2022





The Postal Stationery Commission

Mike Smith - Secretary

Igor Pirc – Bureau Member



Agenda

- Planning to Exhibit (Mike)
- Postal Stationery Exhibits (Igor)
 - The Exhibit Purpose and Scope
 - Description of Material
- Judging Postal Stationery Exhibits (Mike)
 - 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 for 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 "works" best with the material?

What Material Exists?

- How can I find out what material exists?
- Sources:
 - Catalogues
 - Books and Articles
 - Specialist Societies (PS and Country)
 - 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?



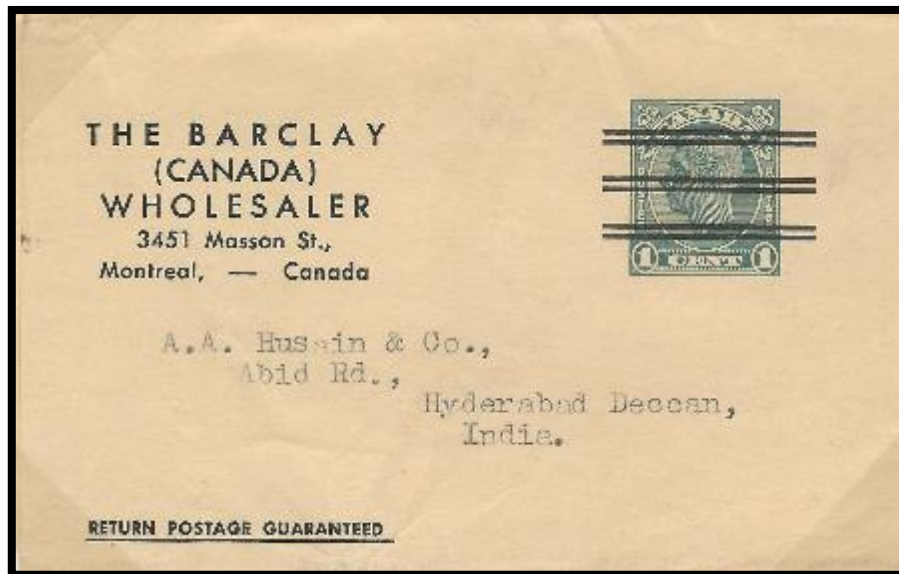
Material which can be included

“Postal Stationery 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

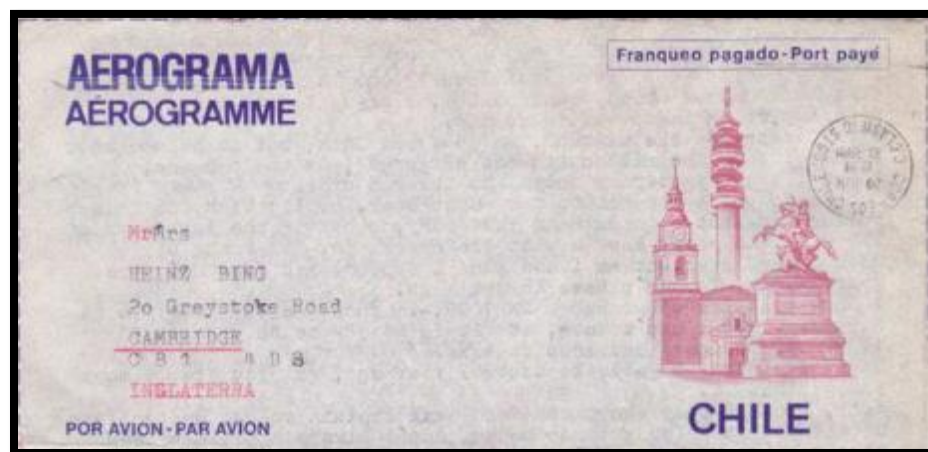
Material which can be included

- 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

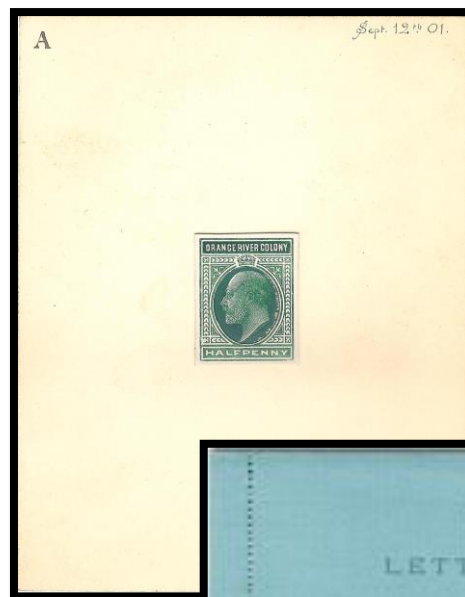
- Usually postal stationery exhibits consist of whole items. If entires of a specific type only exists as a cut-out or is very rare in whole form, then cut-outs can be part of the exhibit
- In some countries cut-outs could be used as adhesive stamps. Cut-outs used in this way on entires can also be part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



Essays, Proofs and Specimens

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

Relevant postal
documents can also
be shown



When to Exhibit?

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

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 the 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?



Envelopes
Queen Victoria

Nesbitt Issue
Dominion Issue
Patriot Queen Issue
Widowed Queen Issue
Young Queen Issue
Postage Revaluation Issue

3 essays + 10 proofs
1 essay

2 proofs
2 proofs



King Edward VII
King George V

King Edward VII Issue
Embossed Issues
Oval typographed Issues
Arch Issue
Medallion Issue

2 proofs
2 proofs

4 proofs
3 proofs

**4 Essays
25 Proofs**

Postcards



Queen Victoria

Large Queen Issue
Small Queen Issue
Maple Leaf Issue
King Edward VII Issue
Admiral Issue
Scroll Issue

2 proofs
2 essays + 2 proofs
2 essays + 8 proofs
1 proof
1 proof

1 essay

**6 Essays
19 Proofs**

King Edward VII
King George V



Arch Issue
Medallion Issue
Front Face Issue
Profile Issue

1 essay + 2 proofs
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>
1. Envelopes: Queen Victoria (Frames 1-2)		
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
2. Envelopes: King Edward VII (Frame 2)		
King Edward VII Issue	1905	4
3. Envelopes: King George V (Frames 2-3)		
Embossed Issues	1916-1926	8
Oval typographed Issues	1923-1931	10
Arch Issue	1931-32	4
Medallion Issue	1933	4
4. Postcards: Queen Victoria (Frames 4-5)		
Large Queen Issue	1871-1879	8
Small Queen Issue	1882-1896	8
Maple Leaf Issue	1897-1898	5
5. Postcards: King Edward VII (Frame 5)		
King Edward VII Issue	1903	6
6. Postcards: King George V (Frames 5-8)		
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

<i>Content</i>	<i>Period</i>	<i>Page</i>
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Scroll Issue	1929	4
Arch Issue	1930-1933	8
Medallion Issue	1933-1934	4
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’

Intro	Essay A	Essay C	Die Proofs
Intro	Essay B	Essay D	Die Proofs
Page 1	Page 2	Page 3	Page 4

Mint Value A	Intended Usage Value A	Special Usage Value A	1864 Reprint Mint
Mint Value B	Intended Usage Value B	Special Usage Value B	Intended Usage Reprint
Page 5	Page 6	Page 7	Page 8

Level 2 treatment on first half of frame 1

How not to do!

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

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

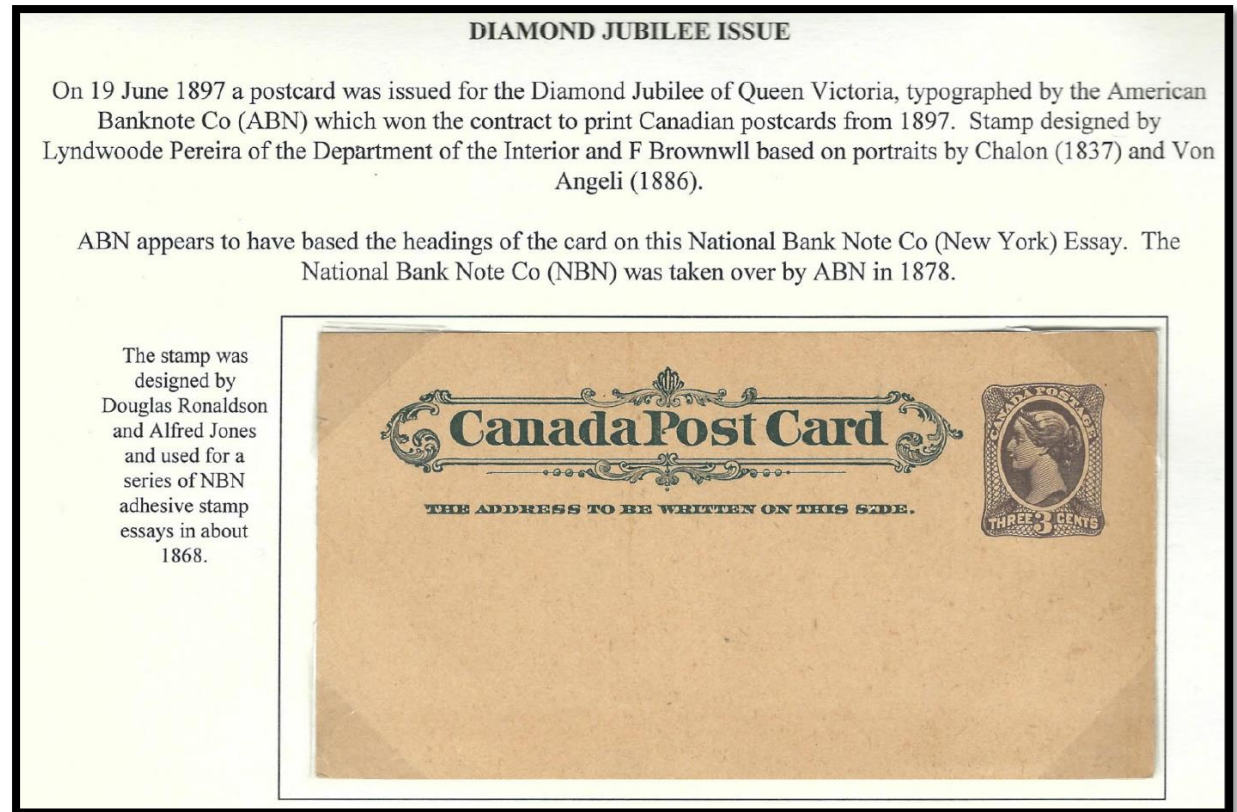
- If you show more than one copy of an item it is duplication - even if the items are postmarked in different cities or sent to different countries (with the same rate)

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.



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



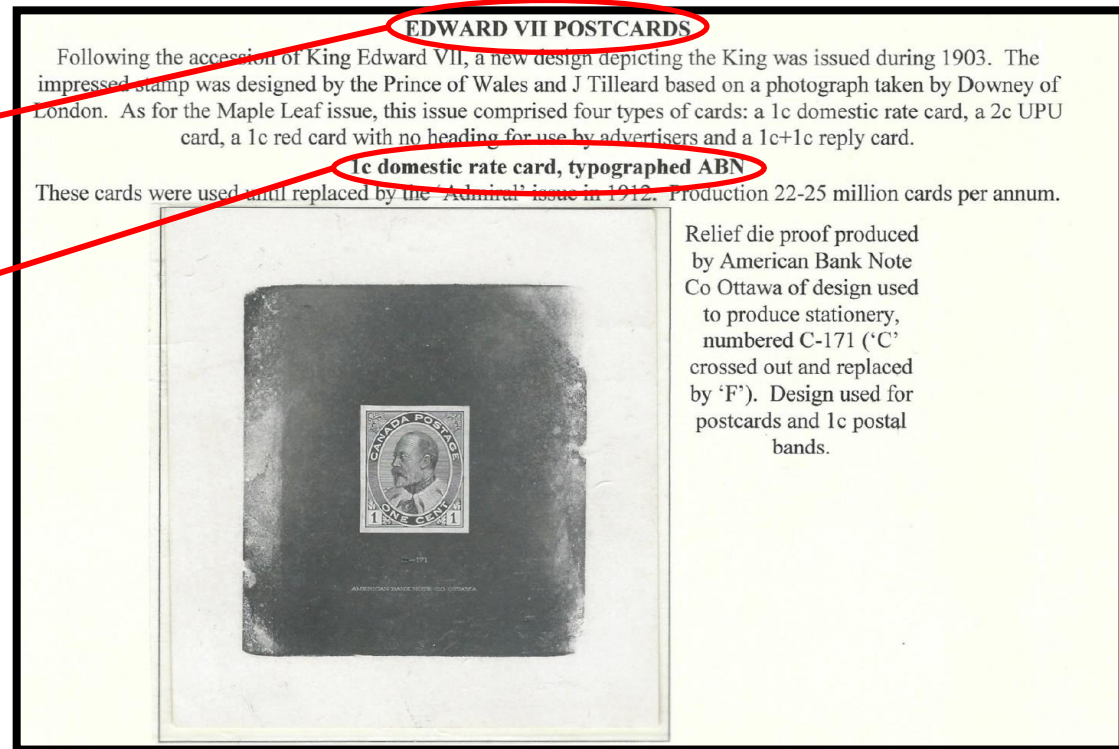
What kind of headings?

- 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



Consistency: Plan & headings

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.

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Profile Issue	1935-1936	4

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



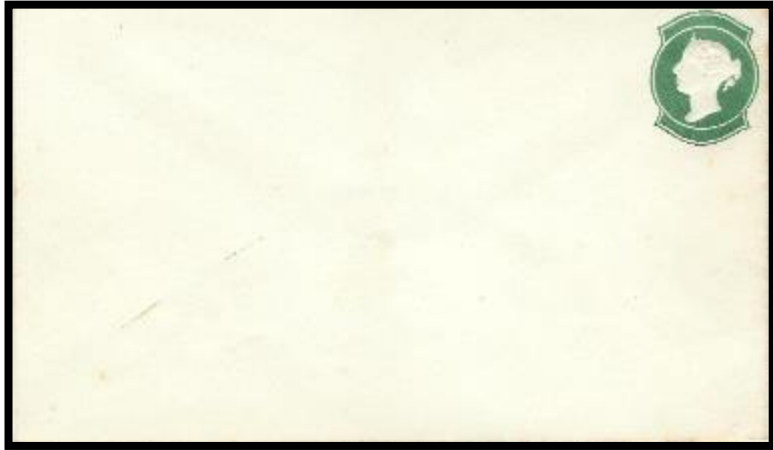
The Balance in My Exhibit

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			

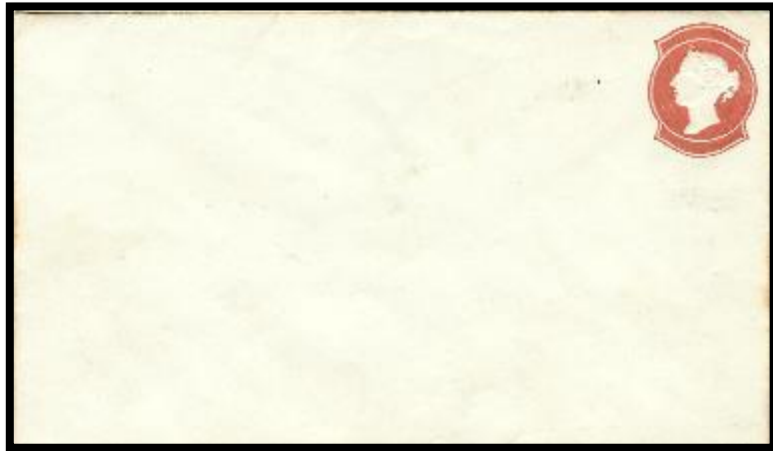
The Beginning and Ending

- 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



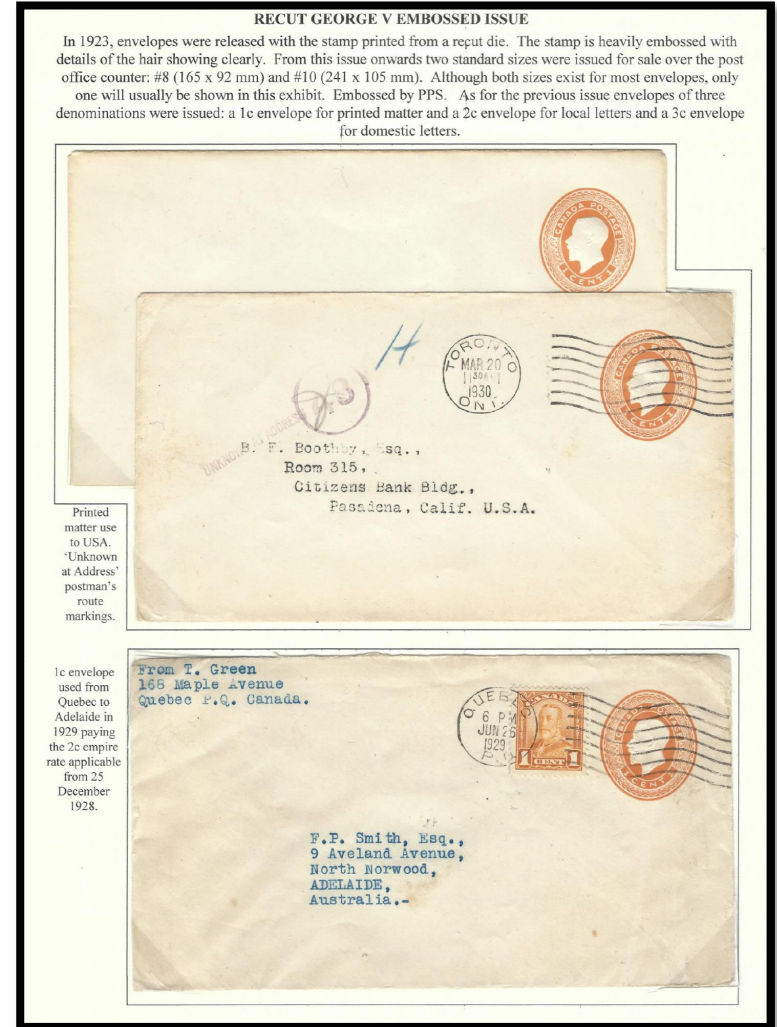
Description of Items

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

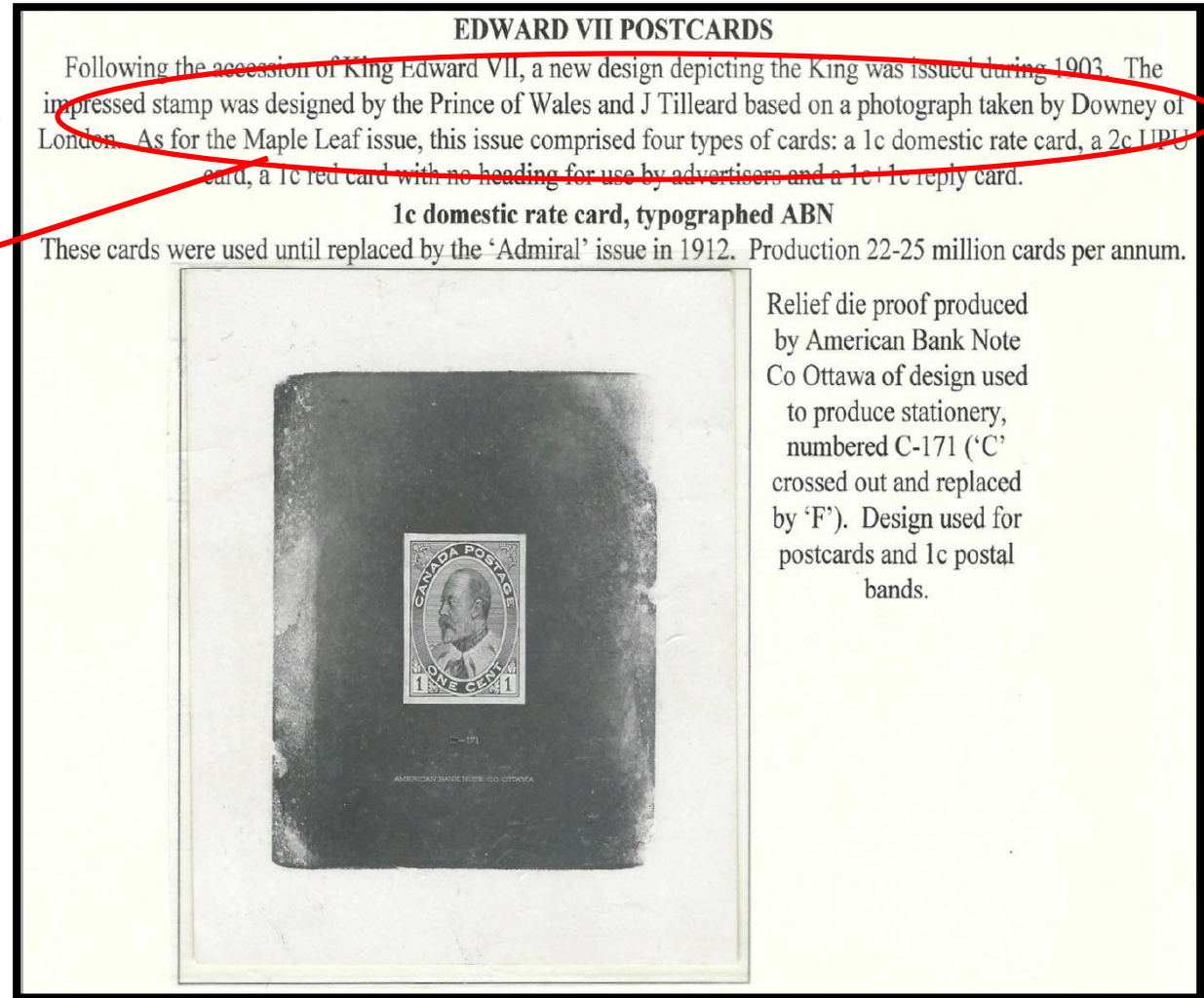
RECUT GEORGE V EMBOSSED ISSUE

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).**
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)

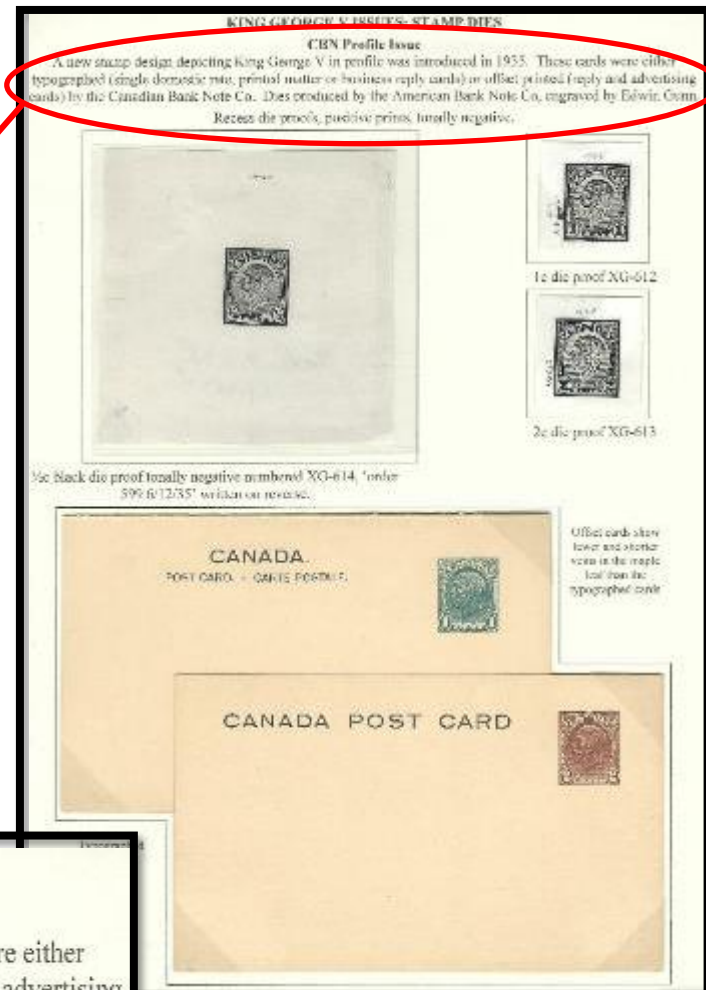
Description of Items

1. The postal stationery itself (value, type, size, die types, variety, perforation etc).
2. Printer, printing process, quantities issued and related information



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)**



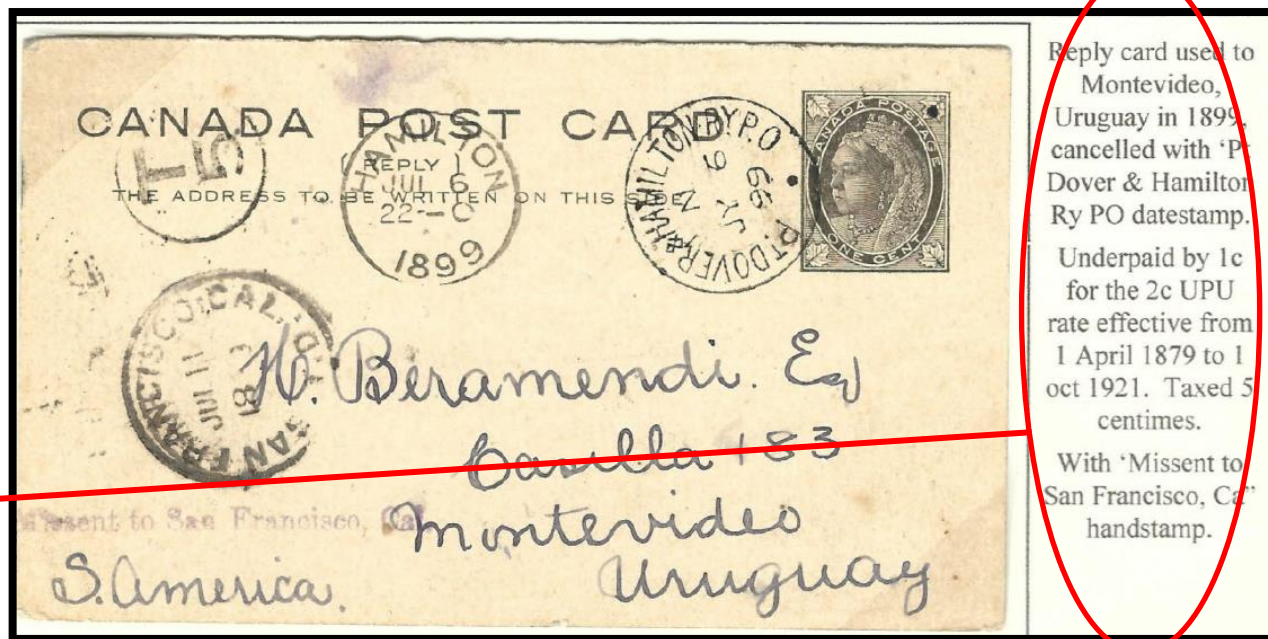
KING GEORGE V ISSUES: STAMP DIES

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.

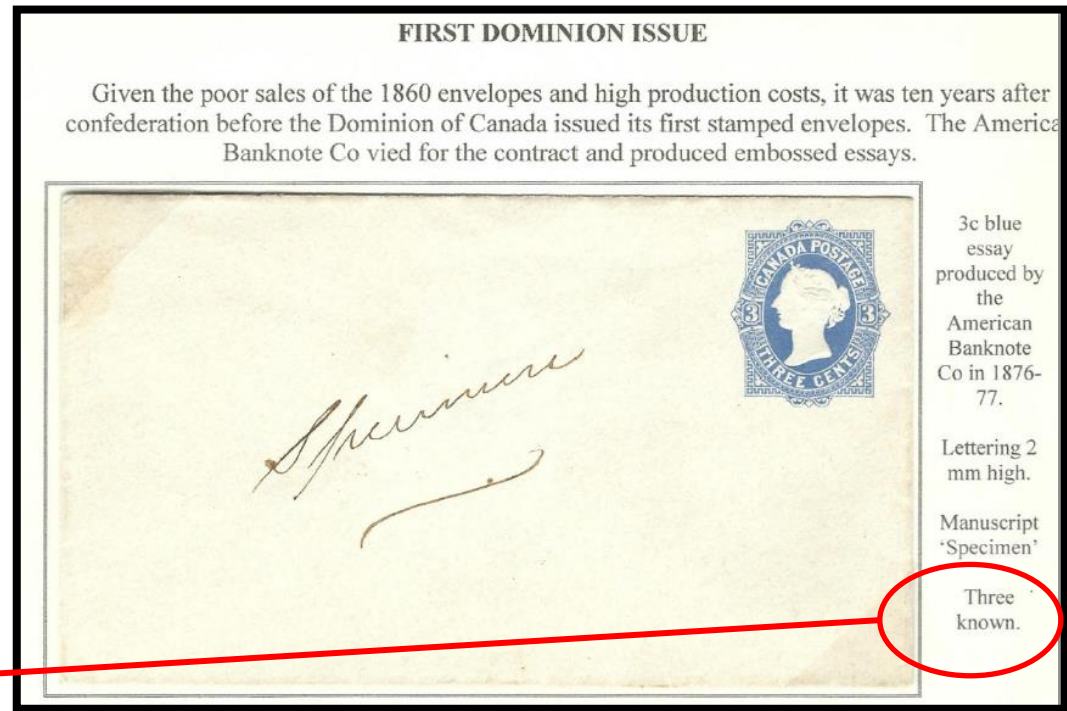
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3. Rate description (with start and end date of rate), destination, date sent and other postal history information
4. **If relevant: Rarity description (Bold**



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 reign of 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 by the frames 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 4-6)
Canada issued its first postcards in 1871. They were intended for use to Canadian destinations or, 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 grouped by the purpose of issue ie 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 Ltd, Warbutter's Toggery and De-Mars Tyre Service are included. Essay and proofs shown include:

- 1871 postcard die proof
- 1876 CPU 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
- 1914 King George V Front Face Issue essay
- 1915 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 7th 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
Dorchester, Horace W. 2000

3. Exhibit

Plan (including background)

4. Rarity Statements

5. References, Personal Study and Research

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?

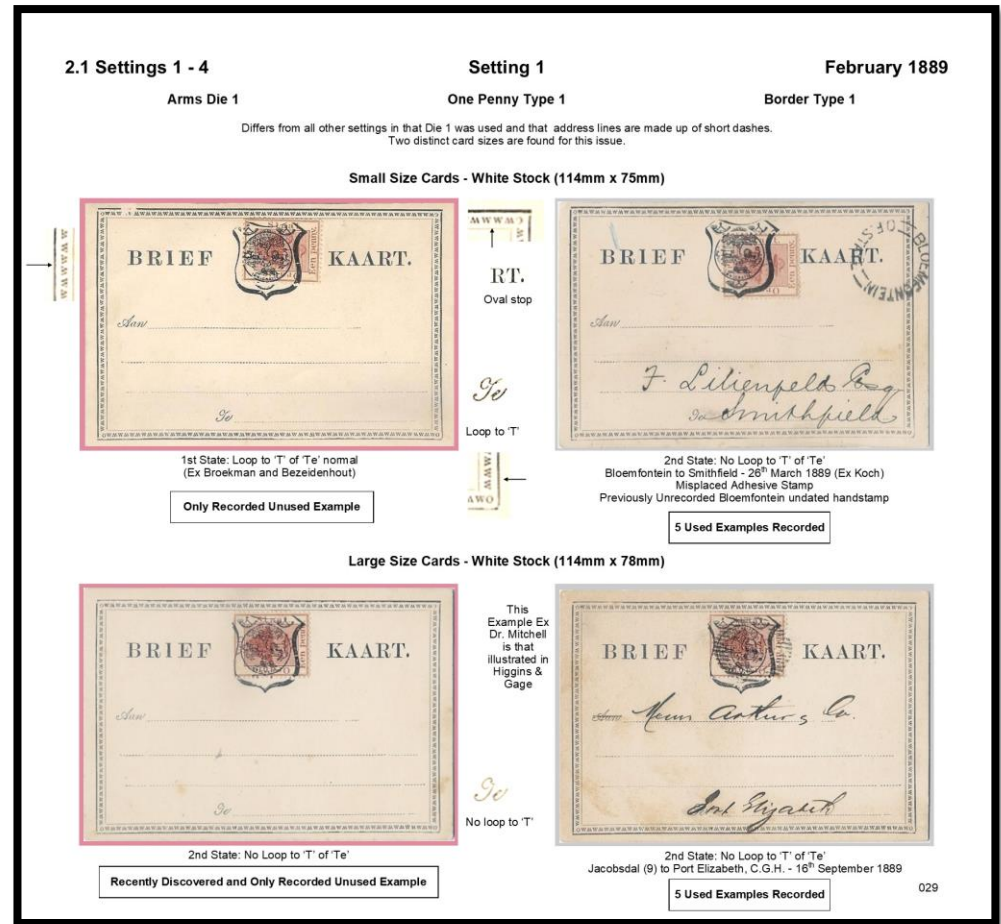
Rarity

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



Presentation (5 points)

- Good 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>

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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 to 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 to 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!

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:

<https://postalstationery.f-i-p.ch/resources/catalogs/>

Postal Stationery Societies Around the World

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

*See the complete list at:
www.postalstationery.org*

Websites

Postal Stationery Societies

Australia: www.postalstationeryaustralia.com

Spain: www.enterospostales.es

US: www.upss.org

UK: www.postalstationery.org.uk

Commission: <https://postalstationery.f-i-p.ch/>

See more links to postal stationery websites at:

<https://postalstationery.f-i-p.ch/>

Questions?