



HOW TO USE PHILATELIC KNOWLEDGE

TO SELECT AND DESCRIBE PROPER AND BORDERLINE MATERIAL



Paolo Guglielminetti

FIP QUALIFYING SEMINAR OF THEMATIC PHILATELY

AGENDA

- Regulations
- Full consistency with the general principles of philately
- Presence and balanced use of the different types of material
- Suitability of the postal items
- Philatelic Studies
- Focus on the borderline material
- Philatelic text: a tool to highlight philatelic knowledge



THE REGULATIONS

THE REGULATIONS



SPECIAL REGULATIONS FOR THE EVALUATION OF THEMATIC EXHIBITS AT FIP EXHIBITIONS

4.2.2 Philatelic Knowledge, Personal Study and Research will be evaluated considering the

- full compliance with the rules of postal philately
- presence of the widest possible range of postal-philatelic material and its balanced use
- appropriateness of postal documents
- * appropriateness and correctness of philatelic text, when required
- presence of philatelic studies and related skilful use of important philatelic material.

THE NEW GUIDELINES (1/3)



GUIDELINES FOR THE EVALUATION OF THE EXHIBITS OF THEMATIC PHILATELY

4.2.2 Philatelic Knowledge, and its related Personal Study and Research



The FULL COMPLIANCE WITH THE RULES OF POSTAL PHILATELY concerns, for instance, the presence of items that are unsuitable for collecting purposes because of their state (e.g. cut stamps or cut postal stationery, improper maximum cards)



Postal-philatelic items (e.g. stamps, postal stationery, proofs, sketches..) should be shown in their entirety.

Overlapping is allowed when showing varieties of postal stationery, in a way that the detail with the variety itself is clearly visible.

NEW

Windowing of cancellation and imprint on a postal stationery is allowed when the thematic text refers to the cancellation.

Windowing or folding is allowed for very large items such as large telegrams, complete sheets of stamps etc.

THE NEW GUIDELINES (2/3)



GUIDELINES FOR THE EVALUATION OF THE EXHIBITS OF THEMATIC PHILATELY

4.2.2 Philatelic Knowledge, and its related Personal Study and Research



The PRESENCE AND BALANCED UTILISATION OF ALL THE DIFFERENT PHILATELIC TYPES OF MATERIAL should be obtained by presenting items of all periods and from the largest number of countries, within the possibilities of the chosen theme.

THE NEW GUIDELINES (2/3)



GUIDELINES FOR THE EVALUATION OF THE EXHIBITS OF THEMATIC PHILATELY

4.2.2 Philatelic Knowledge, and its related Personal Study and Research



❖ The SUITABILITY OF THE POSTAL DOCUMENTS considers their philatelic appropriateness, as well as the selection of items of real philatelic significance rather than of extravagant pieces.

Very limited exceptions (at most one per frame on average) to this general rule are admitted, when the selected philatelic material significantly enhances the relation to the thematic text or is the only way to illustrate it.



This refers to the inclusion of both **borderline items** or **items of non-postal nature** (e.g. commercially used old *repiquages*, revenue stamps, covers with addresses sent to personalities subject of the theme, private prints, marks, vignettes and other similar material, if on postally travelled cover or document). In such cases the items must be fully justified as exceptions, thus proving the philatelic knowledge of the exhibitor.

THE NEW GUIDELINES (3/3)



GUIDELINES FOR THE EVALUATION OF THE EXHIBITS OF THEMATIC PHILATELY

- 4.2.2 Philatelic Knowledge, and its related Personal Study and Research
- ❖ PERSONAL PHILATELIC STUDY AND RESEARCH are demonstrated by the presence of:



 material which has not yet been researched for that theme, or where there has been very little research

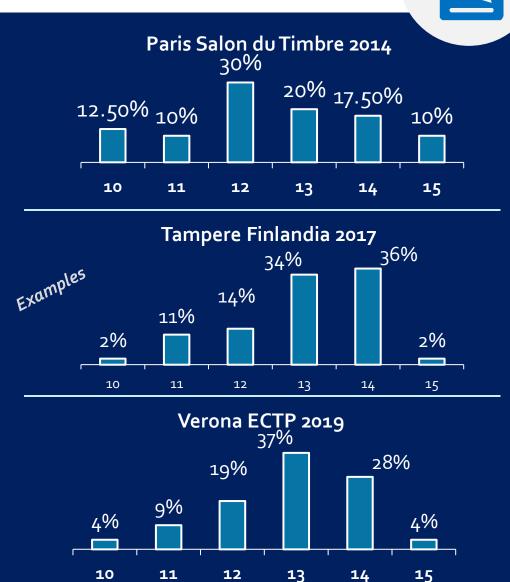


philatelic studies presenting a true, well documented, philatelic in depth analysis and which are not just an excuse for showing an accumulation of more pieces without any serious philatelic foundation.

BASIC REQUIREMENTS AND ACHIEVEMENTS

Now explicitly defined in the New Guidelines

- > BASIC REQUIREMENTS (= typically 12 out of 15 points)
 - full compliance with the rules of postal philately
 - appropriateness of postal documents
 - appropriateness and correctness of philatelic text, <u>when</u> needed
 - presence of a good range of postal-philatelic materialt throughout the exhibit and on single pages
- ACHIEVEMENTS (= additional points)
 - presence of the widest possible range of postal-philatelic material and its balanced use
 - presence of material which has not yet been researched for that theme, or where there has been very little research
 - presence of philatelic studies and related skilful use of important philatelic material







- THEMATIC PHILATELY IS 100% PHILATELY as for other classes, so there is no reason of wrelaxation» of postal rules
- The Guidelines already provides examples of what does it mean in terms of selection of material



+	_
 Items that are cornerstone of philately 	 Items with a lower postal connotation
 Issues directly related to the issuing country 	 Speculative issues / not respecting UPU code
Normal issues	 Parallel imperforate issues
 Genuinely cancelled items 	Items cancelled to order
 Genuinely carried commercial mail 	 Souvenir items created for collectors
 Thematic cancellations on genuinely carried items with correct postage 	 Thematic cancellations on not carried or underfranked items
Correct postage frankings	 Overfrankings due to philatelic reasons
 Meter frankings with correct postage 	 Meters with "ooo" or other uncorrect postage

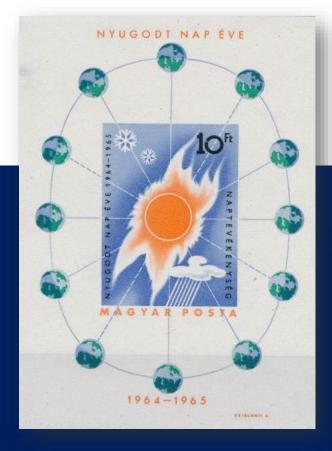
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SELECTION CRITERIA

NORMAL ISSUES VS IMPERFORATE ISSUES

Imperforated items issued for pure advertising or philatelic reason (e.g. in French area, Romania or Hungary) shall be avoided in favour of the normal, perforated issue

This despite the imperforated were issued in lower quantities, e.g. in France 1.000 or 2.000 units – from few hundreds to several thousands in Hungary, since the imperforated shall be considered as "souvenir" material

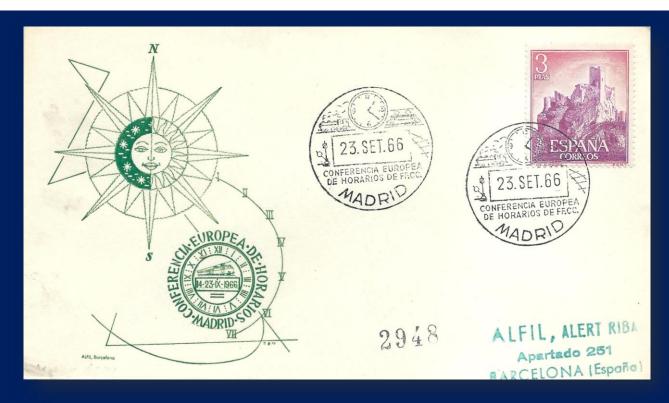




NYUGODT NAP ÉVE







Thematic cancellation on item carried by mail and correctly franked, but prepared as souvenir for collectors



SELECTION CRITERIA

SEARCH FOR GENUINE MAIL EVEN FOR THEMATIC POSTMARKS

Thematic cancellations on genuinely carried items of commercial mail, with correct postage



SELECTION CRITERIA

CORRECTLY FRANKED OR OVERFRANKED ITEMS

Registered letter from London, British Empire Exhibition 1925

Both registered letter present the stamps issued for the Exhibition and the special postmarks and registration label.

The second item includes a different stamp, but this allow a fully correct franking.

Postage 5 p. =

1st domestic letter rate 1,5 p.

registration fee 3 p.

over-franking of 0.5 p.



Postal rate 4.5 p. = 1st domestic letter rate 1.5 p. registration fee 3 p.







COMMON ERRORS

«SPECIMEN» produced by Italian Association of Meters Collectors (AICAM)

They are souvenir prepared for the collectors, <u>not "specimen" of meters that will be actually used for franking</u>

[often see in foreign thematic exhibits since images are often very useful from a thematic point of view]

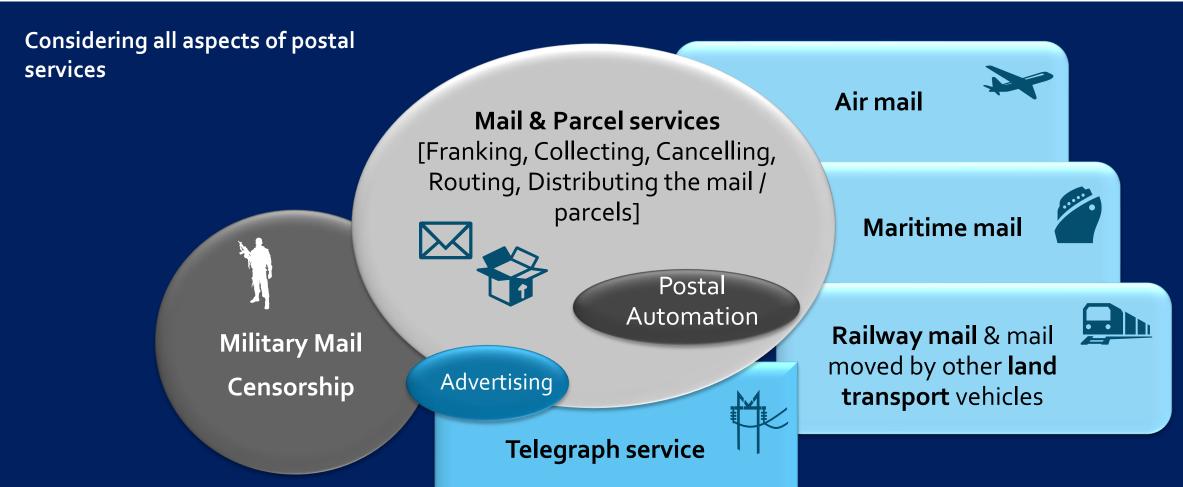




PRESENCE AND BALANCED UTILISATION OF ALL THE DIFFERENT PHILATELIC TYPES OF MATERIAL

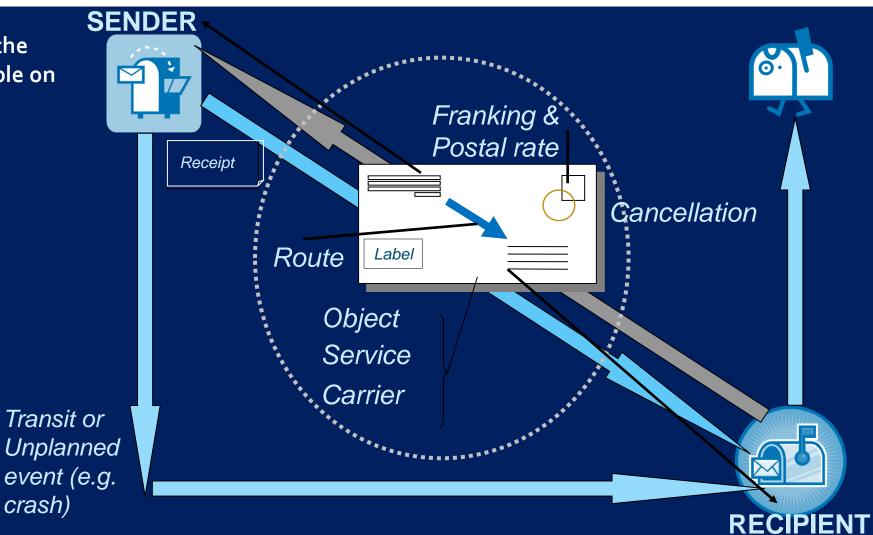
- **❖ VARIETY IN TERMS OF TYPE OF MATERIAL**
 - Considering all aspects of postal services
 - Considering all aspects of the postal process as identifiable on postal items
- **❖ VARIETY IN TERMS OF PERIODS & NUMBER OF COUNTRIES**







Considering all aspects of the postal process as identifiable on postal items





Summarising, it is suitable to present a variety of:

- franking methods (stamps, meters, postal stationery, free franking, etc,)
- cancellation methods (city handstamps, machine cancellations, special postmarks, handwritten cancellations etc.)
- routes, transits and transport means (if relevant for the topic)
- postal services (mail / parcel / telegraph), and
- objects (letter, postcards, etc.) and additional services (registration, special delivery etc.) if relevant
- advertising on postal items
- unplanned events (wrecks & crashes, natural disasters, robberies and other attacks)

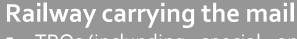
BEST PRACTICE

Guide the selection by actual knowledge, not (only) by extensive browsing dealers stocks & auctions



EXAMPLE FROM MY
EXHIBITS «The unfinished network
History of African
Railways"

Focus on postal history items\







Transport of parcels & newspapers (Algeria, Congo, Rhodesia, S. Africa)



Train crash, fires & interrupted mail



Post offices and agencies of railway stations & cities built because of the railways



Free frank and official mail of railway companies



Military mail related to the railways





Train crash, fires & interrupted mail

KABALO – ALBERTVILLE TRAIN FIRE, 1925

From Kindu, 14.04.1925 to Bruxelles –
Mail damaged by the fire on the train
Kabalo – Albertville (today Kalemie) on
the line between river Congo and
Tanganyika lake operated by the
"Compagnie des Chemins de Fer du
Congo Supérieur aux Grands Lacs
Africains »; linear 3-lines black cachet
explaining the damage (only piece known
– not recorded by Gwynn-Hoggarth)







The post office at "Escarpment" was opened on the top the rift escarpment during the construction of the Uganda railway.

The crossing of the Escarpment was one of the most difficult section of the line (initially rope inclines were built and remain in service for almost two years before the permanent tracks were laid

From Escarpment (21.07.1933) to London, with franking of 65 cent. (combined basic and air mail rate to UK)



VARIETY IN TERMS OF PERIODS & NUMBER OF COUNTRIES



- Obviously, period and geography area depend on the chosen topic.
- The exhibitor shall avoid limiting its search on the countries that are "obvious" for the topic, and/or he knows better or for which dealers have more material

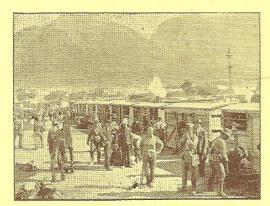


For my exhibit on African Railways I have found items also issued by ...New Zealand!
Postcard of 31.03.1900 showing NZ soldiers in Capetown boarding a military train to the Boer War front





The Address only to be written on this side.



FIRST CONTINGENT ENTRAINING AT CAPETOWN.

VARIETY IN TERMS OF PERIODS & NUMBER OF COUNTRIES



The realization of the lines in Africa had to cope also with some redoubtable insects: termite nests had to be destroyed killing all the termites and filling all cavities, while wooden sleepers had to be properly protected to avoid being eaten by white ants.

Protective coating for wood "Carbolineum Avenarius" was sold also to the Congo railways Belgium, 1932, official envelope of the postal giro service with "Carbolineum Avenarius" advertising



VARIETY IN TERMS OF PERIODS & NUMBER OF COUNTRIES

Another example of unexpected use of material from distant regions:

AUSTRALIAN REGISTRATION LABELS in an exhibit about Roman ancient history

To document the "WALLSEND" locality (end of the wall), homonymous with the English one at the end of Hadrian's Wall

di Adriano splendida a splendid military fortificazione stone fortification militare in pietra built during the edificata nella 1st half of the 2nd century A.D. secondo secolo d.C., rappresentav marked the il confine northern settentrionale boundary of the Roman dell'Impero Romano in Empire Britannia. in Britain. It has been Patrimonio Mondiale a World Heritage Site dell'Umanità dal 1987 since 1987

La necessità di difendere le frontiere dell'Impero portò alla costruzione di varie fortificazioni. A nord della Britannia venne edificato il **Vallo di Adriano**, per tutelarsi dalle bellicose popolazioni del nord.



2009, Italia, libretto contenente cinque francobolli da euro 0.65



Etichette di raccomandazione della città australiana di Wallsend (fine del muro) utilizzate in varie epoche.

Il nome della città australiana riprende quello del sobborgo della città di Newcastle, nel nord est

dell'Inghilterra, laddove terminava il Vallo di Adriano





provvisorio manoscritto 1940



SUITABILITY OF THE POSTAL ITEMS

- **❖ PHILATELIC APPROPRIATENESS**
- **❖ NUMBER AND THE JUSTIFICATION OF BORDERLINE ITEMS**
- **❖ SELECTION OF ITEMS OF REAL PHILATELIC SIGNIFICANCE RATHER THAN OF EXTRAVAGANT PIECES**

SUITABILITY OF THE POSTAL ITEMS



philatelic appropriateness This is largely covered by the full compliance with the rules of postal philately

Appropriate philatelic text will support the demonstration of this requirement

 number and the justification of borderline items Border items are admissible but in a reasonable number, justified by thematic relevance

Focus on next section

They shall be described by appropriate philatelic text

 selection of items of real philatelic significance rather than of extravagant pieces

To be avoided

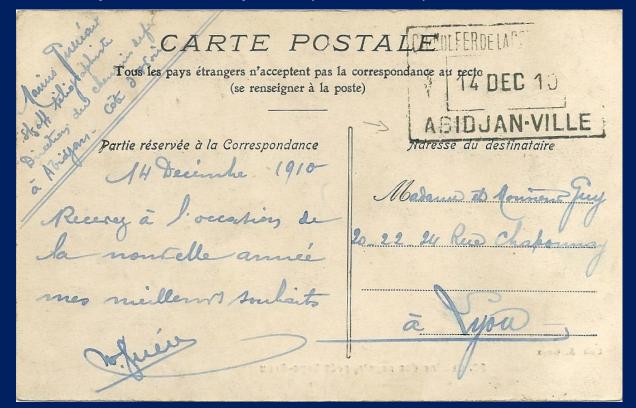
- Philatelic souvenir although highly decorative
- Issues of speculative nature, even if they are thematically "attractive"
- Inappropriate items

PRESENCE OF NOT OR LITTLE RESEARCHED MATERIAL



To document Ivory Coast railway development

From Abidjan (14.12.1910) to Lyon, free franking postcard from a telegraph employee of the Ivory Coast's Railway directorate, **boxed dated cachet of the Abidjan-Town station** of the Ivory Coast Railway





To document "tropical diseases"

Portugal, 1914, **free frank postcard** for the communication of infectious pathologies including smallpox, tuberculosis, plaque, cholera and yellow fever 28

PRESENCE OF NOT OR LITTLE RESEARCHED MATERIAL



To document how the development of the transport of mail by train also boosted the traffic of goods between Europe and the colonies

since the weight limits imposed by portage and other less performing means of transport were not a constraint any more.

In some cases, such as German South West Africa, this generated the establishment of a two tariff systems, with lower rates for parcels transported to/from places along the railway lines.

Parcel of 3 kg from Aus (German Sud-West Africa, 10.12.1913) to Ludwigsburg (Germany, 30.01 arrival postmark on the back) – parcel form franked by 2,50 marks (1-5 kg parcel rate to/from sites along the railway lines, in force between 1910 and 1914; rate for other sites would have been 0,50 marks higher, i.e. 3 marks)





cosa sono, quando usarli, come descriverli

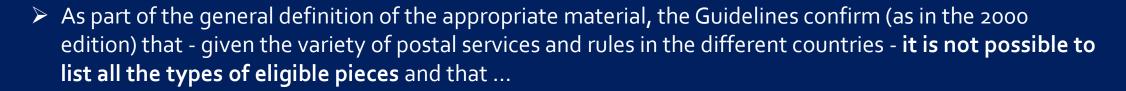
FOCUS ON THE BORDERLINE MATERIAL

- What they are
- When to use them
- How to describe them

WHAT IS THE BORDER LINE MATERIAL









> ... there are "borderline" cases between the definition of "appropriate" and "inappropriate", and which can be tolerated when they allow documenting thematic passages on which there are no other possibilities.



> The so-called pieces «Borderline» must be supported by an accurate philatelic description.



The new Guidelines now add that the **jury** will evaluate the "border line" pieces primarily by considering their **thematic meaning**, and that these should in no case be presented solely on the basis of their rarity.



➤ <u>It is therefore necessary to make good use of this freedom given to the exhibitor</u>, using these pieces only when he is reasonably convinced that it is not possible to illustrate the specific thematic passage with more appropriate pieces.

WHAT IS THE BORDER LINE MATERIAL





Inappropriate material of type "A"

Not to be exhibited

- 1. fantasy issues from non-existent postal territories
- 2. issues of exiled governments
- 3. issues of organizations without postal services
- abusive, illegal and undesirable issues, as defined by the UPU and the FIP Philatelic Congress of 1976 (and available on the website of the FIP Fight against forgeries commission)
- 5. picture postcards, unless they are postal stationery produced by a Postal Authority
- 6. privately printed or manuscript annotated military postcards and lettercards (e.g. Feldpost), unless accepted or authorized by Postal authorities as admitted to the postal privilege without other official markings



Inappropriate material of type "B"

Exceptionally admissible to illustrate (important) aspect of the theme for which no postal-philatelic material exists

- private additional cancellations and cachets applied by a sender or a supplier before mailing the documents
- private additional prints on postal stationery (also known as "repiquages")
- administrative marks (not postal), when they do not give any postal privilege
- 4. private decorations and decorative overprints on envelopes and cards
- 5. private vignettes (advertising labels), whatever the purpose of their use



B.:

- private additional cancellations and cachets applied by a sender or a supplier before mailing the documents
- Cachet of private nature applied by Belgian railways to advertise the very unusual "Radio train" service
- No other item exists to document such service
- The description openly states the nature of the item

In Belgio negli anni'30 del secolo scorso furono istituiti i «**Treni Radio**», convogli destinati ad escursioni turistiche con tutte le vetture sonorizzate che ricevevano trasmissioni radiofoniche — musicali e non — dal vagone appositamente attrezzato come studio radiofonico che era in composizione al treno.



Belgio, 1934 – Cartolina dall'escursione del «Train Radio» delle ferrovie belghe (SNCB) con il cachet del treno

B.:

- private additional prints on postal stationery (also known as "repiquages")
- Advertising overprint is of fully private nature, printed on normal Indian postcards (not "stampedto-order")
- However, it is a unique item documenting fighting against white ants to prevent building & construction, a typical issue of tropical areas such as India and Africa
- The description openly states the nature of the item

Insecticide against white ants "WHITE-ANT KILLER"

India, 1943, 9 piastres postal card with private advertising overprint

The realization of lines in Africa had to cope also with some redoubtable insects: termite nests had to be destroyed killing all the termites and filling all cavities, wooden while sleepers had to be properly protected to avoid being eaten by white ants.

WHITE-POWDER.

The thing desired found at last,
The thing desired found at last,
something Rats will eat. Once eater
death sure. Rats are smart, but
WHITE-POWDER beats them,
clears out from buildings in one



ESTD. 1914.

BROUNANT KILLS

WHITE-ANTS, BUGS.
MOSQUITOS, FLIES,
COCKROACHES,

and all kinds of VERMIN PEST; even that Infected Trees and under-ground Ant-heaps. Flooring, Joists Woodworks, &c., in Buildings in course of Construction can be made proof against White-Aats by applying three coats of BROUNANT.

Rs. 1/4 per quarter gallon; Rs. 2/4 per half gallon. Rs. 4/4 per gallon. Five gallons and over Rs. 4/- per gallon.

(Ex-godown)

WHITE ANT KILLER CO.
13B, Jadu Pandit Koad, Calcutta.
SOLE AGENTS:—

FRANK ROSS & CO. LTD. 15/7, CHOWRINGHEE, CALCUTTA.

N. B.—Free Samples are not sent.



B.3

- administrative marks (not postal), when they do not give any postal privilege
- Letter from Bari, March 12, 1907, to Parma, with the heading of the Italian Society for Southern Railways overprinted "FERROVIE DELLO STATO" to signify the transition that took place after the end of the agreements with the companies that operated the various railway networks of our country, which took place on 1 July 1905
- The only way, in all probability, to document this important passage in the history of Italian railways with a piece traveled by post

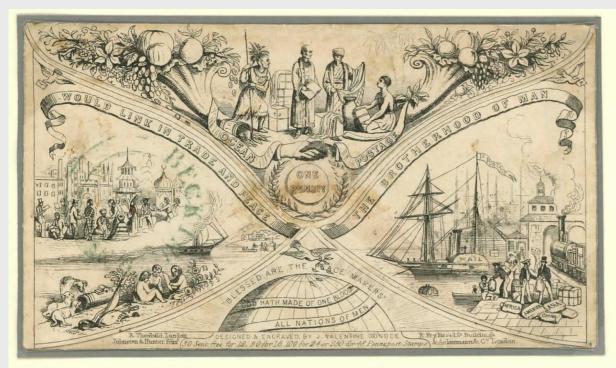




B.2

- private decorations and decorative overprints on envelopes and cards
- Valentine anti-slavery propaganda envelope, 1853
- The envelope was regularly mailed but, as correctly stated by the exhibitor, its use to show the printed decoration classify it as "borderline material"
- It allow showing the early development transatlantic trade in the mid-XIX century with a contemporary item

Wolf Hess, Life and fate of the Ameruca Natives



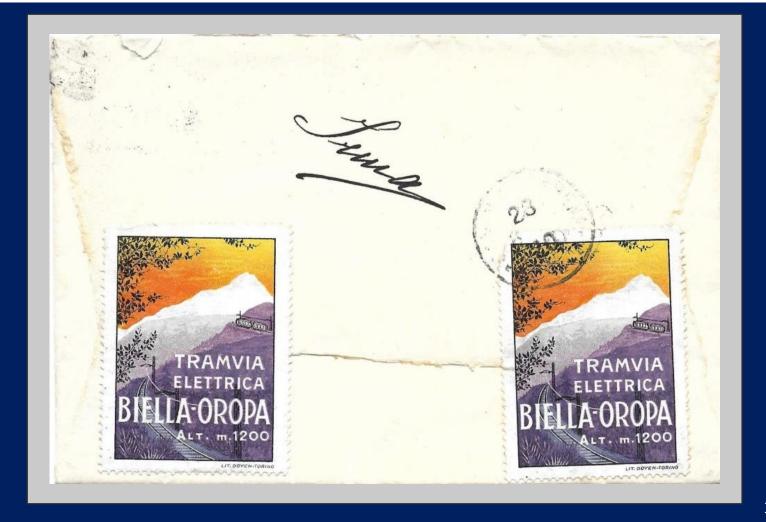
Clothes, tools and knickknacks were exchanged for furs, overtaxing not seldom the American Indians in barter deals.

(Valentines Anti-Slavery Propaganda-envelope (IX/44) 1853; only a few envelopes are recorded carried by the post; prepaid- from BECKING to BOMBAY –1/10 d.; demonstrating the early transatlantic trade, - nevertheless "borderline material")



B.5

- private vignettes (advertising labels), whatever the purpose of their use
- Advertising labels sealing a letter for the Biella - Oropa electric tramway, on a letter from Biella (22.06.15) to Sampierdarena
- Presenting them on letters, when they actually fulfill the role of closing the letter, highlights the connection with the transmission of correspondence and the maintenance of the secret of mail.



OTHER EXAMPLES OF BORDERLINE MATERIAL



There are several other items that could be classified as «BORDERLINE» such as

- A. Unofficial overprints on postage stamps
- B. Stamps for telephone service
- C. Stamps for the social contributions of post office employees
- D. Revenues not used postally
- E. Postage stamp holder labels
- F. Letters not passed through the postal service
- G. Shipments franked by subscription or account with the post office
- H. Encased stamps used as cash etc.

















PHILATELIC TEXT: A TOOL TO DISPLAY PHILATELIC KNOWLEDGE

- Correctly classify the material
- Differentiate similar items
- Describe unusual or borderline material
- Highlight uncommon / rare items
- Identify / describe transport means or routing
- Describe the tariff when necessary

PHILATELIC TEXT: A TOOL TO DISPLAY PHILATELIC KNOWLEDGE



Guidelines

"A short explanation is required only when the material is not self-explanatory or there is a need to illustrate special research. A philatelic text can be used when a specific philatelic characteristic of the item is not easily recognizable, for documenting the use of revenue stamps, or for presenting a philatelic study. Boosting definitions, in the style of those of the auction-catalogues, are inappropriate."

Correctly classify the material

e.g. type of proof, type of stamp variety, local stamps issuing authority, meters' types etc.

Differentiate similar items
Similar cancels / stamps / p.
stationery / overprints ...
highlighting differences

Describe unusual or borderline material

- postal advertising items
- revenue stamps
- free franking (and its reason)
- postal labels
- airgraphs v-mail
- any borderline item etc

Highlight uncommon / rare items

Identify / describe transport means or routing especially when thematic

relevant

Describe the tariff when necessary

- Relevant rates from a thematic point of view
- Is the rate correct or note?
- Combinations with short time validity

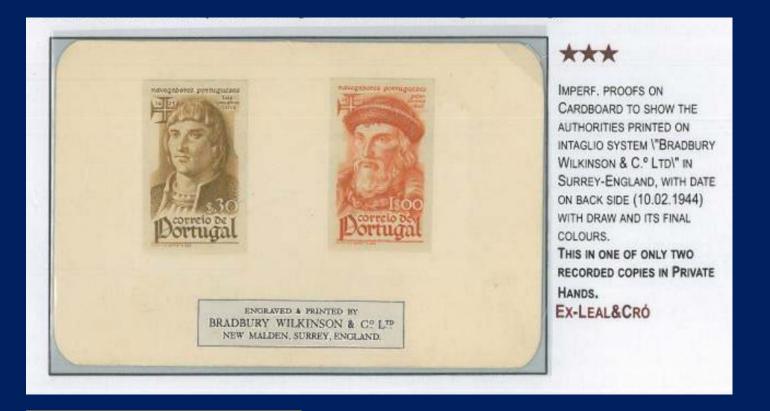
BEST PRACTICE

Correct and concise philatelic text, showing the proper selection and understanding of items from the exhibitors, but avoiding unnecessary details



e.g. type of proof, type of stamp variety, local stamps issuing authority, meters' types etc.

Highlight uncommon / rare items



Paco Piniella, *The Conquest of Horizon*

WHEN A PHILATELIC DESCRIPTION IS



H. Hissboeck, Let's talk about wine

SUITABLE

Describe unusual or borderline material

- postal advertising items
- revenue stamps
- free franking (and its reason)
- postal labels
- airgraphs v-mail
- any borderline item



Russian Charity Letter No. 25 from St. Petersburg, unused, approved for publication on 12/9/1898 with an advertisement for the cultivation of plants. The postage cost 7 kopeken, funding through advertisements lowered the sale price to 5 kopeken. There were 136 different letters with a circulation of 3000 pcs. each.

6.2 Also have a new "real lion" friends

I am not the only real lion stay in this zoo.

We have some friends, they come from South Africa ...



Differentiate
similar items
Similar cancels /
stamps / postal
stationery /
overprints ...
highlighting
differences

n Old

1961, South Africa 5c imprinted stationery envelope, up-rated with 221/sc to pay the rate of sending registered airmail letter from Jacobs South Africa 19.8.1961 to Texas USA 24.8.1961. The stamp for postage must be added on registered entire with 5c prepaid registered fee with "Republic of Republick van" bilingual overprint

1954, 6d registered entire 1961, 6d registered entire since 1961, the currency change with 5c revaluation overprint "Republic of Republiek van" from Pound to Rand 1961, 5c registered entire bilingual overprint South Africa, upon formation the country was named the Union of South Africa, reflecting its origin from the unification of four formerly separate British colonies. Since 1961 the long form name has been the "Republic of South Africa". In Dutch the country was named Republiek van Suid-Afrika

T. Putranto, Journey of an Old King from Serengeti



Describe the tariff when necessary

- Relevant rates from a thematic point of view
- Is the rate correct or note?
- Combinations with short time validity



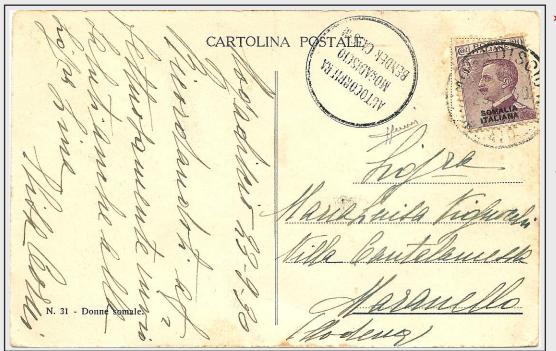


Air registered letter from Bawjiasi (24.10.1950) to London, franked 1 sh. 6 p. (6 x 3 p.) for first weigh letter rate (2,5 p.), registration fee (3 p.) and airmail surcharge (1 sh.); 0,5 p over-franked.



Identify / describe
transport means or
routing
especially when
thematic relevant

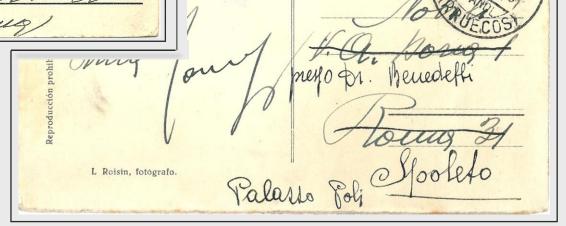
Paolo Guglielminetti, **The** unfinished network – History of African railways



★ From Mogadischu to Maranello (Italy), 23.09.30, transported by the Mogadischu – Bender Cassim coach as indicated by the round mark (service started in 1929 allowing the connection with steamers crossing the Aden Gulf)

For passenger transport, the axes with relatively lower traffic, i.e. not justifying the building of a railways, started to by served by **road public transport services**.

From Tetuan (Spanish Morocco) to Spoleto (Italy), 5.08.33, postcard posted on the mailbox on the local buses as indicated by the linear marking



FINAL SUGGESTIONS



Philatelic knowledge allows selecting appropriate material and properly describe it



The philatelic text is a powerful tool to explain items' selection and display philatelic knowledge



Knowledge, study and research shall evolve with the progress of the exhibit, also because they take time to mature



Philatelic knowledge must be developed and shown in all parts of the exhibit



Even great rarities require an appropriate description



Use borderline items only when it is not possible to illustrate the specific thematic passage with more appropriate items, and always provide a careful description of them