

ABPS

Judging and Exhibiting Seminar

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Grosvenor Philatelic Auctions

Exhibit Evaluation

- Overview of Exhibit Structure - Brian
- Knowledge and Research - Frank
- Presentation - Chris
- Introductory Page - Chris

There are only Three Basic Elements of Philatelic Exhibits

- After subject selection
- Philatelic material
- Philatelic knowledge
- Treatment of these two

Philatelic Material

- Most fundamental of the three
- Without which there is no philatelic exhibit
- The pillar on which the exhibit is built

Philatelic Knowledge

- How the philatelic material is understood
- Determines what material is to be acquired
- Deeper the knowledge the better the insight into material acquisition

Treatment

- How the knowledge is used to showcase the material
- What the exhibitor has done with the material and the knowledge

Acquisition and Interpretation

- Knowledge acquisition requires time and effort
- Material acquisition requires time and effort and also money
- More of these can lead to a better outcome
- Treatment is the interpretation of the knowledge and material

The Exhibit

- The material shown is the core around which the exhibit is built
- Knowledge and how it is demonstrated in the story shows what the exhibitor knows about the material
- Treatment is how that knowledge has been used to tell the story

Judging and Exhibiting

- Two sides of the same coin
- Same concepts apply
- Judges should also be exhibitors

Traditional Philately

where most people start

- Originally there were no exhibiting categories, just one large 'pot' of material for exhibits
- The remainder of that 'pot' is now **part** of Traditional Philately

What is Traditional Philately?

Usually the Study of Postage Stamps

and

Everything else that does **NOT** fit into any
other exhibiting category

and

also everything else that **DOES** fit into any
other exhibiting category!

Other Classes

- Postal Stationery is about the stationery
- Postal History is about the routes and rates
- Revenue is about the revenue stamps
- And so on
- It is usually about:
 - Story development
 - The stationery, stamps, routes, rates etc
 - Reason for their existence

Exhibit Treatment Aspects

- What makes a good exhibit?
- Relevant for exhibitor and juror
- What the exhibitor **explains**
is
what the juror **judges**

Exhibiting and Exhibitors

- Exhibitors will almost certainly know more about the exhibit than the jurors
- Exhibitors need to clearly **explain** the exhibit to the jurors (and the public)
- Exhibiting is a learning process

Subject Choice

- Not too big and not too small
- Smaller in-depth is usually better than bigger superficial

Material Choice

- Avoid duplication
- Show only items directly related to the subject
- Show only good quality material if possible
- If a very rare item is only known in poor condition, show it and **explain**
- Show clean covers with clear markings
- Make sure material is balanced and not weighted in favour of a particular aspect, or if unbalanced **explain** why!

Write Up

- Don't state the obvious
- Make it clear which part of the write up applies to which item
- Choose easily readable font and font sizes
- Don't write too much, just enough to **explain** key items
- Give relevant information only

Running Headers

- Indicate the section or chapter
- Summarise the page content
- Keep an easy to follow logical sequence
- Makes it easy for judges to follow

Typical Traditional Exhibit Structure

- Pre-adhesive stamp material (optional)
- Archival material if it exists for the subject
- All the aspects of the postage stamps
- The usage of the postage stamps

Archival Material

Unaccepted Essay



Accepted Essay





Hand Drawn Essay

The Issued Stamps

For example include:

- Singles and blocks, used and unused
- Positional pieces with printing information
- Paper types, watermarks, gums and perforations
- Errors and varieties

Small Positional Piece



With plate number
and error

Folded corner with
perforation error



Perforation Error

Best viewed with black insert behind the error

Stamps Used on Cover

- To explain why particular denominations were needed
- Show their correct usage on cover or other document
- Preferably a cover or card with only that particular denomination on it
- Interesting destinations or covers help

New airmail postage rate required a new 1s 3d stamp (possible running header)



The Story (Treatment)

- Somewhat like a book
- Needs a title and an introduction
- Needs a cohesive story line
- Broken into sections or chapters
- Needs an appropriate beginning and ending
- Overall it needs **balance**

Story Line (Treatment)

- Should be easy to follow and logical
- Make sure that it flows smoothly
- Must not be disjointed or erratic
- **Should do what the Introductory page described**

Beginning and Ending

- Must have logical starting and stopping point
- Preferably a powerful ending
- Do not leave viewer looking for what comes next
- Example of ending: New stamp issue

Ending

- Not just closing off with a powerful item
- Don't leave the viewer/judge to draw conclusions
- **Use a written closure to the exhibit**
- **Tell them why it is the end**

End Page (note Running Header)

The End of the Kings Head Design

South Africa decided to change the design of its postage stamps (including the dual purpose postage and revenue stamps) after nearly ten years of the original King's Head issue of 1913. For the new issue, each denomination was to be different. On 6 September 1922 De La Rue submitted 13 design proposals, lettered A to K. The ½d and 1d proposals (A and B) were again King's Heads. Ultimately three of De La Rue's proposals were chosen, but they lost the printing contract to Waterlow and Sons.



The unaccepted King's Head design proposal B for the new 1d dual purpose stamp. It is dated 6 September 1922, but in removing it from the Correspondence Book for the De La Rue Reference Collection, part of the dated corner was left behind. It can still be seen in the Correspondence Book today.

Reason: Change of a Design

Shows new, but unaccepted essay of the particular design

Explains the change to pictorial rather than King's Head stamps

What is Judged?

- Exhibitor has the material and the knowledge, but what has been done with this?
- How clearly and concisely has the exhibit been **explained**?
- How well has the story been told?
- **That is what is judged**

Exhibit Judging Point Categories

- Treatment (20) and Importance (10) 30 points
- Knowledge and Research 35 points
- Condition (10) and Rarity (20) 30 points
- Presentation 5 points
- **Total 100 points**

Judging Categories

- Presentation - the appearance of the exhibit
- Condition and Rarity - the material included
- Knowledge and Personal Study - what the exhibitor has **explained** about the material
- Treatment and Importance - the story and how well it has been told

Point Categories

- Some point categories are more easily assessed and **explained** (or less subjective) than others:
- Presentation – more easily
- Condition and Rarity – somewhat easily
- Knowledge and Research – neutral
- Treatment and Importance – less easily

Condition (10 points)

- Early material is not usually in the same condition as more modern material
- Condition of material available for chosen subject is relevant
- Exhibit material is evaluated in this context
- Condition must be objectively evaluated

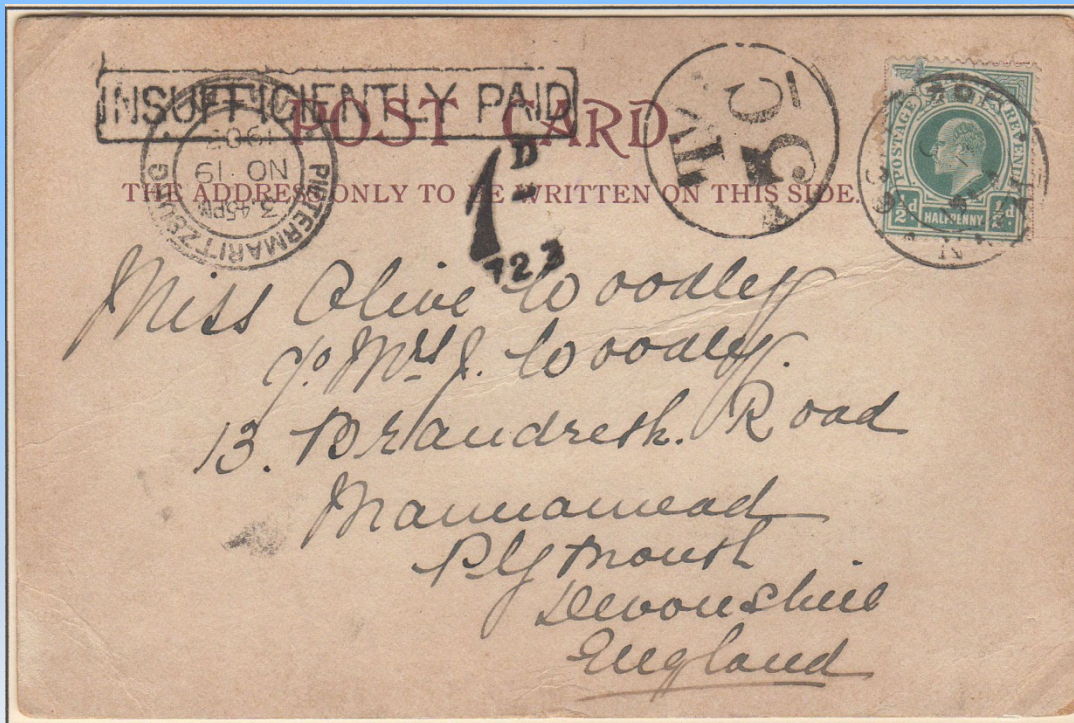


Some stamps are difficult to get with 4 margins because of limited cutting margin and non alignment.

Condition

- Is material of the best possible quality?
- Is ordinary material without defects?
- Are more difficult items the best available?
- Are postmarks clear and covers clean ?
- Are there tears, folds, stains, or missing perforations?

Condition Context - Stamp Usage



Interesting Postal
History usage, poor
Traditional usage

Not the rate the stamp
was intended for

Damaged stamp

Rarity (20 points)

- Rarity and value are not the same
- Rarity is about the numbers available and desirability
- Are the known rarities of the subject exhibited and described?

Rarity

- Are examples of the major rarities and varieties shown?
- Are essays and proofs (if they exist) shown?
- How difficult is it to find the items shown?
- **How difficult will it be to duplicate the exhibit?**

Rarity

- Does the exhibitor **explain why** an item is rare?
- Consider **only** what the exhibit contains
 - Only ordinary material cannot get high points
 - Many rare items should get high points

Relative Rarity

- Major rarities
- Important rarities
- Minor rarities

Relative Rarity

- Based on general interest and desirability
- For stamps this tends to be more visual than some other categories
- Desirability and demand are enhanced when the rarity reason is more visible

Relative Rarity – Visual



Relative Rarity – Context (Note Running Header)

Basutoland Official Stamps Usage

Basutoland decided to follow what several other countries did and overprint stamps for official use. These stamps were intended for government officials to use on external mail sendings, as local official mail was sent free of charge.



An Official cover sent from Maseru to the Director of the Colonial Office Library in London. This was sent at the external rate of 2d for the first ounce.

These were prepared without the consent of the High Commissioner, and were not sold to the public. There were 300 each of ½d, 1d, 2d and 6d overprinted. They were supplied in January 1934 for use by the Secretariat in Maseru. Limited usage is recorded between 28 February 1934 and 8 June 1934. The issue was then withdrawn and the remainders destroyed. Only the following numbers were issued, 24 of the ½d, 34 of the 1d, 54 of the 2d and 27 of the 6d. It is believed that some 10 of each are unused copies.

Basutoland Traditional
exhibit: very rare stamps
correctly used

Basutoland Postal History
exhibit: very ordinary rate
and destination with very
rare stamps

Much greater rarity in the
Traditional context than
the Postal History context

Philatelic Knowledge and Personal Study (35 points)

- Having knowledge is not enough
- Need to **demonstrate** knowledge
- Research shown wherever possible
- **Explanation**, analysis and new facts

Knowledge and Treatment

Knowledge is what is **known**
about what is shown

Treatment is what is **done** with
what is shown

Treatment (20 points)

- Is the title and exhibit consistent?
- Does the exhibit show what the introductory page described?
- Is the subject appropriate?
- Coverage of the subject (comprehensive)?
- Balance, balance and balance!

Treatment

- Focus – are different aspects covered by the exhibit? (archival material, issued stamps, errors and varieties, usage, rates, routes. etc)
- Consistency – is there balance across the different aspects covered?
- Scope – is the exhibit scope clear and logical?

Treatment - Scope

- Is the scope well defined? (what is included, and what is not)
- Subject Development – does it match the scope?
- Are there well defined **start** and **end** points?

Treatment - Development

- Is there section or chapter balance?
- Is this logically based on the exhibit subject?
- Is there too much or not enough material to properly **explain** the subject?

Treatment - Development

- Is the structure and sequence appropriate?
- Is the sequence clearly defined? (could be chronological?)
- Are there any **unexplained** gaps?

Treatment - Development

- Is the appropriate material selected?
- Is the material adequate to **explain** the subject?
- Are there few or no redundant examples – including rarities?
- Is it missing important items?

Importance (10 points)

- This is in part philatelic importance (or significance) of the subject
- Involves general philatelic interest and difficulty of the subject
- Also in part exhibit content in relation to the subject (how comprehensive is it?)

Importance

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

Importance - Example

Total 10 points

Unofficial personal guideline:

- 5 points for general philatelic significance
- 5 points for the content within that choice
- Even if low significance (say 3 points), but comprehensive content (say 5 points), total 8

Importance – Time Period

Philately of a country founded within a later time period is as important as the philately of an earlier one – as are later issues compared to earlier ones

Importance - Scope

Broad scope subjects can be more important than narrow scope subjects. **However**, treatment of broad scope exhibits is more difficult.

Jurors Responsibility

- To be liberal in interpreting the regulations (for example material included)
- To give the exhibit **as shown** the most appropriate award
- To give helpful and positive feedback
- To help the exhibitor improve and achieve an even better result

Jurors Responsibility

Remember

- The subject is the exhibitors passion
- With very few exceptions, exhibitors knowledge will be greater than the jurors

Therefore

- Help the exhibitor to portray that knowledge and tell a good story in an attractive way
- In other words, to help the exhibitor improve and get the highest award possible

In Summary

Judges responsibility is to
ENCOURAGE and **GROW** exhibiting