

PRINTED MATTERS

THE PHILATELIC MAGAZINE



Cover story

Celebrating 150 Years of the Embossed Imperial Eagle Stamps

Profiles in philately Dr Heinz Jaeger – Medical doctor, art lover and exceptional philatelist

News from Wiesbaden Award-winning media work in philately

Historical background Leipziger Courier – A powerful episode in postal history



HEINRICH KÖHLER

Germany's Oldest Stamp Auction House

Dear readers,

The early 1870s marked what is known as the Gründerzeit (founding era) in Germany. The German people had won the Franco-Prussian War and were experiencing an economic boom. The founding of the German Empire in 1871 brought political unity, soon followed by the first stamps. Check out our cover story on pages three to six and travel back 150 years with us to learn more about the origins and uniqueness of the first stamps issued by the German Empire – the famous embossed Imperial eagles. This issue also presents a collector with an extraordinary approach to philately: Rüdiger K. Weng, who uses stamp collecting to document 100 of the best stories from the history of communication. Speaking of exciting personalities, this issue's profile on pages seven to nine features the Nestor of German philately: Dr Heinz Jaeger is a medical doctor, art lover and exceptional philatelist. He believes stamp collecting is the most exciting hobby a person could have, and that it truly is an elixir of life. I'd like to draw your particular attention to our article, 'A look behind the scenes at Heinrich Köhler' on pages ten and eleven.

I do hope you enjoy reading the fascinating stories we have compiled in this issue.



Yours sincerely,

Michael Hilbertz,
Senior Philatelist at Heinrich Köhler

TABLE OF CONTENTS

Cover story Celebrating 150 Years of the Embossed Imperial Eagle Stamps	3
Profile in philately A visit with Dr Heinz Jaeger	7
Insight A practised team of experts	10
Historical background Leipziger Courier – A powerful episode in postal history	12
Our page Cliff Schön – Philatelist from head to toe	14
News from Wiesbaden Award-winning media work in philately	15
International impressions New record-setting results at the 7th ERIVAN Auction	16
Preview Inseparable for 114 years	18
Fascinating facts Franking rarities from the post-war period	19

PUBLISHING DETAILS

Publisher:	Heinrich Köhler Auktionshaus GmbH & Co. KG Hasengartenstr. 25, 65189 WIESBADEN, GERMANY Tel.: +49 (0)61134149-0 E-mail: info@heinrich-koehler.de
Project manager:	André Schneider
Editor-in-chief:	Peter Platz
Production:	MEDIUM Werbeagentur GmbH, Bielefeld, Germany
Printing:	PRINT PRODUKTION-SERVICE W. Hiese GmbH, Tilsiter Weg 9, 61273 Wehrheim
Image credits:	Dr Heinz Jaeger (p. 8), Peter Platz (p. 7), commons.wikimedia.org (S. 3, 12, 18), Wolfgang Jakubek (S.19)

What many leading philatelists consider Germany's last classic issue



This painting by Anton von Werner depicts the Proclamation of the Prussian King Wilhelm I to the German Emperor in the Hall of Mirrors at Versailles.

CELEBRATING 150 YEARS OF THE EMBOSSSED EAGLE STAMPS

The Prussian King Wilhelm I was proclaimed German Emperor on 18 January 1871, and 22 German principalities and three free cities joined together to form the German Empire. The beginning of this political unity also marked the start of a unified German postal service. Just one year later, the German Empire issued its first stamps, now known as the small eagle stamps. Although the process had progressed at speed, it was clear even before the stamps were officially issued that this was only a temporary solution.

Nevertheless – or perhaps precisely because of this – these small eagle stamps, like their large breast shield successors, remain extremely popular among philatelists today. Especially when collected in mint condition and in larger units, these stamps are highly valuable. But we are getting ahead of ourselves. How did this interim solution come about?

There were still two different currencies in use at the time of Germany's political and postal unification

"The establishment of the German Empire also created a unified economic and customs area. And shortly thereafter, the country took a big step towards postal unification," explains Michael Hilbertz, Senior Philatelist at Heinrich Köhler. "When the new German constitution came into force on 4 May 1871, the



German Reichspost (Imperial Postal Service) succeeded the Norddeutscher Postbezirk (North German Confederation Postal Service), which had been created on 1 January 1868.” The Reichspost unified the postal service for the German principalities and free cities. “The Reichspost did not include the Kingdoms of Bavaria and Württemberg, which maintained postal sovereignty and continued to issue their own postage stamps,” Hilbertz adds. “They worked at top speed to issue new, standard postage stamps for the numerous other German states that now formed unified Germany.” These stamps were ultimately issued on 1 January 1872 – in 11 different face values, six with nominal values in groschen for the northern imperial regions, whereby one thaler was equal to 30 groschen. The other five stamps were issued with nominal values in kreuzer, since the southern imperial regions at the time used a guilder currency, whereby one guilder was equal to 60 kreuzers.

The design symbolised the pride behind this new unification

The design featured on the small eagles is a symbol of the pride felt in this newly achieved political unity. The eagle: king of the skies, a symbol of sovereignty that adorns the coat of arms of the Federal Republic of Germany to this day. By the time Wilhelm I was proclaimed the first German Emperor in the Hall of Mirrors at Versailles, the hall had been decorated with a colossal eagle looking to the right. A shield with the Hohenzollern coat of arms was emblazoned on its chest. “Just a few months later, the Emperor had the Hohenzollern coat of arms on the breastplate replaced



At Heinrich Köhler's 371st auction, this unique essay for the issued Brustschild stamps fetched 32,000 euros.

with the crowned Prussian eagle. And it was the Emperor's wish that this coat of arms, featuring the Prussian eagle, should also adorn the first stamps issued by the German Empire,” says Michael Hilbertz. And thus, the small eagle stamps were born. The preparations behind these postage stamps are documented in a unique essay for the stamps, which still bears the inscription DEUTSCHES REICHSPOST-GEBIET instead of DEUTSCHE REICHSPOST, with the price increasing from 10,000 to 32,000 euros at the 371st Köhler auction in September 2019.

Stamps that bear a politically explosive coat of arms

One would be forgiven for assuming that these small eagle stamps would have been reprinted as needed over several years, as is typical of postage stamp series. But this was not the case. The stamps were only produced for a few months. By June 1872, just six months after the stamp was first released, the German Empire's second stamp series was issued – the large eagle stamps, featuring the eagle with a large breastplate. So what happened? “Just a few months before the first stamps were issued, historians and heraldry experts convinced the Emperor that the Hohenzollern coat of arms would be decidedly more appropriate than the Prussian eagle for the German Empire's postage stamps,” Michael Hilbertz explains. “After all it was ultimately not Prussians, but the House of Hohenzollern, who ruled over the German Empire.” With that, work began immediately on the new designs. However, it was clear to everyone involved in the decision that these stamps would not be issued quickly. In keeping with the tradition of Prussian punctuality, however, the decision was made to keep to the original deadline of 1 January 1872. The Emperor then quickly decided that the postage stamps with the politically explosive coat of arms should be issued first as originally planned, but that the new stamps should be issued as soon as possible. Both the small



Left: A mint block of 16 No. 1 small eagle stamps. Mint small eagle stamps are highly sought after.



Rare, mint block of four stamps – the two-kreuzer small eagle and the nine-kreuzer large eagle.

and large eagle designs were issued with elaborate combinations of letterpress and embossed printing, with the coloured frames first produced by letterpress and the coat of arms then embossed.

Rare, highly sought after mixed frankings

The monetary union in the German Empire still took some time to be completed. Even though the shield stamps only served as valid postage in the respective monetary areas in the north and south, historians have seen fascinating mixed franking using both groschen and kreuzer stamps. The reason: as a gesture of goodwill, post office clerks occasionally accepted mail which was franked with stamps that were not actually valid in their postal area. However, if the conversion factor showed that the postage affixed was insufficient, they re-franked the letter with the postage stamps valid in their area. The key word here, though, is 'occasionally'. Mixed frankings with both groschen and kreuzer embossed eagles are rare, and are therefore highly sought-after by collectors.

Top collectible area, full of rarities

One popular area of specialisation within embossed eagle stamp collections revolves around the different uses of

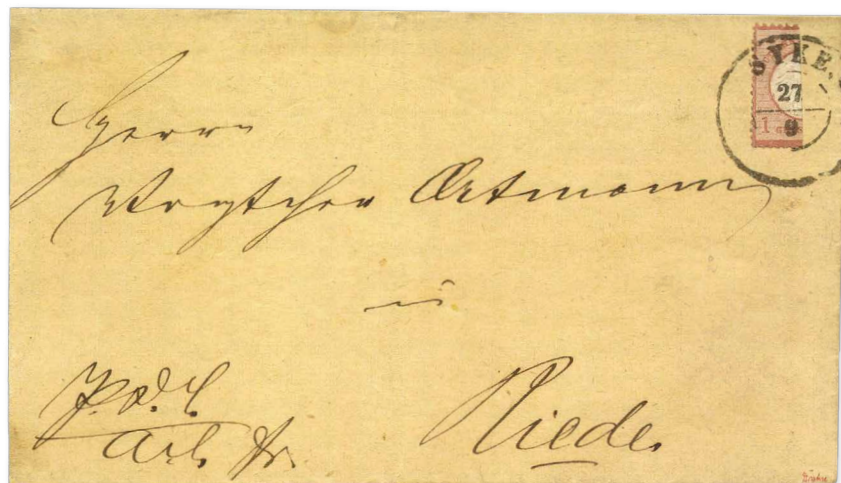
postmarks after the Reichspost was first established. "We're talking about reusing older postmarks from the various German States," says Michael Hilbertz. "Even though there were common stamps, this was not remotely the case for postmarks. Many of the post offices that had been operating on a state-by-state basis prior to unification continued to use their local postmarks." This included Baden (see our 'Profiles in philately' section, pages 7–9), as well as Braunschweig, Hamburg, Hanover, Lübeck, Mecklenburg, Oldenburg, Prussia, Saxony, Schleswig-Holstein and the Thurn and Taxis regional postal services. Fittingly, there are further rarities among the embossed eagle stamps: The Syke provisional, also known as the Syke bisect, is exceedingly rare and highly sought-after. "The one-groschen small eagle stamp was vertically bisected and used as half-groschen franking by the post office authorities in Syke in the district Hanover," Hilbertz explains. "This went unchallenged locally. Incidentally, the same procedure was later followed in Syke with the one-groschen large eagle stamps. These were also vertically bisected and used as half-groschen franking." Another sensational embossed eagle rarity found a new owner at the 6th ERIVAN Auction in September 2021. This edition presents this item and its fascinating new owner on page 6.

Extremely rare mixed franking: This official postcard form dated 24 January 1873 bears a quarter-groschen small eagle stamp in combination with the one-groschen large eagle stamp and the half-shilling Hamburg city postage stamp, which remained valid even after the standard Imperial stamps were issued.



This small shield depicts the Imperial eagle (top) with the Prussian eagle on the shield, while the large shield depicts a different eagle design with the Hohenzollern coat of arms on the shield.

The legendary Syke provisional (vertically bisected one-groschen shield stamp) is extremely rare. This letter, addressed to a Mr Ortman (a head official) in Riede, was part of the collection of the Russian Grand Duke and philatelist Alexander Mikhailovich Romanov.



Rüdiger K. Weng collects unique written historical testimony

After more than 30 years, Rüdiger K. Weng rediscovered his passion for philately.



100 top stories from the history of communication

Rüdiger K. Weng turned his collecting hobby into a career. He founded Weng Fine Art in 1995, which is now recognised as a successful, top-tier international art trading company. Rüdiger K. Weng began collecting stamps at the age of eight. In the late 1980s, however, Weng's passion shifted to another kind of collecting. He has since compiled what is probably the world's largest collection of historical bonds. But his passion for stamp collecting made an impressive comeback about a year ago.

"It was an article in the online art magazine Monopol that triggered it. I was reading a really interesting story about the treasure trove someone had found in an attic, which included a letter bearing a strip of three one kreuzer black stamps (Schwarzer Einser from bavaria)," explains the 58-year-old. "This is so rare in the world of classical philately, and this immediately reignited my passion for stamp collecting." Dieter Michelson, Managing Director at Heinrich Köhler, adds, "It brings me great joy to know that our media efforts have brought an originally enthusiastic collector like Rüdiger K. Weng back to the world of philately. That is precisely our aim, after all." For this and many other reasons, the Heinrich Köhler auction house's press work was recently rewarded (see page 15).

A distinguished collection based on an unusual concept

Weng decided to purchase the phenomenal Bavarian letter. "It made me think of my father, as it was he who originally kindled my love of philately. What would he say if I could show him that letter?" And what did his dear father say when his son actually did present him with this precious Bavarian artefact after an auction at Heinrich Köhler? "He was speechless. But you've no idea just how much a 94-year-old's eyes can light up," Weng happily reminisces. The spectacular Bavarian treasure has now taken its place among Weng's discerning collection. And the Krefeld native had a special concept in mind when curating his own collection: "I am collecting 100 top stories from the history of communication, so 100 items that tell some really special stories indeed." And another postal rarity found its way there only recently. At the 377th Köhler auction in Wiesbaden in September 2021, Weng bid with great determination to purchase one of the very first letters to bear imperial German stamps (no. 1 and 3), quarter- and half-groschen small eagle stamps. When the hammer came down at 130,000 euros, Weng came away as the proud new owner of this unique written historical testimony. "The cover is a brilliant way to document the beginnings of the German Empire. Just like the Bavarian cover, this cover bears the first postage stamps of a nation, in this case from the very first day they were available. This is the only such letter known to exist, so in the end, it's a fair price for something unique."



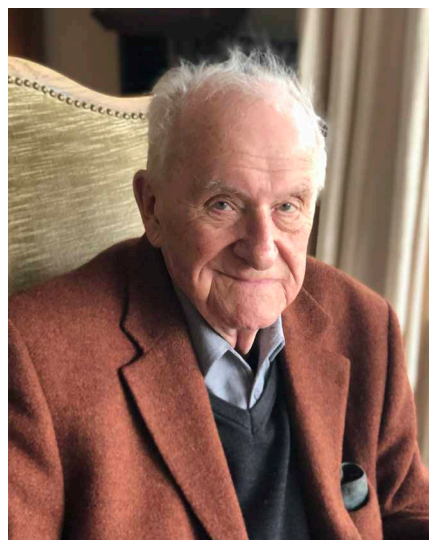
Why just 100 top stories from the history of communications? Why just 100 top rarities? "Simple," says Weng. "It offers a clear scope to look at a cross-section of history. My ultimate aim is to use my collection to inspire others, especially those unfamiliar with the stamp collecting world."

An outstanding written testimonial of the early days of the German Empire – a unique letter featuring the empire's first stamps, the small embossed Imperial eagle, on the very first day they were issued.

A visit to Dr Heinz Jaeger – Medical doctor, art lover and exceptional philatelist

“Philately is the most exciting recreation”

Dr Heinz Jaeger has been a member of the Baden study group within the Association of German Philatelists (Bund Deutscher Philatelisten, or BDPh) since 1951, and is an honorary member of many international collectors' associations. As a long-time member of the Programme and Art advisory boards at Deutsche Post, Dr Jaeger has also helped to decide themes and designs for new German postage stamps.



Born on 8 May 1924 in what was then the Weimar Republic, Dr Jaeger has now lived through nearly a century of German history. Philately has been his constant companion for 85 years. Without question, Dr Jaeger is one of the greatest philatelists of our time. The 98-year-old medical doctor has graciously agreed to take a look back over a storybook career in philately, with the highest international honours bestowed upon his collections multiple times. We visited the art lover, football fan and outstanding philatelist at his home in Lörrach, Baden in southern Germany, just on the border with Switzerland and France.

Today Dr Jaeger is considered a Nestor of German philately, which owes him a great deal. He chaired the Association of German Philatelists (BDPh) for nearly 20 years between 1973 and 1991. He also served for many years as chair of the BDPh's advisory board, known as the Council of Wisdom or Consilium Philatelicum. It all started in a rather ordinary way. "In 1936, when I was just 12 years old, my father bought me a packet of kiloware stamp bags in Munich, as well as a book of world stamps." However, the football-mad teenager was not immediately infected with the Bacillus Philatelicus. "But later, when I was out of action with the flu, I pulled out the stamps

and sorted them by issuing country." He suddenly froze, unable to believe his eyes – in front of him were two Mercury Austrian newspaper stamps, pink and yellow. "That's when it hit me. The book in front of me listed these stamps as being valued at several thousand Deutschmarks each. How was I supposed to know at the time that they weren't originals?" says Dr Jaeger with a smile.

Expertise and skill that are second to none

After more than eight decades in philately, there is no fooling the savvy philatelist. Dr Jaeger not only collected stamps, but extensive knowledge as well, and he built up a skillset that →

is second to none. “Although the kind of mistake I made with the Austrian Mercury stamp would not have happened to me later on in life, in retrospect it was a stroke of luck. It ended up sparking a lifelong passion for philately,” says the honorary president of the BDPH. “The first area of collecting I focused on was stamps from the German Empire, still quite modern at the time. I had a decent collection by 1940. Unfortunately, it was lost in the turmoil of war.” That same year, the young high school graduate enlisted as a war volunteer. He was drafted in 1942, but after being wounded was able to begin studying medicine in 1943. To that end, he remained part of a student military company in Freiburg until 1944. He made his way back after the war, penniless, to his French-occupied hometown, where he continued his medical studies from 1946 to 1950. After a few years as a medical doctor at the Lörrach Hospital, Dr Jaeger opened his own medical practice in 1963 in the same town. By this time, he was already scaling the exciting heights of philately.

Exploring and documenting subtleties

His particular interest lay in the postage stamps issued in pre-Empire German states, in particular the stamps and postal history in the Grand Duchy of Baden. Here in particular, he rose to the designation of veritable expert. “After the war ended, I got to know Professor Ehret, who at the time was a prominent collector and expert in Baden. The professor was looking for someone to purchase Baden-issued stamps for him at auction.” Heinz Jaeger was only too happy to accept the job.

“In the process, I gradually explored the subtle details and wrote them down.” During his many conversations with Professor Ehret, the professor unveiled the closest-held secrets of Baden philately to the young medical student. “You only recognise rarer stamps, franking and postmarks once you have gathered as much contextual knowledge as possible about that particular collecting area,” says Dr Jaeger. “And reading the relevant expert literature is an absolute must.” His other recommendations for budding philatelists? “Easy: talk with others who share your interest,” says Dr Jaeger. He knows that from experience – he began engaging with various collectors’ associations from 1949 onwards. “But discussion is both a give and take.” In the early 1950s, Dr Jaeger began publishing articles in the German stamp collecting journals. Even today, he continues to write about philately. His autobiography was recently released, with just a few copies left for purchase from the Heinrich Köhler auction house (see infobox).

A far-reaching commitment in service of philately

“I consider philately the most exciting recreation I know of,” says Dr Jaeger. “You’re following a fascinating trail to hunt down the item you’re looking for. And then when you get it, you feel that sense of joy whenever you look at it. At the same time you recognise, and truly know, that no collection is ever complete – there is always something more you should add. And then the game starts all over again. In the process, you hone your knowledge of philately and postal history.”

That’s precisely why the physician has often referred to philately in his rousing speeches as the elixir of life. “Philately has always given me strength. I mean, just look. I’m now 98 years old and I’m still in good health. That cannot be coincidence,” says Dr Jaeger with a smile. Dr Jaeger was elected BDPH president in 1973. As president, one of his primary focuses was connecting West and East Germany. In pursuit

of this aim, he supported bilateral and trilateral stamp exhibitions and fostered deeper connections with Eastern European countries. In 1988, his hard work paid major dividends when the top philatelic associations in East and West Germany signed a contract and began to work together. That same year, Dr Jaeger received the Order of Merit of the Federal Republic of Germany, Cross of Merit, 1st Class, for his exemplary contributions to society.

Speaking of awards, this charismatic and affable physician has received many national and international medals (including large gold) for his classic and modern exhibits, including ‘Old Baden’, ‘Classic beauties’ and ‘German Empire, 1900–1945: a philatelic journey

through time’. Dr Jaeger has since parted with some of these collections. “You know, I don’t have any children to take up my philatelic mantle,” he says. “My final piece of advice for your readers is this: Difficult though it may be, it makes all the sense in the world to let go in due course and return these exciting items and collections back to the philatelic cycle.”

The successful listing of his ‘Germany in the 20th century’ collection at the 378th Köhler Auction in Wiesbaden in March of this year has proved him right.



This photo, in which he and his dear wife Lore are pictured, was sent by Dr Jaeger to invitees to his 60th birthday celebration on 8 May 1984.

Stamp collecting – why?

In his autobiographical retelling of episodes in life, Dr Heinz Jaeger takes us on a thrilling journey through the history of philately, peppered with fascinating stories along the way. The 380-page book in German language is available from Heinrich Köhler for 19.80 euros (plus shipping) – while supplies last. Order your copy now by calling +49 (0)611 34 14 9-0 or simply sending an e-mail: info@heinrich-koehler.de.



Top picks from Dr Heinz Jaeger's 'German Empire, 1900–1945: a philatelic journey through time' collection: two extremely rare blocks of four polar expedition (Polarfahrt) 1- and 2-Reichsmark stamps, each featuring the overprint error (missing hyphen after 'POLAR'), as well as a similarly rare letter that was carried by Zeppelin, franked with two sheet margin stamp items with the same overprint error (1-Reichsmark Polarfahrt).



Dr Jaeger refers to this one-of-a-kind letter as his 'Southern States Letter', as it bears postmarks from three southern German states plus the Thurn und Taxis Post. Franked with one postage stamp each from the Grand Duchy of Baden and the Kingdom of Württemberg, the letter was posted in Würzburg in the Kingdom of Bavaria. There, of course, they did not recognise the franking, and noted 9 kreuzer as additional postage charge and transported the letter to Offenbach in Hesse, which at the time was covered by the Thurn und Taxis Post.



Dr Jaeger spent many years searching for the old German Basel Badischer Bahnhof postmark in use on a German Empire shield stamp. He finally found what he was looking for in the late 1960s at a stamp dealer's market. This incredibly rare postmark has since become part of his 'Duchy of Baden Postmarks' collection.



This extraordinary letter is one of Dr Jaeger's favourite items: a decorative British envelope franked with a Prussian stamp posted at a Prussian post office in Hamburg and sent to the Kingdom of Saxony as an appeal for peace. It hardly gets any more interesting than this.

A look behind the scenes at Heinrich Köhler

A well-rehearsed team of experts

From consignment to stamp auction, it is a fascinating and detailed journey. Expertly itemising lots and writing up lot descriptions are just a few steps in the process of producing and dispatching catalogues, which, in line with modern requirements and quality standards, border on handbooks. Join us for a look behind the scenes at Germany's oldest stamp auction house – Heinrich Köhler.

“The process starts with meetings and consultations,” says Dieter Michelson, Managing Director at Heinrich Köhler. “For example, let’s assume that a group of heirs is contacting us to handle their deceased loved one’s philatelic estate. The simplest route is to send the stamps to us in Wiesbaden. We cover any insurance for potential consignments, of course. Alternatively, we can arrange to meet to hand over the items in person, either at our premises in Wiesbaden, at the client’s home, or somewhere else of their choosing. One of our experienced philatelists then handles the appraisal of the collection or philatelic items.” Michael Hilbertz, Senior Philatelist at Heinrich Köhler, adds, “Even though I have been working as a professional philatelist for many years now, viewing and examining a consignment never fails to fascinate and even enthrall me. Even when we have had preliminary meetings and know more or less what to expect, it is always an experience to have the honour of being able to marvel at, write about and appraise high-quality or unusual original philatelic items and collections.”

Expert and market-driven lot division

Once a consignment is received by Heinrich Köhler, it is registered and uniquely identified with an individual barcode. “The barcode enables us to clearly track the lot at any point during the process. Among other things, it includes information about the vendor, the item or the collection itself, as well as information about the auction the lot will be offered in,” explains Andreas Müller, Head of Administration and Shipping at Heinrich Köhler. Incidentally, he handles each lot up for auction at least twice. In addition to registering items, Andreas Müller and his team are also in charge of sending items out to buyers once the auction has closed. But each consignment has quite a journey in between these two steps. “One of the most interesting parts of our work involves expert and market-driven lot division,” says Michael Hilbertz. “Does the philatelic or historical postal significance of the item justify auctioning it as a single lot? Does a

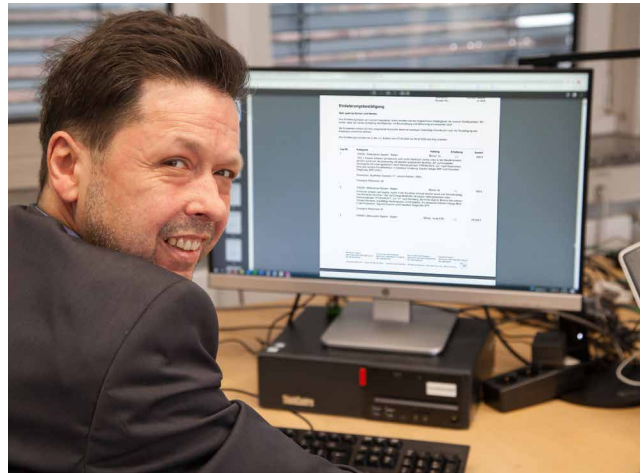
collection have what it takes to be presented independently, such as in the form of a special section in the main catalogue or even its own special catalogue? Which items necessitate the expertise of a philatelic expert?” These are questions on which the philatelists at Heinrich Köhler must make decisions. At the same time, detailed lot descriptions are drafted, sometimes in two languages, depending on the collection. Once these descriptions have been drafted, it’s back over to Andreas Müller. He sends the philatelists’ manuscripts and notification of each lot number to the sellers well in advance of the catalogue being produced.

Keeping the printed catalogue true to colour is crucial

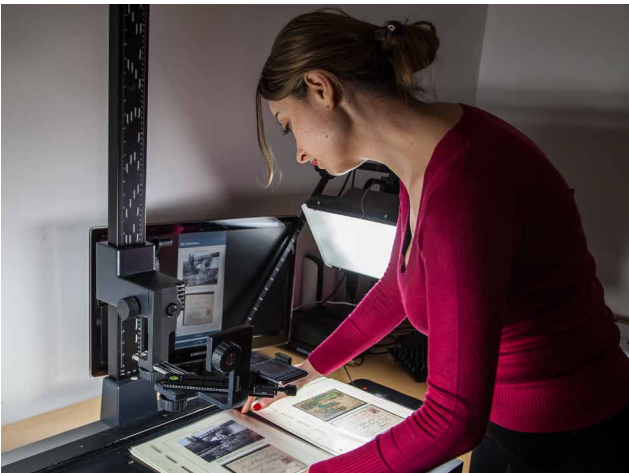
It’s full steam ahead at this point in the auction house’s internal photography department. State-of-the-art scanner technology is used to digitise the stamps and covers to be included in the catalogue. “One particular challenge we face is keeping our images true to the colour of the original item,” explains Thomas Rhein, resident repro expert at Heinrich Köhler. Extremely keen eyes and highly calibrated scanning equipment are needed, especially when handling rare shades of stamps. “We create thousands of scans for each auction,” says Rhein. “In addition to the images included in our catalogue, we also often feature additional images as part of the online images accompanying the auction.” Lot descriptions and text and the accompanying images for the items up for auction then undergo work by top-tier graphic designers to create the catalogue. “The auction catalogues we produce serve as our company’s business cards,” says André Schneider, Head of Marketing at the Global Philatelic Network, whose members include Heinrich Köhler in Wiesbaden, Corinthia in Switzerland and the Netherlands, H.R. Harmer in the US and John Bull in Hong Kong. “We send these out a few weeks before the auction so our clients have enough time to review the catalogue and view the items they are interested in at our premises or comfortably at their home.”



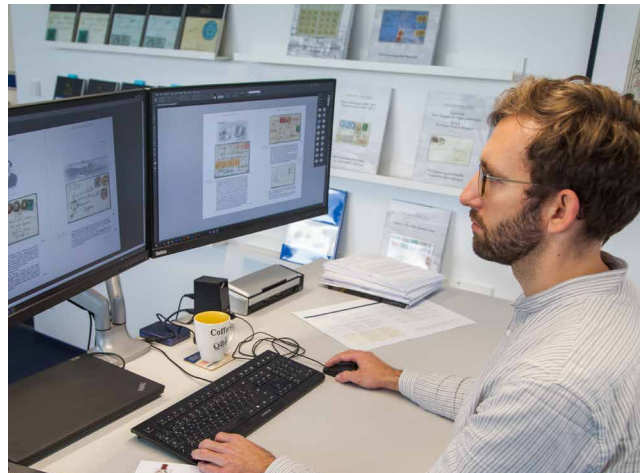
Michael Hilbertz, Senior Philatelist at Heinrich Köhler, examines and assesses consignments with his team.



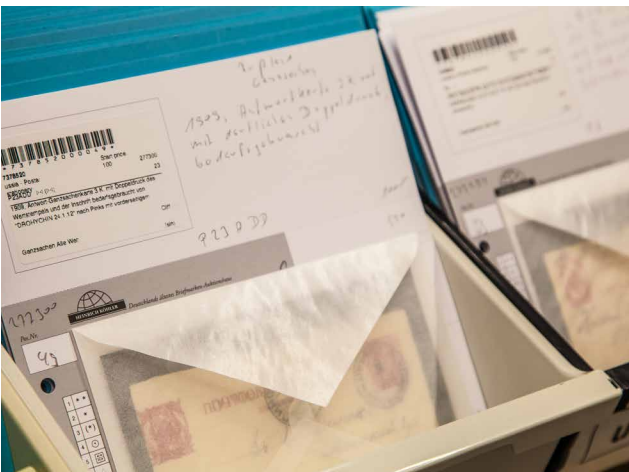
Andreas Müller, Head of Administration and Shipping at Heinrich Köhler, registers and sends confirmations of consignments, lot descriptions and lot numbers.



Veronica Farima photographs collections for the online catalogue – creating between 50,000 and 70,000 photos for each auction.



Head of Marketing André Schneider completes a final check before auction lots receive final approval for the catalogue.



Individual barcodes make it easy to clearly track all lots of all consignments.



Chief Finance Officer Berta Pérez-Valverde (right) and Eirini Chrysafidou from Accounting and Controlling present the TÜV ISO 9001 certificate – recognising the outstanding quality management in place at Heinrich Köhler, offering buyers and sellers additional security.

Leipziger private postal service Courier undergoes rapid expansion to compete with Deutsche Reichspost

A dynamic episode in postal history

This photograph, taken in 1890, shows the view of Petersstrasse from the Königsplatz in Leipzig.

Private postal services in Germany began their heyday in the mid-1880s. At times there were some 250 of them operating in more than 160 locations. Under the postal laws at the time, their domain was primarily the carriage of letter post items in local areas. Only one company had ambitions of expanding beyond this. It did so rapidly, opening a whopping 82 branches in the suburban area and other cities. The Leipziger private postal service Courier service thus marked a brief but very intense period of German postal history.

“This history of classic German private postal services is incredibly interesting,” says Cliff Schön, a philatelist at Heinrich Köhler. They came about as a result of the specific way the law was formulated at the time, in the German Postal Act of 28 October 1871. It stated the following: “The carriage of any kind of letter, newspaper, etc., from localities with a post office to other localities with a post office, within Germany or abroad, by any means other than the postal service is prohibited.” The key words here are “to other localities”. “This wording was interpreted by future private postal service operators in such a way that would allow non-governmental transport of mail within a given locality,” says Schön. “More specifically, the Postal Act talks about ‘sealed, sewn or otherwise closed’ letter-post items.” In the opinion of these private postal service operators, they were therefore permitted to transport unsealed letters to other localities as well, bypassing the Reichspost.

Classic German private postal service collections are seeing a strong comeback

Even by the late 19th century, the stamps and postal services offered by German private postal services were already extremely popular among collectors and philatelists. Collecting clubs emerged that were almost exclusively dedicated to this specific field of stamp collecting. Many journals regularly reported on newly issued stamps. Some private postal service owners took advantage of the collecting world’s immense interest, producing stamps specifically for collecting purposes, even though there was no specific post-related need for them. This put many collectors off private stamps, and stamp dealers eventually stopped replenishing their stocks. “The loss of this source of income forced some

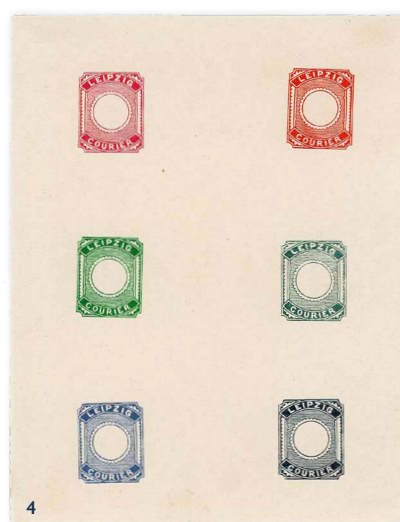
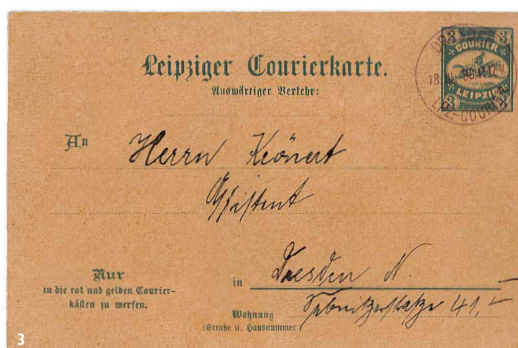
private postal services to close down, resulting in a natural shake-up of the market,” explains Schön. “The fact is, however, that stamp dealers then rarely replenished their stocks of these stamps, not even of the postally used issues, and collectors paid them little mind for a long time.” Because of this, there are now a few great rarities to be found among these stamps, sometimes with just a few stamps known to exist, sometimes a one-of-a-kind issue that, although documented, had never before been seen. “That is precisely why we are now seeing such a strong resurgence in classic German private postal service collections. It’s a fascinating field of study for stamp connoisseurs and researchers alike.”

Historically, philatelically flawless

Speaking of solid demand: One of the private postal services with an impeccable postal history was a company founded on 15 August 1892. “The Leipziger Courier service, owned by tree nursery magnate Ernst Schmalfuss, at one time briefly covered almost all of Saxony with a network of branches, becoming a serious competitor of the Deutsche Reichspost,” says Schön. It all started on the Königsplatz square in Leipzig. The Leipziger Courier service later moved its headquarters to Petersstrasse 37. Schmalfuss quickly opened 17 branches in the immediate metropolitan area and the incorporated suburbs around Leipzig. “The second phase of expansion began in January 1893. Delivery districts were expanded to reach a total 11 suburbs, including branch locations as well,” explains Schön. “They also added more than 300 Leipziger Courier letterboxes and some 30 mail depots in the business district at that time.” And business flourished. One significant reason for this, and one that was

common among private postal services at the time, was that the prices were significantly lower than those of the Deutsche Reichspost. For example, for post sent within Germany, Schmalfluss charged postage of just five Pfennig for a letter and 3 Pfennig for a postcard. With the Deutsche Reichspost, it cost ten Pfennig to send a letter and five Pfennig for a postcard. In early March 1893, Schmalfluss opened no less than 54 additional branches in the Leipzig area and beyond, including in towns in Saxony and Thuringia. His business model was primarily based on leveraging Saxony's dense rail network. Schmalfluss opened branches in larger towns along these main lines, which, in turn, would handle local post. The railways also allowed the letter carriers accompanying the post on railway journeys to exchange post between different branches. Schmalfluss also expanded to cover cities that were already home to other private postal service providers. For example, he expanded services to Dresden, where the private postal service Hansa dominated non-governmental local postal services. The Leipziger Courier branch that opened there on 9 March 1893 struggled greatly as a result. In short order, Schmalfluss organised a cooperation agreement with private postal service Hansa on 21 March 1893. This agreement implied the following: Mail posted in Dresden for outbound distribution would be accepted by the private postal service Hansa, and then handed over to the Leipziger Courier carriers for transport. Conversely, the private postal service Hansa delivered letters and postcards bound for Dresden that had been posted in one of the Leipziger Courier branches. However, this cooperation agreement only remained in place until 10 July 1893, by which time those in charge at the private postal service Hansa had quickly realised that it simply wasn't worth it for them. Running this network of branches required quite a great deal of investment, work and time to ensure proper growth. However, Ernst Schmalfluss simply had no time to spare. "He wanted to get the whole thing off the ground and preferably to start making a profit from day one," says Schön. One can assume that he ended up overstressing himself financially. On 25 April 1893, Schmalfluss vanished with his employees' security deposits, which they were required to submit as a form of collateral guaranteeing they conscientiously fulfilled their duties. The bankruptcy that followed saw the ultimate collapse of the circulation of outbound post. Some Leipziger Courier branch managers attempted to continue the business independently. However, only a few managed to keep up until private postal services were ultimately disbanded on 31 March 1900 as a result of a law passed by the Reichstag on 20 December 1899.

The autumn auction at Heinrich Köhler in Wiesbaden will be an exciting event, featuring one of the most significant philatelic Leipziger Courier collections.



1 1893, 'Pony Courier' five-Pfennig pair and single on a postcard form sent locally – a rare postal use. | 2 1893, postal stationery postcard, three-and-a-half Pfennig. Used on outbound mail sent from Oschatz to Dresden bearing arrival postmark from the Hansa Dresden postal service – this exceedingly rare item documents the cooperation between two different city post offices. | 3 1893, postal stationery form, three Pfennig stamp bearing the postmark 'DRESDEN LPZ.-COURIER 18.III.', used as a card sent locally – this incredibly rare use was only possible between 9 and 20 March 1893 due to the subsequent cooperation agreement between the Leipziger Courier and Hansa Dresden postal services. | 4 The last stamps issued by the Leipziger Courier in 1893 as a proof print with no value stated in a block of six different colours – only one of these small sheets is known to exist.

Cliff Schön is an expert on German collections from the colonial period onwards



Cliff Schön has been itemising and writing lot descriptions for Heinrich Köhler for ten years.

Philatelist from head to toe

His research focuses on postal history, the German colonies, the German Empire, airmail and Zeppelin mail, and post-war Germany. Cliff Schön is a self taught professional philatelist. For ten years now, he has been itemising and writing up lot descriptions for philatelic collections and priceless items at Germany's oldest stamp auction house, Heinrich Köhler, where he offers expert advice to both buyers and sellers.

Schön, a native of Varel in Friesland, has been collecting stamps since childhood. He later began dealing in postage stamps and postmarks as well. "I knew then that I wanted to become a professional philatelist," explains the 57-year-old. From then on, Schön not only collected stamps, but relevant philatelic literature as well, educating himself wherever and whenever he could. Of course, this also included a sound education. "I learned wholesale and retail sales for philately," he says. "It's a course of study that no longer exists today." He was certified in the early 1990s by the then president of the German Stamp Dealers' Association, Carl-Heinz Schulz. "We really got down to the nitty-gritty," recalls Schön. By completing this challenge with flying colours, he had laid the foundation for a career in professional philately.

Excellent knowledge of market activities

Cliff Schön has been working for Heinrich Köhler auction house as a professional philatelist for ten years now. "Above

all, this job requires excellent knowledge of market activities and developments," he explains. "That is the only way to properly value lots and do all the relevant calculations." His day-to-day work includes continually monitoring international markets and analysing the stamp auction sector. To write reliable and exact descriptions of stamps, postmarks and collections, he must always keep abreast of current research in the field of philately. "And when it comes to provenance and the history of particular items, the card index at Heinrich Köhler is unbeatable. It's priceless, really." Since no one can be an expert in every single aspect of philately and postal history, philatelists at Heinrich Köhler each have their own particular research focuses. In addition to Zeppelin mail and airmail in general, Cliff Schön also specialises in German collections from the colonial period onwards. He remains an avid stamp collector himself, and is always working to expand his personal collection, 'Vechta', focusing on stamps issued by Oldenburg in use on letters.

Heinrich Köhler receives PR Campaign of the Year award

Award-winning media work in philately

Heinrich Köhler auction house received the Silver German Stevie Award for the PR Campaign of the Year – for its communications work surrounding the ERIVAN collection. The German Stevie Award is a business award aimed at the German-speaking corporate world in Europe. Several different categories of award have been bestowed upon honoured recipients since 2015, including awards for corporate communications services.



From right to left: Heinrich Köhler Managing Directors Tobias Huylmans and Dieter Michelson, as well as Mathias Gundlach, CEO of the PR agency Fauth, Gundlach and Hübl, very pleased with their award recognising their media relations work on the ERIVAN auctions.

Former Tengelmann CEO Erivan Haub's once-in-a-lifetime ERIVAN collection includes a number of one-of-a-kind items and incredibly rare historical communications documents, the quality and significance of which are unmatched. From the very beginning, those in charge at Heinrich Köhler were aware that the auction of the ERIVAN collection is not only an absolute highlight for expert philatelists, but also offers the potential to help philately expand appreciation among the general public. "Coming across a collection like this is one of those unforgettable moments you get to experience as a collector. Many of the stamps and covers up for auction had not been on the market for years or even decades in some cases," says Dieter Michelson, Managing Director at Heinrich Köhler. "So we had been aware of the attention from experts. We also knew that these notable items and their history are really interesting, including to individuals not involved in philately. It was really important to us to inform the broader public about it."

Personal approach and exclusive advance information

The broad appeal to the German media for the first auction on 8 June 2019 highlighting the famous Baden error of colour – then considered Germany's most valuable stamp was a first great success. For the subsequent sales a targeted, personal approach was taken to journalists from regional media that featured rarities from the German States with a connection to their area of circulation. Exclusive advance information was given to the Deutsche Presse-Agentur as the leading German news agency, including highlights from each auction. The approach achieved the goals it set out to meet. Nationwide and regional television stations like ZDF, RTL, n-tv, SAT.1 and Hessischer Rundfunk were on hand for the auction on 8 June 2019 and issued news reports about the Baden error of colour being crowned Germany's most valuable stamp after selling at auction for 1.52 million euros (including buyer's premium). For the first auction, a total of over 230 items were featured in print and online media throughout Germany. Dozens of other reports on the following six ERIVAN auctions in Wiesbaden were published in media outlets from across Germany. "Our instincts were not wrong – the ERIVAN collection catapulted philately from its niche existence into public consciousness," says Karl Louis, Managing Director at Heinrich Köhler. "This has enabled us to both welcome new bidders to our auctions and to receive even more submissions from collections and discover new treasures in the process." One example of this sentiment is the spectacular cover from Bavaria bearing a strip of three legendary one-kreuzer stamps. It ultimately went to a collector who was attending his very first stamp auction, selling for 54,000 euros at Köhler's 2021 autumn auction (see page 6).

New record-setting bids at the 7th ERIVAN Auction in Wiesbaden

“It’s off to the races again”

You’d be forgiven for thinking there’s no more exciting place to be than at a Köhler auction in Wiesbaden. But then comes the next auction held by Germany’s oldest stamp auction house, after which you know better: The 7th ERIVAN Auction in late March of this year highlighted 287 postage stamps and covers, open to bidders from around the world. And the passionate bidders present in the room, on the phone and online brought total hammer result from a start price of 611,000 euros to more than 2,000,000 euros, not including buyer’s!

Saturday, 26 March 2022, just before ten in the morning: The auction room at Heinrich Köhler in Wiesbaden is full, coronavirus measures notwithstanding. Bidders buzz excitedly while waiting for the auction to begin. Auctioneer Dieter Michelson takes the rostrum, and the hall grows quiet. Today’s programme once again contains some wonderful rarities from Erivan Haub’s one-of-a-kind German States collection. This includes rare finds like an unused block of four of the Saxon three-Pfennig-stamp and one of the most important items in Baden philately – a unique first day cover with the Grand Duchy’s first stamp.

Show-stoppers, enthusiastic bidding wars and new records

“Welcome to the 7th ERIVAN Auction,” says Dieter Michelson, getting the show started. Yes, you read that correctly. ‘Show’ really is the right word for this auction. A show – in the best sense of the word – now begins. On offer are some real show-stoppers, a host on good form, enthusiastic bidding

wars, new records and sustained applause. In short, unforgettable entertainment. The first ‘star’ took the stage early on in lot 3. Specifically, it was this only known first day cover with the Baden No. 1 stamp, the one-kreuzer black on chamois, with the nine-kreuzer black on dusky pink. This magnificent folded letter was auctioned starting at 25,000 euros. But this figure is soon history. The hammer ultimately fell at 210,000 euros, setting a new record. “It’s off to the races again,” resumed Dieter Michelson with a smile following a prolonged applause from the audience in the room. Boker winning bid (1987): EUR 80,000 (DM 160,000).

Showcase of philatelic icons

The once-in-a-lifetime ERIVAN collection includes a number of one-of-a-kind items and incredibly rare historical stamps and letters, the quality of which is unmatched. The collection boasts the precious Gammertingen Letter. Three-kreuzer black on blue in a colourful horizontal strip of three with wide margins on all sides on an envelope with two clearly



Auctioneer Dieter Michelson just before the winning bid on the unique first day cover from Baden.



Helga Haub, widow of the late philatelist Erivan Haub, was a guest of honour at the auction.



The first day cover from the Grand Duchy of Baden fetches 8.4 times the starting price with a hammer price of 210,000 euros.



The Gammertingen Letter fetched the second-highest price ever paid for a Thurn and Taxis item at 105.000 euros.

applied red eight-ringed cancels and a neatly applied red horseshoe cancel bearing “GAMMERTINGEN 11 JUL 1852”. The mute eight-ring cancel was used sporadically in Gammertingen between June 1852 and February 1853. Only five other such letters are known to exist, two of which are housed in the Thurn and Taxis archive. However, this piece is far and away the most spectacular of the six, truly unique in form and condition. The hammer therefore ultimately fell at 105,000 euros after starting at 25,000 euros. Boker winning bid (1987): EUR 70,000 (DM 140,000). This price placed the Gammertingen Letter in second place for record-breaking hammer prices for Thurn and Taxis items.

The Queen of German States philately

We have saved the absolute highlight of the auction for the end of this article – nothing less than the ‘Queen of German States philately’, the legendary Saxony 3-Pfennig-red. The Kingdom of Saxony issued its first stamps on 1 July 1850. Of the 500,000 units printed, more than 464,000 stamps were sold at Saxon post offices until the stamp was replaced by the green 3-Pfennig stamp issued in August 1851. The post office's remaining stocks of the red 3-Pfennig stamps were burnt on 10 December 1851 together with the unused units returned from the post offices. As a result, only a small number of unused Saxon 3-Pfennig stamps have survived.

“Apart from the complete counter sheet discovered by Schröder, a packer, in the former mail room at a farmhouse in Eibenstock, only one block of six, two blocks of four and two pairs have been documented,” Dieter Michelson explains. “The indisputably higher quality block of four is now available again here today after more than 35 years.” Erivan Haub had purchased it in 1985 at the Boker auction held at the time, which was, incidentally, also held at the Heinrich Köhler auction house. Is it any wonder then that this rare specimen won the day, claiming the highest bid of the auction? Sold at 260,000 euros, this phenomenal Saxony block of four 3-Pfennig stamps came in first place on the winners’ podium. Boker winning bid (1987): EUR 152,000 (DM 305,000). Congratulations to the new owners and every bidder who managed to nab themselves one or several rare items at the 7th ERIVAN Auction in Wiesbaden.



This magnificent block of 12 from Oldenburg went for 82,000 euros.



One of just two unused blocks of four known of the Saxony 3-Pfennig red was the most expensive item of the day, fetching 260,000 euros.

The super multiples from Oldenburg – available again for the first time in more than 150 years



Inseparable for 114 years

The engineer Georg Koch (1852–1925) owned an extraordinary collection of German classic philately. He exhibited more than 880 original pages of German States stamps and colonial issues from his collection alone at the International Philatelic Exhibition in Berlin in 1904. The exhibition included countless rarities – stamps, covers and all kinds of specialities.

They are legendary items, inseparable for 114 years, undivided since they were issued in 1861. Known as the super multiples from Oldenburg, the items are the largest multiples of the third stamp issue by what was then a Grand Duchy. Each one is unique – but the five blocks of six and the strip of six are only available together. These incredibly rare items will once again be offered as one lot after 34 years at Heinrich Köhler's 8th ERIVAN auction in September of this year in Wiesbaden.

Why 'once again'? Because this is the third time they will be auctioned together at Heinrich Köhler – albeit over a period of no less than 114 years. "The big collectors – Georg Koch, Alfred Caspary, John R. Boker and Erivan Haub – knew that these precious, one-of-a-kind pieces of classic philately should be kept together in one collection," says Tobias Huytmans, Managing Director at Heinrich

Köhler. "These once-in-a-lifetime items were first sold at the auction of the Georg Koch collection at Gilbert & Köhler in Paris in 1908. The pieces then passed into the ownership of Alfred Caspary and were actually then offered individually at the Caspary auction in 1956 at Harmers in New York. However, John R. Boker bought them all at that auction, bringing them together

in his collection. They were then offered as one lot at the Boker auction in 1988, the second time they were auctioned at Heinrich Köhler. The buyer was Erivan Haub." All good things come in threes – after 34 years, they are now once again being offered as one lot at Heinrich Köhler. This marks an exciting opportunity for this outstanding ensemble to find a new home.

These legendary super multiples of the third stamp issue of the Grand Duchy of Oldenburg are unique, and have graced the collections of the world's most famous and experienced philatelists.



Exciting single frankings lay dormant in the far north for 71 years

Franking rarities from the post-war period

The entrance to Meierottostrasse 6 – the noble building in West Berlin that was a coveted address in the 1950s. The first floor was the home of the legendary Berlin Postage Stamp Exchange (Berliner Briefmarken-Börse).



7 December 1951: Meierottostrasse 6 in Berlin. Back then, the first floor was the home of the legendary Berlin Postage Stamp Exchange. This was a philatelic institution in post-war Berlin, a mecca for all the big names in German philately in the 1950s. What happened there on that first Friday in December 1951?



One of four franking rarities of the post-war period, which is on offer at Heinrich Köhler's autumn auction in Wiesbaden. The cover insured for 8,500 marks bears a stamp with the plate number of the 5-mark joint issue from 1948 in the lower left sheet corner.

exciting about the 5-mark single franking from 1948? „In 1948, the average monthly gross income in Germany was around 180 marks. As you can imagine, post with a franking value of five marks was not all that common. Single frankings that were used before the currency reform in June 1948 are rarities that collectors search for today.“

Wolfgang Jakubek, a tender 21 years old at the time and a regular at the Berlin Postage Stamp Exchange, got talking with a visitor whom he had never seen there before. “The man was carrying a briefcase made of igelite under his arm,” recounted the former postage stamp auctioneer. “That was immediately quite fascinating.” Igelite is a type of soft PVC that had been produced since the end of the 1930s and was used as a substitute for leather in shoes and bags. During the last years of the war and the immediate post-war period, igelite was also used as a glass substitute by nailing it into windows. So, what was in this aforementioned briefcase? “It contained correspondence up to the currency reform sent to one address: Walther Beier, a company on Lehmgrubenstrasse 27 in Stuttgart 13,” said Wolfgang Jakubek. He purchased the briefcase and its entire contents. Among the correspondence, Jakubek found a handful of covers that were franked with the 5-mark joint issue stamp for the British, American and Soviet zones that was released in 1948. “I still have the four most beautiful covers today.” What is so

Slightly overfranked, but nevertheless timely

These four franking rarities are letters insured for 8,500 marks each. “By sending insured letters, people were certain that their post would really reach the recipient in a timely manner,” said Wolfgang Jakubek. “And do you know why at 12 pfennig, the postage on all these insured letters is considered slightly excessive and yet still timely?” asked Jakubek. “At that time, to prevent criminals from surreptitiously opening insured letters – for example, by removing stamps that were applied in blocks and then reattaching – the stamps on insured letters had to be applied individually with a gap almost two fingers wide between them. Postage of 4.88 marks would have needed many individual stamps to reapply them to the envelope properly.” Therefore, the sender selected one 5-mark stamp, each one as a sheet corner or margin piece, and thus created today's franking rarities of the post-war period. At the Heinrich Köhler autumn auction, the postage stamps will be available for the first time in 71 years.

You would like to sell your stamps?

Please



Tobias Huylmans
Managing Director

us



Cliff Schön
Philatelist



Dieter Michelson
Managing Director

contact



Michael Hilbertz
Senior Philatelist

now!



+49 611 34 14 9-0



WhatsApp +49 172 666 72 45



www.heinrich-koehler.de



info@heinrich-koehler.de

For our autumn sale,
we can accept your consignment until 15 July 2022.

Consign for auction or sell outright for cash.



HEINRICH KÖHLER

Germany's Oldest Stamp Auction House