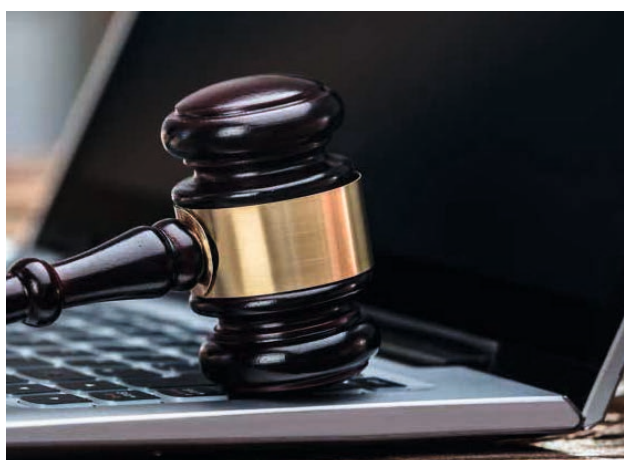


The ProvenanceFinder – expertise in seconds – presented to
a live audience for the first time at IBRA 2023

Groundbreaking innovation in philately

“Without a doubt, this is the greatest innovation in the world of philately since the introduction of live online bidding in the early 2000s,” says Karl Louis, Managing Director at Heinrich Köhler. He is referring to a digital technology that is the first of its kind in the world, dreamt up by Germany’s oldest stamp auction house, Heinrich Köhler. Known as ProFi, the ‘ProvenanceFinder’ delivers philatelic expertise in seconds. The database was compiled with academic rigour and contains globally available information about individual items in digital form. You can experience ProFi by Heinrich Köhler live at the Global Philatelic Network’s booth at IBRA 2023.

“All collectors who buy or sell items through an auction house in the Global Philatelic Network benefit from ProFi – it’s a global exclusive,” explains Tobias Huylmans, Managing Director of Heinrich Köhler, who is primarily responsible for ProFi. “If Heinrich Köhler or another auction house in the Global Philatelic Network is entrusted with a consignment, our philatelic experts search the digital philatelic archive for those items; the database currently contains approximately one million entries.” The search results provide information about the history and value of a philatelic item: Who were the previous owners? How far back does its heritage go? How rare is the item? How much did it sell for at past auctions? Heinrich Köhler is constantly expanding the database and working to refine ProFi, which also involves using artificial intelligence. “We expect that by the time IBRA rolls around, we will already be able to access 1.5 million datasets with ProFi, and by the end of 2024, we will have digitised more than four million entries,” Tobias Huylmans predicts.



In 2006, Heinrich Köhler was the first German stamp auction house to begin offering live online bidding. With its ‘ProvenanceFinder’, Heinrich Köhler is now launching yet another groundbreaking innovation.

Data collected globally

Globally available data about single stamp lots was and will continue to be collected and amalgamated from a broad range of sources, such as the information from many international auction

catalogues. This is how the centrepiece of ProFi, the unique digital philatelic archive (DipA), was created. “Artificial intelligence makes ProFi capable of learning; with every new entry, →

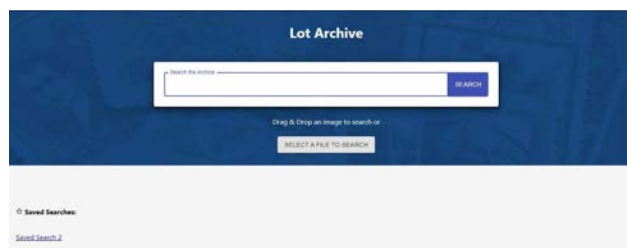
the system can create further links,” Tobias Huylmans says. “It was Tobias’s idea; he brought the project to life and has taken a leading role in the development of this groundbreaking innovation,” Karl Louis says. The philatelists from the auction houses in the Global Philatelic Network now have quick and easy access to a wealth of data with every query, including meticulously collected images, descriptions, starting prices and bids, as well as the entire auction history of stamps and covers from the Old German states for over 100 years. The information is available via search queries, keyword searches or image recognition. ProFi then analyses DipA and delivers results in seconds – or more specifically, in two seconds for keyword searches and 2.5 seconds for image recognition.

Heritage enhances value, even for lower- and mid-range items

“Possible search results from ProFi include when and where the single lot has previously been offered for sale, and which collections it was a part of,” Tobias Huylmans explains. “With the results from the database, we can derive information such as the fact that only three other covers with a particular stamp are recorded, or that a given item is the largest multiple of a stamp. The amalgamated data also produces provenances and heritage that allow us to determine with certainty that the item in question is a particularly sought-after collector’s item.” While the provenances list the previous owners, the heritage picks up on this information and enriches it with additional facts such as previous auction offers and bids for these items. “This means valuable heritage information can be displayed even for stamp lots in the lower or medium price ranges,” says Tobias Huylmans, explaining one of the benefits of this innovative technology that should not be underestimated. In future, criteria that were formerly reserved for more valuable items can be applied to a much wider range of unique philatelic items, adding significant value to these items.

The greatest possible certainty regarding the value of philatelic items

ProFi is exclusively available to philatelists at auction houses in the Global Philatelic Network. “However, in the best interests of the philatelic world, Heinrich Köhler has also opened its database to academic researchers,” Tobias Huylmans says. “Philatelic researchers can make an appointment at Heinrich Köhler in Wiesbaden to browse ProFi themselves.” In that sense, Heinrich Köhler also provides collectors with the greatest possible certainty regarding the value and quality of their items – and that applies to sellers and buyers alike. They benefit from the philatelic expertise on special items delivered by ProFi and carefully cultivated by Heinrich Köhler and the other auction houses in the Global Philatelic Network. “If you would like to have a item from your collection analysed with ProFi, simply bring it with you to IBRA 2023 in Essen and pay us a visit at our booth,” Tobias Huylmans says. “We look forward to seeing you there!”



The ProFi homepage is user-friendly, with highly intuitive text- and image-search functions.

Heinrich Köhler > 348 / März 2012 - ASTRUL > 20

2012 3 Silbergroschen rotorange, voll- bis meist breitrandig und sehr schön farbfrisch mit Fremdentwertung durch glasklar aufgesetzten preußischen Nummernstempel "1103" auf Briefhülle mit nebengesetztem RZ "OSCHERSLEBEN 25/1" (Oscherleben lag an der Bahnlinie Jernheim-Oscherleben-Magdeburg) an die braunschweigische "Hoflaggenmeisterin von Feldheim" in München poste restante, mit rückseitigem Ankunftsstempel abwärts neben der Marke handschriftlich "gilt nicht" notiert war, wurde der Brief in München ohne Nachporto zugestellt. Ein sehr attraktiver und interessanter Brief der 1. Ausgabe, es ist kein weiteres Ganzstück mit dieser Fremdentwertung bekannt geworden; sign. Grobe mit Ältest Provenienz: 209. Köhler-Auktion (1973)

CATEGORIES CATALOGS CATALOGPART ORIGINAL CATALOG PART NAME CONDITION FORMATS
Braunschweig Marken Michel 3 ASTRUL 25

Starting bid: 2,000 EUR
22,000 EUR

Heinrich Köhler > 263 / November 1988 John R. Boker > 134

1988 1 Silbergroschen schwarz auf sänisch, allseits breitrandig, entwertet mit zentrisch aufgesetztem preußischem Ringstempel «1103» der preußischen Bahnstation Oscherleben (M.Nr. 6a) 950. —

CATEGORIES CATALOGS CATALOGPART ORIGINAL CATALOG PART NAME CONDITION FORMATS
Braunschweig Marken Michel 6a John R. Boker Jr.

Starting bid: 250 EUR

Heinrich Köhler > 252 / Oktober 1986 > 241

SEEN 2X TIMES
1983 - 1986 3 Sgr. orangefarbt, entwertet mit blauem Federzug und preußischem Nr.-Stpl. „1103“ von Oscherleben (Grenzverkehrsentswertung) auf Briefstück, Kabinett

CATEGORIES CATALOGS CATALOGPART ORIGINAL CATALOG PART NAME CONDITION FORMATS
Braunschweig Marken Michel 3 Main Catalog, Dr. Walter Marx

Starting bid: 450 - 1,000 EUR

Heinrich Köhler > 248 / Dezember 1985 John R. Boker > 39

1985 1 Silbergroschen lilas, allseits sehr breitrandig, entwertet mit preußischem Ringstempel „1103“ von OSCHERSLEBEN auf kleinem Briefstück in feinsten Erhaltung. Signiert Asinelli, Torino. Der Brief zu dem dieses Briefstück gehörte, wurde im preußischen Oscherleben (Bahnlinie Jernheim-Oscherleben-Magdeburg) aufgegeben und dort mit dem Ringstempel entwertet. (Der einzige existierende Ganzbrief mit dieser Entwertung wurde anlässlich der 209. Köhler-Versteigerung 1972 verkauft); Liebhaberstück (M.Nr. 1) 2000. —

CATEGORIES CATALOGS CATALOGPART ORIGINAL CATALOG PART NAME CONDITION FORMATS
Braunschweig Marken Michel 1 John R. Boker Jr.

Starting bid: 2,000 EUR

Here is an example of a text search query for the Prussian '1103' numeral cancellation on Braunschweig stamps. The results indicate how rare it is: There is one cover and three individual stamps.

1



Least similar

Very similar

How similar do you want to be?

20

1 results

Heinrich Köhler

341 / September 2010

2729

2010

20 k, mit kopfstehendem Aufdruck, Auflage nur 100 Stück, postfrisch, Kabinett, Fotooffset Kirschke

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Landespost

Michel 13K

Main Catalog

••

Starting bid: 200 EUR

190 EUR

2



Least similar

Very similar

How similar do you want to be?

10

2 results

Heinrich Köhler

341 / September 2010

2729

2010

20 k, mit kopfstehendem Aufdruck, Auflage nur 100 Stück, postfrisch, Kabinett, Fotooffset Kirschke

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Landespost

Michel 13K

Main Catalog

••

Starting bid: 200 EUR

190 EUR

Heinrich Köhler

366 / März 2018

6990

2017 - 2018

20k, with inverted overprint, mint never hinged, fine, signed Lubinskias and certificate klein (2011)

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Landespost

Michel 13K

Dr. Matteo Lucibello, Main Catalog

••

Starting bid: 100 - 120 EUR

100 - 170 EUR

Heinrich Köhler

349 / März 2012

Rainer Bender: 1307

2012

20 k, mit rechtem Seitenrand und kopfstehendem Aufdruck, postfrisch, Kabinett, sign, Keller BPP und Fotooffset Kirschke BPP

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Landespost

Michel 13K

Rainer Bender

••

Starting bid: 100 EUR

150 EUR

Heinrich Köhler

365 / September 2017

7501

2017

20 Kopieken mit kopfstehendem Aufdruck, postfrisch, tadellos, u.a. signiert Kirschke BPP

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Landespost

Michel 13K

Main Catalog

••

Starting bid: 100 EUR

120 EUR

Heinrich Köhler

367 / September 2018

6518

2018

20 Kopieken mit kopfstehendem Aufdruck, postfrisch, tadellos, u.a. sign. Keller

CATEGORIES

CATALOGS

CATALOGPART

ORIGINAL CATALOG PART NAME

CONDITION

FORMATS

Litauen - Lokalausgaben Litauen - Landespost

Michel 13K

Richard J. Stark, Main Catalog

••

Starting bid: 100 - 200 EUR

120 EUR

This example of an image search using artificial intelligence displays the results that are a good (1), medium (2) and low (3) match. ProFi finds items from around the world. The results can be used to make reliable predictions of how the value will develop, allowing a sensible starting price to be set. It is even possible to indicate provenances for lower- and mid-range items.

9

1

2020 Heinrich Köhler > 375 / November 2020 > 144
11/14/2020 - 11/15/2020

1857, Glatter Grund 2 Silbergröschchen blau senkrecht halbiert im Paar mit ganzer Marke, farbfrisch und voll- bis sehr lebendig mit zweimal sauber aufgesetztem kleinen Doppelkreisstempel »STRALSUND 12 1/2« auf Briefvorderseite nach Berlin, verwendet als portogerechte 3 Silbergröschchen-Frankatur. Die Marken ganz geringe Spuren des Unterdruckes, ansonsten in tadelloser, ursprünglicher und sehr frischer Erhaltung. Die hier angebotene Halbierung zählt zu den großen Preußen-Seltenheiten, von der Ausgabe »Glatter Grund« ist keine weitere bekannt. Ein außerordentlich attraktives Stück. Fotoartist Wassil BPP (2020) Provenienz: Sammlung Rothschild (Harmers-Auktion 1937, hier angeboten als 'ex Ferrari'), John Boker Jr. (1992)

CATEGORIES: Preussen Marken
CATALOGS: Michel: 7aH, 7a
CATALOGPART: ERIVAN
CONDITION: 
FORMATS: 

Starting bid: 30,000 EUR
80,000 EUR

1992 Heinrich Köhler > 276 / März 1992 John R. Boker > 364
03/03/1992 - 03/07/1992

2 Silbergröschchen blau, waagerechtes Paar, dabei die rechte Marke halbiert, als portogerechte 3 Silbergröschchen-Frankatur, entwertet mit Doppelkreisstempel »STRALSUND 12 1/2« auf Briefvorderseite nach Berlin. Berühmteste Preußen-Halbierung und sicherlich die dekorativste: ein absolutes Spitzenstück aus den Sammlungen Ferrari und Rothschild (Mc.Nr. 7a + 7aH)

CATEGORIES: Preussen Marken
CATALOGS: Michel: 7a+7aH
CATALOGPART: John R. Boker Jr.
CONDITION: 
FORMATS: 

Starting bid: 60,000 DM

1939 Harmers of London > 1145 / October 1939 - Rothschild > 346
10/24/1939 - 10/24/1939

— 29gr. pale blue, one-and-a-half copies, unsevered and used as 3gr. on cover-front to Berlin, lightly cancelled and tied with clear post mark "STRALSUND." Ex Ferrari and probably unique (see photo, plate X)

CATEGORIES: Preussen Marken
CATALOGS: Michel: 7a+7aH
CATALOGPART: Rothschild
CONDITION: 
FORMATS: 

Starting bid: 0 USD

2

2009 Heinrich Köhler > 338 / September 2009 - Fritz Kirchner > 223
09/13/2009 - 09/15/2009

3 Pfennige braunrot im 4er-Block der Platte I, Felder 9-10, 14-15, phantastisch frische Farbe und allseits voll- bis überandig, rechts mit 7,5 mm Bogenrand, ungebraucht mit frischem Originalgummi mit leichten Falzspuren bzw. -resten. Es handelt sich hier um eine der größten und prominentesten Abdeutschland-Seltenheiten neben dem legendären Ferrari-Bogen und dem im Postmuseum befindlichen 6er-Block ist nur ein weiterer ungebrauchter 4er-Block dieser Marke (ex Boker) bekannt: ein Spitzenstück der klassischen Philatelie in absolut phantastischer Erhaltung. Fotoartist Georg Bühler (1967) und Rimondo BPP Provenienz: Alfred Caspary (1956) Josiah K. Lilly (1967)

CATEGORIES: Sachsen Marken
CATALOGS: Michel: 1c
CATALOGPART: Fritz Kirchner
CONDITION: 
FORMATS: 

Starting bid: 80,000 EUR
82,000 EUR

1967 Robert Siegel > 318 / Josiah K. Lilly June 1967 > 471
06/06/1967 - 06/09/1967

1850, 3pf dark red (d), R, Sheet Margin Block of the Scarce Brown Red Shade, Brilliant Color & Impression, Fresh, o. g., Clear to Enormous Margins, faint thin spots in left Pair, L, R, stamp Pinhole, still a Wonderful Showpiece of Great Rarity. One of the Most Outstanding Pieces in the Collection, signed Thier, Colson (Michel DM 46,000.00+). Ex-Caspary... (Photo)

CATEGORIES: Sachsen Marken
CATALOGS: Scott: 1a
CATALOGPART: Josiah K. Lilly
CONDITION: 
FORMATS: 

Starting bid: 6,000 USD

1956 Harmers of New York > 1007 - April 1956 - Alfred H. Caspary > 733
04/25/1956 - 04/25/1956

3pf dark red, MARGINAL BLOCK OF FOUR, Brilliant fresh, full o. g. and of beautiful deep brown red color. Sheet margin at right, very large margins top and bottom, margin a trifle irregular but clear at left. Lefthand pair slightly thinned and tiny pin hole in bottom right stamp. Still a magnificent block of the greatest rarity, unusually attractive and one of the great show pieces of the collection. Signed by W. H. C (Johnson) and Thier. Priced by Scott at \$4,000 and Michel #Mc Mik 24,000 as four singles...

CATEGORIES: Sachsen Marken
CATALOGS: Scott: 1a
CATALOGPART: Alfred H. Caspary
CONDITION: 
FORMATS: 

Starting bid: 4,000 USD

Here are three examples of how the provenance is depicted for the legendary Stralsund cover (1) from the Kingdom of Prussia (see also: 'Profiles in philately', pp.24–26), the famous block of four of the 'Saxony strip of three' (2) and a rare item from Canada in the mid-range price bracket (3).

3

2009 Heinrich Köhler > 337 / September 2009 > 809
09/15/2009 - 09/16/2009

Carter 10 pence bright blue, horizontal strip of three, good to wide margins all around and nice colour tied by Hamilton date stamp and red "PNC" LETTER PAID LIVERPOOL. OC 2 50" to large piece; the strip had been lifted, interior repair to central stamp, still fine and attractive; a rarity!

CATEGORIES: Canada
CATALOGS: SG: 20
CATALOGPART: ASTRUL
CONDITION: 
FORMATS: 

Starting bid: 800 EUR
1,400 EUR

1971 Heinrich Köhler > 201 / September 1971 > 1334
09/15/1971 - 09/16/1971

1855, Carter 10 C blau, waager. Prachtdreieinstreifen a. Briefstück, zusätzlich mit rotem Paid Liverpool getroffen. Außerst seltenes u. dekoratives Liebhaberstück (SG Nr. 20)

CATEGORIES: Canada
CATALOGS: SG: Nr.20
CATALOGPART: Main Catalog
CONDITION: 
FORMATS: 

Starting bid: 2,000 DM

1970 Harmers of New York > 1936 / Januar 1970 - Louise Boyd Dale and Alfred F. Lichtenstein - Part 7 > 881
01/20/1970 - 01/20/1970

10p bright blue on medium pair, HORIZ. STRIP OF THREE, faults, incl. interior repair of center stamp; margins all round, hinged on piece to which it is tied by red Liverpool Pkt. Letter "tombstone". Hamilton Sept 20 '58 also on piece. A spectacular piece (!)

CATEGORIES: Canada
CATALOGS: Scott: 7
CATALOGPART: Louise Boyd Dale and Alfred F. Lichtenstein
CONDITION: 
FORMATS: 

Starting bid: 0 USD



ProFi at a glance

- ✓ The largest available database for determining the value of consignments entrusted to Heinrich Köhler or other auction houses in the Global Philatelic Network
- ✓ Digital philatelic archive with globally available information about single stamp lots in stamp auctions
- ✓ Digital ProvenanceFinder for exclusive expertise in seconds
- ✓ Lot descriptions based on a database with information about provenance, heritage, rarity, price development, changes and potential forgeries
- ✓ Determination of the rarity of a piece and, consequently, its importance
- ✓ Classification and comparison with other pieces to assess the beauty and quality