

# R.S. PRUSSIA

Issue Number 69

I.A.R.S.P.C. Inc.

JUNE 2005

*Kansas City*  
*Here I come!*



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## FUND RAISER RAFFLE:



**AGAIN THIS YEAR WE HAVE TWO NICE PIECES FOR OUR RAFFLE. AN 11<sup>3</sup>/<sub>4</sub> X 7<sup>1</sup>/<sub>4</sub> LEBRUN MEDALLION MOLD DRESSER TRAY AND AN 11<sup>3</sup>/<sub>4</sub> X 7<sup>1</sup>/<sub>2</sub> FLORAL FLEUR DE LIS MOLD DRESSER TRAY.**



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**CONVENTION 2005**  
**July 28 - July 30**

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## Notes from the President



*George Kandel*



Excitement is starting to build for this year's convention. We have an exceptional location and July 8th is the last day for guaranteed rate of \$102 which will include breakfast in the atrium area. I'm informed that pre-registration is proceeding well but we don't want any mistakes/ overlooking because of late bookings. Again, you need to make your display table needs known at the time you register.

There is an addition to the program as listed in the last newsletter. Rob Tucker, a national representative of the Antique and Collectible Association, will present a program on insuring our porcelain. Terry Coy and I discussed this with him at a show and he has now confirmed that he will attend our convention. Working in insurance, I can attest that he is well-informed and knowledgeable. He has some interesting guidelines as to the listing of inventories, the types of losses covered (including shipping) and values up to \$200,000. Over this amount needs additional approval by calling the home office. This will not cover dealer inventory. Settlement of claims is on a replacement cost basis which means current market retail value at the time of loss. It would help if questions were submitted before the program so he would have time to prepare for the answers. It will be to your benefit to attend.

It has been my observation that we are seeing an increase in fake marks with eBay sellers concocting more devious histories such as being in the family for "X" number of years, etc. Be careful in your inspection and observation of the piece being considered. Some are wanting a high dollar for them.

Several large auctions have been held recently and more are on the way including the convention auction, so we should not be getting caught in adverse situations. It is to our advantage to know with whom you are negotiating. It seems that top of the line items are retaining their value but lesser ones are down.

News from the other clubs is that the Michigan group is well organized and will be prepared for us at Novi (Detroit) next year. The Ky-Tenn group has presented information on sites in Louisville, Bowling Green, and Lexington for our consideration in 2008. The vacation season is here and we have had difficulty arranging to talk with the proper individuals at each location on the same weekend. We try to do this one after another and then when narrowed down have a final meeting. This will probably now occur after the convention. If you have comments on any of these, please give them to Joe Krick, Terry Coy or myself.

A final review for meeting should include reservations, need of display tables, special Saturday banquet meal, bring your lanyards with you, Do-It-Yourself sale items, and raffle tickets which can be purchased from Terry Coy before the convention if you are unable to attend. One of the items was won last year in this manner.

We need your support of the regularly scheduled events if we are to continue as a vigorous and progressive club. May you have safe traveling and enjoy the efforts of the Heartland Club.

God Bless  
George Kandel





## From Your Editor

Linda Titus

*Hello RS Prussia Friends!*

We are well into summer now. It has been very hot and dry in our part of Iowa and we could use a little rain and a little cooler temps!

Convention is fast approaching and it will be here before you know it. If you haven't registered yet or made hotel reservations, I suggest that you make them soon. When I tried to make reservations with the hotel, they said that the block of rooms were already sold out at the \$102.00 rate, even though we were suppose to have until July 8<sup>th</sup>. After much negotiating, the reservation specialist figured out the problem. So, be sure to talk to the hotel

directly. The phone number gets you to the hotel, but when you ask for reservations, they give you the central reservations.

I had a little trouble getting this newsletter out on time as I didn't have anything to put in it. An urgent email to all of the board members produced several articles to help it along. Thanks to the quick action of our board we have an eight-page newsletter. It is not an easy task to produce four newsletters per year when we do not get input from our membership. Please try to be a part of the newsletter and submit an article, story, or experience you have had on the hunt for R.S. Prussia.

Hope to see you at convention!

### **Please make the following corrections to your R.S. Prussia Roster Booklet.**

Jane Fawcett's email address is [tjprussia@austin.rr.com](mailto:tjprussia@austin.rr.com).

Carl and Norma Tackett's area code is 269.

Steve and Fran Benton's correct email address is [steven.benton@sbcglobal.net](mailto:steven.benton@sbcglobal.net).

Richard E. Schultz's correct address is 1112 Bay Harbour Circle  
Dayton, OH 45414-3046 Phone: 937-428-1616

Steve and Monica Frese's phone number is 641-369-4201.

Jim Brammer's new address is 11504 147th Lane North, Surprise, AZ 85379.

Anthony and Paula Kobel's new address is 413 Nancy Drive, Columbia, MO 65203

Diethard and Heather Froese, 1040 Roxborough Dr., Oakville  
Ontario, Canada, L6M 1E3 Phone: 905-825-0139.

### **Newsletter Policy**

*This newsletter is the voice of the members of the International Association of R.S. Prussia, Inc. We welcome articles from members. We ask that articles be constructive and contribute positively to the welfare of the club and its members. The newsletter is printed four times a year. Publication mail dates are February 15, April 15, June 15, and October 15. Articles submitted for publication are due to the editor by the 15th of the month prior to publication and are subject to editing. (For example, items for the April issue would be due by March 15th) We look forward to hearing from you!*

## *Notes from the Secretary and Treasurer*

Linn & Leslie Schultz

Summertime greetings to all of our International members! Summer seems to be such a busy time of the year—never enough time to include all of those activities that you would really like to get done. However, if you haven't had time to send in your preregistration form for this year's International Convention in Kansas City, you had better get busy. We're sure you don't want to miss out on all of that beautiful porcelain that will be on display and for sale this year. Maybe you'll even find that one special piece that you have been looking for to add to your collection. It seems that we can always find something to bring home—but the memories we bring home of all of our special "Prussia friends" are always the best! For us, all of you are what make the International Conventions something that we don't want to miss.

Thanks to everyone who has sent in their preregistration forms. It makes our job much so much easier! And, in case you are wondering, Leslie **will** be at the convention this year so you won't have to help Linn!

Linn & Leslie Schultz



# *Patience, Patience*

*Submitted By: Grady Hite*

Annette and I met this really nice lady at an antique show. She stopped in our booth late one afternoon and asked if we would be interested in some art glass. I think I was day dreaming so she startled me. Annette quickly said that we would be interested but asked where the items were. She answered that they were in her car trunk. I was asked to go look at the items in the parking lot.

She stated as we went out the doors that she had sold the art glass to a picker who knocks on doors. He returned within two hours and had asked to return the art glass and get his money back as he had determined that they were reproductions. At this point I began to wonder what we were getting into.

The lady unwrapped 5 Galle' vases that looked old to me but her earlier comments had me wondering. She asked what I thought, at which time I said I was not positive but they looked old to me. She handed me the box, told me to verify the authenticity, then to contact her in two weeks to buy or return the vases.

I said, "Ma'am, you do not know me from Adam's house cat," to which she responded, "God looks after drunks and fools and I ain't a drunk."

I was able to verify that they were all good old Galle' vases. We contacted her to make arrangements to pay her. She

suggested that we come to her home which was about 45 minutes from us. As we entered her home for the first time, she told us to look around and see if there was anything else we would like to buy at a later time. She had a really pretty RSP Fall Season Bowl. We asked for a price at which time she said that it was not for sale yet but would be some time in the future for \$1500.00. We said we would pay that amount now.

She said she would call us once a year to come buy whatever she was selling out of the house. We went every year for ten years buying everything from a table full of sterling to Cut Glass, but never the bowl. We always admired it but never pushed for it.

The year she decided to move into a retirement home, she called us to tell us that she was having an auction and the bowl would be a key item in the auctioneer's ad.

We made plans to attend the auction, because in addition to the bowl there were several other things that we liked that had never been for sale. We arrived early so that we could inspect the pieces very carefully. We hoped that no other collectors or dealers would show up. Only two dealers that we knew came to the auction, so our prayers were answered. We were able to buy the bowl and all the other items for less than what she had priced the bowl.

*Grady Hite*

## *With Sincere Sympathy*



Word has been received that in April, Jack Hettinger of Amoret, Missouri, passed away after fighting cancer for a short period of time.

Jack was a previous member of the International club and did repair work for many Prussia collectors.

His son, Richard of Siloam Springs, Arkansas, has started repairing Prussia.

His address is:  
Richard Hettinger  
927 S. Maxwell Street  
Siloam Springs,  
Arkansas, 72761.

The club extends its deepest sympathy to the family of Jack Hettinger.



## **BRING SOMETHING TO SELL**



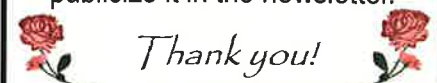
## **AT THE**

## **"DO-IT-YOURSELF AUCTION"**

## **Attention Members:**

If you hear of a death of any member, please let a board member or editor know as soon as possible, so we can publicize it in the newsletter.

*Thank you!*



# Attention R.S. Prussia Members:

*Submitted by: Jane Stork*

I am writing as Chairman of the Nominating Committee to inform members of positions that will be open this year.

According to Article VII, nominations will be presented by the Nominating Committee at the annual business meeting; in addition, nominations may be made from the floor at the business meeting on Saturday. Candidates must be contacted to declare their willingness to serve.

This convention will have three positions on the Board of Directors. Marlene Howard and Assid Corban will be completing a 2nd term and their positions will be open. John Titus will be up for re-election for a 2nd term.

If anyone has a candidate he/she would like to nominate for these positions, and he/she are willing to serve, please contact one of the committee members now or at convention time. We will then get in

contact with that person to ask if he/she is willing to be nominated.

Thank You.

**Jane Fawcett Stork**  
12017 Emerald Oaks Dr.  
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([ajdgld@aol.com](mailto:ajdgld@aol.com))

**Bob McCaslin**  
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Avon, IN 46123  
[maryjack@indy.rr.com](mailto:maryjack@indy.rr.com)

# A Second Chance at What?



*Submitted By: Leslie Schultz*

For those of you who buy on eBay, the old cliché “buyer beware” is without doubt the first principle that you should follow—especially when it comes to “second chance” offers.

Last year we were contacted by someone who had been offered a “second chance” to purchase an item on which we had the winning bid. In this instance, the seller had not contacted us with the total due (we refuse to sign up for Pay Pal or pay by credit card) and we had tried unsuccessfully to contact the seller for over a week (**many** emails, telephone calls, etc.). We responded to the “second chance” inquiry, telling him/her about the lack of communication from the seller. He/she wrote back and thanked us for our information and that the “second chance” offer had sounded “fishy.” We later learned that the seller had been banned from doing business on eBay because of questionable selling practices!

In another instance, we were contacted by someone, supposedly the seller, that the winning bidder had decided not to purchase the item we had bid on. This raised a “red flag” with us due to the above experience. It may have been legitimate, but there are many of these “second chance” offers that are not.

Another cliché comes to mind—“all that glitters is not gold.” So, if you receive a “golden” opportunity to purchase something from eBay via a “second chance” offer, think twice about accepting it. Instead, contact the seller, the winning bidder, and it is a good idea to forward any communication of this nature to eBay. However, “second chance” offers are usually out of the jurisdiction of eBay regulations, which means no recourse for the unsuspecting buyer. Remember, “buyer beware” applies to the Internet just the same as it applies to all other areas of purchasing!

## Attention to the R.S. Prussia Members

### Registration Desk Hours:

Tuesday, July 26: 7-9 p.m.

Wednesday, July 27: 9-11 a.m.; 3-5 p.m.; 7-9 p.m.

Thursday July 28: 8-9 a.m.; 3-5 p.m.; 6:30 - 7:30 p.m.

Friday, July 29: 7-8 a.m.; 3:30-5 p.m.

Saturday, July 30: 7-8 a.m.

### The Hospitality Room Hours:

Wednesday: Noon-9 p.m.

Thursday: 9 a.m. - 9 p.m.

Friday: 9 a.m. - 9 p.m.

Saturday: 9 a.m. - 9 p.m.

# Reinholds Miniature Vases



Miriam & Assid Corban

This article is an adaptation of the programme presented by Assid and Miriam Corban to the R.S. Prussia 2004 Convention in Indianapolis.

Our Programme today is about miniature vases made by the Reinhold Schlegelmilch Factory. In the U.S. you call a Vase a "Vayse", (long a sound) but in most British Commonwealth Countries

we call them vases (short a sound). We could argue all day as to which is the correct pronunciation-but we won't. We find that in German, they are spelled the same way as in English, but we have yet to find out how the word is pronounced in German. What we New Zealanders do know is that if it is called a "Vayse", it is generally more expensive!

Prior to the Publication in 1986 of Mary Frank Gaston's Book II, other writers had always referred to small vases as just vases. Eileen Barlock in her book "The Treasures of R.S. Prussia" did so. Lee and Carol Marple also referred to these pieces as vases in both of their books "The Art Nouveau Years" and "R.S. Prussia-The Wreath and Star."

However, on page 224 of Gaston's Book II, she coined the name of "Salesman's Sample" as a new definition to describe these small vases, but produced no documentation to substantiate her claim. The vase

displayed in a small presentation box in Gaston II, plate 494 on page 169, is not evidence enough to substantiate the term "Salesman's Sample,"

It is also interesting to note that the example shown is not Reinhold Production - he did not use the decoration described, and it is more likely that the "Vase in the Box" was produced by the Erdman Schlegelmilch Factory.

As far as we know, this is the only miniature vase we have seen which can be attributed to the ES Factory.

Lee and Carol Marple, in "R.S.

Prussia, The Wreath & Star." went further, by stating that so many of these vases were produced that it was unlikely that they were "Salesman's Samples," and that there are more samples than corresponding

examples that are larger.

We note also that the wide range of miniatures that have been discovered have not been generally produced as larger pieces. Surely if you were wishing to sell larger objects from a sample you would match them with the range of miniatures you were producing for the trade.

From our experience, we agree with Lee and Carol, that there are too many miniature vases

for them to be called "Salesman's samples," and that they were produced for a certain market in some countries only.

They may have been produced for miniature collectors, or perhaps for sale to customers who could not afford the larger pieces.

So what is a miniature vase?

Gaston has set for miniatures as being up to 4 1/2 inches in height - and we agree with her. We have a collection of about 100 of Reinhold's vases of many shapes, sizes and decorations.

These vases, we suggest, can be classified into several categories.

1. Very large vases - the two largest we have are 17 1/2 inches high and 8 inches across.
2. Large - 10 1/2" to 14"
3. Standard - 7" - 10"
4. Intermediate - 4 3/4" to 6 3/4".
5. Miniature or small vases - 2 1/2" to 4 1/2".

Today we are going to talk mainly about the 30 miniatures in our collection which are all within the range of 2 1/2" to 4 1/2" high. Of the thirty, all of which we have collected in New Zealand, fifteen of them carry the "RS Poland made in (German) Poland" mark...A mark we consider to be as old as the R.S. Prussia Red Mark.

Fourteen of our miniatures are unmarked, one has an R.S. Germany Green Mark, and one has a Friedrich II mark. Of the



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thirty vases, nineteen have bird decorations and one is a 2½" vase with a tiger decoration. The ten remaining vases include a mixture from classical paintings, florals and other scenic transfers.

We do not have any miniatures with the R.S. Prussia red mark, although the marples feature some in their book with others that are unmarked. We are pleased that our collection of miniature bird vases contains all of the different birds that have been identified to date.

Some of the unmarked vases in Lee and Carol Marples book, we suspect could well be either unmarked R.S. Poland (made in German Poland) or unmarked R.S. Prussia red mark, as we believe them to have been manufactured at the same time.

We have been lucky to have discovered all of our miniature bird vases in New Zealand. We do not buy on eBay, as we enjoy the thrill of the hunt in antique shops, at fairs and auctions, as well as the contact with antique dealers.

Because of the number of mini bird vases in our collection you may think they almost grow on trees in



our country, but in fourteen years of hunting we have averaged about one every eighteen months – very rare

finds indeed for the amount of hunting we do.

Many of the miniatures we have seen in American Collections, particularly those with bird decorations, have directly or indirectly been obtained from British Commonwealth Countries, according to their present owners.



That brings us to the conclusion that the Reinhold Schlegelmilch Factory targeted their production for the English, Canadian, Australian, and New Zealand Markets.

We also leave you to ponder our view that these beautiful small vases, manufactured in Germany about 100 years ago, are miniature vases and should be

described and referred to as such.



*2005 Convention Seminars are scheduled as follows:*

- RS Germany by Lee and Carol Marple
- Insuring Your Porcelain by Rob Tucker
- Tillowitz Experience by Joe Lemon

# Welcome New Members

**Frank D & Ethel Ramos**  
2611 Pinot Way  
St. Helena, CA 94574

**Frederick & Marilyn Rogers**  
3796 Clichy Lane  
Bridgeton, MO 63044-3504

**Mildred Seyfert**  
434 N W 90th Avenue  
Pratt, KS 67124

**Kathy Mc Graw**  
Box 1745  
Garden City, KS 67846

**J.J. & Jenie "Hofer" Tune**  
501 S. McArthur  
Salem, MO 65560

**Jerry Rose**  
5747 S - 300 - W  
Trafalgar, IN 46181  
rosesmoke69@Aol.com

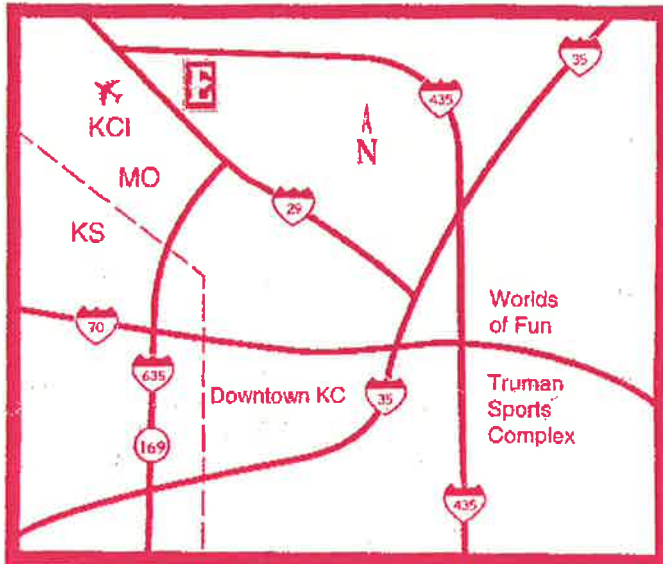
**Mahlon D. Yoder**  
0900-S 1075-W  
Middlebury, IN 46540

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## DIRECTIONS



**FROM THE WEST:** I-70 EAST TO I-435 NORTH; NORTH ON I-435 TO MO HWY 152 EAST ON MO HWY 152 TO I-29 TO TIFFANY SPRINGS PKWY (EXIT 10); TURN RIGHT ON TIFFANY SPRINGS PKWY.

**FROM SOUTHWEST:** I-35 TO I-435 NORTH; NORTH ON I-435 TO MO HWY 152 EAST; EAST ON MO HWY 152 TO I-29; NORTH ON I-29 TO TIFFANY SPRINGS PKWY (EXIT 10); TURN RIGHT ON TIFFANY SPRINGS PKWY.

**FROM THE EAST:** I-70 WEST TO I-35 NORTH & I-29 (EXIT 2G); NORTH ON I-29 TO TIFFANY SPRINGS PKWY (EXIT 10); TURN RIGHT ON TIFFANY SPRINGS PKWY.

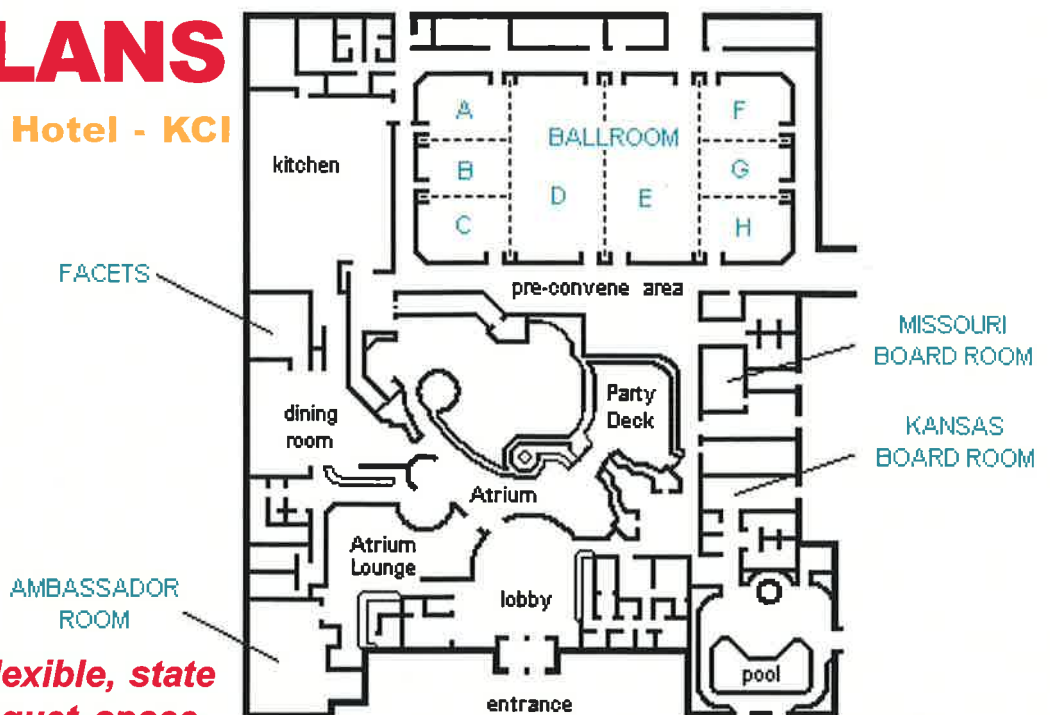
**FROM THE NORTH:** I-29 SOUTH TO TIFFANY SPRINGS PKWY (EXIT 10); TURN LEFT ON TIFFANY SPRINGS PKWY.

**FROM NORTHEAST:** I-35 SOUTH TO MO HWY 152; WEST ON MO HWY 152 TO I-29; NORTH ON I-29 TO TIFFANY SPRINGS PKWY (EXIT 10); TURN RIGHT ON TIFFANY SPRINGS PKWY.

**FROM THE SOUTH:** MO HWY 71 NORTH TO I-435 NORTH; I-435 NORTH TO MO HWY 152 WEST; WEST ON MO HWY 152 TO I-29; NORTH ON I-29 TO TIFFANY SPRINGS PKWY (EXIT 10); TURN RIGHT ON TIFFANY SPRINGS PKWY.

## FLOOR PLANS

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