



Royal Bayreuth
Collectors Club



Volume 6, Issue 8

September 2001

CONVENTION COUNT DOWN!

Harrisburg 2001
September 27 - 29

Make your hotel
reservations by calling the
Harrisburg Marriott at
717-564-5511

If you haven't sent your
Convention Registration in
yet, there is one enclosed
with this newsletter.

Also enclosed is the
2001 Convention Auction
List. If you cannot attend
convention, please send
your write-in bids no later
than September 24th
to Bob McCaslin
6887 Black Oak Ct. E.
Avon, IN 46123
317-272-7776

SEE YOU SOON!

The Royal Bayreuth Ping Pong Mystery... New Findings

Submitted by Chuck Hoey

In my previous article (March 2000) and at the Indianapolis convention last year, I introduced RBCC members to some little known Royal Bayreuth porcelain in three



Pic 2: The blue mark found on all the Ping Pong pieces.



Pic 1: The newly found demitasse



Pic 3: A composite photo of some of the Ping Pong porcelains. Note the three patterns, and the American flag leitmotif (in the ribbons in 2 of the patterns; over the table in the 3rd pattern).

patterns, each with Ping Pong motif. The pieces found to date include tea/coffee cups, demitasse cups and saucers, sugar bowls, creamers, milk pitchers, ashtray, wall pocket and toothpick holder, each blue marked.

The origins and date of manufacture have continued to elude me, and my progress in finding additional pieces has been painfully slow (Hint!). Once or twice a year a piece shows up on the eBay auction site, such as a lovely petite demitasse cup a few months ago. The RBCC membership was very kind to allow me to win this piece at a fairly reasonable price, for which I am grateful.

In the bid history for this piece I noticed one ID which I did not

recognize. As I usually check out my competition, I looked at this bidder's feedback file, and then looked at the items they have previously won, by clicking on the item numbers associated with their feedback entries. In this manner I can determine if they are prone to sniping (last second bidding), how aggressively they bid, and what kind of items they seem to prefer. Perhaps a bit obsessive, but it does provide useful information that might affect my bidding strategy.

In this case, I was astonished to discover that this person had bid only on items relating to World Fairs! I followed up with a note to this bidder after the auction, but

Continued on page 8 (back cover)

Royal Bayreuth Collectors Club**President:**

BOB McCASLIN
6887 Black Oak Court East
Avon, IN 46123
317-272-7776

Vice President:

BOB GOLLMAR
Box 337
Rochester, WI 53167
414-534-2440

Treasurer:

SANDY HEERHOLD
48 Brian
Glendale Heights, IL 60139
630-665-2653

Secretary:

MARY McCASLIN
6887 Black Oak Court E.
Avon, IN 46123
317-272-7776

Executive Board of Directors:**HARRIET LAND**

1793 Pinewood Dr.
Greenville, MS 38701
601-335-5318

BEV BRUMBAUGH

501 E. Summer St.
Northfield, MN 55057
507-645-5382

JOANNE LUNDQUIST

26032 Buena Vista
Laguna Hills, CA 92653
949-643-2833

JUDY STOCKWELL

45 Concord Street
Petersborough, NH 03458
603-924-3539

ALVIN CAPPEL

830 Laurel Ave.
Ashland, OH 44805
419-289-2493

JOELEN PASSOW

1705 Lake Nokomis Dr.
Humboldt, IA 50548
515-332-2265

Historian:**NANCY RUBLAFFUS**

2713 Everett Road
Ottawa, IL 61350
815-434-4943

Editor:**COLLEEN TOLAND**

545 Bloomfield Road
Sebastopol, CA 95472
707-823-6890

The RBCC, Inc. Newsletter welcomes articles and letters pertaining to Royal Bayreuth. We assume no responsibility for statements made or opinions expressed by contributing writers.

President's Message

By Bob McCaslin, RBCC, Inc. President

We hope to have a record number at Harrisburg this year. The various committees are busy putting it all together for our enjoyment. Bob Gollmar and Dick Chubb and their helpers will have a lot of good things for us in the hospitality room. Paul Toland, Chuck Heerhold, and Craig Heeley are putting the auction together, and many others are involved making an effort to provide us with many good memories from the 2001 Convention.

Early arrivals and bargain hunters will hopefully find some great pieces for sale in members' rooms on Tuesday and Wednesday. Also, you will have time to visit some points of interest in Harrisburg, namely the Hershey Company, and several antique shops.

Our club hospitality room will be turned over to us Thursday a.m. until Saturday 11:30 p.m. This room will be open for snacks and fellowship whenever there is no activity scheduled on the official program. This room will also be the site for our Friday and Saturday lunches. The Marriott will serve ham and turkey sandwiches and a salad; the club will provide chips, dips, beverage and other extras). This sounds so good and convenient! Our Ice Cream Social, open for all RBCC members, will be at 8:00 p.m. on Thursday evening.

The Auction check-in room will be given to the club Thursday a.m. and will be under our watch and care until all auction items are removed Saturday a.m. We are having an unusually large auction this year. Please get you items checked in as soon as possible. We

appreciate your support! Thanks to our great Auction crew.



Friday morning we will meet to say "hello", share stories on what has happened in RB world, show and tell, and some of our recent finds.

We will have our annual business meeting on Saturday morning, which includes the Club Election. This year we will be electing a President, Vice President, Secretary, Treasurer, plus 3 Directors. This is your chance to make your voice heard as to the future direction of RBCC. Harriett Land is serving as the Nomination Committee Chairman. You may contact her with your suggestions for the vacancies for the Officers and Directors.

Our banquet will be served on Saturday evening at 7:00 p.m. with entertainment following at 8:30 p.m. Join us for a fun evening.

A special thanks to Richard Stockwell and Anne Wojtkowski who will give interesting programs on Friday and Saturday afternoons. Please arrange your schedules to be present at these presentations.

There will be a Board Meeting on Thursday at 2:00-4:00 p.m. for all Officers and Board Members. The first 1/2-hour is an open meeting for any RBCC member with business for the Executive Board.

The past 2 years as your President has been a good experience for me and I hope good for the Club. Come join us in Harrisburg ... get new members, support your club and officers, help us grow!

Bob.

From the Secretary

Mary McCaslin, Secretary, RBCC, Inc.

As 'our gang' of collectors left Munich, Germany for our trip home, memories of the past 15 days in Germany, Cheq. Republic, and Austria were fresh in our minds The group included Alan and Jan Belcher, Bev and Bobby Jo Brumbaugh, Peggy and Maury Fulkerson, Joanne and Roger Lundquist, Ida Parrot and Fred Zumthum, Ruth Rosenboom, Whitney Newland (new member), C.J. James, and Bob and I. WHAT A GROUP!! We really had a good time! To add to our enjoyment our son, Dave, flew to Munich to spend the weekend with us and then stayed on for an added week. This was his first trip to Europe and we all enjoyed his company, too. Fifteen people on a large bus that seats 53 ... we all had our own seats and room for packages that accumulated each day from shopping and shopping! Our very capable driver, Gunther, and tour guide, Ken Maxfield made our tour a very enjoyable one. Bob and I had Ken before on a previous trip. He really did his homework about porcelain and places of interest to see. Not only the several factories and shops that we visited, but sight-seeing of places that most had only heard or read about. Some had

been there years ago and enjoyed seeing the many changes. Most of all, the fun and fellowship we shared was worth the trip. We shall remember C.J. wandering off to look for porcelain shoes and finding some that she is very proud to take back to Alaska. Joanne kept us informed as to where all of the W.C.'s were in 4 countries. As we left to return to the U.S.A., Bev and Bobby Jo got in their rented car to spend 3 more weeks touring Germany in places

that they had been 40 years ago. As this issue was so close to our return not everyone's photos were ready, so we will have more for future issues. Wish you all could have been with us maybe for the next one?

I would like to THANK YOU for allowing me to serve as your Secretary for

the past two years. It has been a challenge, and a pleasant experience. I hope that you have been satisfied with my efforts and I appreciate the help and cooperation that I have received from many of you! See you in Harrisburg!

*Sincerely,
Mary*



Mary and her son Dave meet up in Germany.



AND THE WINNER IS...

Congratulations to Gordon & Renee Handley who won our quarterly drawing. Your 2002 dues will be paid the the R.B.C.C.

Help!

**We Need articles
for the Newsletter!**

**We know you
have something
to contribute!**



The Convention

To all good members,
out goes the call:
On to Harrisburg
early in the Fall.

It's September 27-30
to be exact

but you can attend longer
and that's a fact.

There will be lots of RB
to look at or buy
and an auction
where you can try and try.

Many good friends
will be there too.

It's surprising
who you can bump into
just out of the blue.
Get your reservations
in and make haste.

There's simply
no time to waste.

See you there,
and that's not chatter.

For those few days, RB is the
only thing that matters.

Anonymous

Europe Tour 2001

Many thanks to all who were involved; Susie Hacker (owner of Uniglobe), Brenden Tours, Ken Maxfield (guide), Gunther (Bus driver) for an excellent job. And especially to the 13 members that made the effort to go and the memories that we will have. Joan and Roger used their early arrival time in Berlin to locate a group of antique shops, which gave us a good afternoon checking them out. The city tours that we took enlightened us on the history of all cities that we visited. We had the opportunity to visit several porcelain and glass factories. So many interesting places (kings castles, Berlin Wall, Potsdam, World War II places, Mozart's home, and so many other places we had all heard about in history. But we were there to explore antiques and factories, too. The factory showroom at Dresden displayed their hand-painting studios and was a real treat for porcelain lovers. In Meissen we visited the great showroom of beautiful porcelain and watched some of their workers apply their skill to the porcelain. Some of their pieces found a new home in Marion, Indiana. At Prague the Royal Dux Porcelain Factory in Duchson was an unexpected treat. Going through their factory and finding a very high quality product ended with a shoppers treat in their uptown factory salesroom. After two days in Prague and several other stops,

we headed east to Tettau (Royal Bayreuth Factory). A walk through the factory (many workers were on holiday), we viewed their beautiful, translucent dinnerware etc. in their show room. We were also allowed to see their archive room, and then we found



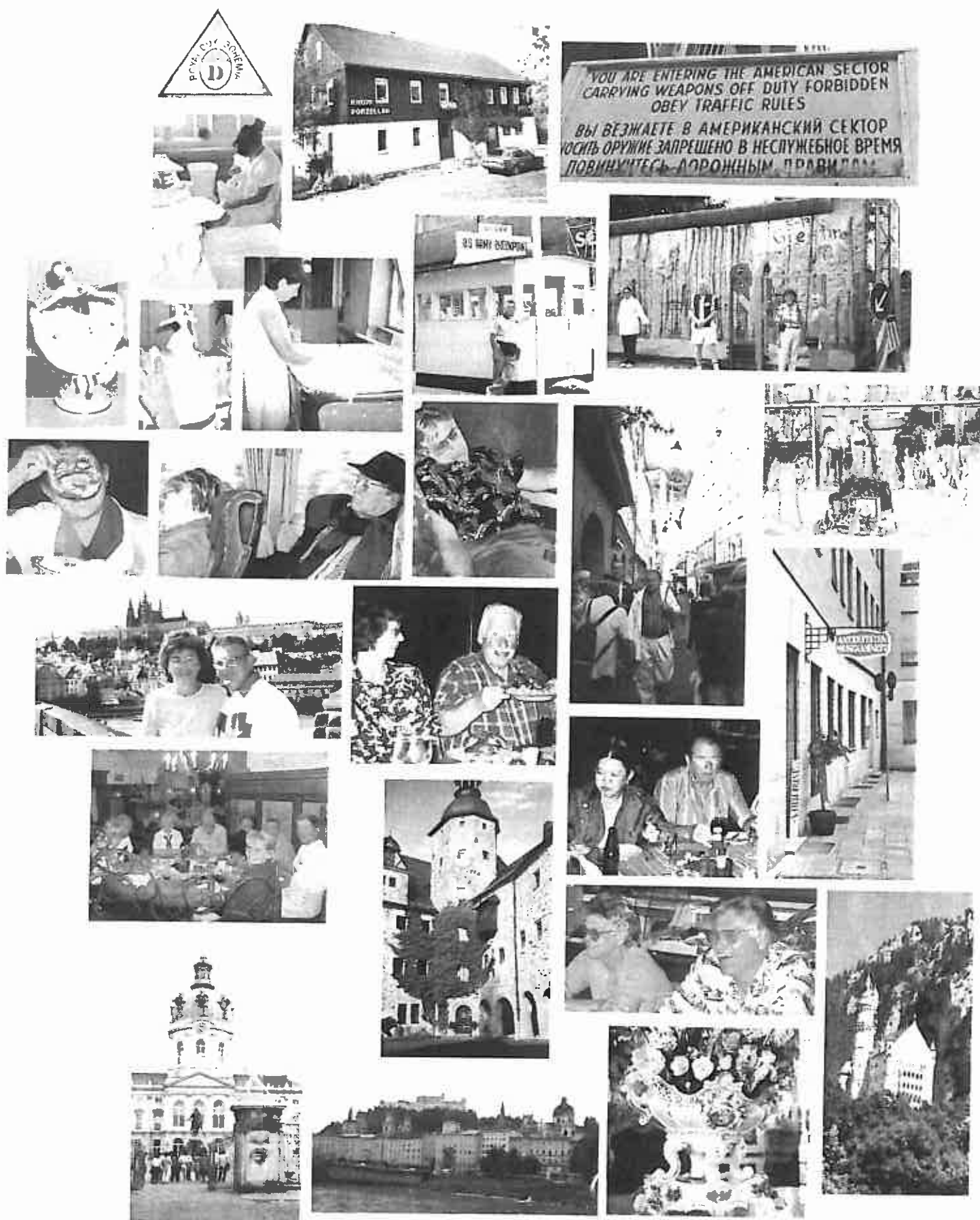
ourselves in the sales room! Need I say a good time was had by all, and packages had to be mailed home from there. Herr Herold, Factory Sales Director, escorted us to another factory (one of three) in what used to be East Germany. These porcelain factories are owned by the Tettau factory and specialize in making the beautiful lace-highlighted figurines (rated among the finest in Europe). Next visit was to a one-man operation in the very small village about 4 km from Ludwigstaddt on top of a hill in Thuringer area. This was probably the first time a bus tour had found the Knopf Porcelain Factory. Years ago, there were

Submitted by Bob McCaslin

about 400 of this type of factory in this area. Other than making some of his own molds, he buys white ware from other factories (Tettau). He does his own hand painting and firing on these blanks with his own mark on them. Mary bought one of his hand painted chocolate sets (Victorian people and scenes)

with six 7" cake plates. (See it at Harrisburg Convention!) On our way to Munich, the Hummel (Goebel) factory was one of interest, day tours in Munich, seeing the castles of King Ludwig II, his beautiful gold coaches, the Nuenburg porcelain in their museum, Hitler's "Eagle's Nest" at Birchesgaden, the famous Swarovski Crystal Factory, Mozart's home, and many other points of interest.

We had a wonderful time! Something happened when the ladies stepped into the sales rooms of the various places and stores where porcelain was on display. Nothing else mattered. Husbands were ignored, time was forgotten! They forgot we had to be back on the bus. . .tour guides paced the street waiting for them to return, etc. and finally saying "We will leave when they are through SHOPPING." It was a shoppers paradise clear up until we boarded our plane. Ask C.J. about roaming the various cities to hunt for porcelain shoes. Ken even had the bus trace her steps to buy two great "finds". See them in Harrisburg too!



"PRIME TIME" RIPS ANTIQUE DEALERS

Submitted by Bob McCaslin

On June 14, ABC's Prime Time coverage on "The General Antique Dealers Integrity or Lack of It", showed that 3 out of 4 failed to meet ABC's integrity test.

First case: A dealer paid \$25.00 for a Cartier silver box. He, in turn, priced it to a representative from ABC for \$800.00 and finally selling it to them for \$650.00. The dealer told them he had recently paid \$550.00 for it. It proved to them, (Prime Time) that the dealer had very little regard for his integrity, and placed little value on the importance of truth in his life. Such an individual (at best) is a poor risk for the level of honesty that customers are entitled to.

Second Case: A dealer pays \$45.00 for a silver tray and selling it a few hours later for \$695.00. He wrote a fictitious appraisal of \$2,500 for the customer, casting aside any pretense of integrity worthy of our trust.

Third Case: A dealer paid \$75.00 for three historical scene English Staffordshire plates, saying he might be able to make \$20.00 per plate. He sold them for \$890.00. PrimeTime paid the dealer \$2,235.00 to buy back the same pieces that they had sold to him for \$150.00. The dealer's profit margin was 15 times.

There are many dealers out there who do not misrepresent their product, nor sell their integrity for any price. They are the life blood for our collectors and dealers. No value can

be placed on good knowledgeable antique dealers.

Maybe Prime Time should stay away from antique dealers, sticking closer to their TV studios, worrying about their own integrity. Remember the 2000 Florida election coverage, how early was 'early'?

The following suggested fair offers are taken from an article in the July Antique Week, which sets a fair rate by dealers to their prospective sellers:

- A. A dealer may offer 20% of suggested price guide value on items under \$100.00.
- B. Offer 25% of value on items between \$100.00 and \$1,000.00.
- C. Offer 30% of value on items between \$1,000.00 and \$10,000.00.
- D. Offer 35% of book value on items over \$10,000.00.

Sellers that are beating these percentages should consider themselves to be ahead of the game, and if they want or expect full retail, then change hats from seller to dealer. Maybe they would get a clue as to the expenses and overhead that antique dealers experience in operating their business.

Many feel it is the dealer's place to always be fair and offer close to full book or price guide value. This is an unreasonable expectation on the seller's part. How does the seller expect the dealer to stay in

business if there is no profit?

It is the seller's responsibility to do their homework by using price guides, e-bay sales, or various auction prices to arrive at a fair selling price. Be prepared to price your merchandise according to your research.

I was in disagreement with the conclusions of the Prime Time effort to dwell on the dishonesty of few antique dealers, rather than helping the sellers find ways of meeting their responsibilities of arriving at a fair selling price in a possible business transaction.

Are most antique dealers fair with their offers when faced with "what will you give me for this", or with this "I will take so many dollars for these items, are you interested?"

Informed sellers seem to be the obvious answer to dishonest antique dealers. Do your homework and be fair in setting your values.

ATTENTION CONVENTION GOERS! *We need Cookies!*

Those of you that are attending the convention in Harrisburg. . .Please bring cookies (home-made preferable, but any and all are welcome) or any other snacks that you choose to bring. We need them for our hospitality room. The hotel is limiting what we can bring, so pack up the goodies and we'll see you there!

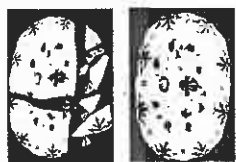
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DIRECTIONS TO THE HARRISBURG MARRIOTT

Marriott offers shuttle transportation to and from the airport. If you are interested you can make arrangements by using the courtesy phone by the baggage claim area or by making an appointment through the Marriott.

FROM AIRPORT - Take 441 N to 283 W (Harrisburg) to I-283 N (Harrisburg) to Exit #1 (Swatara). Make a right and then a left to the Marriott.

FROM STATE COLLEGE - Follow Route 322 East to I-81 N. to I-83 S. Take I-283 S. for one mile Exit #1 (Swatara). Turn left at exit ramp. The Marriott will be on your left.

FROM CENTRAL & SOUTHERN NEW JERSEY - Take the New Jersey Turnpike to the PA Turnpike Exit #19. Take I-283 N. to Exit #1 (Swatara). Turn right at exit ramp. The Marriott will be on your left.

FROM NEW YORK CITY - South to 78W through New Jersey into PA. Take I-81 S. to I-83 S. Follow I-83 S. for approx. 5 miles to I-283 S. Take Exit #1 (Swatara) Make a left at the exit, the hotel will be on your left.

FROM ALLENTOWN / BETHLEHEM - Take 78 West to I-81 S. Take I-83 S. to I-283 S. Exit #1 (Swatara). Turn left at exit ramp. The Marriott will be on your left.

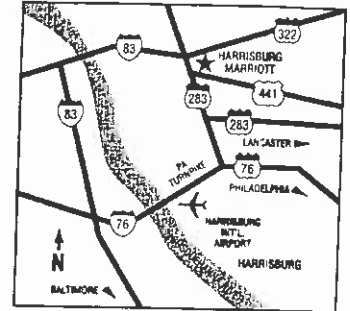
FROM WASHINGTON DC - Take 270 North to 15 North to 83 North to 283 South to Exit #1 (Swatara). Turn left at the exit, the hotel will be on your left.

FROM PHILADELPHIA - Travel West on PA Turnpike to Exit 19. Go North on I-283 for one mile. Take Exit #1 (Swatara). The Marriott will be directly in front of you.

FROM YORK - Take I-83 N to the PA Turnpike, east Exit #19, take I-283 N. to Exit #1 (Swatara). Turn right at the exit ramp. The Marriott will be on your left.

FROM PITTSBURGH & POINTS WEST - Travel East on PA Turnpike to Exit 19. Go North on I-283 for one mile. Take Exit 1, PA 441 (Swatara Exit). The hotel will be on your left.

FROM SCRANTON / WILKES BARRE - Take I-81 S. to I-83 S. to I-283 S. Take Exit #1 (Swatara). Turn left at exit ramp. The Marriott will be on your left.



HELPFUL HINTS IN CARING FOR YOUR TREASURERS

Here are some tips for the care of your various antique pieces, and what to do if you should damage one.

When cleaning your porcelain pieces, avoid stainless steel or porcelain sinks. A large Rubbermaid tub or bowl is a good way to eliminate accidental chips and hairlines. Use a mild soap, warm water, and of course, handle very carefully. In cleaning restored pieces, hot water tends to loosen some materials used by the restorer. It is a good idea to check with your restoration company for details on cleaning.

Generally proper care goes hand in hand with good common sense of the owner. Avoid feather dusters, vacuum cleaners, dishwashers, and inexperienced people doing your cleaning. Put collectibles in china cabinets away from possible accidents by small children. Have a professional installer put up those display shelves using angle irons and toggle bolts. Do not display your collectibles near sunlight. Seek the

advise of a professional mover when packing for an upcoming move. Check your homeowners insurance for the exact extent of your coverage.

Due to the many techniques and materials being used today, it is almost impossible to damage a piece beyond repair. For china repair, we have used Weibold Studios in Ohio, who restored three pieces of RSP for us and we had three pieces of RB by the Tindell Studio of Tenn. We were pleased and would use either of them again, if needed.

You will be able to select a good restoration service by asking area museums, antique dealers, or fellow collectors. Cheaper may not always be better. Remember, you want restoration that comes close to original product quality and should last undetected through a couple of generations. Try to get all the pieces of a broken article, placing them in a bag, and using soft towels to prevent further chipping or other damage. We still have 20-30 pieces

of a Summer Season Cobalt Bun Bowl (RSP). We'll think about that restoration tomorrow

Tips for RBCC members that have other fine collectibles: Silver items may be restored to museum quality condition if damaged by fire, dented, severely tarnished, etc., with the right equipment, supplies and experience.

Should you seek a restoration service, find out if they are members of the (AIC) American Institute of Conservators. Always get a written repair estimate and approximate date when the restoration is to be completed. Check the details of your Restorers Liability Insurance. Leave nothing to chance, as these items hold great value and family memories.

Bob

Continued from cover story

they were apparently too disappointed in losing the piece to reply. But my curiosity would not relent: *could this Ping Pong series have been specially made by Royal Bayreuth for a Worlds Fair exposition hosted by the USA (since each piece also has an American flag motif, in the ribbons in 2 of the patterns, or over the table in the 3'd pattern)?*

I did some research and compiled a list of Worlds Fairs at USA sites, and immediately chose St. Louis 1904 as the most logical candidate. Recall that the Ping Pong craze occurred in the early 1900s on both sides of the Atlantic. The next step was to do an internet search on the St. Louis Worlds Fair, and of the many links that came up, the most useful seemed to be the St. Louis Public Library. By now I was practically panting with anticipation, hoping at last to have solved the Royal Bayreuth Ping Pong mystery! Only one day later I had a detailed

reply from their very competent research staff. They cited a German catalogue, which lists the items at their pavilion in 1904. I quote the relevant entry:

the International exposition St. Louis 1904. Official catalogue. Exhibition of the German Empire, issued by Germany. Reichskommission, Weltausstellung in St. Louis (Berlin, 1904), under ceramics on p. 464, lists "Koenigsliche bayerische Porzellanmanufaktur, Nymphenburg bei Muenchen. Table services. Services for coffee, tea, mocca coffee & desert. Figures, groups, art & fancy articles. State articles.

From my Chess playing days I recognized immediately that "Koenig" is the term for King, so I can safely presume that "Koenigsliche" translates to Royal, and we know that "bayerische" equates to Bayreuth.

Conclusive proof, certainly not, but the date, matching the Ping Pong craze, the description of the porcelain, and the American flag leitmotif all fit perfectly! I will of course persevere until I have positively identified the Ping Pong porcelain as having been sold at the German pavilion at the St. Louis Worlds Fair Exposition in 1904. Meanwhile, I still need help from the RBCC members, so please find the wall pocket for me in any of the three patterns.

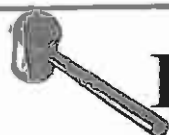
I will close this report by posing a question for the members: Given the prestige of Royal Bayreuth porcelain, did they make pieces in other patterns for other Worlds Fairs to represent the German porcelain industry? Perhaps an interesting area for research.

Enjoy!

Chuck Hoey,

e-mail address:

tennis@monriver.com



RBCC Convention Auction History

We will have 2 sessions at our 2001 RBCC Auction. I know this is not the normal auction procedure, but we will have a Friday night session, 7:00 p.m. to 10:00 p.m., and then a Saturday session from 8:30 a.m. to 10:00 a.m. I am very sorry if this has upset some of our members.

The reason for this change is because the Auction Committee Chair and the Club Auctioneer felt it could be quiet possible that the number of pieces might reach as many as 200 or more. With only one auctioneer (Rollie) and rather that working him until late into the night, it appeared that the most logical solution to this potential problem would be to have two sessions.

I am concerned about some who have expressed their adverse feelings about this, but have not expressed their concern to either Paul or myself first. I made the decision to go ahead with the two session auction, and I can

explain to any member my reasons for doing do. There was not enough time to contact the complete executive board for their approval. Since I made the decision, several members of the board have stood by me.

I have kept auction totals for the last three RBCC auctions. Please notice these figures:

1998 - St. Louis, MO., \$77,580. sales,
66% of the items sold
1999 - Columbus, Ohio, \$166,180. sales,
70% of the items sold
2000 - Indianapolis, IN, \$107,435. sales,
70% of the items sold

So, in the last 3 years, RBCC sales have been \$301,195. Many members are saying, "Why change the percentage given to the club, as we don't need the money". They are right, but let's allow the board to make the necessary changes to the policy to insure the fairness to the entire club.

Two of the clubs big pluses have been when

Paul Toland said he would try to chair the auction in 1996, and when Rollie Rosenboom walked in at Chicago and asked if we needed any help with the auction. As this club grows during the next couple generations, maybe some will remember those that have been so helpful in the early years.

So, let's try a second session this year rather than to have NO auction. We should be thrilled that our members have enough confidence in our auction to consign so many items for our club auction in 2001. We have the finest club auctions found among various hobby groups. We sincerely thank all members of our club for items consigned, and thank each one of the auction personnel for the integrity shown year in and year out. Keep up the great effort that it takes for the results obtained.

WE ARE ALL ANXIOUS TO SEE WHAT
WILL BE OFFERED THIS YEAR!

Thanks, Bob