

Is It Really a Royal Bayreuth Shoe? Here are Some Answers

by Cathern James

With the recent shoe collecting interest shown at the Milwaukee Convention (see our last Bulletin) it seems an opportune time to explore the copycats available on the market. It was a high tribute to Royal Bayreuth that so many manufacturers tried to ride the coattails of their success, but it can be a great disappointment if today's buyer doesn't recognize the substitutions, especially when buying from the web or if counting on the over exuberant promises in a seller's description. In today's marketplace such copies would be called "fakes." Although some of the copies are reasonably well made, they lack the labor intensive detailing and consistent high quality of RB.

So what should one expect of a Royal Bayreuth porcelain shoe? All the pre-Depression era Bayreuth shoes were manufactured with clearly distinguishable left and right mold forms. The copycats were occasionally offered as paired shoes, but none of those paired shoes have as strong a right and left foot definition.

There should be no unnatural curvature or boxiness to the footbed, and you should actually be able to picture the human foot fitting comfortably within the shoe. The shoe should be very well crafted with attention to detail. It is this attention to detail that earned the reputation of high quality for the Victorian Bayreuth factory.

There is the "signature" touch of their unique striped backtab on many of the men's shoes (Fig. 3); realistically crafted in-mold seam lines with frequent addition of meticulous hand-painted detail; added interior and sole glaze finishes; labor intensive use of beading and textures--all of which required multiple kiln firings to accomplish.

I have tried to briefly cover some

of the shoes that look deceptively like RB, but for more thorough coverage, please refer to the well researched Porcelain and Pottery Shoes reference by our member Anne Everest Wojtkowski (Schiffer Pub., 2004).

Alteration of a damaged man's RB Victor shoe is a common collecting hazard. A smoothed off backtab fracture is often touted as a complete shoe. This shoe was never made without a backtab, so if the back is completely smooth, just realize you are buying an incomplete restoration. Fig. 1 shows an RB Victor shoe with two copy-cat Dip Glazed Chalk White factory shoes. The interiors of the copycats are raw bisque. The glaze finish stops just below the view you see in Fig. 1, which was entirely the point. It saved money and manpower in a competitive market.

The RB 5-eyelet cap-toe woman's oxford in ivory in Fig. 2 is shown with a copycat floral oxford for the left foot. The ratio of heel back to heel on the copycat mold can be seen to be entirely different. Also note that the RB has a raised lacing placket, a steeper toe pitch, and that the in-mold toe seam is placed much lower on the form.

A variant of the flap cap-toe man's work boot is frequently advertised as RB. Fig. 3 shows a camel and a black RB on the left. Its imposter on the right is obviously not a typical RB decor, but a more common camel colored form confuses buyers unless they note the visible seam lines and the unfinished sole with its large, unattractive vent hole.

Fig. 4 shows the RB woman's high-top 4x4 grommet/lace form on the left and a less common 5x4 wing-tip on the right. An imposter sits between them. This is actually a very cleverly done 9-eyelet shoe with snake skin lowers. The interior looks finished at casual glance,



Fig. 1

Inset photo
courtesy of
Jean-Luc Zammit



Fig. 2



Fig. 3



Fig. 4

Continued on page 2

Royal Bayreuth Collectors Club

www.royalbayreuth.org

President

Sandy Heerhold
808 Black Walnut Drive
Sugar Grove, IL 60554
630-466-7601
lyricpoet@juno.com

Vice President

Terry Anderson
1734 Telemark Drive
Rockford, IL 61108
815-397-4189
tande4343@aol.com

Treasurer

Carolyn Church
110 Blackwood Street
Beaver Falls, PA 15010
724-846-4526
jkc110@comcast.net

Secretary

Karen Church
110 Blackwood Street
Beaver Falls, PA 15010
724-846-4526
jkc110@comcast.net

Executive Board of Directors

Alvin Cappel
830 Laurel Avenue
Ashland, OH 44805
419-289-2493
arcappel@excite.com

Becky Conrad
12355 North Upper Lakeshore Drive
Monticello, IN 47960
574-583-3002
becky@bethsantiques.com

Mary McCaslin
6887 Black Oak Court East
Avon, IN 46123
317-272-7776
maryjack@indy.rr.com

Ida Parrot
2051 East Shaw Avenue
Fresno, CA 93710
559-288-4775
marian937@comcast.net

Nancy Rublaitus
2713 Everett Road
Ottawa, IL 61350
815-434-4943
mikeandnancy53@yahoo.com

Kat Thacker - **Editor**
311 West Drayton
Ferndale, MI 48220
248-545-0392
editor@royalbayreuth.org

Historian

Jerry and Harriet Lavine
7 Quail Run
Canton, MA 02021
781-821-1202
hljl1000@yahoo.com

Royal Bayreuth Shoe Continued



Fig. 5



Fig. 10



Fig. 6



Fig. 11



Fig. 7



Fig. 12



Fig. 8



Fig. 9



Fig. 13

Royal Bayreuth Shoe Continued

but the glaze line stops just beyond the sight line--something RB would never do. The shoe was purchased as a pair of two right shoes and is impress numbered in a very non-RB fashion. It lacks RB detailing and has inattentive little color flecks of the lower glaze color on the white uppers.

The differences in the pierced vamp evening slippers in Fig. 5 are fairly obvious. On the right is the RB. It has stencil applied coralline beads. Its copy on the left, which is tentatively attributed to the Ilmenau Porcelain Factory, has clusters of porcelain grains under glaze. It is thicker walled with a luster glaze that lacks durability.

Most German factories created multiple sizes of the same shoe in a process called "forming off." RBs were typically made in a standard length of about 5 inches. A rare form-off of the standard 11-button, scalloped side closure high-top shoe was displayed at the last convention, but miniatures are clearly not common.

Fig. 6 shows some miniatures that deceptively imitate RB coloring and decor. The differences, however, are only superficial when a side-by-side comparison is made with the standard RB molds. An RB man's 8-eyelet cap-toe ankle shoe with striped backtab is shown on the far left. The adjacent copycat miniature borrows the rim shading of the RB, but the shoe is done with far less finesse, has some glaze application issues, and has a plain unstriped backtab. The two shoes on the right are a regularly sized RB man's 7-eyelet cap-toe ankle shoe and a rather fancy miniature. Close exam of that miniature reveals mold mismatch at the

toe and inexpertly smoothed seams that can be seen through the glaze of the toe as well as very clearly down the sole.

Copycat versions of the RB man's dress shoe are commonly mistaken for RB, perhaps because the copycats are paired and occasionally have hand-painted seam detail. An RB is at the far left of Fig. 7 for comparison. The remaining four shoes were made by the Dip Glazed Chalk White factory (DGCW), an unknown lower end German competitor. It is probably easiest to appreciate a dip glazed finish when examining the smaller brown pair. All the white below the brown glaze line is raw bisque. The white inside the RB is actually a separately applied glaze coat, and its sole was glazed to look like a walking surface. In contrast, mold seams are often visible through the glaze of the DGCWs and soles are unfinished bisque.

The German firm of Mardorf & Bandorf in the town of Arnstadt made some styles of mated left and right airbrushed shoes, mostly in variegated green and blue. Their shoes were typical of real shoes of the era, just like RB, and they often had fabric or metallic fabric laces. Perf seam detail was sometimes quite ornate. The Arnstadt shoes in Fig. 8 include an assembled pair of variegated green 4-eyelet cap-toe low-cut shoes. Although these are left and right shoes, both have a high right top eyelet. RB models are designed with far more natural symmetry. Further, the sole of an Arnstadt shoe is unfinished, and seam lines are often visible through the glaze.

The RB man's lawn tennis shoe on the left side of Fig. 9 is a favorite of

most collectors. Although there are borrowed colors and textures in the copycat shoes below, it should be fairly obvious that the execution is a weak echo of the RB craftsmanship.

Fig. 10 shows a group dubbed "gangster shoes" in Wojtkowski's text. While it is tempting to think the shoes could be early RBs, the notion must be discounted when recognizing that other early RB items do not have this kind of primitive craftsmanship.

RB is well known for its flawless and seamless tapestry finish created in the kiln by burning away real fabric placed against the greenware. Fig. 11 is just one example of a competing factory's imitation tapestry, this one done by the Ilmenau firm of Galluba and Hofmann.

A large and small Royal Bayreuth work boot on the left side of Fig. 12 are often confused with the large and small boots made by Schmidt Victoria on the right. The Schmidt Victoria boots are shaped rather like stove pipes and would be dreadfully uncomfortable to wear. They have minimal seam detail; and the sole is bisque with only weak right/left definition.

The rigour of Victorian fashion demanded that a gentleman's morning dress include fine linen or wool spats along with monocles, top hat, and cane. Fig. 13 models, back to front, an RB spat shoe with in-mold dimpled buttons, an RB with applied round buttons, and a copycat with in-mold round buttons. The top panel clearly shows RB modeling precision (left). The fake (right) has a coarsely modeled mock broadcloth and sloppy sole finish. Thank you for letting me share.

Our New Historians

by Harriet and Jerry Lavine

We are pleased to be the new historians for the RBCC! We have been members for several years, but it has only been the last two that we have been able to attend the conventions. Our first piece of Royal Bayreuth was a Sunbonnet baby and while we continue to collect that, we have expanded to the nursery rhymes, animals, clowns, etc. etc.

We need everyone's help in creating the RB scrapbooks with memorabilia and pictures from the convention, newspaper/magazine articles about Royal Bayreuth and even anecdotes from the convention, places you have encountered that "special" piece etc. Please send whatever you have to:

Harriet and Jerry Lavine

7 Quail Run

Canton, Ma. 02021

E-mail: hljl1000@yahoo.com

Correction to December Newsletter

In the Minutes of the Board of Director's Planning Meeting on October 14, 2006 we need to clarify that the gift bags at conventions should cost no more than \$10 each, with the expense coming out of the Hospitality Budget.

President's Message

by Sandy Heerhold

As I sit at home trying to stay warm, I felt this was a great opportunity to work on my message to our membership. Our weather has been in single digits with very strong winds making for dangerous conditions in the Midwest. I think you warm weather people are onto something.

I find myself inheriting the job of President of the Royal Bayreuth Collectors Club. This will probably bring me full circle in filling positions and volunteering for the club. I have been involved in RBCC since its inception and have worked for the club in just about every capacity except for secretary, and that will not happen. I thank you all for your messages offering encouragement and your willingness to assist. Throughout the years of our club, many strong friendships have been formed, which I am hoping will continue.

I would like to recognize some individuals who have done some very special things for our club. Thanks to the Brumbaughs for their very generous purchase of the RBCC plaques. Also to the Tolands for their donation to the club of www.RoyalBayreuth.org. We are having issues with the .com Web site, and to expedite our change to our new Web master, we will be going on the air as RoyalBayreuth.org. Big thanks also to Gregg Thacker for taking on the Web site responsibilities. I have asked Janet Belcher to be our recording secretary at our meetings which she has accepted. Joanne Lundquist will be chairing our hospitality room in Pittsburgh. Do not be surprised if you hear from her asking you to bake cookies. Judy Stockwell will take over the ebay reporting. The Bartletts are assisting me in programming for the convention – they would

welcome programming suggestions! Terry Anderson will be filling in as Vice President and is also working on entertainment for the convention. Also, Ida Parrot has joined the board as a replacement for Dick Earle who has resigned for personal reasons. A big thank you to you all, and if I should have missed someone, I apologize. My gratitude to the remaining board members and all others who are working to make our club a success.

I am excited to be going back to the Embassy Suites for our next conventions. For a two room suite rate of \$105 nightly, it will include a complimentary cooked to order breakfast and a Manager's reception in the evening. They will also provide a complimentary airport shuttle and a shuttle to the surrounding area. A reasonably priced restaurant is in the hotel. For information on the hotel, go to www.embassypittsburgh.com. Your committee is hard at work to provide you with another successful convention.

We are also in the process of selection of officers which will come up at our Pittsburgh convention. If you would like to be considered, we will be needing a President, Vice-President, Secretary, Treasurer and three candidates for the Board of Directors. Without active participation, our club will struggle to exist. There are many other duties that need to be addressed. Your help would be greatly appreciated.

I am hoping to see many of you at our convention, hopefully many new faces, and always a pleasure to renew old friendships. More details of our convention will be published in the June newsletter.

ing together the December issue. That particular edition is always a chore with all the convention coverage and business meeting notes at a very busy time of year!

Our club treasurer, Carolyn Church had knee replacement surgery at the end of February. She is doing well and working hard on P.T. Feel better soon.

We are still on the lookout for your

Secretary's Message

by Karen Church

Hello everyone. It's been a busy time especially with membership renewals. I've received 117 to date, which leaves 65 more to renew. I will be sending out a second notice (probably before this newsletter comes out), and I hope this note will also act as a reminder to send yours in if you haven't already!!!! Please make checks out to R.B.C.C. in the amount of \$30 and return it to me.

Karen Church, Sec. of R.B.C.C.

110 Blackwood St.

Beaver Falls, PA. 15010

724-846-4526

jkc110@comcast.net

Bob McCaslin has had open heart surgery and in Mary's note is "getting along ok". Best wishes to him for his continued recovery and our thoughts are also with Mary.

This will be a busy year for Mom and I. This is our final term on the Board, and we are helping to host the Pittsburgh convention this year. Please keep Pittsburgh in mind and plan to attend. The convention dates are September 27-29 at the Embassy Suites Hotel by the airport, so mark your calendars!! It'll be here before we know it!

Thanks to all who have sent the notes of encouragement and appreciation. It really means a lot! Take care and keep warm. We were spoiled in November and December, and are finally having a real blast of winter weather in the area. Punxsutawney Phil says an early spring, so let's hope!

MARK YOUR CALENDARS
2007 RBCC Convention
September 27 - 29

PITTSBURGH



Editor's Message

by Kat Thacker

Warm winter greetings from the frigid Midwest! First of all, thank you to all the busy writers who provided quality articles for this newsletter! I would also like to thank Linda Titus and Heather Wiskow at Images in Ink who did a wonderful job of pull-

ing together the December issue. That particular edition is always a chore with all the convention coverage and business meeting notes at a very busy time of year!

Our club treasurer, Carolyn Church had knee replacement surgery at the end of February. She is doing well and working hard on P.T. Feel better soon.

We are still on the lookout for your stories. Everyone loves to read about those flea market finds, ebay steals, and treasured family heirlooms in your china cabinets. Please send all your completed articles or "just ideas" for stories directly to my e-mail; editor@royalbayreuth.org. Remember, the deadline for the June Newsletter is May 10th.

CALL FOR 2007 AUCTION PIECES

by Chuck Heerhold

If you have any RB pieces taking up space or packed away in boxes, **WE WANT THEM.**

If you know of anybody downsizing their collection for any reason let them know about our auction – or provide their name to

Chuck Heerhold, Auction Chairman

Phone: 630-466-7601

e-mail: lyricpoet@juno.com.

Based on recent ebay auctions, prices are starting to stabilize and rise in some cases.

We are eager for another great turnout of pieces in our 2007 auction to include scenics, figurals, and tapestry!

To ensure the best advertising and visibility, please advise Chuck of all potential pieces by May 15, 2007. Thank you for supporting the RBCC convention and auction!

Royal Bayreuth Collector's Club Treasurer's Report

by Carolyn Church

November 1, 2006-January 31, 2007

Closing Balance-October 31, 2006. \$15,291.58
Receipts 11/1/06-1/31/07

Membership Dues- New and Renewals \$ 2,387.50
Closing Balance Plus Receipts: \$17,679.08

Disbursements 11/1/06-1/31/07

The Embassy Suites Hotel (deposit 2007 convention) \$ 500.00
Postage for shipping raffle baskets \$ 30.00
Web site. \$ 275.00
Newsletter \$ 1,339.65
Supplies for Secretary. \$ 93.35

Disbursements Total: \$ 2,238.00

Closing Balance Plus Receipts: \$17,679.08

Total Disbursements: \$ 2,238.00

Checkbook Balance 1/31/07: \$15,441.08

Web Site News

by Gregg Thacker

We are pleased to report that the club's Web site is back online! I want to thank Paul and Colleen Toland for letting the club use www.royalbayreuth.org as our new home! We redesigned the Web site in late December but unfortunately were no longer allowed to use the old domain name.

The goal of the Web site is to attract new members and provide a reference library for existing members. We are working to add past newsletters, additional convention pictures, and other interesting information for club members. More details will be available in the next newsletter!

New Members

William Roeder
N8443 Pickeral Lake Rd.
East Troy, WI. 53120
262-642-7957

Phaleta Sergeant
3832 SE Tomahawk Trail
Topeka, KS. 66609
785-267-3522
Cell: 785-554-4465
jerrysgt@aol.com

Rebecca and Jim Alessio
6576 Hwy 35/115
Orono, Ontario
Canada L0B 1M0
905-983-9595
small-fry6576@sympatico.ca

Changes in Membership Information

Harriet & Jim Land
1800 Country Club Road
Senatobia, MS. 38668
662-560-9297
ha47@earthlink.net

Rose Marie De Bruin
rm.debruin@hotmail.com

Ken and Judy Stockwell
buckhill1@comcast.net

Musings From an Advanced Collector

By Judy White

Not only has Tim Gaudet contributed to the success of RBCC by serving as Vice-President and then President of the club, he has written several articles over the years for the newsletter, greatly adding to our knowledge of this fine china. We have been lucky to see the pictures of the unusual pieces he has found and to learn about the values and rarity of many items. Being a collector of salt and peppers myself, I drooled over some of the lovely ones pictured in the December 2006 issue.

Tim's mother liked antiques and he used to go shopping with her, remembering liking Bayreuth and majolica leaf pieces when he was about 12. His grandparents' neighbors sold their house and his grandmother bought Rose Tapestry: a hair receiver, a dresser tray, and a powder jar. When the second-hand man used to come each summer to try to buy, he always asked about that "china in the bedroom," each year offering more. Tim found a copy of a price guide, looked up the Tapestry, and was hooked! He bought his first piece at 15 with his allowance, a Tapestry basket from the antique section of a local floral shop. His mom was surprised and said that at \$12 he had spent "too much money."

Still doing shows at Brimfield, the South FL Fairgrounds, and Mt. Dora, Tim's first show in Gardener, ME was done when he was 15, in the 1960s. He was the youngest person to have a tax resale number at that time. He sold his first piece to a woman who said she was writing a book on Bayreuth--and this started his long-time friendship with Virginia Salley. She had a summer place nearby in Maine and would call Tim when they arrived and they would go antiquing together.

At first he collected only tapestry, advertising in the Antique Trader Weekly twice a month. He sold quite well this way for years while he attended college and then began teaching. His buyers were mostly collectors, not dealers. Once he was earning more money, he collected about 100 Sunbonnet pieces. After selling these, he began with RB salt and peppers and Tapestry again,

paying in the mid-70s about \$10-15 a pair for the shakers. He remembers buying a dachshund creamer for \$17. His mom gave him a black rose tapestry creamer as a gift, paying the outrageous sum of \$35. Salley pictured this piece in the insert in her book. At one time, Tim had 3 matching pairs of Rose Tapestry picture frames, always buying and selling most everything except the pieces he had been given by his grandmother. He finally sold those when she needed to do roof work on her house.

He also did one or two shows a month, paying \$30 booth rent for a one-day show. He had lots to sell when his grandparents bought a fully furnished house, including china. His granddad took a chain saw to the Victorian furniture (they had grown up with it and didn't like it) and burned it. However, Tim sold off the china and other items at his shows.

Several years ago, Pauline Thibodeau and a neighbor bought the contents of a house, calling Tim for help. They opened a shop in Bath, ME where they all still sell. I was lucky enough to go in this shop years ago, not knowing of Tim's involvement. I did buy an RB shaker there. As is true everywhere, sales are down at his shows (hard to find material and people ask even more than the 20% discount he allows dealers). At the shops, he sees "one-third collectibles, one-third antiques, and one-third brand new." People have to pay the rent!

Ebay has hurt shows and shop sales, lowering prices as we find out "some things are not so rare," or as the hard-core collectors are saturated or are getting older and not buying. He sees the new crowds buying retro- 50s and 60s, an entirely different market from 15 to 20 years ago. He used to sell a Tapestry creamer for \$150, now seeing only \$80-90 for that item. He used to be able to market high-end items very fast, but it seems those collectors have become fearful of prices not holding up. He finds this true for not only Bayreuth, but also for Nippon and Prussia. He has experienced some problems with ebay buys and wonders if more couldn't be

Missing Parts Wanted

Do you have an incomplete piece of Royal Bayreuth? Are you looking for a cup, a plate, a salt shaker, a lid, etc.? Maybe a club member has that missing piece you are looking for. Let us know what you need or what you have to sell or trade. Send your request to Newsletter Editor Kat Thacker to be included in the next issue.

WANTED: Oyster and Pearls Demi Cup - All White
Lid for Poppy Teapot,
Red # 302

CONTACT: Cathy Gobbi
1026 Todd Road
Santa Rosa CA 95407
707-584-5280

done with the Feedback system once a dispute occurs. We did agree that most sellers are doing better descriptions of condition than in the early years, showing pictures of any flaws. After 45 years of selling, Tim has had only three pieces returned, making immediate refunds. As he says, "Reputation counts." Another flaw that ebay seems to be working on is that people can learn anyone's user name to find out what someone is bidding on, riding on their experience and study.

What is the best piece of RB he has had? I remember it--a glossy chocolate Santa hatpin holder that captivated the auction at the club one year as the price rose to \$19,000. He has kept 70 pairs of shakers and about 150 Tapestry pieces, including every shape of toothpick. One of the best is a Tapestry egg toothpick with a scalloped top. He had lost out on one at the club years ago that was marked \$800. At a Miami show, he tripped over his untied shoe lace and while bending down to tie it, saw what he had missed at the back of a showcase--the tapestry egg toothpick for \$300. He also found two more pieces of Christmas cactus tapestry, a powder jar and a hair receiver, each for \$100. These have been added to his others in this design--a dresser tray, a haptin, and an oval hairpin box he has had for twenty years.

He is still seeking a Rose Tapestry watering can. Anyone out there willing to let one go?

Confessions of An Antiques Dealer

(or what goes on behind the scenes in an antique dealer's crazy life)

by Becky Conrad

These are some of the things that go into the final price you see on that wonderful piece of Royal Bayreuth you have just spotted at an antiques show.

First it has to be found. Where? We just don't know. Hidden in a mall on a back shelf or up front and called correctly at an auction. The dealer must have a vehicle for transportation to go find this item, pay the gas and spend the time. So we drive hundreds of miles, thru snow and ice, in search for items that we hope customers will come and purchase. Once it is found then it goes home to be washed and researched as to its size and color so it is correctly marked. More often than not the collector knows more about it than the dealer. A dealer has to have a little bit of knowledge about everything. Sometimes we can specialize in one particular field. But the customer collects this one item and knows everything there is to know about it. (So don't get mad at the dealer - please educate us!)

When you get the newly purchased item home where you have purchased about 1000 reference books on antiques you sift through some looking for it so you can say what it is. As in RB, you find 3" cream pitchers and 4" milk pitchers. In a different scene or figural the 4" is a creamer and the 5" is a milk. All this should be verified before it can be exhibited.

Now you need to think about a price. There may be a price guide in the book you found the item located but how old is it? Price Guides today are 1 ½ years old from the time the price is gathered and the time it is printed and released to the public. On line auctions are more help sometimes. But how reliable is the seller? You have to find 3 items just like the one you have in the completed auctions section and then average these. You have to own a computer to be able to look here.

We need to have insurance to cover the item if it gets broken or stolen. This is very expensive and probably 90% of the dealers are not insured. That is why when you accidentally break an item in their booth they ask you to turn it in on

your homeowner's policy. Most dealers just cannot afford to carry insurance on their merchandise. This is Thousands of Dollars a year out of their pocket. Jewelry losses are capped at \$2,500.00 per person not per item. Why would they even want to carry insurance?

We have wrapping pads to securely protect the item from scratches and breakage. We have had to purchase heavy boxes to protect this item when we carry it.

We have purchased tablecloths that go to the floor of the table and are fireproof. We have racks or stands to display the item on. On top of the tables which are not always level or the top smooth or the same size you place shelving with risers and mirrors. We have Business Cards printed, sales books with our name, address, and telephone number on the receipt so if you the purchaser has a problem with the item or want to buy more you can get in touch with the dealer. Price tags and any description you can put on a label so when the customer has switched the tags and brings to you the dealer a \$25 item to purchase that says plate and they are holding a Green Santa Claus Hanging Wall Pocket. This does happen often. More often than anyone wants to admit.

Dealers have a record of inventory because believe me the IRS is looking over our shoulder. We have to apply for a sales tax license to collect in what ever state we are displaying, sometimes the state tax man is in our booth the minute the show opens and asks for a check for sales tax we think we might collect at this show. Make sense? No Way! But some states are not friendly to people selling from out of state. The customer wants to know what the price is they will pay. Say you agree at \$100. The dealer shows the sale at \$94 if the state collects 6% Sales Tax, then \$6.00 goes to the State.

We need pretty paper to wrap the sold item into and a bag to put it in for you to carry.

We have purchased lights to properly show off the merchandise and

heavy-duty extension cords with breaker switch boxes. There is seldom an electrical outlet near your booth. If there is an outlet there are not enough of them.

Now the dealer is ready to think about taking the item to an antiques show and display the item and hopefully someone will want to purchase it.

You locate the show you would like to exhibit at. You apply for an exhibitor contract. Hopefully you get accepted by the promoter. Is there a dress code? No shorts? We have to now purchase more of our Sunday best clothes to look nice during the show. You cannot wear your cut-off blue jeans and a T-Shirt and expect to sell merchandise at a quality show. Now the promoter will want \$400 to \$3000 from you to rent the booth to you. (I have even heard of a lot higher booth rent prices!) How about a lighted showcase that locks in the back of the booth? Rent one for \$250 to \$350. You provide your own lock.

The dealer has a mailing list from previous shows, of a customer's name, address, what show they attended, in what year, and what they bought. The promoter hopefully supplies you with the postcards for you to address (at least 200). Put on return address labels that you had to purchase and buy stamps to put on them. Put your name on it so the customer will know who sent it to them and hopefully the customer will come by and say thank you for reminding me to come to the show.

Now, you own your van or cargo van or trailer or some mode of transportation to get the merchandise to the show thru ice, snow and whatever is thrown your way by the weather man. So you are ready to wrap the merchandise and pack it in a box and stack the boxes in your van so they do not shift as you drive down the highway for many miles. You are away from your family and loved ones for at least five days depending on how close (in miles) the show is to you. If you are a younger dealer and have children at home in school you must pay a sitter to take care of them. Also, your pets need to go to the kennel. You get a motel room

...continued on next page.

Confessions continued from page 7...

and buy all your meals in a restaurant. Dealers get very tired of nothing to eat but hot dogs at convention centers. But sometimes that is all we get for three days. You gotta learn to like em or pick up something at a fast food restaurant that might be open before 9 in the morning when you are on your way to the show.

Now when you get to the show location, if you are by yourself, you hope they have porters to help you unload and take the merchandise to your booth. They expect to be paid by you also. You hope they do not break anything or steal anything.

You have some smaller showcases that you carry with you, and all have to be washed at least every morning before the show opens as there are dust and fingerprints everywhere.

Now you are ready to greet the customers with a smile. Even though you are already "dog dead" tired. Keep smiling!

Now what does not sell you pack it up and load it up and pay the porters to get it to your van securely again and start driving. You have to drive for a while that night because you can bet that the crooks know which van is yours and what you put in it and what motel you are staying. If you are lucky and nobody placed a nail under your tire to cause a slow leak going down the highway so they can stop and relieve you of your merchandise before the tow truck comes to assist. Sunday morning is the most vulnerable time for all dealers. You have been cased by the crooks and they know when you leave the motel you have three days of money on you and they can rob you then and not have to sell your merchandise. Sometimes they are waiting in the parking lot after the show for you to come to your van after you have packed your merchandise. You do not leave your money in the booth because someone (including other dealers) will steal it. You have it on you. The

crooks know that. Don't ever wonder why most dealers also have a loaded gun on them and know very well how to use it. We try to work in pairs.

Ok, now you are home again to unpack the merchandise and put it out into your shop or mall or someplace where everyone can see it and maybe purchase it.

The circle starts all over again. We smile thru it all. Below is my favorite little ditty;

I HUNT IT... I BUY IT...
I LOAD IT... I HAUL IT...
I UNLOAD IT... I WASH IT...
I SCRUB IT... I PAINT IT...
I FIX IT... I PRICE IT...
I DISPLAY IT... I PAY TAXES...
PAY RENT...
NOW HOW CAN YOU ASK
ME TO TAKE ANY LESS?
BUT I'M EASY—
HOW MUCH WILL YOU GIVE?

eBay Prices January 2007

by Becky Conrad

Sunbonnet Charger \$81.88
Ping Pong Cup/Saucer and
Pitcher \$282.85
6" Rose Tapestry Planter with
Insert \$180.27
Red Devil Creamer . . . \$204.49
Red Clown Creamer . . . \$96.00
3 3/4" tall Red Cow
Creamer \$113.50
Red Bassett Hound
Pipe Rest \$55.99
Devil and Cards Covered
Sugar Bowl \$460.00
Devil and Cards Humidor \$940.00
Little Bo Peep Coal
Scuttle Bucket \$102.50
Little Boy Blue Dresser
Box \$116.49
Pansy Lavender Creamer \$62.76
Red Poppy Covered Cracker
Jar \$462.00
Pansy Lavender Open
Sugar \$58.99
Rose Demi Cup/Saucer . . \$76.00
Platypus Creamer \$382.00
Flounder Cream Pitcher \$229.50



**Blue Andalusian Rooster
Water
\$1413.55**



**Blue Andalusian
Rooster Creamer
\$225.00**



**4 1/4" Black Rooster Creamer
\$152.50**



**White Leghorn Rooster
Milk Pitcher
\$432.00**



**Red Parrot Handled White
Milk Pitcher
\$ 338.33**



**7" Owl Water Milk Pitcher
\$1,232.00**