



International Association of

# R.S. Prussia Collectors, Inc.

October 2008

2008



## Louisville Convention Stars

Star Bidders



Future RS Prussia Superstar, James, son of Dr. & Janet Sheffer



Banquet Star "RS Prussia Idol" Karla Hartzheim



Star of the Auction



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## Note from the President

Terry Coy

**O**ur twenty-third convention was a success. The hotel accommodations and staff were great. I would like to thank all who attended this year's convention. You make it successful!

Welcome to the two new board members who were elected this year. They are Harold Dodds, Jr. from New Jersey and Tim Nance from Florida. All of the officers and Linn Schultz, Board Member, were re-elected.

Thanks to the outgoing Board Members, Richard Habenicht and Grady Hite, for their input and enthusiasm in moving this organization forward.

Spending time with the new members and first-timers was a rewarding experience, especially sharing the excitement for their first convention. Their comments were, "We will see you next year" and "Are there any state organizations?"

Everyone who attended the banquet will know that our organization has our very own amateur singer, Karla

Hartzheim. As the German band (who were excellent) played a variety of songs, Karla was singing along with them. She seemed to know every song. After I spoke with the band, Karla was asked to come up and sing. After some prompting, she did. Thank you Karla. The entire audience enjoyed it.

Thanks to Brad Witt, Richard Habenicht and Allen Marcus for their hard work in securing the auction for this year's convention, which was conducted by Litteral Auction.

We had some lengthy board meetings this year and some difficult decisions had to be made. I would ask everyone to read the minutes of all of this year's meetings so that you will be informed of what was said and done. I believe that the board and the committees have had very good ideas to move the organization forward for the years ahead.

Send your pictures and articles to Linda and promote your organization to non-members.

## Letter from the Editor

Linda Titus

**T**he convention this year seemed more like business than pleasure with the lengthy board meetings and intense discussions. Some very important issues were discussed. Many changes were made and many more are coming. The future-minded board examined our finances, our convention schedule, auction policy, board member responsibilities and much more.

The impact of getting the club on a budget and raising dues will be the first thing we all notice. With over \$3000 cut from newsletter printing and postage, it will be difficult for me to give you the same product you are used to getting. (See the budget on page 3). Instead of mailing the newsletter first class, we will be forced to mail the newsletter bulk rate to stay within the new budget. Items mailed bulk rate will not be forwarded if you move or if your address is incorrect. Instead it will be tossed in the circular file. Therefore, it is important that your address be current and error-free. If you speak with a fellow member who did not receive this issue, tell them to be sure to let our secretary know about it as soon as possible. The board also decided to cut the auction results from the newsletter. I am

sorry, but it was decided that the results take up too much room and costs the club more to print them. If you want auction results you will have to contact the auctioneer conducting the sale. The budget also requires me to print "concise articles." I am not clear at this point exactly what that means, especially when the president and I are always calling on the board and the members to submit articles...any articles...to help give us a good newsletter. So, please keep up the good work and keep sending me articles that I can use for the newsletter. The board also decided to cut the convention mugs. For those of you who love your mugs, don't lose heart as we may print some to sell at convention as an individual project instead of a club project.

What does it all mean? It means that we need to work hard at keeping the club membership count up by promoting the club. The economy is making it even harder for our hobby, but hopefully things will get better. Won't it be great when this election is over? If you have comments or suggestions about the newsletter, please feel free to e-mail me or drop me a note in the mail.

# From the Secretary and Treasurer

Dick and Karla Hartzheim

It seems like we just got home from convention and here it is the middle of September. Today it has been raining all day and it is cool too. Very fall-like. We have been very dry here in Wisconsin, so the rain is very much needed and appreciated. Maybe we will get a few more tomatoes!

We had a great time at convention this year. We get to know more and more members each year. Visiting with all of our Prussia friends is always one of our yearly highlights. The banquet was the best ever, and the band was great. Those of you who were not at the banquet really missed a good time. Please think about joining all of us for the banquet at next year's convention.

Important, Important, Important - It is not too early to think about renewing your membership for 2009. Unfortunately, membership dues had to be raised. Please be sure to read through all of this newsletter as it will explain why dues needed to be

raised. Dues have not been raised in 8 years, so I think we have been doing well until now.

Linda will send out statements in late Nov/early Dec, but you can renew right now. Mail a check for \$50 made to IARSPC, Inc. to:

**IARSPC, Inc.**  
**PO Box 583**  
**Mukwonago, WI 53149**

I will note your renewal in the data base and send your 2009 membership card to you. All early renewals are greatly appreciated.

If you renew before invoices are sent out, please don't panic when you get your invoice in Nov/Dec. Invoices are sent to ALL members, so if I have sent you a 2009 membership card, you can be sure that your check has been received and your renewal has been added to the data base.

## Financial Statement

### Beginning Balance June 1, 2007

**\$35,842.71**

### INCOME

Convention 2007 Peoria, IL  
 Wroda Auction . . . . . 2,200.00  
 Banquet Registration . . . 3,905.00  
 Raffle . . . . . 860.00  
 Mugs . . . . . 380.00  
 Do-It-Yourself Auction . . 2,070.00  
 Miscellaneous . . . . . 35.00  
 Member Dues . . . . . 11,380.00  
 Interest/CDs . . . . . 762.23  
 Convention 2008 Louisville, KY  
 Registration . . . . . 700.00  
 Mugs . . . . . 70.00  
 Banquet . . . . . 840.00  
**TOTAL INCOME . . . . . 23,202.23**

### EXPENSES

Convention 2007 Peoria, IL  
 Meeting Rooms/Banquet . 4,127.66  
 Entertainment . . . . . 170.00  
 Refunds/Banquet, etc. . . . 484.00  
 Hospitality Room . . . . . 517.35  
 Comp Rooms . . . . . 707.76  
 Historian Banquet Tickets 54.00  
 Raffle Items . . . . . 500.00  
 Banner Repair . . . . . 75.00  
 Convention Supplies . . . . 613.09

Printing  
 Newsletters (4) . . . . . 17,742.19  
 Dues Statements . . . . . 316.54  
 Calendars (Returning) . . . 232.65  
 Laynards - 2008 Conv . . . . 551.38  
 Postage - General . . . . . 223.39  
 Travel - President . . . . . 137.60  
 Supplies  
 Paper, printer, copies, etc 548.84  
 Miscellaneous  
 Bond, Lic, POB, Cks, taxes 497.00  
 Historian Supplies  
 Scrapbooks, film (2005) . . . 287.29  
 Old Web Site  
 Ken Jinde (1997-2007) . . . 3419.99  
 New Web Site  
 RSP.com (2008) . . . . . 166.80  
 2008 Convention  
 2 RSP bowls for raffle . . . . 318.24  
**TOTAL EXPENSES . . . . . 35,842.71**

**Beginning Balance . . . . . 35,842.71**  
**Income . . . . . +23,202.23**  
**Expenses . . . . . -31,687.77**  
**End Balance 5/31/08 . . . . 27,357.17**  
**Net Change . . . . . -8485.54**

## RSP Budget for Fiscal Year June 1, 2008 to May 31, 2009

### INCOME

Dues  
 . . . . . \$18,500  
 Raise to \$50 for 2009, 8 years without a change,  
 basis 370 members (Result: +7,400 Increase)  
 Auction  
 . . . . . \$0  
 This year no income, and could lose altogether  
 in the future  
 DIYA 2008  
 . . . . . \$1,600  
 Raffle  
 . . . . . \$400  
 Changed from an RSP item to a 50/50 split  
 cash drawing. No work, no investment and  
 winner receives cash to buy RSP.  
 Mugs  
 . . . . . \$0  
 End Activity  
 Convention Registration  
 . . . . . \$3,750  
 Raised from \$20 to \$30 in 2009. Based on 125  
 registrants (Result: +1,250 Increase)  
**TOTAL INCOME . . . . . \$24,250**

Note: Banquet, keep, as it is self-supporting  
 and pre-paid Projected price\* for 2009. Meal  
 \$30, Entertainment \$7.50, Total \$37.50 pp.  
 Projected price\* for 2010. Meal \$32, Entertain-  
 ment \$8, Total \$40pp \*Price includes cost  
 increase of \$2 per year and an entertainment  
 cost pp. Hopefully price for entertainment will  
 be less than projected!

### EXPENSES

Convention meeting rooms  
 . . . . . \$4000  
 Newsletter  
 . . . . . \$13,400 4 issues/year  
 Structure and printing, previous 60 pages. De-  
 crease pages if possible (NL editor to decide).  
 Do not print auction results. Concise articles.  
 Print only 25 copies over membership number.  
 Budget amount for newsletter only. \$11,000  
 (Net savings = \$2,400)  
 Postage  
 Previous 1st Class . . . . . \$2,189  
 Change to Bulk Mail Non-Profit Rate  
 Estimate: \$1,500 (Net savings = \$689)  
 Convention  
 Roster Booklets . . . . . \$1450  
 Lanyards and Badges . . . . . \$300  
 Hospitality Room Snacks . . . . \$500  
 Banquet/Entertainment . . . . . 0  
 Mugs . . . . . 0  
 Webmaster . . . . . \$500  
 Marketing program and brochures  
 . . . . . \$1700  
 Operating Expenses . . . . . \$3050  
 President travel, office supplies, historian  
 supplies, postage, Treasurer bond, etc.  
**TOTAL EXPENSES . . . . . (\$24,000)**  
**TOTAL INCOME . . . . . \$24,250**  
**NET INCOME . . . . . \$250**

# Sensational Seminars!

Nadine Sidmore presented an amazing seminar on restoration. Just look at the result!



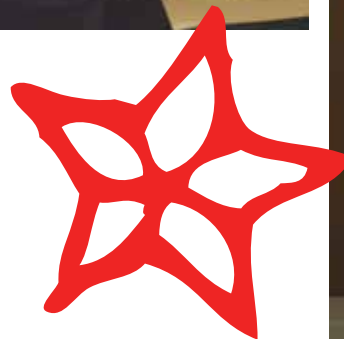
From this to this!



Joleen Passow presented an informative seminar on the Redesigning of R.S. Prussia



Larry Bazaar hosted a productive Round Table Meeting



# How Unusual

By Beth VanderMeer

**T**he Unusual Seminar was a huge hit! Tim, Jon and I would like to express our gratitude to everyone who participated in and attended our seminar. Everyone who attended saw at least one or two items that they have never seen before.

The stories of discover, insights and histories were all wonderful. It was so grand to see the large crowd and the excitement on people's faces when the items were placed on the stage for display, followed by a flood of "Ooooh's" and "Ahhhh's."

Some examples of items that were brought are a horseradish pot, vertical hatpin holder (olive holder, ha ha) unusual demi-cup & saucer with Tiffany and looped feet, watch stand, purple iridescent candlestick and bowl set, plate with Queen Anne's lace flowers, unique shaped demi with leaves, old man on the mountain flue cover, stamp box with moistener, lady's spittoon, fragrance holder on a chain with portrait, vase that looked like three fingers in cobalt, porcelain calligraphy pen, molded flowers with lilacs picture frame, hat-shaped pin dish with portrait, menu stand, urn with Napoleon, and a silver holder with two shell-shaped bowls.

Tim, Jon and I would be love to repeat this seminar in Ohio if there is enough interest. Please e-mail a board member or myself (bvandermeer@fnwusers.com) and let us know if there is interest for an encore performance. If there are any suggestion/comments for improvements, please e-mail me directly. Start digging out those treasures you have hidden for Ohio!



## Procedure for Dues Renewal

I would like to review the procedure for dues renewal with the membership. Hopefully, we will avoid some of the problems that we had last year. Here is the procedure:

1. Anytime after the convention you can send your dues to me.
2. Upon receipt of your dues, I enter your info into the computer and mark that you have paid for the coming year.
3. After entering you in the database, I send you a postcard with your membership card. This card indicates that your payment was received.
4. In late Nov./early Dec., Linda Titus sends a dues' invoice to all members. So even if you have already paid, you will still get an invoice.
5. If you have already paid and have received your membership postcard, just ignore the invoice; you are done.
6. A reminder to pay your dues will be printed in the January newsletter.
7. Remember, if you have your card, just ignore the reminder.
8. In February of 2009, I will print a list of members that still have not paid their dues. I will send a postcard to only these members to remind them to pay their dues.
9. In March of 2009, I send the final database of all paid members to Linda Titus. These members will all be included in the club roster. After this, there are no more dues reminders.

Hopefully, you will now know how we work with dues collection and misunderstandings can be avoided before they happen. Now, as soon as possible, please send a check for \$50.00 to:

IARSP, Inc.  
PO Box 583  
Mukwonago, WI 53149

**Renew Today!**

## Welcome New Members

**Jess Peirson**

Ann Arbor, MI

**GayAnn Homsher**

Mt. Blanchard, OH

**Jack F. Austin**

Santa Ana, CA

**Cynthia D. Kelly**

Pleasureville, KY

**Jack E. Kamphuis**

Concord, CA

**Angie Truckenbrod**

W. Brooklyn, IL

**Don Dukeman**

**& Kathie Shoot**

Shelbyville, IL

## Welcome Back

**Dannie Chandler**

**& Paul Fischer**

Indianapolis, IN

**Tom Rouch**

Fort Wayne, IN

**Crisell & Nate Seguin**

Centreville, VA

## Free Night Winners

Congratulations to  
our free room winners

**Carl Tackett**

**Ken Newcomer**



Association of R.S. Prussia  
Collectors, Inc.

# Ice Cream Social



# Convention Board Meeting Minutes

Thursday, July 31, 2008 • 10 a.m. • RS Prussia Convention - Louisville, KY

## Members Present

Terry Coy, KY - President  
Allen Di Marco, PA - Vice President  
Karla Hartzheim, WI - Secretary  
Richard Hartzheim, WI - Treasurer  
Linda Titus, IA - Newsletter Editor  
Rich Habenicht, IL - Board Member  
Grady Hite, NC - Board Member  
Linn Schultz, IA - Board Member  
Larry Bazaar, IL - Board Member  
George Kandel, IN - Past President  
Bob Yaklin - Nominating Committee, Chair  
Brad Witt - Auction Committee, Chair

## Members Not Present

Allen Marcus, VA - Board Member

## CALL TO ORDER

**A. Welcome** – Terry Coy called the meeting to order at 10:05 a.m. He welcomed all that were present.

**B. Minutes from the last board meeting** – Linn Schultz made a motion that the minutes be accepted. Grady Hite seconded the motion. The motion carried unanimously.

## OLD BUSINESS

### A. Committee Reports

#### 1. Nominating Committee

Bob Yaklin, Chair was present at the meeting. He announced that Rich Habenicht and Grady Hite's positions were up this year. Currently there are 2 candidates for these positions, Mike Medvin and Harold Dobbs, Jr. These candidates will be announced at the welcome meeting and additional nominations will be asked for.

#### 2. Auction Committee

Brad Witt, Chair was present at the meeting. He reported that he, Allen Marcus, and Rich Habenicht had surveyed every auctioneer that has ever done an auction for us. A copy of the survey and results will be filed in the minute's folder. Included in the survey were preferred time, date, place, licensure issues, etc. He reviewed the survey with the board and survey results were discussed.

Karla made a motion that an ad hoc committee be formed to study the survey with Brad and Rich and make final recommendations to the board at the Sunday board

meeting. The motion was seconded by Rich Habenicht and the motion passed unanimously. Terry Coy appointed Grady Hite and Beth Vandermeer to work with Brad and Rich.

### B. Membership Roster By-laws

Terry Stork with meet with board for this, however, the guidelines need to be approved before this can be done. The board members will review the changes in the guidelines and discuss and approve them at the next board meeting.

### C. Website

Terry Coy wanted all officers and board members to know that Leslie Schultz is not the webmaster for the new website. The website committee developed a list of suggestions/changes for the website. Now need to find a webmaster. Linda will submit a bid/proposal for the webmaster position. Additional suggestions are requested for Sunday's board meeting.

### D. Mentors

Larry Bazaar reported on mentorship. He will be at the newcomer's meeting to help find mentors. Karla will send or email or call states with new members. New members are also listed in each newsletter.

### E. Convention Schedule Changes

A proposed new schedule was given to each member. A copy of the proposed schedule will be included with the minutes. Members were asked to consider all changes and give input/feedback to Linn and Rich. The committee will continue to formulate a new schedule using feedback that has been given.

### F. International RSP Guidelines

All have read and have given feedback prior to the convention. Changes were made and all officers and members of the board were given a revised copy to review. This item will be tabled until Sunday's board meeting.

### G. Membership

#### 1. Committee Report

Larry and Beth worked with the project to define new ways of increasing membership. Their article was printed in the newslet-

ter. Larry shared the highlights and discussed membership issues. Beth and Larry will come up with one idea for membership recruitment for the upcoming year. Karla made a motion that the article be re-run in the October newsletter and include with it the idea for recruitment. The idea will be approved by the board at the Sunday meeting. Motion seconded by Beth and it passed unanimously.

### 2. Recruitment Report

Karla reported that a recruitment effort was put forth in February 2008. Letters were sent to members that had not renewed their memberships for the past several years. This effort resulted in 8 renewed members, however it was not cost effective for the association.

### H. Other Old Business

There was no other Old Business

At approximately 12:15 am the meeting adjourned for a lunch break.

The meeting resumed at 1:30 pm.

## NEW BUSINESS

### A. President's Report

Terry Coy, President announced that we must start looking at marketing ideas for our association. He presented Chuck's ads in the Antique Week and showed us other advertisements. Discussion regarding marketing followed. Linn Schultz made a motion to spend up to \$150 for an advertisement for membership when Chuck puts our auction results in the Antique Week. Motion was seconded by Allen Di Marco. Discussion followed. Motion was voted on and passed unanimously.

### B. Secretary's Report

Karla Hartzheim, Secretary, reported that we currently have 394 members (this includes non-USA members). Last year we had 410. 50 members did not pay their dues. Last year 54 did not pay. There are 28 new members since the last convention and 9 old members have rejoined. Karla reported that we had four deceased members and/or



# Welcome Meeting Minutes

Friday, August 1, 2008 • 9 a.m. • RS Prussia Convention - Louisville, KY, Embassy Ballroom

## CALL TO ORDER

Terry Coy called the meeting to order at 9:10 a.m.

**A. Welcome** - Terry Coy welcomed all members and their families to this year's convention in Louisville.

**B. Introduction of Officers and Board Members** – Terry Coy introduced all officers and board members that were present.

**C. Moment of Silence** – Allen Di Marco announced the members that have passed away this last year. They are: Sandy Medvin, NV, Norman Tolbert, OH, Kevin Zollman, IN and charter member Lawrence Perry, IN. Allen also asked that we remember other members who have passed as well as our soldiers, firefighters, police and others.

**D. Roll Call of States/Countries** – Allen Di Marco called each state and members stood and were recognized

**E. Introduction of Kentucky and Tennessee Clubs** - Terry Coy asked Kentucky and Tennessee clubs members to stand and be recognized for all their work for the convention and the hospitality room,

**F. New members and first time convention attendees** were introduced by Terry Coy.

## G. Reports from Committees

- Nomination Committee – Bob Yaklin introduced the current nominees for the 2 open Board Member positions. They are Mike Medvin, Tim Nance, and Harold Dodds, Jr. Nominations will still be accepted from now until the business meeting.

- Auction Committee – Brad Witt is chair of this committee and announced that Chuck Litteral will do the auction this year.

**H. Explanation of Convention Activities** – Terry Coy announced that all meetings, seminars,

DIYA, and Auction will take place in this room, the Embassy ballroom

## I. Articles for Newsletter

– Linda Titus called for more articles for the newsletter. They are much needed and they can be long or short. If you have an article, please send it to Linda

## E. Other

- Howard Greenburg explained the DIYA process
- Rich Habenicht called for more nominees for board vacancies
- Introduction of Past Presidents – CL Riley, Bob McCaslin, Mary McCaslin, Mary Lou Huston and George Kandel.

## ADJOURNMENT

Terry Coy adjourned the meeting at 9:43 a.m.

*Respectfully submitted,*  
**Karla Hartzheim**  
*Secretary*



spouses this year. They are Sandy Medvin, NV, Norman Tolbert, OH, Kevin Zollman, IN, and charter member Lawrence Perry, IN. Karla reported the following for Convention 2008 in Louisville: 99 families pre-registered, 83 paid for banquet, 33 mugs sold. Karla will put out old newsletter and mugs in the hospitality room. They are free to members.

## C. Treasurer's Report

Richard Hartzheim, Treasurer, provided copies of the financial statement for each member that was present. He reviewed income and expenses and reported that the club was behind/minus \$8485.54 for fiscal year June 1, 2007 to May 31, 2008 Richard addressed the additional expenditures and gave a report to each member. A copy of the report will be filed in the minute's folder. Discussion followed. A motion was made to increase dues and registration. There was no second. Motion is dead. After

further discussion it was decided to inform the general membership of the deficit. A committee will be appointed to work on financial planning which may include an increase in dues, registration and possible other changes. Terry Coy appointed Richard, Allen and Linn to the committee. Results will be presented at the board at the Sunday meeting.

## D. 2009 Convention in Columbus, Ohio - Terry Coy

No report at the present time.

## E. 2010 Convention – Terry Coy

No report at the present time.

## F. 2011 Convention – Terry Coy

No report at the present time.

## G. Newsletter Editor

Linda Titus, Editor, reported that there have been vast improvements in the newsletter. All members present agreed. Linda said that she still needs more articles. A call for articles will be given to the general membership.

## H. Other New Business

1. Larry Bazaar suggested ways to increase income including increasing the number and quality of the DIYA pieces.
2. Karla asked that members that do not want to be included in the membership roster to please contact her.

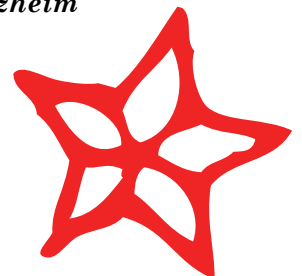
## Announcements

None

## Adjournment

There being no further business, the meeting was adjourned by Terry Coy at 3:35 p.m.

*Respectfully submitted,*  
**Karla Hartzheim**  
*Secretary*



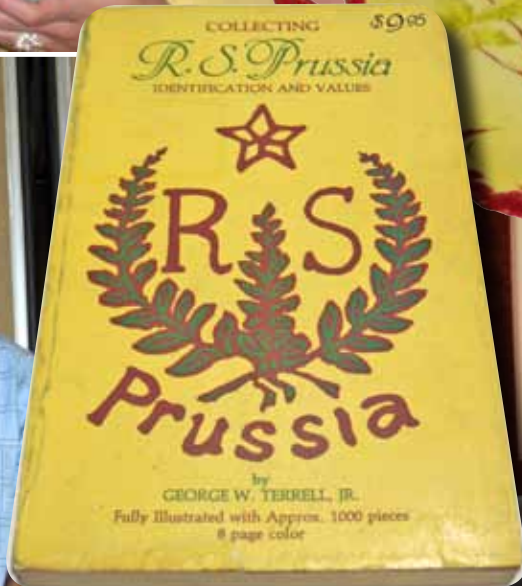
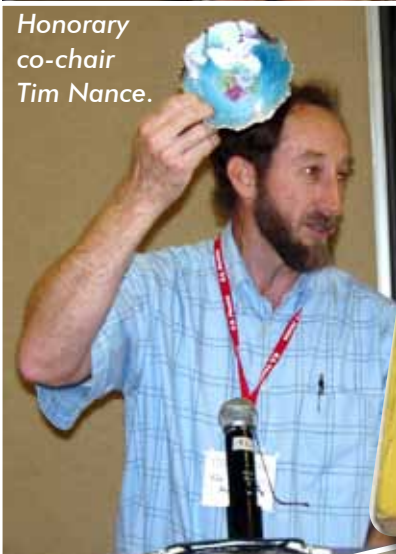
# DIY Auction

The 15th Annual  
Do-It-Yourself-auction  
brought in \$1,650.00.

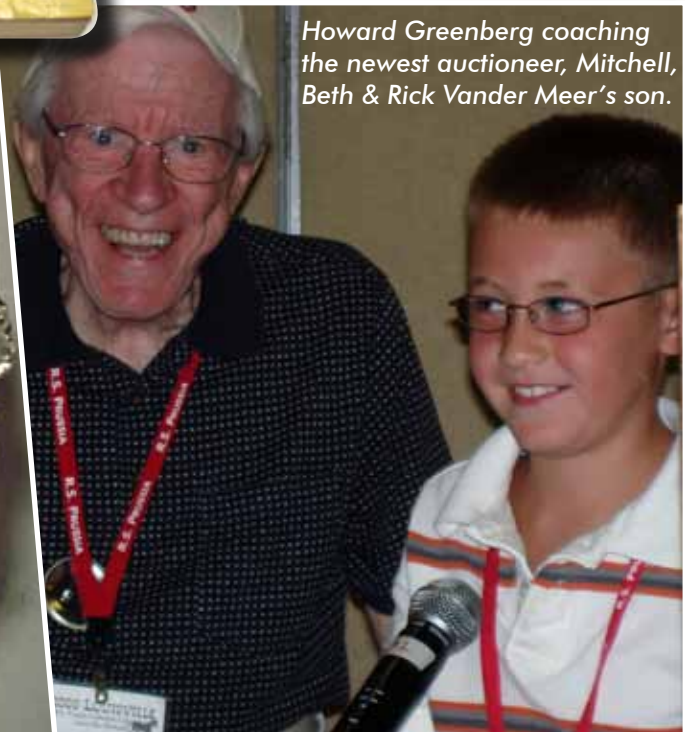
Once again with all smiles  
Allison Thomas helps with  
the DIY Auction.



Honorary  
co-chair  
Tim Nance.



Howard Greenberg coaching  
the newest auctioneer, Mitchell,  
Beth & Rick Vander Meer's son.



## Searching for That R.S. Prussia "Gold Nugget"

Larry Bazaar

In this day and age the landscape for searching for and finding R.S. Prussia has dramatically changed. Of course, the same can be said of almost any vintage collectible. The market has totally evolved into something many of us are just not quite familiar with or wanting to accept. The idea of searching on the Web, whether it be ebay or individual websites, does not appeal to everyone.

I, for instance, still love the adventure of going into a small antique shop or mall. The spirit of adventure and discovery is still intact within my heart and mind. On a recent trip along the Mississippi River I stopped at a quaint small Minnesota town of Stillwater. Stillwater looks like a page from 1900 America with all of its turn of the century buildings all nestled into a hillside sloping down to the St. Croix River.

I have been here before and the picturesque scenery and wonderful boutique shops and eatery are well worth spending a summer or fall day. If you are from Minnesota, you probably know the town well. If your not, mark this as a fun place to visit, shop, take a paddle boat excursion, and of course, antique hunting.

I didn't find any R.S. Prussia in Stillwater, except for low-end floral bowls and plates, though I did find other nice collectibles. This was a great trip, and



of course, I had a wonderful time exploring. I mention this because today it's more the usual that you don't make a great find. Don't give up! Enjoy the day, the place, the hunt, and the fun it all brings!

On another day, I was shopping in my backyard, suburban Chicago, and made the find of the year! Yes, you still can do that every now and then. The beauty I found is pictured above. A wonderful full size "Man In the Mountain" Keyhole Bowl. Have you ever seen one?! I hadn't. The excitement of seeing and finding this piece in an antique shop is incomparable. I just can't quite get the same warm feeling by doing it online.

The long and short of it folks, pieces are still coming out of the woodwork... just a bit slower than they use to. Going out and spending a day antiques can still be loads of fun... and who knows, maybe, just maybe you will have another inspiring find yourself.

## RS Prussia Heartland Fall 2008 Meeting

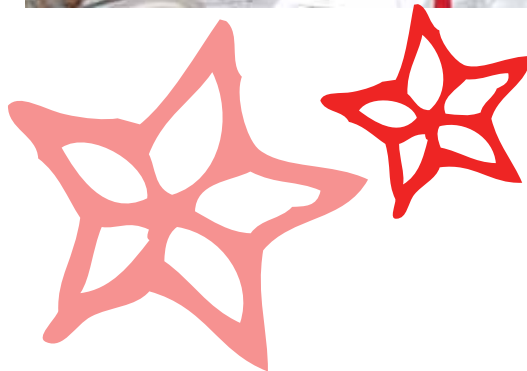
Join us November 14 - 16 in Omaha, Nebraska.  
Reservations must be made by November 1 to receive  
the special RS Prussia Heartland price of \$69.  
Call the LaQuinta today at 712-347-6595.

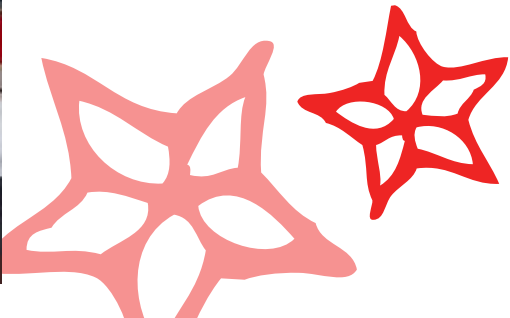
### Meeting Highlights

- Room Viewing
- Joslyn Art Museum
- Banquet @ Spaghetti Works
- Program on Prussia



# 2008 Banquet Saturday, August 2





# Business Meeting Minutes

Saturday, August 2, 2008 • 9 a.m. • RS Prussia Convention - Louisville, KY , Embassy Ballroom

## CALL TO ORDER

Terry Coy called the meeting to order at 9:15 a.m.

**A. Welcome** – Terry Coy welcomed and thanked everyone who came to the meeting.

**B. Minutes of 2007 Convention Business Meeting** – Karla Hartzheim read the minutes from the last business meeting. Howard Greenburg moved to accept the minutes as read. Dale Rothrock seconded the motion. A vote was taken and the motion passed unanimously.

**C. Auditor's Report** – Carl Tackett reported that He and Ed Smith met with the treasurer and the books are in order. He reported that we are in the red this year (income and expenditures are on the financial report in each member's packet) and that we are looking at ways to make up for the deficit. Raising dues, cutting back on the newsletter, increasing the DIYA are all means to increase income. A motion was made by Terry Stock to accept the auditors report and recommendations. Motion was seconded by CL Riley. A vote was taken. One nay, all others yeah. Motion passed.

**D. Nomination Committee – Slate of Candidates, Nominations, Vote** Bob Yaklin, chair of the nomination committee announced that all officers have agreed to run for re-election for



*Bob Yaklin, nominating committee chair, announces the candidates.*

another 2 years. Two board members terms have expired and they will need to be replaced. Mike Medvin declined nomination for the board. Tim Nance and Harold Dodds, Jr. have accepted their nominations. Bob Yaklin asked for nominations from the floor. There were no nominations from the floor. Annette Grady moved to accept the two candidates into office by acclamation. Arlo Stender seconded the motion. A vote was taken and passed unanimously. Tim Nance and Harold Dodds, Jr. are our two new board members.

**D. Kentucky Club Report** – Terry Coy introduced the members of the Kentucky/Tennessee club. Mary Frances Coy thanked everyone who had helped with the hospitality room.

**F. Auction Report** – Allen Di Marco did not have a report as the auction ended very late last night.

**G. Announcement of Room Viewing Times** – Allen Di Marco announced the schedule for room viewing times. Room viewing will be done between 1:30 to 4:30 p.m.

**H. Do-It-Yourself Auction Report** – Howard Greenberg reported that the DIYA raised a grand total of \$1675. Howard thanked all that participated.

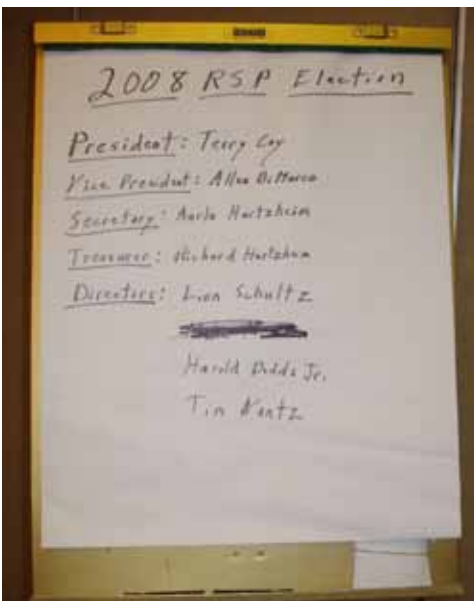
**I. Treasurer's Report** – Richard Hartzheim reviewed the financial

report that was included in each member's packet. Currently we are in the red for the past financial year. A committee has been formed to address this issue and develop a financial plan. Richard and Linn Schultz will stay after the meeting to discuss these issues. A major change being considered is increasing dues and registration fees. Carl Tackett made a motion to increase dues and registration. Bob Yaklin seconded the motion. A vote was taken and the motion passed unanimously.

**J. Secretary's Report** – Karla Hartzheim -reported that we currently have 394 members (410 in 2007). This included non-USA members. 50 members did not renew their membership this year. Since and including the 2007 convention in Peoria we have added 28 new members and welcomed back 8 members from our past member recruitment drive.

Dues renewal procedures were explained so that we hopefully will not have the problems that occurred last year. Karla reported that there is an announcement in the Oct NL, an invoice sent in Nov, a reminder in the Jan NL, a postcard in Feb and then the final roster is sent to the newsletter editor by Mar 15.

Karla reported on convention



*... continued on next page*

## Business Meeting Minutes Continued

numbers. There are 124 families registered, 41 mugs have been sold 95 are attending the banquet. Mugs are still available at \$5 each. Old newsletters and mugs from 2007 are free in the hospitality room.

### K. Election Results

Harold Dodds, Jr. from NJ and Tim Nance from FL are our two new board members.

### L. Other

- Convention 2009 Columbus, Ohio – Terry Coy announced that the Ohio Club will be hosting the 2009 convention at the Embassy Suites in Dublin, Ohio. The dates will be Thursday, July 23 through Sunday, July 26. The phone number for the hotel is: 614-790-9000.
- Convention 2010 – No report at this time.
- Brad Witt, chair of the auction committee reported that the #1 problem for the auction is getting someone to bring an auction to the club. Brad reported that the problem that auctioneers are having in not being able to get license for Kentucky, Illinois, and Michigan. Because of this problem, the auctioneers listed Ohio and Missouri as the states that do not have a



*Harold Dodds, Jr. one of our two new board members.*

lot of restrictions. The board must take the questionnaire and review it for future conventions. Our concerns are the number of pieces and the time

- Allen Di Marco reported that we still have raffle tickets available and that we need more articles for the newsletter.
- Leslie Schultz clarified that her position as webmaster is only temporary until an official webmaster can be hired.
- Rich Habenicht reported on suggested changes for the new schedule. Several things being considered are: moving the auction to Saturday, discontinuing the banquet, changing the last board meeting to Saturday. The committee is still working on the new schedule.
- Grady Hite reported that for the Cut Glass Association dues are \$45 and convention is \$150 per person. For the Wavecrest Association dues are \$35 and the convention is also \$150 per person.

### ADJOURNMENT

Terry Coy adjourned the meeting at 10:40 a.m.

*Respectfully submitted,  
Karla Hartzheim  
Secretary*



*Leslie Schultz explains that the current Web site is only temporary. It was created as an interim between the old and new.*

## 2009 Committees

### Audit Committee

Carl Tacket  
Ed Smith  
Tim Nance

### Auction Committee

Brad Witt  
Rich Habenicht  
Allen Marcus

### Nomination Committee

Bob Yaklin  
Harold Dodds  
Scott Davidson

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## RS Prussia 2009 Annual Convention Dublin, Ohio July 23 - July 26, 2009

**Embassy Suites  
Columbus - Dublin  
5100 Upper Metro Place  
Dublin, Ohio 43017  
Telephone: 614-790-9000  
Ask for the RS Prussia  
Convention Price  
of \$119.00/night which  
includes breakfast.**



# Room to Room







*more Room to Room on next page*

# Room to Room continued



# What is the Value? How Much is it Worth?

Marlene Miller and David C. Howard

## Value vs. Worth

**W**hat is the difference between the meaning of the terms “value” and “worth?” “Value” is an emotionally charged term; it references perceived value, as evidenced from the prospective of the reader. In other words, I value my RSP Iris Mold Bowl. I own it, and I interpret this ownership as pleasurable. It’s value is subjective, like one’s personal value system.

I might decide to sell what I value, (e.g. the Iris Mold Bowl), and then I have to establish its worth. If a prospective buyer sees a degree of value (likes it) associated with the bowl, then we can negotiate its worth. Values can be tangible or intangible. Tangible values can be quantified, such as rarity. For example, how many 11 inch Carnation Mold Spring Season Bowls exist? We know there must have been some made since R. Schlegelmilch made season bowls in all four seasons. Intangible values are derived from personal experience. For example, if my Iris Mold Bowl was my grandmother’s wedding gift, it has sentimental value for me, but not generally of interest in the terms of worth to a buyer. A share of GE stock has monetary worth but little sentimental value contributing to its worth. “Worth” is a transient term somewhat volatile responding to dynamic market forces.

Value is denoted by the subjective qualities of the item. The qualities in question are perceived to have positive and negative attributes. Positive attributes include a pleasing appearance, color, satin finish, etc. Negative attributes include hair line cracks, visible repairs, undisclosed repairs or worst of all, fakes and reproductions. In

general, values are relative to a personal reference frame. In this case, the reference frame values of the seller vs. the reference frame values of the buyer. When these reference frames coincide, then we can proceed to negotiate and agree on worth. If we fail to agree on value; then the process can quickly deteriorates since emotional reactions are subjective.

A brief discussion of the principles of transactional analysis is useful. Eric Berne observed that in negotiations it is imperative to communicate on consistent levels. For example, three possible levels of communication are “parent,” “adult” and “child.” Meaningful discussions are possible only if both parties are communicating on the same level. If the seller is attempting to establish worth on the adult level and the buyer insists on communicating on the child level, a meaningful discussion is remote. How many times have we, as collectors, experienced frustration of this sort?

Worth is determined by an assessment of tangible objective attributes. If what I value is matched by the buyer’s values, then we can proceed to establish worth. If what I value is unrealistic in the current market, there will not be an exchange. We assume that both the buyer and seller are market value sensitive at whatever level that happens to be. Market value is dynamic, volatile and cyclic as we know. If what I value is overvalued by me, monetarily my bowl is worthless until sold. It still has value to me, the price I paid, but not worth until it is sold or bartered.

### Does it have value?

It has been said that nostalgia runs in generational cycles. Things

popular today may become collectibles in twenty or thirty years. The trick is to sort the treasure from the trash when predicting future value. We hope our common interest in RSP will be sustained since the attributes of our china, we believe, have lasting appeal. Our problem is to communicate these values to a larger population of collectors in a transient “flavor-of-the-month” mentality.

Generally, nostalgic reactions are based on pleasurable events that occurred in the past. Tangible items help us to reconnect with these events and hence have value to us as collectors. The problem is this: are these attributes local or global in nature? Will my choices be shared by a larger group of collectors? If we make judicious choices, based on attributes that have lasting appeal, our wisdom will be rewarded. As someone has said, “take care of your antiques now and they will take care of you in the future.” Surely an object has lasting value if it is aesthetically pleasing to the collector/ buyer, such as my RSP Iris Bowl. Adding to the emotionality of value is sentiment. If my Iris Bowl was given to my grandmother by R. Schlegelmilch, the final price (worth) increases in proportion to the sentiment attached to the circumstances of the event. Provenance adds value only if the event is significant.

### Collectibles vs. Investments

What do beanie babies, baseball cards and R. S. Prussia have in common? These disparate items have monetary worth that may, or may not go beyond intrinsic worth. The trick is to exercise judicious choices when balancing purchase options. Are these objects collectibles or investments? Can they be both, with choices driven by prudent judgment? Gold and GE stock shares are investments with

*Continued on page 20.*

variable worth and volatility. At this time gold is high and GE stock is low. This is the question: “can we balance our assets such that we spread the investment risk and avoid being vulnerable to market forces beyond our control?” We believe that the aesthetic appeal of RSP has permanence in a finite supply driven market. Some of us believe that RSP offers a better investment return than some of the “flavor-of-the-month” alternatives. Hopefully, we collect RSP because we find the experience emotionally appealing, socially rewarding and hopefully financially secure.

### Is it rare?

The word “rare” has many meanings. In the world of collectibles, often “rare” indicates there are only a few of something. While something may be rare in there being only a small number in existence, if nobody wants it, it will have little or no worth. Conversely, if many people want something even if many copies exist, both the demand and worth increase. If enough people want the same thing at the same time, the demand pressure escalates worth. Many may recall the recent Playstation 3 game console. In 2006 the PS3 retailed for about \$500 in stores, but they were auctioned on eBay for \$2,000, not because they were rare, but because worth was driven by demand.

### Vintage vs. Antique

If something is vintage, it means that it is older or from an earlier period. Antique means the item has attributes that transcend vintage and have in addition collector appeal in the case of RSP, collector appeal may be attribute dependent. Attribute characteristics such as visual appearance, physical proportions, mold design features (Iris, Carnation, Lily), glaze types (Satin, Tiffany), cobalt blue and decor (Four Seasons, Melon Eaters,



Lebrun) all contribute to a quantitative assessment of RSP worth. Past auction: sales data permits value trending for purposes of asset liquidation/accumulation decisions.

This take-away summary is useful when considering a collectible and whether or not it has worth, keep in mind:

1. Be realistic about relating value and worth. Value involves subjective attributes that can be driven by impulse, emotion and pressure. Worth is based on objective financial data and buyer/seller concurrence.
2. Assess the condition of the item. At an auction, use the preview time wisely. This is critical when making a determination of worth.
3. Determine if the item is rare or has unusual or desirable design features such as the 11 inch Carnation Mold spring season bowl.

4. Determine if the item has been repaired or restored. If repaired, was the repair identified by the seller?

5. Is the item rare or in demand? Check with other collectors for their input and attend RSP seminars.

6. Pay a third party appraising service to determine worth: usually required by insurance carriers when they evaluate, for coverage, antiquities and fine art collections.

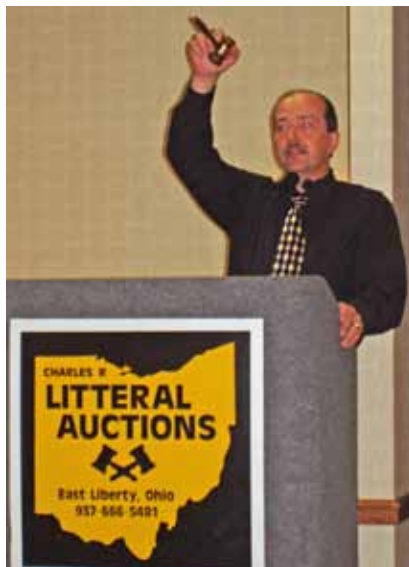
7. Finally, attend the RSP convention, seminars, and room visits and compare notes with others of like mind. For us, the experience has always been rewarding and entertaining.

2008 Convention Auction | Hosted by Litteral Auction  
Contact [litteralauctions@embarqmail.com](mailto:litteralauctions@embarqmail.com) for detailed price list.



more Auction 

Auction continued



## A Special Present

Sue and Jon Houserman



A couple of years ago, before our daughter and family moved to Wisconsin, Angela (our daughter) sold items on ebay for us. She collects Flow Blue and does not have any RS Prussia in her collection. One day while photographing a small footed RS Prussia bowl our granddaughter, Michaela, then 8 years old, was watching. She became infatuated with the small light blue bowl with its pink flowers. She asked her mother what was going to happen to the bowl. Angela replied that Grandpa was going to sell it on ebay. Michaela said she hoped it would not sell because she wanted it. Every day for a week she visited "her bowl". As it turned out, the bowl did not sell. When Michaela found out it did not sell, she asked her Mother if she could keep it. "No" was the answer; the bowl belongs to Grandpa. It is going back to him. When Angela returned the bowl, she related the story to us. Needless-to-say, the next Christmas, there was a special present under the tree for Michaela. Her light blue footed bowl in the floral stipple mold. Since then she has received two additional pieces for her collection, in light blue floral stipple, of course. They are kept in a china cabinet with Mom's Flow Blue where Michaela can visit them anytime.

## Post Convention Board Meeting Minutes

Sunday, August 3, 2008, 7:30 a.m.  
RS Prussia Convention  
Louisville, KY , Marquis Room

### CALL TO ORDER

**A. Welcome** – Terry Coy welcomed everyone and announced that Beth Vandermeer and Tim Nance would not be able to attend the meeting.

**B. Minutes Approval** – Larry Bazaar moved to approve the minutes of the last post convention board meeting in Peoria. Richard Hartzheim seconded the motion. The motion passed unanimously.

### OLD BUSINESS

**A. Convention Schedule Changes**  
**Feedback Regarding the Auction**  
Brad Witt, chair of the auction committee submitted a report that listed what they decided were the 5 most important things to consider to make the auction successful. They are: convention should be held in 2 locations, association should provide info in advance regarding "things to do" in the convention city, the auction should be held on Saturday, with afternoon the best, but should consider morning too, the auctioneer should decide if they will accept "on-line" bidding, and finally, the cut off date for auctioneers should be moved back to March 15th. A copy of the report will be added to the minute's folder.

Discussion of these items followed. Linn Schultz made a motion to have the convention sites in St. Louis and Indianapolis alternately beginning with convention 2010. Allen Di Marco seconded the motion. Discussion followed the motion. Terry coy amended the motion to keep Columbus in 2009 and then alternate with Indianapolis and St. Louis. Linn Schultz seconded the motion. A vote was taken. Three members yeah, four nay. The motion was voted down.

Larry Bazaar motioned to amend the original motion to have St. Louis and Indianapolis, but to also rotate with other cities in Ohio. Harold Dodds, Jr. seconded the motion. Discussion followed. A vote was called.

... continued on back page

## Post Convention Board Meeting Minutes Continued

The vote was unanimous and the motion passed.

After passing of the above motion, discussion of the maximum number of pieces for the auction followed. It was decided that the number of pieces should be a maximum of 350. Also, once the auction catalog has been printed, there will not be any add-ons allowed. All auction items must be included in the catalog.

### **B. International RSP Guidelines**

– Terry and Karla

The guidelines were discussed by the board. Suggestions for changes were made in the Hospitality, Auction and Board of Directors sections. Allen Di Marco moved to accept the guidelines with the changes that need to be made. Linda Titus seconded the motion. A vote was taken and the motion passed unanimously. Karla will make the changes and work with Linda to print and distribute the final document.

### **C. Website – All**

A report with the recommendations for the RSP website was given to all. The recommendations were discussed and changes were made. Linn Schultz motioned to accept the recommendations with the changes that were made. Richard Hartzheim seconded the motion. A vote was taken and the motion passed unanimously. Leslie Schultz will work on a final copy of the recommendations including the changes that were made by the board. Leslie will provide a copy of the revised recommendations to all board members. The position of webmaster was discussed. Linda Titus will send a proposal to Terry Coy for this position.

**D. Membership Report** – Beth and Larry Beth Vandermeer and Larry Bazaar have been working on a membership report and suggestions for recruitment and retention. Due to the length of the meeting, their report will be sent to the board members and then be discussed at the next board meeting at convention 2009.

### **E. Other Old Business**

There was no other old business.

## **NEW BUSINESS**

### **A. Convention Schedule**

The activities at the convention were discussed. Members provided sug-

gestions for seminars, round table discussion, room viewing, auction, banquet, DIYA, and IC social. These will be the areas that the schedule committee will be looking at as the new convention schedule is prepared. Terry Coy appointed Allen DiMarco, Rich Habernicht and Karla Hartzheim to the convention schedule committee. Linda Titus and Larry Bazaar reported that the membership voiced a recommendation to keep the banquet. The banquet will be kept.

### **B. Budget Committee Report**

– Linn Schultz

Due to the deficit for financial year June 2007- May 2008, Terry Coy appointed a committee to work on a Budget for fiscal year June 2008 – May 2009. The committee consisted of Linn Schultz, Richard Hartzheim and Allen Di Marco. Linn Schultz presented all of the budget recommendations at this meeting. The budget has been designed to be balanced and to support the goals and objectives of the association. The major recommendations of this budget plan are:

- Raise dues. The association has not raised dues for 8 years.
- In previous years we have received a donation from the auctioneer that does our auction. This may change in coming years
- Try to increase the numbers and quality of pieces that are offered at the DIYA
- Raise convention registration.
- Eliminate the production of convention mugs as the sale of mugs leads to a deficit in the budget.
- Restructure newsletter by possibly reducing pages and number that are printed.
- Change mailing structure of newsletter from 1st class to Bulk Mail Non-profit rate.
- Decrease money spent for hospitality room. Offer snacks only.
- Add budgeted monies for a marketing program to increase membership and for brochures.
- To increase operating expenses proportionately to amount that has been spent as prices increase nationally.

Discussion of the proposed budget followed. Changes to the original pro-

posal were made. The three changes that would directly affect the general membership are a raise in dues for 2009 to \$50, a raise in convention registration for 2009 convention to \$30 and discontinuance of mugs. Karla Hartzheim motioned to accept the proposed budget recommendations with the noted changes. Linda Titus seconded the motion. A vote was taken and the motion passed unanimously. A copy of the original budget and a copy of the revised/final budget will be added to the minute's folder. The final budget will also be printed in the October newsletter.

### **C. Other New Business**

- Terry Coy appointed Carl Tacket, Ed Smith, and Tim Nance to the Audit Committee. Harold Dodds, Jr. moved that the committee be accepted as appointed. Larry Bazaar seconded the motion. A vote was taken and the motion passed unanimously.
- Terry Coy appointed Brad Witt, Rich Habernicht, and Allen Marcus to the Auction Committee. Allen Di Marco moved that the committee be accepted as appointed. Larry Bazaar seconded the motion. A vote was taken and the motion passed unanimously.
- Terry Coy appointed Bob Yaklin, Harold Dodds, and Scott Davidson to the Nomination Committee. Larry Bazaar moved that the committee be accepted as appointed. Harold Dodds Jr. seconded the motion. A vote was taken and the motion passed unanimously.
- Terry Coy appointed Linda Titus to the position of Newsletter Editor. Karla Hartzheim moved that the Newsletter Editor be accepted as appointed. Linn Schultz seconded the motion. A vote was taken and the motion passed unanimously.

## **ADJOURNMENT**

There being no further business, Terry Coy adjourned the meeting at 10:50 a.m.

*Respectfully submitted,*  
**Karla Hartzheim**  
*Secretary*