



VOL. 28 NO. 3

N E W S L E T T E R

JUNE, 2003

RED WING STONEWARE ON DISPLAY AT THE MUSEUM



3 GALLON RED WING THRESHING BEEHIVE JUG

This is a fine example of a very rare Red Wing jug. It is an early 4 gallon Red Wing jug because of the "ski" Red Wing Union oval which dates it to as early as 1906. This hand turned beehive jug is rare because of the hexagon bung hole which was used to hold a wooden spigot and a facet to dispense liquid. It is referred to as a threshing jug because it was probably used out in the field for drinking water. This piece is currently on display at the Red Wing Pottery Museum.

More stoneware featured
on page 16.

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Computer Registration - Brenda Ehlers
Show and Sale - Cindy & Pete May
Display Room - Julie & Glenn Beall

FROM THE EDITORS

As we are working to prepare everything for the 26th Annual RWCS Convention, we want to give you a brief preview of what you can expect. If you have attended the July Convention, you have a pretty good idea of what will transpire. If you have never attended, you should seriously consider planning to come to Red Wing. The excitement of the Convention week and the opportunities to see old friends and make new ones is unlike any other collector's gathering in the US.

In this issue you will read about the tentative Convention Schedule of activities. You may have a hard time trying to plan what you want to do and learn about in the short time you are in Red Wing.

There are several aspects of the Red Wing Collectors Society that we need to make sure we do not take for granted. Very few collectors' organizations have the strength of membership numbers that we do. They also do not have a Foundation that helps run a museum dedicated to preserving and educating people on the history of the Red Wing Potteries.

We talk about the importance of getting the next generation involved. The RWCS has truly been on the cutting edge of implementing ways to involve kids and help carry on the rich history and love of Red Wing items. Many other collectors' organizations have covered what we are doing and have an interest as we develop new ideas to support our efforts.

This year will be another

remarkable one for the KidsView seminars. You will learn how the next chapter of KidsView activities will be written - literally. Nancy Bestmann, a nationally known and published author of children's books will lead a multi-year project with the kids this July. With the help of Wendy Calliccoat and Sue Jones Tagliapietra, creating a book on Red Wing Collecting for kids, by kids will be started. This is a several year project that is incredibly exciting for the RWCS. Read about how your kids can get involved and help them with some homework before they come to Convention!

We will also share an article by Harry L. Rinker, who is an expert in the field of antiques and collectibles. He shares his thoughts with us on finding values for our own items and has some very practical advice on what to do when selling an item. It is important to provide expertise on many different topics and we are privileged to have Mr. Rinker contribute to this issue.

One exciting development over the past couple years has been the numbers of RWCS members sharing their knowledge and stories in the Newsletter. We truly believe that member involvement and feedback has helped the Newsletter continue to grow and be a source of information, education and enjoyment for all members. We thank you for this wonderful opportunity and welcome your ideas and feedback! 

Cindy Taube & Gail Rosenthal

Volunteers are needed for KidsView activities and items for the KidsView auction. Please contact Wendy Calliccoat or Sue Jones Tagliapietra for more information.

2003 RWCS CONVENTION SCHEDULE

RED WING HIGH SCHOOL, RED WING, MN

WEDNESDAY, JULY 9

8:00-12:00	Board of Directors Meeting	L-100
11:00-3:00	Brat Feed <i>(includes early badge pick up for those who are pre-registered)</i>	Pottery Place Mall
12:00-3:00	Auction Check-in, Catalogs for Sale	Gymnasium

THURSDAY, JULY 10

8:00	Courtyard Café Opens	
8:00-4:00	Set up the Display & Rare Items	J 106, J 107, J 108
8:00-7:00	Membership/Registration	Courtyard Café
8:00-10:00	Chapter Presidents Meeting	L 100
8:00-10:00	Commemorative Distribution	H 106
8:00-11:00	Auction Check-in	Gymnasium
8:00-???	Distribution of Bid Numbers	Gymnasium
	Auction Catalog for Sale	
9:00-3:30	Sale of Educational Material	Auditorium Hallway
9:00-9:45	Orientation for First Timers	H 215
10:30-12:00	Keynote Address	Auditorium
12:00-1:00	Kids View Auction Check-In	Little Theater
12:15-4:15	Auction Preview	Gymnasium
12:30-3:00	Historical Bus Tour	departs/returns from high school parking lot
1:00-1:45	Orientation for First Timers	H 125
1:00-2:00	Chapter meetings and Hospitality Rooms	To be announced
1:00-3:50	Kids View Seminars	H 209 and Art Rooms
1:00-4:00	Commemorative Distribution	H 106
3:00	KidsView Auction	Little Theater
4:30-???	Auction	Gymnasium
5:30-8:00	View Displays	J 106, J 107, J 108

FRIDAY, JULY 11

8:00	Courtyard Café opens	
8:00-3:20	Membership/Registration	Courtyard Café
8:00-11:00	Commemorative Distribution	H 106
8:30-3:20	Displays open	J 106, J 107, J 108
9:00	Carnival Cruise Meeting (all interested persons)	L-100
9:00-3:20	Sale of Educational Material	Auditorium Hallway
9:00-9:45	Orientation for First Timers	H 215
9:00-10:00	Transport Show & Sale/Souvenir Items	Gymnasium
10:00-10:50	Adult and Kids Educational Seminars	H 200 rooms
11:00-11:50	Adult and Kids Educational Seminars	H 200 rooms
11:50-12:50	Lunch on your own	Courtyard Café
12:30-1:20	Adult and Kids Educational Seminars	H 200 rooms
1:00-3:00	Commemorative Distribution	H 106
1:30-2:20	Adult and Kids Educational Seminars	H 200 rooms
2:30-3:20	Adult and Kids Educational Seminars	H 200 rooms
2:30-3:20	Transport Show & Sale/Souvenir Items	Gymnasium
3:30-5:30	Business Meeting	Auditorium
6:00-8:30	Potter's Picnic (serving food until 7:00 pm)	Colvill Park
<i>In case of rain it will be held at the MN State College-SE Technical</i>		
Sponsored by RW Chamber of Commerce		

SATURDAY, JULY 12

7:00	Courtyard Café opens	
8:00-9:00	Set up of Show & Sale	Gymnasium
8:00-10:30	Membership/Registration	Courtyard Café
8:00-1:30	Displays open to public	J 106, J 107, J 108
8:00-10:30	Commemorative Distribution	H 106
8:00-11:00	Auction prices-realized catalogs for sale	Courtyard Café & Gym
9:00-10:30	Show & Sale open to Registered Members Only	Gymnasium
10:30-1:30	Show & Sale open to public	Gymnasium
10:00-???	Commemorative Lottery (while supplies last)	H 106
	<i>Watch monitors for lottery numbers</i>	
1:30-3:00	Show & Sale removal	Gymnasium
1:30-3:00	Display removal	J 106, J 107, J 108
5:30 p.m.	Banquet Social Hour 5:30-6:30, Dinner is at 6:30 p.m.	St. James Hotel-5th Floor

SUNDAY, JULY 13

10:30	Brunch - St. James Hotel	5th Floor
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MEMBERSHIP

A Primary membership in the Red Wing Collectors Society is \$25 annually and an Associate membership is \$10.

There must be at least one Primary membership per household in order to have Associate membership. Members can pay for more than one year membership fee when renewing.

Contact the RWCS business office for additional details.

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NEWSLETTER DEADLINES

Issue	Text/Editorial	Advertising
February	January 1	January 10
April	March 1	March 10
June	May 1	May 10
August	July 1	July 15
October	September 1	September 10
December	November 1	November 10

EDITORIAL BOARD

Clifford Ekdahl, Dave and Diane Hallstrom,
Al Kohlman, Ron Linde, Larry Peterson,
Ray Reiss, Con and Sandy Short, Dave Short.

DETOUR TO THE RED WING HIGH SCHOOL

For those who plan to attend the July Convention, the route to the Red Wing High School will be different. A major highway project will close Hwy. 58 from downtown Red Wing for several miles. Members will have to take West Ave. to Twin Bluff road, where you will take a left onto Pioneer Road. This will take you through a residential area and to the intersection of Hwy. 58, where you will be able to access the Red Wing High School. Another route would be to take Hwy. 61 south out of Red Wing until you come to County Rd. 21. Many people know this as Flower Valley Road.

There will be signs posted for directions to the High School. 🚧



CONVENTION LODGING

Start planning now to attend the annual July
RWCS Convention in Red Wing.
For lodging information, contact:

Red Wing Chamber of Commerce
1-651-388-4719

Red Wing Visitors & Convention Bureau
1-800-498-3444 or visit www.redwing.org

Rooms in Red Wing have a tendency to sell out in advance,
so to make your stay as convenient as possible call early!

SALE IN THE STREETS OF RED WING!

There will be an Outdoor Antique Flea Market held in the streets of historic downtown Red Wing on Sunday, July 6, 2003. It begins at sunrise and will go until 4 pm. Please note that items for sale must be antiques or souvenirs. This event will kick off the week of the Annual Red Wing Collectors Society Convention, with events occurring all week around town and the official RWCS Convention beginning Thursday, July 10th at the Red Wing High School, Red Wing, Minnesota. Thousands of visitors and attendees will be in Red Wing during the Convention. This is the perfect event and audience to sell your items to, so don't miss out!

A \$50.00 donation to the Red Wing Collectors Society Foundation secures a 20'x 20' space to display all of your wares. You will be able to rent 2' x 8' tables for \$10 each and chairs are only \$1 each in case you do not want to haul those items. Reservations are on a first come, first served basis so don't wait. For more information please contact: 🚧

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OHIO SPECTRUM: ONE DAY ANTIQUE POTTERY EXHIBIT

The Wisconsin Pottery Association (WPA) will host its eighth annual Art Pottery Exhibit, OHIO SPECTRUM, on Saturday, August 23, 2003 in Madison, Wisconsin. This year's exhibit will display over 200 vases and figurals made by various Ohio Potteries.

The exhibit will be held with the WPA top-flight pottery show and sale, featuring over 50 of the nation's best pottery dealers selling all types of antique and collectable pottery. In addition, WPA members will again provide informal identification/evaluation of pottery brought to the Exhibit and Pottery Show. This has been a very popular event with show

attendees. There is a limit of one item per paid admission.

This year's exhibit, Ohio Spectrum, is a special exhibit that shows the wide range of Art Pottery made in Ohio, from Rookwood and Hull to Nicodemus and Chic. In 1999, the WPA did a comprehensive exhibit of Weller Pottery. The 2003 exhibit will attempt to show the wide range of Art Pottery produced in Ohio, the center of the commercial art pottery industry in the United States from the late 1800s until the mid-20th century. Some of the 20 plus potteries to be featured will be Cowan, Brush, McCoy, Zanesville Stoneware, Burley-Winter, Robinson Ransbottom, Gonder,

Ohio Rum Rill, Peters and Reed, Owens and Clewell.

The WPA is a non-profit organization formed in 1992 by collectors interested in studying and promoting collectible pottery. Meetings are held monthly and include speakers and informal discussions on pottery. For more information, write the WPA at PO Box 8213, Madison, WI 53708-8213, or visit the WPA website at wisconsinpottery.org.

The Wisconsin Pottery Show/Sale, and the exhibit: Ohio Spectrum, will be one day only, Saturday, August 23, 2003 in Madison, Wisconsin at the Alliant Energy Center, off Rimrock Road near John Nolen drive. From I-90, take exit 142-A, Hwy 12-18 West 5 miles to exit 262, Rimrock Road then north 1/4 mile. For more information, visit our website or call 608-249-6898. The Show and Exhibit will be open from 9 am until 4 pm. The admission will be \$3.

SPECIAL NOTE: There is a \$4 parking fee at the Alliant Energy Center which will be waived (free parking) only if an official display ad (see display ad on page 15 or a promotional yellow card or WPA website download) is presented to the parking attendant. 



Pictured top left; Clewell all metal urn and two metal overlay vases.

Pictured bottom left; standard glaze vases from Weller, Owens, and Rookwood.

Pictured bottom; Peters and Reed Moss Azrec, Landsun, and Shadow Drip Vases.



CLUB NEWS

from the
President



CORRINNE REED

Excitement is building! The time is growing near. Time for the RWCS 26th "anniversary" annual Convention that celebrates the 27 Conventions actually held. Time to meet old Red Wing friends and make new ones. Time to learn new Red Wing information. Time to buy Red Wing and to sell Red Wing. Time to meet with fellow Red Wingers and guests setting sail November 9th on the 7-day, first ever, RWCS "Potters Excursion" aboard Carnival's marvelous ship, the Inspiration. Destination - Grand Cayman Islands; Costa Maya, Mexico; Cozumel; and Belize. Not many of us were around for the "Potters Excursion" on July 11th, 1915, but all is not lost for this one. Haven't reserved your cabin yet for this fundraiser, "RWCS Seminars at Sea"? Contact Marcia or Kay in the RWCS Business Office to join in the fun, sun, and Red Wing.

If you didn't pre-register for convention before the May 15 deadline, never fear, just register on site. Things change, and things come and go, but thanks to all of you, Red Wing continues on and on and on. 🍷

PLAN TO ATTEND THE EDUCATIONAL SEMINARS

Be sure to attend the educational seminars on Friday, July 11th. There are some new and exciting presenters ready to share their knowledge and expertise as well as some very popular seminars that had a full room and were not able to accommodate the number of members who wanted to attend from last Convention and MidWinter.

New seminars include: "White Pottery, Utica, NY" – Jill Holmes; "Canning Jars" – Art Holiday; "Wisconsin Potters" – Mark Cellotti; "Porcelain & Pottery Restoration" – Avis & Dan Dirnbauer; "Putting Together a Convention Display" – Ron Linde; "Decorating With Art Pottery" – Deanna Juergens; Larry Roschen & Terry Moe have teamed up to present a two part seminar on dinnerware and Steve Showers & Dennis Nygaard will do separate seminars on "Recent Dump Finds".

Several session from last year's Convention will be presented again to try and accommodate other

members include: "Wooden Handled Coffee Carafes"; Becker Advertising and a Child's Memories"; "Red Wing Bowl- er-ama"; Memories of a Potter's Daughter"; "Collecting According to Kuf" and "Red Wing Lamps".

MidWinter presentations that will be offered at Convention are: "RW-The Real and The Unreal"; "Non-Red Wing and RW Mini Jugs"; "How Do You Decorate?" and "RW Markings".

There will also be three orientation groups for first time Convention attendees. All Educational activities will be held on second floor in the H pod, (where they have always been). Please check the Convention supplement for times and room numbers.

I'm always looking for new ideas and people to present. Please let me know if you are interested! 🍷

Sandy Short

TOP ANTIQUES AND COLLECTIBLES OF 2002

TIAS.com the Internet's largest antique and collectible mall, reported the top 50 search terms used by their customers on their Web site in 2002. The data is based on millions of searches conducted by customers visiting the website. Currently over 560,000 items are listed.

The term "pottery" was 18th on the list of 50 top searches. Other terms included plates, vase, and cookie jar.

*Information from April 2003 issue of COLLECTORS NEWS. 🍷

THE DISPLAY ROOM NEEDS YOUR DISPLAY AND VOLUNTEERS

We need more displayers! Currently we have no stoneware displays or rare items scheduled to be shown this July. Two Chapters have agreed to create displays for the membership to view and enjoy.

If you have any questions or would like to learn more about what it takes to put up a display, please contact us! It is a fun way to show off your collection. It is not very difficult and each year the displays have shown wonderful creativity. We have displayed the last three years before becoming

chairpersons and think anyone could put together a small display. We would rather have 15 small displays than only three large ones. The only requirement is that you spend a little time setting up a display and taking it down. 🍷

For more information, please contact Glenn and Julie Beall at 712-644-2256 or gbeall@loganet.net.

We are also in need of people to volunteer some time to help prepare the display room. We hope to get members involved!



Don't forget to visit the Museum during Convention.

RWCS FOUNDATION MUSEUM VISITORS EXPRESS THEMSELVES

The visitors to the RWCS Foundation Museum are able to sign our guest book and are welcomed to leave comments. As you can see from the list, the visitors literally come from around the world. We share a few of the locations and comments with you here so you can see who has visited the museum and learned about Red Wing pottery.

Reaching a diverse audience and educating them on the interesting facts of the Red Wing Potteries was one of the goals of the museum and one that has been achieved!

*Lafayette, IN - Old Memories!!
Monroe, WA - Fantastic! Thanks Wally*

Sevierville, TN - Very nice place, we enjoyed it

New Carlisle, OH - Nice collection!

Wuislinjen, Germany - Very nice

Anaheim, CA - Great displays

Maple Grove, MN - Thanks for keeping this history alive and available to the public

Baton Rouge, LA - Very interesting and well done

Tierradel Fuego, Argentina Lucas lobo. Wonderful place to visit, history is alive!

Apple Valley, MN - It needs to be bigger, but O.K. so far

Easton, PA - Loved everything!

Eveleth, MN - Very cool

Haddor Heights, NJ - Where are the monk cookie jars?

Kenosha, WI - Excellent 🍷

CHAPTER UPDATES

The Nebraska Redwingers Chapter met in York, Nebraska, on March 1, and enjoyed a program on miscellaneous string holders. Those of us who didn't make it to MidWinter were given a report of the education programs by the members in attendance, which were all reported as excellent. Maybe the weather will cooperate next year.

We also met on Saturday, June 7, at Buckley Park in Stromsburg for a brown bag picnic with program and Show and Tell following. Our July meeting will be at the Convention in Red Wing, followed by the October meeting on Saturday, October 4, location to be determined.

We look forward to seeing our friends in Red Wing in July! 🍷

The Southwest Redwingers hosted their fifth annual Spring Fling on March 22, at the home of Kent Williamson in Phoenix, AZ. The event was attended by 21 members and 15 guests which included two from Sun City, AZ, two from Indiana, four from California, two each from Wisconsin and Washington, and three from Minnesota. The attendees enjoyed a pot luck dinner and then each Chapter shared information about their history and membership. A great time was had by all! 🍷

RWCS CALENDAR OF EVENTS

2003 NATIONAL EVENTS

July 10-12: Annual Convention - Red Wing, MN

2003 CHAPTER EVENTS

August 23: 8th Annual WI Show & Sale at the Alliant Energy Center in Madison, WI

POTTERY X-FILES - QUESTIONS & ANSWERS

Q I came upon these 3 brown top shoulder jugs in Western Wisconsin. Supposedly, these jugs were acquired as a set from someone who had lived in Red Wing. The four gallon jug is the same height as the three gallon but is larger in diameter. I am wondering if these Red Wing jugs are common and their value. All are in good to excellent condition.

J.D. White Bear Lake, MN

A This set of jugs you have is not common. Typically, Red Wing jugs are all different heights. Without seeing the handles or the dome part of the jugs, we cannot say for sure if these are Red Wing or not. They might be from Fort Dodge, IA. The numbers appear to be slightly different than the Red Wing numbers if you look at them closely. Without knowing if they

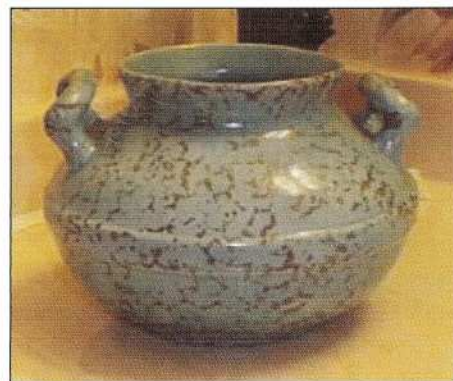


are Red Wing jugs, we are not able to give you an honest estimate. (D.Hallstrom/L.Peterson) 

Q I believe that I have a RumRill vase, 1929-1937 "Indian Group" shape number 262 at 5¼" in the Mermaid Green, semi matte green brown stippled. Am I correct?

J. Hartnett Bloomington, MN

A Great job of researching your piece of Rum Rill! You are correct; this is from the Indian Group in the Mermaid Green glaze. (D. Hallstrom/L. Peterson) 

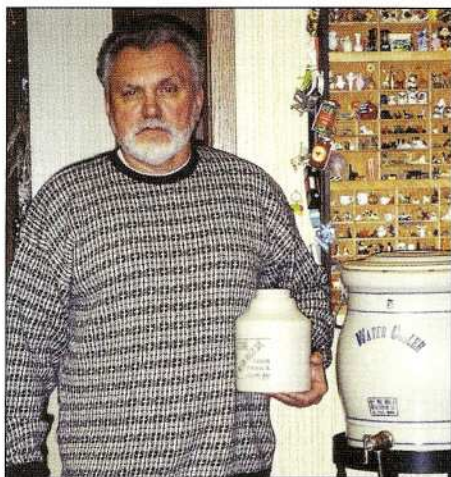


Q Here is a photo of a four gallon churn marked, "C Daffenbach, New Ulm, MN." The decoration is not known on any other piece and the handles are applied and the hand thrown piece is nicely shaped. The inside is Albany slip type. What can you tell me about this?

A The pottery company of Stockert, Dauffenbach and Friedman was formed in May 1867 in New Ulm, Minnesota. This pottery lasted until 1870 when it was dissolved and a new company was formed, called Dauffenbach and Gieseke. They operated from January 1871 until 1873. Dauffenbach then found himself a new partner, William Winkelmann in 1873. By 1875 the pottery had gone out of business and Dauffenbach left New Ulm in 1876. Various markings were used by these potteries and partnerships. (M. Cellotti) 



RED WING FRIENDS



Leo Schotte and his Red Wing Mason Jar.

Several years ago Leo and I met a couple, Dean and LeAnna Loseke at Wal-Mart. It seems we all shop every Friday night there. We began talking in the aisles - "hello-have a good week," nothing serious. As time went by we would talk about the weather, each other's week and our families. As the years, and I mean years, went by they built a new Super Wal-Mart with a McDonald's inside. So we would meet in McDonald's and have a pop and talk. Then we would shop. We talked about work, grandkids, hobbies and cars. Dean and Leo love cars and they could talk for hours. We even started going to car shows together on the weekends.

LeAnna and I started exchanging little gifts. I collect teddy bears and she collects mice, so when one of us found something we thought the other would like, we bought it. One evening we were at McDonald's and Leo was talking about his beloved Red Wing! LeAnna said they had a piece of pottery that had been Dean's mother's and she thought it said Red Wing on it. She didn't know what kind of Red Wing it was, a jar or something.

"Bring it sometime when you come shopping and I'll take a look at it," Leo said.

"You can have it," LeAnna said, "we don't use it and it will probably get broken." Needless to say, when LeAnna took the piece of pottery out of their van to show us, it was Red Wing. It was the middle-size canning jar with black lettering. Leo said he would like to buy it for his collection. They would not hear of it- they wanted him to have it!

Everyone should have such friends! Leo has added it to his collection with special thoughts of our Wal-Mart friends. 🍷

Submitted by Susan & Leo Schotte

The Red Wing Collector

I'm just an ordinary Red Wing collector, I go around in search of crocks and jugs.

I tell my wife I really got a great deal, she looks at me disdainfully and shrugs.

I go to auctions rather regularly, a couple Red Wing pieces might be there.

They're not too choice but I bid on them anyway. They're cracked and chipped, but I think pretty rare.

I'm learning all about the Stoneware language - Spongeware is for cleaning pots and pans. A beehive jug's for making your own honey. Salt glaze is for frosting Easter hams.

Our home is looking just like a museum, my wife calls it a junk shop, don't you know.

We've jugs and salt-glazed crocks stacked to the ceiling. The water coolers cost us lots of dough.

Our relatives and friends no longer see us, I guess they thought I should pay back all those loans.

As far as I can tell they don't appreciate the sponge umbrella stand that's in our home.

July is here, it's time to go to Red Wing, I hope my old van makes it once again.

I'm looking for a blue bird on an old crock, and I've got a \$100 I can spend.

Dave Nelson - July, 2001 🍷

REPRESENTATIVE AT LARGE

If you are thinking about starting a Chapter please give me a call, email or contact me at the RWCS Convention in July. I am always eager to help in the implementation of a new Chapter. Since I have been on the Board of Directors serving as Representative at Large, we have three newly established Chapters, the Illinois Chapter, the Siouxlander Chapter and the Trails West Chapter.

If you are from the State of Michigan or Montana we are hoping to increase activity from these areas, so we are looking for members to help re-activate these Chapters. Again, please contact me.

As your Representative At Large please feel free to talk to me regarding any Red Wing Collector Society concerns you may have. See you at the 2003 RWCS Convention in Red Wing!

Sincerely, Your Rep At Large - Jerry Erdmann 🍷

CLUB NEWS

from the
Auction Managers



PAULETTE & JEFF FLOYD

Members drawn in the lottery should have received confirmation via letter by this time. If you are unsure of whether or not your auction item was drawn in the lottery, please phone or email the Auction Managers.

If you do have a piece in the Auction, please use the Wednesday afternoon check-in from 12:00 to 3:00 PM time if possible. If not, Thursdays check-in will be from 8:00 to 11:00 AM. Remember to bring you SASE so there is no delay in getting your check after convention.

New this year! This years Auction will start at 4:30 PM, with afternoon viewing from 12:15 to 4:15 PM. Make sure you take note of the earlier starting time.

The RWCS Auction Managers and their committee will have final say in any and all matters regarding condition, and authenticity of any auction item submitted. If you would like a Prices Realized Catalog AFTER Convention, please send a check for \$3 payable to the RWCS, to the Auction Managers.

See you in July! 

WHERE CAN I SELL IT?

By Harry L. Rinker

When someone asks me - "What is my object worth?," he or she often continues by asking- "And, where can I sell it?"

What they really want to know is where they can sell the object for the amount I tell them it is worth. The simple answer is they cannot. While the reason for this discrepancy is evident to me, it often is not to the person asking the question.

When a person asks me to value an object, I provide him with the secondary market retail value, i.e., what it would cost to buy that object at an antiques shop or show. Today, I often qualify my answer by providing a second value-the price at which the object can be bought on the Internet, either via direct sale or an auction site, such as eBay. If the person inquires about the value of the object if sold at auction, I provide a third value.

Value is market dependent. The price of the same object can differ, and often significantly, depending on the market in which it is offered for sale. The concept of value in the antiques and collectibles field is complex. It is not easy to understand. All value is relative. There are no fixed values in the antiques and collectibles field.

Before discussing the sale venues for antiques and collectibles that are open to members of the general public, I want to propose a set of reasonable percentages against book value that the seller can expect. In this instance, book value represents the retail value found in an accurate antiques and collectibles price guide. Remember,

not all price guides are accurate. Alas, far too many antiques and collectibles price guides, especially one-category or one-topic guides are authored to support or, at worst, manipulate market prices.

<u>Book Value</u>	<u>Seller's %</u>
Under \$25	10%
\$25 to \$100	20-25%
\$250 to \$500	30%
\$500 to \$2,500	40%
\$2,500 to \$5,000	50%
\$5,000 to \$10,000	55%
\$10,000 to \$50,000	60%
\$50,000 and above	65-75%

Based upon these numbers, here are a few simple rules to remember:

Rule #1: The higher the book value, the higher the percentage of return against book.

Rule #2: While there are many factors that influence value, availability (how many of the objects there are around) is one of the major ones. A low book value generally means that supply exceeds demand. However, it can mean that the object is out of fashion.

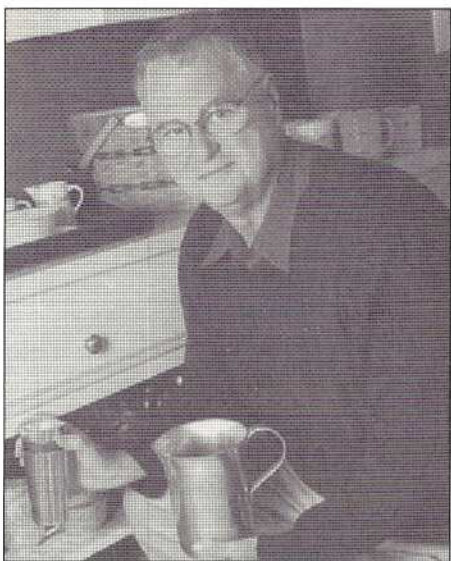
Rule #3: Selling objects valued under \$100 is more likely to frustrate rather than satisfy the seller.

Rule #4: Personal attachment and family value do not translate into monetary value.

Rule #5: Dealers have to make a profit. Therefore, they cannot buy at book or close to book. Fifty cents on the dollar is extremely generous.

Rule #6: Collectors expect to pay book price when buying from the general public.

What selling options are available



Harry L. Rinker, Collector Inspector

to members of the general public who wish to dispose of their antiques and collectibles?

The initial reaction is to sell the object privately. Personally, I like it when a member of the general public pursues this course. There is no better way to educate someone to the amount of work and expenses involved with selling antiques and collectibles. If the seller keeps track of his time and expenses, chances are he/she will find (1) he/she is working for below minimum wage and (2) although he would have received less, he would have been far better off taking one of the other selling options.

The most obvious private route is to a collector. There are numerous sources to find buyers, both in print and on the Internet. However, most of the individuals listed are advanced collectors. They have no interest in buying commonly found items.

The best private source is family and friends. Make a list of those individuals who visit and say, "If you ever wanted to sell that, give me a call." Many times these

purchasers' hearts, not their heads, govern what they are willing to pay.

When the vast majority of objects book for less than \$50, consider renting a table or booth at a local flea market to sell the objects. Give it one shot. Box lot or junk the objects that do not sell. Do not frustrate yourself. If the book value is less than \$25 per object, a garage sale is the answer. Again, the goal is to dispose of the objects. At the end of the day, give away, bulk sale, or trash whatever remains.

If a single object has a substantial book value or the seller has a large and highly diverse amount of objects to sell, my recommendation is to use the auction route. If the number of objects is limited and the person is computer literate, the obvious first choice is an Internet auction. If the objects are numerous and the per object value above \$100, use a strong regional auction house. When the per object value is below \$100, a local "box lot" auctioneer is fine.

When choosing the auction route, sellers should be aware of the cost of sale (percentage and other fees charged by the auctioneer) and the fact that most of the prospective buyers are dealers who expect to pay half or less of book value. The advantage is that the sale is a once and done proposition. Sellers should look at the final number and be happy.

Dealers buy privately. When selling in this situation, knowledge is power. If the seller has not done their homework, they are at a distinct disadvantage. Further, dealers often only want to buy the cream of what the seller is offering

for sale. They do not want the junk, i.e., hard to sell items. Sellers who wish to dispose of a large block of items need to adopt a "take it all or not all at all" approach.

When selling to a dealer, do a package deal. It becomes extremely confusing and time consuming when negotiating on a piece by piece basis. Do not expect the dealer to make an offer. This is a free appraisal. If you ask the dealer to make an offer and then refuse it, you have utilized his expertise without compensating him for it.

It is the seller's responsibility to set the initial asking price. The buyer's responsibility is to say yes, no, or counteroffer. If a seller does not know what to ask or is unwilling to do his own homework, he should hire the services of an independent appraiser.

Finally, when the book value for a single object or group of miscellaneous objects is low, consider giving them away or sending them to a landfill. While the seller will not have money in pocket, with the exception of a possible tax deduction if the objects are gifted to a non-profit organization that plans to sell them at a bazaar, he will have peace of mind. Never discount the importance of the latter.

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CREATING A BOOK ON RED WING COLLECTING FOR KIDS, BY KIDS



By Wendy Callicoat and
Sue Jones Tagliapietra

This year the KidsView Seminars will have a very unique activity for the kids to get involved with. We will lay the groundwork for the book beginning this year and will continue for several years, with the goal of having the book published. Nationally known for her work with children's books, Nancy Bestmann will attend the July Convention. The April 2003 issue of the Newsletter provided background on Bestmann. She will talk with the kids on what it is like to create and write a book and how the publishing process works.

Please share this information with your own children, as they have a chance to participate and be a part of a new history making chapter with the Red Wing Collectors Society. Here are several things that your child(ren) will need to think about and do before they come to Red Wing this summer.

1. There will be a competition for the cover design of the chapter titled, "Stoneware." The kids thoughts and designs will be used in different parts of the book. The kids need to think about how they want their own page to look and then bring samples and drawings of what they think their cover page should look like. The drawings will be judged and then finalists chosen.

The kids will be placed in groups,

where they will work together to design a page layout. They will also discuss a specific time period in the manufacturing of Red Wing stoneware and crocks and learn more about the history.

2. Kids will need to see if they have any stoneware or crocks with a family history. They need to do some simple research about stoneware and can use currently published books as reference. Then they need to write their own story about the piece they have researched.

There will be volunteers there to help the kids through the different steps and to teach them how to bring the story to life with words and photos.

This is a 4-5 year project for the RWCS. Each year we will take a specific area of Red Wing, such as dinnerware, art ware, etc. and try to capture the different aspects and characteristics of the topic. The kids who participate will be the authors

of the book and each year they can continue their involvement.

Other KidsView Seminars will include plate painting, making stoneware, craft projects, and the Kids Only auction. We are in need of donated items for the Kids Auction.

Members can bring donated Kids Auction items to the Little Theater at the Red Wing High School for check-in starting at noon on Thursday of Convention week. Kids who attend any seminars, will be eligible to attend the Friday night picnic at Colvill Park for free.

The Red Wing Collectors Society continues to work hard to have activities the whole family can get involved with and really enjoy during Convention. We strongly encourage families to plan this as a special vacation to Red Wing.

For questions, to donate items or volunteer, please contact: Wendy Callicoat at crocks701@aol.com or call 417-850-4079; Sue Jones Tagliapietra at 608-241-3072.



What: Stoneware Sale

Consisting of Red Wing,
Blue/White and miscellaneous
Stoneware in addition to
Red Wing memorabilia

Who: Gail Peck & Dan DePasquale

Where: Super 8 Motel Conference Room
(Pool Entrance)

When: Wednesday, July 9 • 8 am to 4 pm
Thursday, July 10 • 8 am to 12 noon



*the
"fun ships"*

Carnival

The Most Popular Cruise Line in the World!

JOIN THIS GROUP!

(Sing to the tune "If you're happy and you know it, clap your hands!")

If you want to do some cruising, join the group!

If you want to do some schmoozin, join the group!

Just join your collector fellows...

Everyone else will be so jealous.

If you want to do some cruising, join the group!

If you want to do some cruising, join the group!

If you want to do some schmoozin, join the group!

To enjoy a snorkel on Grand Cayman...

Simply hook up with another clay man.

If you want to do some cruising, join the group!

If you want to do some cruising, join the group!

If you want to do some schmoozin, join the group!

Get off the ship in Costa Maya...

Take a bite of a juicy papaya.

If you want to do some cruising, join the group!

If you want to do some cruising, join the group!

If you want to do some schmoozin, join the group!

Order a cerveza at the port of Cozumel...

Speak some Spanish and you'll do very well.

If you want to do some cruising, join the group!

If you want to do some cruising, join the group!

If you want to do some cruising, join the group!

If you want to do some schmoozin, join the group!

Visit a neat port called Belize...

Where the people aim to please.

If you want to do some cruising, join the group!

BUT if you want to do some cruising, you must sign up!

AND if you want to do some schmoozin, you must sign up!

Get your packet from the manager named Kay...

Fill in the form, send it in and say you'll pay.

'CUZ if you want to do some cruising, you must sign up!

You won't believe the price when you look at what's included (cabin, food, all tips, travel insurance, collectors seminars, pottery collectible, shirt, taxes, etc.) What a deal! Read the amount and the details in the packet of information.

If you don't have your packet of information, pick one up at convention or call the Red Wing Collectors Society today!

Red Wing Collectors Society
Box 50, Red Wing, MN 55066
651-388-4004 • 800-977-7927

Don't wait another day. The price will last only as long as our cabin allocation lasts.

AUCTIONS

Tuesday July 8, 2003 • 3:30 PM

**National Guard Armory
Red Wing, MN**

A good variety of Red Wing Artware to include Vases, Wall Pockets, Planters, Candle Holders, Ash Trays, Donkey & Bird Ash Receivers, 3 Birch Canoe's, Birch Log, Cookie Jars, Badger & Gopher on Football, Figurines, Commemoratives, Cherry Band Adv. Pitcher, Sponge Adv. Pitcher, Sponge Bowls, Spongeband Custard Cup, Birchleaf 5 Gal. Jug, plus more.

Catalogs available June 1st at \$5.00 each.

Wednesday July 9, 2003 • 3:30 PM

**National Guard Armory
Red Wing, MN**

400+ pieces to include: Various Stoneware pieces including Rare Blue Sponge Success Filter, Salt Glaze, Birch Leaf, Elephant Ear & Wing Crocks, Lids, 6 Gal. Water Cooler w/ fountain, Landers Bros. brown top jug, Spongeband panel bowls, Greyline, Commemoratives, RW Art Pottery including 5 sets of 1929 blue ink stamp Vases in 3 sizes, Peasant Couple Figurines, 4-12 set of Spongeband Bowls, 2-3-4-5-6-8&10 Gal. Ice Water Coolers w/Wings, and a good assortment of Brushware plus more.

Catalogs available June 1st at \$5.00 each.

Houghton's Auction Service

1967 Launa Ave. • Red Wing, MN 55066
651-388-5870.

NEWSLETTER ADVERTISING RATES

CLASSIFIED ADS

Classified ads are 15¢ per word;
\$3 minimum charge.

Ads are divided into the following sections: *Red Wing For Sale*, *Red Wing Wanted*, *Other Pottery For Sale*, *Other Pottery Wanted*, *Events*, *Clubs*, *Auctions*, *Publications*, *Announcements* and *Services*. You will not be charged for these words, but please indicate which section your ad should be placed in. If ad is to run in more than one issue please indicate at time of placement.

Please type or print clearly and proofread before submission.

DISPLAY ADS

Display Ad Size	1x	6x
Full page	\$400	\$360
1/2 page (horizontal or vertical)	200	180
1/4 page	100	90
1/8 page (includes typesetting)	60	45
Display Ad Dimensions		
Full Page	7½x10	
1/2 page (horizontal or vertical)	7½x4½	
1/4 page	3½x4½	
1/8 page	3½x2½	

Display Ads are accepted on a first-come, first-served basis. The publisher reserves the right to refuse ads for any reason.

The Newsletter is produced on a Macintosh in Quark XPress. Ads must be supplied electronically as an EPS or TIFF file for Mac. Be sure to include all fonts used. If you are unsure about acceptability, inquire with the Editor. Quotes supplied for design and makeup if needed; there is a \$50 minimum. Unformatted or unreserved ads will be treated as classifieds.

DEADLINES

Issue	Advertising Deadline
February	January 10
April	March 10
June	May 10
August	July 15
October	September 10
December	November 10

EDITOR ADDRESS

Send all ads with payment. Make checks payable to **Cindy Taube** and mail to: Creative Communications
27950 Bayview Drive
Red Wing, MN 55066

We can't accept checks made out to the Red Wing Collectors Society.

CLASSIFIEDS

RED WING FOR SALE

Complete Set Commemoratives, 1986-2001 (16 pieces) - \$1,800.00, original boxes and tags. Also, (1) 1997 - 20th Anniversary Commemorative Butterfly Crock - \$70.00; (1) 1999 Koverwate Commemorative - \$75.00; (2) 1998 Iris Pitcher - \$70.00 each; (2) 2000 Water Pitcher - \$75.00 each. Pat Kikos, 208 W 1st St., Jordan, MN 55352. Call 952-492-3205. 6/03

Handles and Wooden Lids. Send SASE for flyer to: Larsen's Collectibles, 757 120th Street, Hampton, Iowa 50441-7555. Phone 641-866-6733. 4/04

Commemoratives: Mint Condition. Complete set 1977-2002 - \$8500 plus shipping or pick up at Convention. Call 651-388-9494. 6/03

2002 (25th Anniversary) Convention Button/Magnet @ \$2.00 each. Add Postage: for 1, add \$.75, 2-\$1.50, 3-\$2.00, 4-\$2.50. Send check (payable to Ken Zukoski) to: Ken Zukoski, Puget Sound Chapter, 20111 80th Avenue West, Edmonds, WA 98026-6701.

20+ Year Advertising Stoneware Collection to sell at Convention. Sunday Street Show 7/6 and Pottery Factory 7/9-11. Also includes Club Commemoratives 1992-2002. Marlin & Charlotte Bowen.

Commemoratives: 1985 thru 2002 - \$2,000.00. Call 651-388-3982. 6/03

Commemoratives 1979-2002 - \$4,900.00. Single Commemoratives (20th Anniversary) 1997-\$150.00; 1996-\$150.00; 1998-\$125.00; 1999-\$75.00; 2000-\$75.00; 2001-\$75.00; 2002-\$75.00. Red Wing Books and Price Guides Stoneware Collectibles - 1985, Guide to Markings - 1979, Dinnerware - Stan Bougie - 1980, Dinnerware - Ray Reiss, Potters & Their Wares - Bonnie Tefft, Art Pottery - Ray Reiss, Newsletters 1995-2002 (one missing). Prices plus shipping. Marvin Meyer, Box 16, Tyndall, SD 57066. 605-589-3503. 6/03

RED WING FOR SALE

Three Kermis Plates, Pictured on page 85 of Red Wing Dinnerware. Upper Right - small factory dimple - \$125.00. Lower left - mint - \$135.00. Lower right - 2 small factory Dimples discolored hairline - \$65.00. All Three for \$300.00. Also, dinnerware plates in good condition, Fantasy-\$70.00, Colonnies-\$35.00, Pink Spice-\$25.00. Will bring to Convention. Email: bdwolter@hutchtel.net.

Two Gallon Red Wing Button Crock Lid with rare stamp two-inch wing - mint condition, \$875.00 plus shipping and handling. 509-233-8021 or email at: kdferguson@juno.com with questions.

Twenty-four different pieces of Grayline, 5-Gal. Elephant Ear Churn w/Lid. Staying at Day's Inn Convention Week, Orville Holm - 509-751-0948.

1981 Commemorative and Button - Mint Condition - \$325.00. Call 573-546-2453.

Complete Set Commemoratives - Mint, 1977-2002, \$7,850, also Set 1981-2002 - mint, \$3,350.00. Can pick up at Convention, phone 913-721-2188. 8/03

Our 5th Annual Red Wing Dinnerware and Artware Sale in Booth 62 at Superior Antique Depot, 933 Oakes Ave., Superior, WI on 15'x8' shelves and booth 62 Allouez Antiques 4101 E. 2nd Street, Superior, WI also with a good selection. Don't miss our display cases with nice pieces in both shops. More pieces have just been added for the sale Saturday, June 21 - Monday, July 14, 10-5 daily (closed July 4). Stop and see us going to or coming from Convention here in Superior, WI.

Red Wing Pottery - Tip Toe pattern. Complete set for eight. Many extra pieces. Contact Gerry Zweimiler, 913-599-6461.

RED WING WANTED

Koverware other than 5 or 10 Gallon.
Lids for 3lb., 5lb. Spongeband Butter
Pails, and 7" Cap Bowl. Commemorative
Set. Call 320-290-5505.

1980 Red Wing Convention Button,
Call 507-826-3314 or
lombardalnsk@smig.net. 6/03

CLUBS AND PUBLICATIONS

Two great books: Red Wing Stoneware
(NEW 2002 values) and Red Wing
Collectibles (2001 values). \$9.95 each or
\$17.95 for both plus \$1.25/\$1.75 postage,
respectively. Quantity discounts
available. Gail Peck, 2121 Pearl,
Fremont, NE 68025. 402-721-5721. 12/03

Red Wing Potters & Their Wares - \$18.95.
Companion Price Guide - \$2.00. \$2.25
Postage for both, \$.65 Postage for Price
Guide, if ordered separately. Bonnie
Tefft; W174 N9422 Devonwood Rd,
Menomonee Falls, WI 53051.
262-251-1415. 12/03



**Specializing in Red Wing Dinnerware with
most patterns always in stock. If you need a
missing piece or replacement piece call.**

Cliff Ekdahl
914 West 3rd Street • Red Wing, MN 55066
Phone 651-388-9729 or email: cekdahl@pressenter.com

Art Pottery items also available.
Open during annual convention and year 'round by appointment.

What do you collect and why?

Everyone has a favorite piece of Red Wing pottery. We'd like to ask you to share your thoughts on this topic by mailing or e-mailing your contributions to us, as we are always looking for member contributions. Be sure to enclose a photo of yourself or your collection.

Please contact the newsletter editors with any questions.

ART POTTERY SHOW MADISON, WISCONSIN

SATURDAY AUGUST 23, 2003 9 AM - 4 PM

More than 50 dealers selling **all types** of collectible pottery! Admission is \$3, parking is \$4; **see special parking offer below!** Admission includes **Ohio Spectrum**, a special exhibit that shows the wide range of Art Pottery made in Ohio, from Rookwood and Hull to Nicodemus and Chic. **What Is It?** Wisconsin Pottery Association members will informally identify/evaluate your pottery item (limit one piece please) at the Show/Exhibit. **Location:** Alliant Energy Center, off Rimrock Rd. near John Nolan Drive. From I-90 take exit 142A, Hwy 12-18 west five miles to Exit 262, Rimrock Road, then north 1/4 mile.

For more information visit www.wisconsinpottery.org or call 608 249 6898
Sponsored by the Wisconsin Pottery Association.

**PRESENT THIS AD TO ATTENDANT
FOR FREE PARKING (\$4 VALUE) AT
POTTERY SHOW, AUGUST 23, 2003**

Pottery Place Mall Has It All!

Brat Feed

Wed., July 9th - 11am-3pm

Show & Sale Begins

Thurs., July 10th - July 12th

For pre-registration contact:
Arlone Crowson • Pottery Place Antiques
2000 West Main St. • Red Wing, MN 55066
651-388-7765



RED WING PIECES ON DISPLAY AT THE MUSEUM



3 GALLON RED WING SHOULDER JUG

This is a rare example of a 3 gallon shoulder jug with a 6" wing. So far this is the only known example of a "mis-marked" 3 gallon shoulder jug with a 6" wing. 

3 GALLON ADVERTISING BEEHIVE JUG

This is a nice example of how Red Wing expanded their market by putting different companies advertising on their wares. A rubber stamp was created to apply the cobalt (blue) or magnesium (black) to the side of the jug. This particular piece was created for John G. Roche, a St. Paul, MN wine and whiskey merchant. 

