

"small talk"

official newsletter of Club Olszewski, Inc.
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Happy Holidays & A Happy & Healthy New Year!

We were trying to think of a Christmas gift for you this year and Bob mentioned how much he uses last year's gift, the calendar, so we decided to grant his wish and make up another one this year. While in Cleveland, Bob visited Wallie's house and showed us some "real cool" moves - thus, the "1997 DANCE CRAZE - THE OLSZEWSKI" calendar. Practice this new phenomenal dance and show off the next time you see Bob!

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"George and I had the pleasure of seeing Bob's show at the Carole & Barry Kaye Museum of Miniatures. He had a room all to himself. The way the miniatures were displayed, in sequence this time, really showed Bob's advancement in this art form. Showing the sterling masters along with the painted pieces made you really wonder which was more beautiful. I know the new hunt box is AWESOME in sterling! Having the paintings in the same room made you realize what a versatile artist Bob really is. If at all possible, go and see it!

I had been to Bob's home before, but this was a first for George. There was just too much to take in, in such a short stay. The new miniatures he's working on are GREAT, just great! The highlight of the evening was dinner with Bob and Eva at Yolanda's. Thanks again Bob for an enjoyable time!"

- Wallie -

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Finally Bob made an appearance in Cleveland again. Jacci, Walter, George and Wallie enjoyed a nice Mexican dinner with him at Chi Chi's the night before and had dessert at Wallie's house. The next day fan club members came from far and near to see our favorite master artist at his promotion. Bob's slide presentation of the museum show made you want to be there.

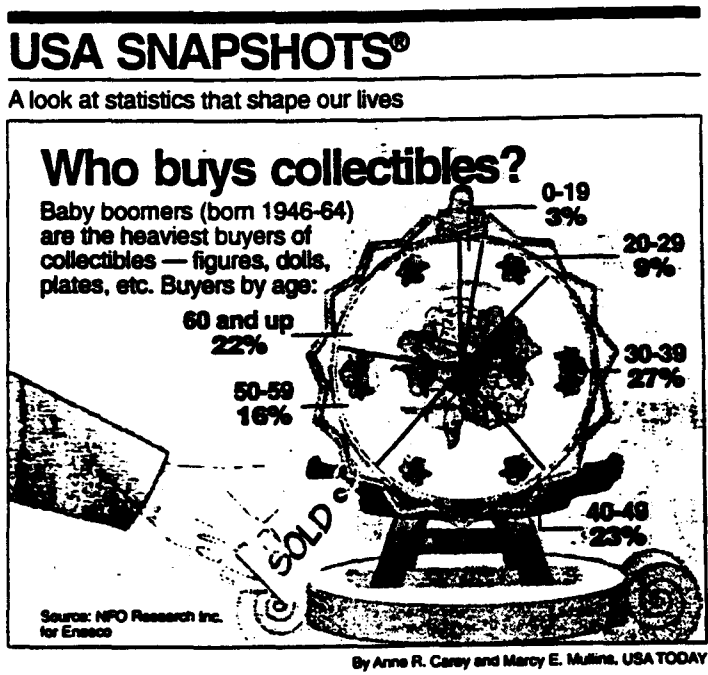
The following day George took the three of us, Jacci, Walter and Wallie, on the eight hour round trip to Frankenmuth, Michigan to see Bob again. Bless your little ol' heart, George. Now aren't we addicted fans?

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In our last newsletter we included a "Dear Bob" page for your size preference in the miniatures. Twenty of you returned them to Bob. After reading your comments, Bob sent them on to us to give you a report. The consensus is: The majority of you prefer the small size. The reason given was that most people started collecting "miniatures". The medium size is also well received because of detailing. The large size figurines are not as popular, first because of the collectors' interest in miniatures and second, the prices on them. But...as one fan put it, "I never met an Olszewski miniature I didn't like."

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We're always looking for something to share with you in the newsletter. If you ever come across anything you think might be of interest, please send it to us. Steve from Dayton, Ohio sent us this clipping from USA TODAY. Are you in a major collecting category?



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It's December 17th today. It took a while to get our "approved" copy faxed back from the studio. Read on and you'll get the edited version of our "Phone Call to Bob".

We still have some last minute things to do for the holidays so we'll close for today. "small talk" to you again next year!

miniaturely,

Wallie & Jacci



12/6/96 Phone Call From Bob



"How's Bob? That's a great question. I'm sitting downstairs in my carving studio. From 2:30 to 4:00 this morning I worked on the hunt piece and am almost done solving the coloration. This is my eighth time of painting through it and I haven't really talked to Travis in weeks because I'm so engrossed in what I'm doing.

So where shall we start our phone call today? I guess we already have! By now people should have started getting Little Red Riding Hood. Because of the way we did production on this piece, they are coming out a bit slower. If collectors haven't received this piece, don't worry, they're on the way. The same is true with Dashing, we are still in production with Dashing. For those who dropped their orders late, you won't be seeing them until January/February. We are trying to ship as many as we can before Christmas. We're also at the tail end of the Departures. Studio-wise we're pretty much on schedule and we are starting the first piece for next year.

Before we go any further, I'm sorry to share that Jo Annen, one of our avid collectors and a fan club member, passed away. Her husband, Ed, died two years ago. They were great people and I especially remember them because they took care of the mascot of the Massillon Tigers--meaning they cared for the real thing, as in tigers from the jungle. Another Annen memory was from years ago (80-82). While doing a show in Ohio, a dealer forbade carry in signing. Mr. Annen stomped out of the shop and left very angry. Even though a line had formed, I excused myself and followed him out to the parking lot, apologized for the dealer's policy and we were great friends ever since.

- MUSEUM SHOW -

I've gotten a lot of terrific feed back about the show from dealers who had collectors who viewed it. We're real pleased about that. We had over 350 people in attendance opening day. For those of you who haven't seen it, we're going to introduce some sterling concepts next year. We'll get more into detail on that when we do the year end letter. In the sterling program, as in all new programs, we're having start-up problems that we're trying to solve. At the show, the pieces were very well received and are a big focus for us right now. Before I close my comments about the museum show, I would like to give the Club a big thank you for the beautiful floral arrangement sent for the opening at the Carole and Barry Kaye Museum of Miniatures. Your thoughtfulness was greatly appreciated.

- HIGHLIGHTS OF THIS QUARTER -

Without a doubt, the highlight of this quarter was the promotions and the museum opening. I enjoyed every single visit with the collectors. It was the most enjoyable group of promotions I've done in a long time. Because of this, I decided to do more next year. To say the collectors are enthusiastic about the new work is an understatement.

While in Cleveland, I visited the home of Wallie & George. I love to see the collectors' homes and how they display the work. I thought your house was just terrific, all neat and tidy and the work was well displayed. We had some great laughs and Jacci and Wallie took some outrageous photos. Are you using any on the calendar Christmas gift this year? I can hardly wait to see which one!

I want you to know just how much I enjoyed my visit with the two of you. Getting on the airplane leaving Cleveland, I really felt like it was going back to 1982. There were new collectors and we were building again. I could see I had that 'old time' feeling about it. It was a very special feeling.

In Frankenmuth, Michigan, I saw a lady whom I hadn't seen since 1981. She's been collecting my work all that time but had to work each time I was in town. She also brought a friend who began collecting and I had never met her either.

At promotions, people are really buying the old work (\$20,000 at one show alone) and this was confirmed again in a conversation with a collector today. You heard me predict this in earlier fan club letters.

Speaking of building, we are opening a new account in Thousand Oaks, California. I've known the owner since 1977/78. It was in the pre-Goebel days and he sold me one of the gold charm bracelets I used for my pre-Goebel charms. Small world, isn't it? Another incident from the past was shared by a visiting Chicago collector that told me on a stop in Chinatown/Los Angeles, she met the fellow who sold me the big Kuan Yin porcelain in 1979. I've never been back, yet can you believe that he remembers me after all this time?

- TIME TO RELAX -

After I got back from the shows, Eva and I went to Cambria, stayed on the beach and had a fabulous weekend. It's such a great little town. We are taking time off! In the last newsletter, I said we were going to take a special break each quarter, just to relax. I had made reservations earlier and it rained the whole week before we left. When it rains in California, it can be dangerous. We took off on Friday but

it only rained intermittently on the drive up. When it cleared, it was the most beautiful drive I have ever made up the coast - clean, clear, green and you could see for miles off shore. It didn't rain Saturday or Sunday and we had a real nice weekend. Our excursion the next quarter will be further north.

On the way back we stopped in Harmony, the small town of 18 people where we got married, and the town is still 'For Sale'. Yesterday I went over to give a check to a new insurance man. All these paintings were hanging in his office and I asked, 'Do you collect these works?' He said, 'Those are my wife's works and we have a gallery in Harmony.' Another small world.

I bought a book on the 100 Best Art Towns in the US and Cambria was in it. We also have an account in two other towns on the list, Cape May, NJ and Nashville, IN. All three accounts are doing well with our work and are great places to visit. I told Eva, 'If we could, I would love to take our three day little weekends and visit the other 97 best art towns. You know, just BOB in and see what's there'.

- 1997 PROMOTIONS -

Currently we have four scheduled personal appearances for 1997. First up will be Mike Cluff Fine Art in Cambria, California (775 Main Street - West Village - (805) 927-3536) on February 15 & 16, 1997. Show and signing times have not been set. We will then be at the International Collectible Exposition in Long Beach, California on April 19 & 20 (Collector days for the show) from 9:00 AM to 5:00 PM. Next we will travel to Rosemont, Illinois, for the International Collectible Exposition on June 28 & 29 (Collector days for the show) from 9:00 AM to 5:00 PM. We have also confirmed participation with C & J Gallery at the Philadelphia Miniature Show on October 31, November 1 & 2 (show times not known at this time).

Additionally, we will be adding more in store promotions for 1997. When dates and location are confirmed, they will be passed along to you.

- PROMOTIONAL PIECE -

At promotions, since most of my new Olszewski Studio works are sold out, collectors are filling in with the pre-Goebel and Goebel work. Because of this I am convinced it's time to do a promotion piece. I'm already working on the figurine for next year's promotions. At this time we know we won't do a run of 750, and will have to think over how we are going to handle this. This figurine will be available at all promotions including Rosemont and Long Beach.

- PHOTO CONTEST -

My overall response was: I absolutely loved the entries and you did a terrific job picking the winners. I was happy to see the creativity and that the people are really living with this work and using it. I got a kick out of the picture of the boxes in the closet, but I have to agree with you picking Hilma as the first place winner. I like the idea of people like Mary who put all these characters in the Hummel village. I also enjoyed Carol's museum room and thought Dorothy's Oriental display was original. It was a great contest! Let's see, what kind of contest could we have in the future?

- QUESTIONNAIRE RESPONSE -

I really appreciate the comments the fans sent me and what I learned was: BIG, little or small, if people like a piece, they like a piece. Obviously I'm not going to go real big, but I'll continue to do one landscape a year.

I'm holding off showing your comments to the painters until our Christmas party. It's good for them to have stuff like that out. I know they'll really appreciate all the comments you had for them.

- FAMILY -

David is taking 10-1/2 units and is delivering pizza at night. He loves that because he gets tips. I'm real proud of him. Meredith and David will probably be living together for another year. Today they are getting along, but today is only Thursday!

By the way, I had a great visit with mom. She's really doing well! I told you about the ravioli the last time. Well, my mom had ravioli made for me again and since I've seen you I gained five pounds. I lost eight pounds on purpose before the museum show because I knew I was going to see my mom, travel and eat out a lot of dinners with people.

- CHRISTMAS -

Eva decorated the studio for the painters this weekend. I told them Monday they don't have to work overtime as we are on schedule. We are going into the holidays in a nice way. We'll have a party, gift exchange and food! Time to gain some weight.

Depending on what time we finish today, Eva and I are going to look for a tree tonight. Eva wants to pick one out before all the good ones are gone. The holidays are a big party time for our family and one event will be at our home. This year we will host the family's New Years Eve party.

What's Bob getting Eva for Christmas? Eva would like her truck painted and I have some surprises coming for her in the mail. What do I want? I asked for clothes this year. I need around the house shirts and pants as I get a lot of paint on my clothes while doing coloration. I've ruined a lot of shirts that way. That's why I wear that smock when I travel. Also, I bought a print last year at a museum show in Ventura which I would love to get framed for the house.

Since this closes the year, I have to recount all of the studios' efforts to bring you the very best work possible. In review, I would like to think the 1996 collection is one of our best. I hope you agree. These are the pieces we made for you:

CORE: Spring Dance
Oriental Lovers
The Viceroy
Little Red Riding Hood

LANDSCAPE: Dashing Through the Snow

MUSEUM COMMEMORATIVES: The Departure
Ocean Drive - 101 North

Thanks to the fan club for another year of support. I really appreciate what you do for me. Also, 'small talk' gives the fans first hand information on the studio and me. I enjoyed my visit with you immensely! Eva and I wish you and all the collectors Happy Holidays."

- Robert Olszewski -