



I-70 Exit 206 north 1/4 mile
Wilson, KS 67490
913-658-2602

FINE ART

Paintings

Photography

Fine Art Prints

FOLK ART

Wheat

Metal Sculpture

Wood Carving

EXPERT CRAFTS

Quilts and Handiwork

Wood Crafts

Ceramics and Pottery

Stained Glass

KANSAS FOODS

Kolaches Wheat Snacks

Cookies Jelly Popcorn

Honey Coffee Much more

ANTIQUES



Open:
Daily 8:00 to 8:00
Sunday 12:00 to 6:00

Kansas Originals Market offers a unique experience where visitors can sample Kansas foods, browse through fine art, folk art and expert crafts created by some of Kansas's finest artists and craftsmen and view story boards depicting side-trips and tourist attractions from throughout the area.

A small group of people networking together decided to build a market near I-70 that would take the wonderful artwork and crafts of the area to the people. After three years of work, a grant from the Presbyterian Church Self-Development of People made it possible. The building was begun in April and completed on August 1, 1991. The small group of people became a non-profit corporation, *The Post Rock Opportunities Foundation*, and grew to over four hundred members. *PROF* has received grants from the *Kansas Arts Commission* and in the spring of 1993 an Attraction Development grant was received from the *Kansas Department of Commerce* which will provide partial funding to enlarge *Kansas Originals Market*.

All of our items are either made in Kansas or promote Kansas.

R.R. 1 - Box 8A
Wilson, KS 67490
I-70 Exit 206 north 1/4 mile

Phone 913-658-2602

R.R. 1 - Box 8A
Wilson, KS 67490



913-658-2602

Dear *The Nicodemus Historical Society*

The Post Rock Opportunities Foundation has over six hundred members and has sold over 1/2 million dollars worth of Kansas merchandise at *Kansas Originals Market* since opening on August 1, 1991. Thousands of people from every state in the union and over 70 foreign countries have visited the market.

We have been featured in *Kansas!* magazine, *Interstate Traveler*, *Prairie Woman* and *Tour Kansas*, and we will again have a display ad in the *1995 Kansas Travel Guide*. In the past feature articles have been written about us in area newspapers, *Country Living* magazine, the *Hays Daily News*, *Salina Journal*, and the *Kansas City Star*.

Our hours are from 8 to 8 Monday through Saturday, May through December and 9 to 6, January through April, Sundays year-round, 12 to 6. We are open every day except Thanksgiving and Christmas (weather permitting). We do special orders and shipping to help sell our members work. We offer tour buses and groups free kolaches and coffee. All of our members work is given publicity by acceptance into *Kansas Originals Market*.

We are pleased to have you as a member and look forward to receiving your renewal membership.

Sincerely,

The Board of Directors
Post Rock Opportunities Foundation

Artists * Craftsmen * Food Producers

Sustaining Membership \$35.00 _____

Contributing Membership ** \$10.00 _____

** *Handicapped, 62 or over, low income, minority status by virtue of race, or Non-profit organization qualifies for a contributing membership. (Circle One or More)*

Date _____ Phone _____

Name _____ Address _____

City _____ State _____ Zip _____

County _____ Art or Craft _____

Age _____

(Please sign the enclosed proxy and return with your renewal.)

Post Rock Opportunities Foundation

MEMBERSHIP RENEWAL



Dear: *The Nicodemus Hist. Society*

The *Post Rock Opportunities Foundation* has been pleased to represent you and your merchandise at Kansas Originals Market. We are proud of the fact that over 1/2 million dollars has been paid to Kansas artists, craftsmen and food producers for products that have sold at *KANSAS ORIGINALS MARKET*.

We attract customers to the market through advertising in all forms of print media and radio, participating in the Kansas Secrets Travel Guide and renting billboards on Interstate 70. We send out mailings to entice bus tours and groups. We estimate that we are receiving over 9,000 visitors a month.

We market our members merchandise for 363 days a year. The only days we are closed are Thanksgiving and Christmas (weather permitting). We do special orders and ship across the United States. We promote our individual artists to the buyers with our labels and story cards as well as our Artists Biographies.

Your renewal membership in *The Post Rock Opportunities Foundation* is required in order for us to continue to market your work through *KANSAS ORIGINALS MARKET*. *The following memberships are available:*

Contributing Membership: \$24.00 per year. Available to those artists, craftsmen and food producers who meet any one of the following qualifications: age 62 or over, handicapped, low-income, minority as defined by the Equal Opportunity Employment Commission, Not-for-profit organization, or a business which is owned, operated and controlled by women.

Sustaining Membership: \$60.00 per year. Available to *any Kansas artist, craftsman or food producer*.

Patron \$100 — Fellow \$500 — Benefactor \$1,000 — Lifetime \$10,000: Donors who give money yearly to Kansas Originals Market, to help support the efforts of the *Post Rock Opportunities Foundation*. *(Except the Lifetime Membership is a one-time contribution).*

Memberships and donations in any amount help the Post Rock Opportunities Foundation meet its goal of providing a market for Kansas Artists, Craftsmen and Food Producers.

Checks are payable to PROF. Our address is *KANSAS ORIGINALS MARKET*, 233 Highway 232, Wilson, KS 67490. Phone: 913-658-2602. Located on the north-east side of the Junction of K232 & Interstate 70.

Name: _____ Date: _____
Business Name: _____ Age: _____
(optional)
Address: _____ City: _____ State: _____ Zip: _____
County: _____ Day Phone: _____ Evening Phone: _____
Product Description or Tourist Attraction: _____

- Contributing \$24.00 **Contributing Members must qualify in one of the following: (Circle all that apply)**
Over 62 yrs - Handicapped - Low Income - Non-profit organization - Minority - Woman In Business
- Sustaining \$60.00
- Patron \$100 ___ Fellow \$500 ___ Benefactor \$1,000 ___ Lifetime \$10,000 ___ Donation ___

CONSIGNOR AGREEMENT

1. All persons, organizations or companies selling through Kansas Originals Market must be a member of the Post Rock Opportunities Foundation (PROF). Those contributing members who are 62 or over, low-income, disabled or who are non-profit organizations must indicate which designation on their membership form. Membership in PROF must be paid before merchandise can be accepted.
2. All merchandise will be delivered to the store in saleable condition. A jury committee will select items to be consigned. PROF reserves the right to refuse any article and to display articles in the manner chosen by the staff. Consignor will set the price he/she is to receive when articles are brought in. KOM will set the retail price. If the consignor has an established retail price that is to be our selling price. To be considered saleable items must be made with quality materials in current decorator colors, clean and without defects. If framed, art work should have mats and frames with quality workmanship that is acceptable to the buying public. Prints should be shrink-wrapped or otherwise protected.
3. Articles will be left for a period of ninety days with the staff re-evaluating the items that remain at that time. Written notification of "Returns" (items to be picked-up) will be made. All "Returns" should be picked up promptly. Items designated for return and left over 30 days without prior arrangement shall become the property of PROF.
4. Consigned articles may not be removed from Kansas Originals Market for craft shows.
5. Merchandise may be marked with consignors name or business name, but addresses and phone numbers are not allowed. Members should furnish Kansas Originals Market with resumes and information about themselves and their work to aid in marketing the merchandise. PROF reserves the right to photograph merchandise for publicity purposes.
6. Kansas Originals Market (KOM) will collect all sales money and tax money due and will be responsible for paying all sales tax to the state. Income tax is the responsibility of the consignor.
7. Payment on merchandise that is sold will be made on a monthly basis for accumulated sales of over \$10.00. Consignor is to furnish KOM with 6 self-addressed stamped #10 business envelopes and furnish envelopes thereafter when notified.
8. KOM will not be obligated for any goods lost or destroyed by fire, theft, or other casualty. The consignor must bear all liability for claims and demands brought against KOM for defective merchandise, or injury or damages caused by the consignors goods.
9. Notice of membership renewal will be sent prior to renewal date. Members who do not pay their renewal within 30 days from the due date will no longer be considered members in good standing and merchandise may be pulled from the display area. Second notice will be mailed 30 days after due date. If renewal is not paid or merchandise is not picked up within 30 more days or a total of sixty days after the renewal is due, merchandise will become the property of the Post Rock Opportunities Foundation and the consignor will no longer be considered a member of PROF.
10. Dissolution of membership by consignor shall be in writing with 5 days prior notice to KOM for pick up of goods.

Signed Margery A. Lawson
Chairman, Post Rock Opportunities Foundation

I agree to adhere to the terms of the above agreement.

Signed _____
PROF Member/ Consignor

Date _____

CONSIGNOR AGREEMENT

1. All persons, organizations or companies selling through Kansas Originals Market must be a member of the Post Rock Opportunities Foundation (PROF). Those contributing members who are 62 or over, low-income, disabled or who are non-profit organizations must indicate which designation on their membership form. Membership in PROF must be paid before merchandise can be accepted.
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Signed Margery A. Lawson
Chairman, Post Rock Opportunities Foundation

I agree to adhere to the terms of the above agreement.

Signed _____
PROF Member/ Consignor

Date _____



658-2602

Eva Grauer

MEMBERSHIP APPLICATION

KANSAS ORIGINALS MARKET was created as a place for Kansas artists, craftsmen and food producers to sell their products. The business is located in a 3,000 sq. ft. building located at the Wilson exit on I-70. It has a large showroom, two handicapped-accessible rest rooms, an office, and a Kansas Food Room.

Membership in THE POST ROCK OPPORTUNITIES FOUNDATION is required in order to sell in KANSAS ORIGINALS MARKET. Sustaining memberships are \$35.00 per year and are available to any Kansas artist, craftsman or food producer. Contributing memberships are \$10.00 per year and are only available to those artists, craftsmen and food producers who are age 62 or over, or handicapped, or members of a low income family. Non-profit organizations may obtain a Contributing Membership.

Items that are sold in the outlet are selected by a committee on the product's salability and the inventory needs of the outlet. Our goal is to help each member produce a marketable product. Saleable art, handcrafts and packaged foods are in demand.

We have three billboard signs on Interstate 70 and have been receiving over 4,000 visitors a month. Through story boards and brochures, we also promote area attractions.

Kansas Originals Market is a means to help the economically depressed rural economy of north-central Kansas. It is owned by The Post Rock Opportunities Foundation, a non-profit membership corporation designed to help the economy of rural Kansas. The project was supported by a grant from the Presbyterian Church One Great Hour of Sharing's Self-Development of People. Grants have also been received from the Kansas Arts Commission and the Kansas Department of Commerce. The corporation is in need of finances to help cover both the expenses of the building and the operating expenses. Memberships and donations help the Post Rock Opportunities Foundation meet its goals.

Checks are payable to PROF. Our address is KANSAS ORIGINALS Market, RR 1 Box 8A, Wilson, KS 67490. Our phone number is 913-658-2602. We are located on the north side of Interstate 70 near the Interstate House Restaurant.

Barrie

What is the content of your presentation?

12 T-shirts } Len Schenbun

12 Pens

Kansas Originals

~~over~~ Eva Grauer - 658-2602

• Wilson Exit - I70 (North)

Conoco Station - Kansas original

\$10/yr. ~~to~~ to sell things

\$12.00 - we'll sell to her - T-Shirts

Danron Bonetta - (other member of Board
for Kansas Originals)

Stone Works in Limestone.

Len Schenbun

Box 113

Danva, KS 67632



KANSAS ORIGINALS MARKET NEWSLETTER

For Members of the Post Rock Opportunities Foundation

Volume 1 #4

October, 1993

HONORARIUM FROM SENATOR DOLE

Textron, Inc. gave \$1,000 as an honorarium from Senator Robert Dole. The money was used to buy two glass display shelving units and eleven solid oak art display stands. These display stands are a much-needed improvement for our artwork. We want to thank Senator Dole for his support of *Kansas Originals Market*.

FEATURED IN KANSAS! MAGAZINE

Kansas Originals Market was featured in the 3rd issue 1993 of *Kansas!* magazine. The story and photography were by Joan L. Ista. We are very pleased to be honored in this way. We have copies for sale at *Kansas Originals*. We have had many visitors as a result of the article.

GOVERNOR FINNEY VISITS

The staff at *Kansas Originals Market* was very happy to welcome Governor Joan Finney as a guest during the Czech Festival. Governor Finney was able to look at some of our *Made-in-Kansas* merchandise and to preview the new addition.

WELCOME TOURS AND GROUPS

We would like to encourage our members to bring any groups that might be interested to *Kansas Originals* for a tour. We provide Kolaches for each person if you let us know in advance. With our new hospitality room, in addition to all the arts and crafts of our members, we have a history area to educate visitors about Post Rock Country. We can provide you with a list of eating places that handle groups if you want to schedule a Christmas event.

CHRISTMAS OPEN HOUSE

The Christmas Open House will be November 27th and November 28th, the Saturday and Sunday after Thanksgiving. This will give people a chance to bring their holiday visitors to the market. We will have guest artists on both Saturday and Sunday afternoons, along with special food and music. Come join the fun.

GUEST ARTISTS AND ARTIST BIOGRAPHIES

We will again be having our guests artists on designated Sunday's this year; this event is sponsored in part by the Kansas Art's Commission, a state agency and the National Endowment of the Arts, a federal agency. If you would like to be considered as a guest artist or craftsman, call or drop us a note, and we will put you on the schedule. We are working on updating our artists biography as time permits. Send us information about yourself and any articles that are published about you or your business. Please send us a copy for the Artist Biography book and to put with your work. All of this helps sales. Keep your "Featured Artist and Craftsman" list for reference and come visit the ones you would like to see. You can copy the lists and hang them anywhere in your town where you can put up notices. These promotions help everyone's merchandise sell.

THANKS FOR THE DONATIONS

We wish to thank each of you who donated an item or gave a cash donation to help cover the expenses of the move. We appreciate the support. Thanks again.

SALES TAX

You do not need to pay sales tax on the items that we sell for you at *Kansas Originals Market*. For those of you who fill out a sales tax form for your business, the money you receive from us is listed under deductions as "Sales to other retailers for purposes of resale."

RETURNS AND RENEWALS

Please pick up returns as soon as possible. For each of the returns that aren't picked up, we have less space for saleable stock. If you send us the postage, we will ship returns to you. Please send your renewals in as soon as you get them. Do not risk having your merchandise pulled because you are no longer a member. If you do not renew and do not pick up your merchandise, it will become the property of the Post Rock Opportunity Foundation after sixty days.

ARTISTS AGREEMENTS

We will be sending all of our members an agreement. Please read it thoroughly. If you have any questions call or write. Sign and return the agreement to Kansas Originals as soon as possible.



This newsletter is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency.



Featured Artists and Craftsmen
Sunday -- 2:00 p.m. to 4 p.m.

Open:
Mon through Sat 8 to 8
Sunday 12 to 6

October 10, Clyde Yowell, Ogallah

Clyde Yowell, 72, started making walking sticks about five years ago. A retired farmer and pumper from Graham county, he and his wife Dorothy, now live at Cedar Bluff Lake in the summers and spend the winters in a fifth wheel camper at an RV Park in the Arizona desert. Because of a heart condition, Clyde walks 4 to 5 miles a day. There are rattlesnakes in the desert, so he picked up a stick to carry and it happened to be a rib from a dead Saguaro Cactus. He started shaping and making notches in the stick with a file and a rasp, and his hobby was started. Clyde's wife says, "It has become a labor of love. Each one turns out a little different and that is the fun part. He really enjoys making the sticks and is always busy."

October 17, Albert Stuive, Lincoln

Albert Stuive is 87 years old. He lived on a farm north of Sylvan Grove where he farmed until his retirement. Albert began working with string art eight years ago and has completed over one-hundred fifty pieces including more than 100 windmills and 30 horse heads. The pieces take over 100 hours each to make. Albert has been a resident of the Mid-America Nursing Center in Lincoln for thirteen years.

October 31, Myrna Minnis, Overland Park

Myrna Minnis says that as a child growing up on a farm in Pratt County, she has very special memories of playing in the mud, so that when she rediscovered clay 30 years later, she was immediately drawn to it. Myrna is a full-time artist, instructor and entrepreneur. During the summer she has over 100 students enrolled in her creative clay workshops in her studio. She says helping children develop their creativity is such a delight. Ten years ago, Myrna created the *oogly* concept and 2 1/2 years ago, she created *the oogly kit*. It is non-fail and builds self-esteem. The kit is being used in schools and all kinds of therapy throughout the country. It is used with gifted as well as those with special needs. Making pottery was how Myrna began working with clay. Always having been fascinated with people, their faces and eyes, it seemed like a natural progression to begin sculpting figures. Her formal education consists of a B. S. from Kansas State University and a M.L.A. from Ottawa University, while her clay training has been through classes and workshops. Her sculpting is self-taught. Myrna's work is found in galleries in Kansas, Missouri, North Carolina, Indiana and Nebraska.

November 14, Calvin Chestnut, Quinter

Calvin became interested in wood working when he was a boy. In the 7th grade he made a shop in his folks basement and sent for tools out of the catalog. He worked in his shop throughout high school. Calvin says, "In high school, I took a pattern from another boy and built a scroll saw out of an old sewing machine which was run by my foot." He farmed for 43 years and did some building as he had time. When his boys were older he spent some time remodeling houses and building kitchen cabinets. When he retired Calvin says, "It was natural my number one hobby was woodworking. I even took a three hour adult education college course in woodworking Calvin's work consists mainly of small craft items including spinning and musical carousel horses. When Calvin entered a "Toys for Tots" contest put on by the Williams Tool Co. he won 3rd place and a gift of \$250.00 to buy supplies. Calvin says he still enjoys his hobby very much.



"Our featured Artists and Craftsman series is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency."



Featured Artists and Craftsmen

Sunday -- 2:00 p.m. to 4 p.m.

Saturday, November 27 & Sunday, November 28 *Christmas Open House*

(2:00 p.m. to 4 p.m. both days)

Grace Harris, Osborne

Grace Harris started seriously painting two and one-half years ago after she retired. She has never had any lessons and her only training was a year of art in high school. Although, Grace won a scholarship to Lindsborg in Art she was unable to attend and went to Fort Hays where she became a teacher and taught for six years in rural schools before she married her husband, Dean. Grace enjoys painting on old wood because she likes the history of the boards and her style of painting is enhanced by the old wood. She usually includes a history of the piece and an old nail from the building if possible. Many of her boards came from "Lapp's Place" which is mentioned in the book the "Sod House Days. Grace has been a featured artist at the Dane Hansen Craft Show.

Velma Cooper Purdy, Lyons

Velma Cooper Purdy displays the work of her late husband, Frank A. Cooper creator of "It Happened In Kansas", a regular cartoon feature in the 1940's. Velma has published four books containing six hundred and fifty of Cooper's cartoons. James J. Fisher of the *Kansas City Star* said of Cooper, "Frank Cooper was an artist. He painted. He made prints, -- Frank was a student of history, an avid reader, a man who loved facts. If he said 'It Happened In Kansas,' well, it did." Cooper was a native of Lincoln, Ks.

December 5, Shirley Flick, Great Bend

Shirley Flick has been making crafts since she was 8 years old. She started by making her own Barbie doll clothes. In the past few years, she has been making unique Santas and other holiday crafts. Much of the materials that she uses are recycled or no longer wanted items, such as old wool coats and skirts, buttons and trims. Shirley's entire family gets into the act when it comes to looking for unique pieces of wood for the "Christmas Spirit," clay sculptures. Shirley says she loves Christmas twelve months of the year.

December 12, Karen Dumler, Dighton

Buddy and Karen Dumler started their stained glass business as a hobby about 12 years ago. They have furnished three churches with stained glass windows. Their speciality is slumped glass that is fired in a kiln, creating dimensional irises and daisies. The Dumler's are self-taught and enjoy experimenting and creating their specialties. They make their own molds for many of their pieces. The Dumlers attend shows in Kansas, Colorado, Missouri and Oklahoma.



"Our featured Artists and Craftsman series is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency."

Kansas Originals Market

Located at the Junction of Interstate 70 exit 206 north and K232 Highway.

R.R. 1 - Box 8A Wilson, Kansas 67490 913-658-2602

Open:

Mon through Sat 8 to 8

Sunday 12 to 6

Post Rock Opportunities Foundation

Balance Sheet

Year Ended December 31, 1993

ASSETS

Current Assets	
Cash	\$ 8,298
Inventory	<u>11,320</u>
Total current assets	19,618
Property and Equipment	
Building	152,969
Furniture and fixtures	<u>18,167</u>
	171,136
Less accumulated depreciation	<u>(11,005)</u>
	<u>160,131</u>
Total Assets	<u>\$ 179,749</u> =====

LIABILITIES AND FUND BALANCE

Current Liabilities	
Current maturities of long-term debt	\$ 8,700
Payroll taxes payable	1,222
Sales Taxes payable	<u>3,545</u>
Total current liabilities	13,467
Long-term Debt	
North Central Regional Planning Commission	15,278
Citizens State Bank	<u>48,204</u>
Total long-term debt	63,482
Fund Balance	<u>102,800</u>
Total Liabilities and Fund Balance	<u>\$ 179,749</u> =====

See Accountant's Report.

Post Rock Opportunities Foundation
Statement of Support, Revenue and Expenditures
and Changes in Fund Balance
Year Ended December 31, 1993

Revenue		\$ 251,276
Sales		
Cost of goods sold		
Purchases	\$ 34,204	
Consignments	<u>124,166</u>	<u>158,370</u>
Gross Profit		92,906
Public support		
Donations/grants	35,309	
Memberships	<u>10,200</u>	45,509
Other income		
Story boards		1,329
Insurance		338
Annual meeting		<u>599</u>
Total Revenue		<u>140,681</u>
Expenditures		51,494
Salaries		3,680
Advertising		1,850
Bankcard		3,896
Contract labor		6,255
Depreciation		4,369
Insurance		3,777
Interest		2,396
Professional fees		600
Rent		597
Repair/maintenance		1,224
Shipping		3,889
Sign rent		4,314
Supplies		23
Refunds		17,442
Taxes		6,421
Utilities		<u>1,222</u>
Miscellaneous		
Total expenditures		<u>113,449</u>
Excess revenue over expenditures		27,232
Fund balance, January 1, 1993		<u>75,568</u>
Fund balance, December 31, 1993		<u>\$ 102,800</u> =====

See Accountant's Report.

R.R. 1 - Box 8a
Wilson, Ks 67490



913-658-2602

January 11, 1994

Dear Members of the Post Rock Opportunities Foundation:

You and your guests are invited to the annual meeting of the Post Rock Opportunities Foundation on Saturday, February 5, 1994, at 12:00 noon at the Opera House located on Highway 40 in Wilson. The meal, catered by Richard Steinle of Dorrance, will include Roast Beef, Scalloped Potatoes, Very Green-Green Beans, Ancini Fruit Salad, Homemade Bread, and coffee or tea. The price will be \$8.50 per person which includes the tax. At 11:00 a.m. there will be a social hour with non-alcoholic beverages and hors d'oeuvres and members and guests will be invited to tour the historic Opera House museum.

Roger Dowell, well-known accordionist from California, will play background music during the meal and will put on a short program.

Betty Belton Kepka, a 1992 Governor's Arts Award Recipient will be demonstrating "Kraslice" (hand-painted Czech eggs) at Kansas Originals Market from 2:00 to 4:00 pm.

Four board members will be elected at the meeting. Nominations will be taken from the floor to add to those selected by the nominating committee.

We are beginning a new year at Kansas Originals Market with hope and optimism. We opened our new addition during Labor Day weekend. In 1993 our sales and the number of visitors to Kansas Originals Market again surpassed our projections. We ended the year with our highest monthly sales since we opened, over \$30,000; we now have over 500 members from across Kansas.

We hope each of you can attend the annual meeting. Please return your reservations and payment by Monday, January 24, 1994.

Sincerely,

The Board & Staff

Post Rock Opportunities Foundation

Reservations for Annual Meeting

February 5, 1994

12:00 noon

Wilson Opera House

Wilson, KS 67490

Roast Beef

Scalloped Potatoes

Very Green Green Beans

Acini Fruit Salad

Homemade Bread

Coffee or Tea

11:00 to 12:00

Non-alcoholic social hour, hors d' oeuvres

Tour Opera House Museum

Accordianist Roger Dowell

Dinner music and program

Return to Kansas Originals Market with your payment by January 24, 1994.

Please reserve _____ meals at \$8.50 each.

Total _____

Name: _____

Address: _____

City: _____ Zip _____

Phone _____

Kansas Originals Market

R.R. 1 - Box 8a

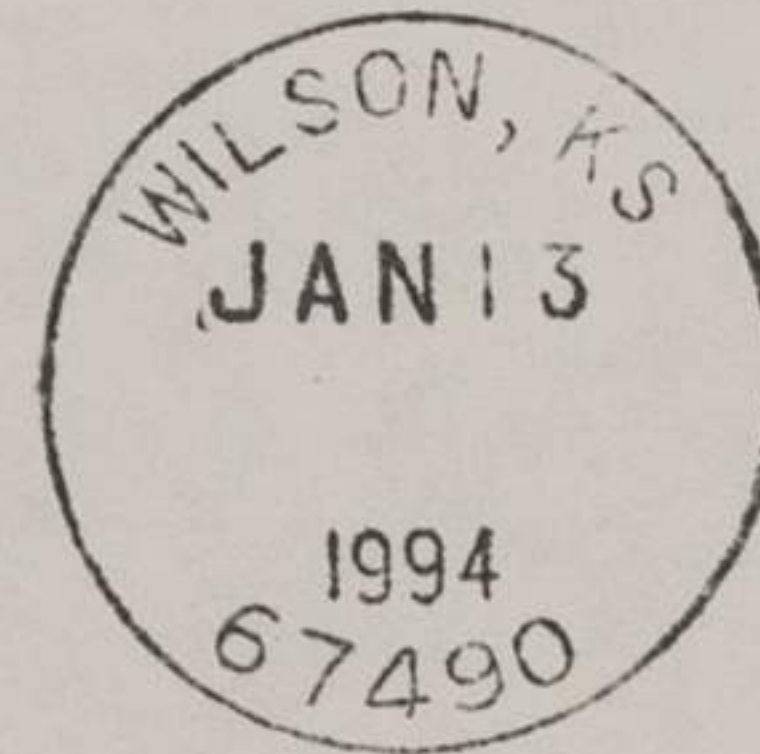
Wilson, KS 67490

913-658-2602



913-658-2602

RT 1 BOX 8A
WILSON, KS 67490



The Nicodemus Hist. Society
R.R. 2 Box 139
Nicodemus, KS 67625



KANSAS ORIGINALS MARKET NEWSLETTER

For Members of the Post Rock Opportunities Foundation

Volume 2 #1

January, 1994

ANNUAL MEETING – RETURN YOUR RESERVATIONS NOW!

The annual meeting of the Post Rock Opportunities Foundation will be Saturday, February 5th at 12:00 noon at the historic Wilson Opera House. The event will begin with a Social Hour with punch and hors d'oeuvres. At this time there will be tours of the historic Opera House and Museum located in the basement. There is an elevator to assist those who cannot climb stairs. The dinner will include roast beef, scalloped potatoes, very green green beans, acini fruit salad, and homemade bread. During the meal Roger Dowell, who has become well-known throughout the area for his accordion music, will play dinner music. Four directors will be elected during the meeting. Following the meeting, Betty Belton-Kepka will be demonstrating Kraslice or "Czech egg painting", at Kansas Originals Market and everyone can tour the new addition. If you have not returned your reservations, please do so at once, as final count must be turned in on Friday, January 28th.

ELECTION FOR FOUR DIRECTORS POSITIONS

An alphabetical listing of persons running for election follows:

Judy Rogers Donley, Lincoln: Judy, a self-taught ceramic-artist, started her own business, Ceramics Etc., in 1987. She is a founding member of the Lincoln Arts and Humanities Association. She is a juried member of the Mid-America Arts and Crafts Association, Country Peddler Art and Craft Shows and Huffman Productions. She is a member of St. John's Lutheran Church near Lincoln.

Marilyn Helmer, Tescott: Marilyn is a founder of PROF and has served on the Board of Directors for the past five years. She has been co-chairman and currently serves as tourism director. She is secretary for the Lincoln County Chamber of Commerce, and owns and operates Village Lines, a Kansas arts, crafts and foods shoppe in Lincoln. Marilyn is a co-founder and past vice president of the North Central Kansas Tourism Council. She is a member of the Trinity Lutheran Church in Salina.

Debra Carlson Ohlde, Palmer: Debra is the Community Development Resource Coordinator for Cloud County Community College in Concordia. She is past vice president of the Kansas Chapter of the Community Development Society and past Secretary of North Central Kansas chapter of SCORE-ACE. Debra is on the board of the OCCK Independent Connection. She is a member of St. John's Lutheran Church in Palmer.

Gary Urbanek, Ellsworth: Gary is an agent for State Farm Insurance Company. He is on the advisory board for KOOD and treasurer of the Kiwanis in Ellsworth. Gary is a member of St. Bernard's Catholic Church in Ellsworth.

Dale Weinhold, Ellsworth: Dale has been with Smoky Hill Electric Cooperative 25 years, the last 8 years as Member Service Director, working with Economic Development, Public Relations, and Advertising. Dale is past president of the Ellsworth County Veterans Memorial Hospital, a member of the Ellsworth Chamber of Commerce Executive Board, member of Ellsworth County Tourism Committee, Ellsworth VFW and a member of the First Presbyterian Church of Ellsworth.

Nominations will be accepted from the floor at the meeting.

HONORARIA FROM SENATOR DOLE

The Post Rock Opportunities Foundation was pleased to receive an honoraria from Senator Dole in the amount of \$2,000 from The National Food Producers Association. This money has been set aside to apply toward a computer system that will help with the consignment inventory. The Board and staff wish to thank Senator Dole for his support of *Kansas Originals Market*.

WE NEED VIDEOS

We need videos of area attractions and cities. If you would like a video of your city or attraction to be placed in the hospitality room, please send us a copy. These videos will be placed near the video player for use by our visitors who want to know what there is to see and do in a certain area.

ARTISTS AGREEMENTS

For those of you who are artists or craftsmen, we have enclosed a Consignment Agreement for you to sign and return to Kansas Originals Market. We must have a copy in our files for each member who has merchandise in the market. Please return the tan copy of this agreement as soon as possible. Keep the white copy for your files.

GUEST ARTISTS FEBRUARY and MARCH

Saturday, February 5 Belton-Kepka, Ellsworth Betty will demonstrate Kraslice or hand-batiked egg art. She is listed as an outstanding teacher of Czech Kraslice in the 2nd edition of the American Biographical Institute. Her eggs are on permanent display in the Future Homemakers of America Museum in Washington, D. C. She was a featured artist at the Smithsonian Folklife Festival. Betty was a Governor's Arts Awards Winner in 1992. She has been featured in *Kansas Magazine!*.

Sunday, February 27 Jim Markham, Osborne Jim has been preserving flowers for 16 years. Jim grows most of his flowers starting out with domestic varieties and then later he began using wildflowers. Jim presses the flowers from a three-dimensional flower with a commercial press. The flowers are placed between blotting paper and cardboard which is frequently changed during the drying process. The process takes anywhere from 10 days to 2 weeks depending on the flower.

Sunday, March 13 Marge Lawson, Sylvan Grove Marge, a photo-artist and writer, has had her work published in books, on calendars and in over twenty-five magazines and newspapers nationally. She has been featured in the Deines Art Center in Russell, Forsberg Gallery in Lindsborg, and the Ellsworth Art Center and she was included in the Best of Kansas USA. Her awards include the Russell Original Art Review and the Kansas State Fair. Marge will unveil three new pieces of work.

Sunday, March 27 Mildred McCrea, McPherson After retiring from teaching in elementary schools for 23 years, Mildred began her art studies. She had a long-cherished goal to develop seasonal art into a more creative fulfillment. She attended workshops and college extension courses to develop her talents. Her exhibitions include McPherson College, McPherson Library, Kansas State Fair and the Kansas Legislature. Her awards include the Russell Original Art Review and Art-in -the Park at McPherson.



This newsletter is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency.



KANSAS ORIGINALS MARKET NEWSLETTER

For Members of the Post Rock Opportunities Foundation

Volume 2 #2

April, 1994

NEW DIRECTORS ELECTED

Three new directors were elected to the Board at the annual meeting on February 5th. They are Judy Rogers Donley, Lincoln; Debra Carlson Ohlde, Palmer; and Dale Weinhold, Ellsworth. Marilyn Helmer, Lincoln, was re-elected to the board. Still serving on the board are Wanda Haney, Claflin; Duane Vonada, Sylvan Grove; Kathy Lupfer-Nielsen, Denmark; Twila Mitchell, Ellsworth; and Eva Grauer, Wilson. Prior to the meeting, members and guests toured the Wilson Opera House and Museum. As members became acquainted with each other, Roger Dowell played background music on his accordian. Following the meeting everyone enjoyed touring Kansas Originals Market and watching Kepka Belton as she demonstrated the art of Kraslice or Czech egg painting. The meeting was chaired by Wanda Haney and Marge Lawson gave the manager's report.

OFFICERS ELECTED

At the February Board Meeting, officers for 1994 were elected. They are as follows: Wanda Haney, Chairman; Eva Grauer, Treasurer and Kathy Lupfer-Nielsen, Secretary. Marge Lawson was appointed Chief Executive Officer to manage the corporation's affairs. Marge will also continue as Manager of the Market.

FINANCIAL REPORT ENCLOSED

A copy of the financial report for 1993 is enclosed with this newsletter. The report was prepared by Drake, Morris and Associates, Russell. The excess revenue over expenditures was used to pay short term liabilities, the debt principal as payments were due, and as many of the expenses of the building addition as possible.

ZERO INTEREST LOAN

In February, The Post Rock Opportunities Foundation received a check for the zero interest loan which was received from the Smoky Hill Rural Electric Association. This money was included in the business plan for the new addition. A short term loan was secured from the Citizen's State Bank in Ellsworth to pay the expenses of the addition until the money was received from the Rural Electric Association. This loan is a ten year loan with zero interest and will save PROF a considerable amount of interest money.

KANSAS GUIDE BOOK

Kansas Originals Market was featured in the new 1994 Kansas Guide Book. A picture of the Market can be found on page 18 of the book. The Market is promoted with a display ad on page 29 in addition to the regular listing. Because the Kansas Secrets program with the free coleman cooler is available to Kansas residents this year, we expect the ad and publicity to bring more visitors to the Market. Already in February, we had an increase in sales of 60 % over last February. We sincerely hope this will be a good year for all of our artists and craftsmen.

VISITORS FROM KANSAS DEPARTMENT OF COMMERCE

On March 18, the staff at Kansas Originals Market was pleased to have Norine Kruse, newly appointed Director of Tourism, Mary Lou McPhail and Sonya Woertz all from the Kansas Department of Commerce visit KOM.

SEEKING COMPUTER FUNDS

The need for a complete computer system at KOM is growing daily. We would like to have all the inventory, cash register sales, and daily consignment bookkeeping put on the computer database. This would speed up paying our consignors as well as quickly indicating the merchandise that we need restocked. This will necessitate purchasing several work stations, a scanner, receipt printer and the software. All of this is going to take money. We need to prove to our grantors that we are trying to be self-supporting, so we have started a fund to purchase the computer equipment. Ten dollars from each consignor for the system, would help tremendously in reaching our goal. We have approached several members with this idea and they have been supportive. If you would like to contribute and help get the system on line, please send your donation to Kansas Originals Market, and indicate that it is for the computer system.

MINORITIES INCLUDED IN CONTRIBUTING MEMBERS

At the February meeting, the board voted to change the by-laws to include minorities in the contributing class of members. The amendment reads that "Individuals who are otherwise members of a protected class of citizens as defined by the Equal Employment Opportunity Commission by virtue of their national origin be eligible as contributing members." Contributing members are those members who are considered any one of the following: 62 or over, low income, handicapped, a non-profit organization or a member of a protected class of citizens (minority). If you can qualify under any of these, please indicate this on your membership form or call and let us know as this is the basis for our non-profit status.

PROMOTING YOU AND YOUR MERCHANDISE

We try to attract as many visitors and tourists to the Market as possible. We spent nearly \$4,000 last year on sign rent on Interstate 70 and our print advertising budget was \$300 a month. We have ads or been featured in such publications as *Tour Kansas*, *Interstate Traveler*, *Kansas! Magazine* and the *Lake Wilson Guide*. We just had 30,000 of our brochures printed. In addition, we promote our artists and craftsmen through our artists biographies and our *Featured Artists and Craftsmen* on Sunday afternoons.

MEMORIAL WEEKEND

Memorial Day Weekend will be here before we know it. In the past this has been one of our busiest times. We can not notify everyone when their merchandise has sold -- especially during our busy times. Because the lapse between the time items sell and the time you get paid may be 30 days, it is very important that those of you who have really saleable merchandise, check and make sure we have enough of your items. Waiting for your check and itemized list may not be in your best interest. The really busy tourist season only lasts from Memorial Day to Labor Day.



This newsletter is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency.



Featured Artists and Craftsmen *Sunday -- 2 to 4 p.m.*

April 17, John and Wilma Tompkins, Ellsworth

John and Wilma Tompkins attended classes in lapidary work at Kellogg Community College to learn the basics of cutting and polishing semi-precious gemstones. Many of the stones they use have been collected locally. John cuts and polishes while Wilma sets the stones in jewelry. She uses the smaller stones to make flowers for pictures. Together the Tompkins produce their unique gemstone trees. John also handcrafts all the frames that they use for their pictures. The miniature gemstone pictures have been sold to customers from Germany and Japan as well as from all over the United States. In December, 1993, thirty-five of their gemstone trees were purchased at Kansas Originals to be used as Corporate gifts for a company in New Jersey. The Tompkins will be demonstrating their work.

May 1, Don & Lucille Scott, Beverly

Don and Lucille Scott operate their business, Post Rock Art, on their farm near Beverly. The Scotts work together to create custom limestone posts, and small limestone slabs featuring original paintings. In 1988 the Scotts filled 40 orders for posts. In six months of 1990 they did 135 posts. Since the Scotts were featured in *Kansas!* magazine, the first issue 1994, Lucille says they have been getting inquiries from all over. The Scotts will be demonstrating their small slabs with painting and discussing their business.

May 15, Home On the Range Jerkey, Lori Robbins, Scott City

Lori Robbins has always made jerkey at home on the range. She received so much praise for her jerkey that she did some test marketing which proved to be successful. In June 1993, she started her business "Home On the Range and Co." and put the processing facilities at home on the range. Lori does it all -- the manufacturing, selling, bookkeeping and marketing; although her family helps her in a pinch. Her jerkey is made from both beef and buffalo. Lori says she keeps everything high quality using only natural ingredients with no preservatives. She uses inside round steak with all the fat trimmed. Her vacuum-packed product needs no refrigeration and has a shelf-life of nine months. Lori will be talking about her product and giving out samples.

"Our featured Artists and Craftsman series is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency."



Kansas Originals Market

Located at the Junction of Interstate 70 exit 206 north and K232 Highway.

R.R. 1 - Box 8A, Wilson, Kansas 67490

913-658-2602

Open:

Mon through Sat 8 to 8

Sunday 12 to 7



Featured Artists and Craftsmen

Sunday -- 2 to 4 p.m.

Memorial Weekend

May 29, Ernest Henderson, Overland Park

Ernest Henderson became interested in working with wood 35 years ago when an "old timer" gave him some native Kansas walnut and elm wood which he had cut as part of a depression-years work program. It was with this wood that he learned to appreciate the fact that each piece of wood has its own character and beauty. He found his early wood working endeavors to be a relaxing diversion from the rigors of practicing veterinary medicine. He says, however, about the only thing he made in the early years were -- noise, sawdust, mistakes and little pieces out of big pieces. Even though the "gift wood" has long since found its way into gun stocks and grandfather clocks, he still prefers to use native Kansas elm or walnut for their uniqueness and charm. Ernest has a variety of unusual wood puzzles, jewelry boxes, and clocks in Kansas Originals Market. He will be demonstrating his unique puzzles and talking about his work.

May 30, John D. Trost, Hiawatha 1 - 4 pm

J. D. Trost began his hobby in 1989 after heart surgery. He retired from full-time duty from the Kansas National Guard. He rigged up a chain saw to saw lumber and found he had pretty pieces from the crotches of the tree and the small left over pieces with pretty grain. So he made a lathe to turn bowls. His hobby soon turned into a full-time job. When he is turning on the lathe, he makes from three to five bowls a day. After the bowls are turned they have to season and dry for two to four months, depending on the dampness and thickness of the wood. He then hand-rubs a non-toxic finish onto the bowls to make them food safe. He has been doing a lot of work with spalted maple. John will be bringing a lathe and demonstrating turning bowls from 1 to 4 on Memorial Day.

June 12, Bertha McGann, Palco

Bertha McGann says she learned her work ethic on the farm where she was born in Sugar City, Colorado. She worked for 20 years as a waitress before she and her husband took over the Palco Cafe in 1989. She became the cook and her husband a waiter and dishwasher. Bertha says they both work double shifts. The McGann's are the parents of six children. Bertha, a twenty year 4-H leader, sews her children's clothes, crochets bride doll dresses, afghans, and makes Irish chain quilt tops and pillow cases. She became interested in wheat weaving in 1980, after she took classes under Doris Johnson, Luray, and Alec Coker from England. Her wheat weaving can be found in Finland, Mexico, Japan, Russia, Puerto Rico, Germany and throughout the United States. Bertha says she often works until 3:30 in the morning.



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Featured Artists and Craftsmen

Czech Festival Weekend
July 30 & July 31

*Artists will be demonstrating both Saturday and Sunday
2 to 4 p.m.*

Margaret Vague, Salina -- Native American Art Margaret Vague, born in 1957 in Poplar, Montana on Valentine's Day, is from the Assiniboine-Sioux Indian tribe, one of the fourteen Sioux tribes from the Fort Peck Reservation. She learned to speak the Lakota language as a young girl when she lived with a Lakota medicine man and learned many of the "wuipe medicine" secrets. Her grandmother, Elmira Jackson, taught her many Indian arts such as Indian war bonnets, authentic deer skin clothes, moccasins and jewelry. Because she has a natural understanding and she has learned the environmental ways of the Native American, she can more realistically teach their natural ecological care of the earth. She attended Fort Peck college where she did research work, speaking with the elderly Indians about their heritage and ways; thus making a good exchange of cultural history. She has lived in Kansas off and on since 1987. Margaret met her husband through a Christian Crusade on the reservation in Montana. She and her husband and six children returned to Kansas to be near her husband's parents who live in Ellsworth County. The family has appeared in native costume nationwide. Margaret has Lakota language tapes for studying the language. She will be demonstrating her bead jewelry and will have an authentic Indian teepee on display as well as offering face painting of authentic Indian symbols with their explanation to Market visitors.

Deborah Dohl, Sylvan Grove Deborah, who teaches biology, anatomy, physiology, algebra and computers in Sylvan Grove became interested in soap making after taking a course "Can man survive?" One of the things discussed was life-styles that were environmentally compatible. Living on the farm she wanted to use the agricultural products and not be wasteful. She is learning candle making, spinning, and tanning. Deborah, who has taught saponification, the chemical reaction that occurs in soap making when an alkali base and fatty acids are mixed, began experimenting and creating her own recipes and molds for her various soaps. These include wheat soap, lanolin, rose water, castille, prairie sunrise and soap in a post rock shape. Her newest soap will be "Hand and Heel" which will have an abrasive scrubbing property. Deborah renders her own fats and uses as many Kansas-based products such as wheat, wheat germ oil, honey and sunflower oil as possible.

Wanda Haney, Claflin Wanda Haney created her own technique for painting scenes of the Kansas countryside in acrylic on photograph albums. Each album is a one-of-a-kind original which is signed and dated by Wanda. She will be demonstrating her special techniques for these very popular pieces.



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Featured Artists and Craftsmen

Sunday -- 2 to 4 p.m.

August 14 Judy Dick, Pratt

Judy Dick says she likes to promote Kansas everywhere she goes. She uses acrylics and oils to paint portraits of the Kansas prairie and old weathered buildings on miniature hand saws, circular saws and especially on post rock made into magnets, bookends and decorator pieces. She has also created techniques in which she paints windmills, posts and other scenes onto jewelry.

August 28, Elsie Spangler, Salina

Elsie Spangler has spent the past 20 years perfecting quilling, the old-fashioned art of rolling paper strips into intricate designs. The 80 year old uses a corsage pin to roll the one-eighth-inch-wide paper into shapes which she glues together into pieces of art. Elsie, who loves her craft, says it is time-consuming and tedious. She has been featured in *Kansas Magazine*, and has her work in 20 states and six foreign countries.

September 11, Adelia Stuckey, Bethel College, North Newton

Adelia is co-instructor of wheat weaving at Bethel College where she had previously graduated with a degree in biology. Wheat has been a part of her life ever since she was a child growing up in the Big Bend wheat belt of south-central Washington State. She has displayed her wheat work at museums and Fall Festivals, and experimented with many new wheat creations that draw their inspiration from farm settings. Adelia, who has a degree in medical technology from Bethel Deaconess Hospital in Newton has spent the past thirty years combining a full-time hospital laboratory career with farming and mothering four children. The grandparents of both Adelia and her husband were members of the large Mennonite migration from Russia in 1874 that introduced Turkey Red (hard winter) wheat to Kansas.

September 18, Marjorie Hoke, Dorrance

Marjorie has always been interested in crafts; but when she began to have serious hip problems she taught herself to make swags and wreaths and to decorate baskets with dried flowers, some of which she gathered from the pastures near her home, as she recuperated. Now, even though she has had four surgeries in the past twelve years, she enjoys working with the flowers as a hobby.



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KANSAS ORIGINALS MARKET NEWSLETTER

For Members of the Post Rock Opportunities Foundation

Volume 2 #3

July, 1994

A REASON TO CELEBRATE

On July 31, 1994, we will have completed three years in business. On June 6th, Kansas Originals Market went over the 1/2 million dollar mark for sales since we opened. We are proud of our accomplishment and the success we have attained, but it has been with a great deal of dedication and hard work on the part of the staff and volunteers. Nearly 70 percent of that money has gone back to the members for their art, crafts and food products. The difference between us and other retail stores which sell arts and crafts on consignment is that we are non-profit. We are *your* store, we operate to sell *your* merchandise. There is no other reason for our existence.

A REASON TO THINK

Along with our success has come some problems. *Our mission is to provide a market for Kansas artists, craftsmen and food producers, especially those over 62, low income, disabled and minorities by virtue of their race.* Because we are a 501(c)3 non-profit membership corporation, we do not operate the market for our gain, but for the benefit of our members. Our goal is to be able to operate the market so that it will be successful and continue to be beneficial to our members. Even though our sales have been good, our expenses have been tremendous. Not only did we put up a brand new building which is air conditioned for the comfort of our customers, but we doubled the size of the building in the second year. We have had to increase the size of our staff from our first five part-time employees to 2 full-time and 8 part-time employees, plus contract cleaning, maintenance of the grounds, accountants and legal representatives. All of our staff donates either some time, supplies, or makes purchases for the market. Board members donate their time. We have principal and interest payments, advertising, utilities, wages, taxes, supplies, and our signs on the highway to pay each month. In February, we will have to start making monthly principal payments on our zero interest loan.

The board of directors would like some suggestions from you our members as to how we can make the market more self-supporting and less dependent on grants and donations, which we may not always get in time to meet expenses. When making suggestions, keep in mind that this is your market. All the things we do are directed at meeting our mission objective -- that is selling your merchandise. We present your merchandise to the public 12 hours every week day and from 6 to 7 hours on Sunday. The only full day we are closed is Christmas Day. (Remember we cater to tourists and they do most of their traveling on holidays and weekends.)

RESPONSE FROM A CONSIGNOR

After discussing our financial concerns with one of our members, we received a four-page letter back with suggestions and comments. A portion of that letter follows: *"I don't think the majority of the members and I'm speaking about the whole membership body realize what a great thing they have and are a part of! I do realize that your prime concern is for the consignor, or exhibitor. But do we as members realize what all you do for us, and what all is involved in operating such a successful operation!*

The market benefits the members in so many ways! She continues: 1. Exposure -- Where else could an individual display his wares to such a wide range of public. 2. Privilege of displaying -- Where else could an individual display in such a professional way with professional help and beautiful surroundings -- all handled by market personnel. 3. Salespeople -- To help promote and sell our product -- courteous and very helpful and genuinely interested in the crafter. 4. Deletion of bookwork -- Kansas Originals Market does all this for its exhibitors.

5. *Sit back and wait for check* -- Many hours of inventorying and bookkeeping go into this part before we get our money for our handmade crafts. 6. *Deductions* -- No sales tax to worry about. All membership fees, contributions and other miscellaneous expenses are tax deductible. 7. *Advertising* -- Signs on I-70 and the print advertising. That doesn't come without a price.

This member had many suggestions to help our cash flow. We will share more of her letter in the next newsletter. She is very concerned that Kansas Originals Market stays a viable market place for members merchandise.

BENEFICIAL

We would like to hear from as many of you as possible to let us know whether the Post Rock Opportunities Foundation and Kansas Originals Market has been beneficial to you.

RETURNS

Please pick up your returns as soon as possible after you are notified. We do not have the room to store boxes full of return merchandise. After notification you have 30 days to pickup your returns, if you can't make it call and let us know you can't pick up at this time, and we will gladly hold it for you; or we will be glad to ship the returns to you if you'll reimburse us for postage.

DECORATOR COLORS

Be sure and follow current decorator colors when making items for people to put in their homes. There are a variety of colors that are current but the most popular seems to be blues and roses, mauves or pinks followed by the new greens. We are selling very little peach or gold at this time. Although sunflowers are still selling, we need decorator items done in fabrics and flowers other than sunflowers.

THANK YOU

We wish to thank the Presbyterian Church Bicentennial Fund for their support with a grant of \$1,500 to help pay for our signs on Interstate 70. These signs have proven invaluable in directing customers to Kansas Originals Market. Their help is greatly appreciated.

CZECH FESTIVAL

On July 29 and July 30th, the annual Wilson Czech Festival will be held in Wilson. The Arts & Crafts Show starts at 1 p.m. on Friday. Other Friday events include music throughout the afternoon and evening along with the Ice Cream social at 7 p.m. On Saturday the Arts & Crafts Show begins at 8 am, the parade is at 10 a.m. with music and events throughout the afternoon and evening. There will be a carnival on Friday through Sunday. Thousands of people attend the festival, and many of them stop at Kansas Originals Market.

FEATURED IN PRAIRIE WOMAN MAGAZINE

Kansas Originals Market was featured in the August issue of *Prairie Woman*, which is published by The Great Bend Tribune and distributed throughout Kansas.

FEATURED ARTIST

A special thanks to Marie Hubbs for putting on a tatting demonstration on Sunday, July 10th. Everyone enjoyed watching her perform this unique stitchery.

Please return this form to Kansas Originals Market .

Phone 913-658-2602

R.R. 1 - Box 8A
Wilson, KS 67490

Name: _____ Company Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____

In addition to sales through Kansas Originals, I would be interested in Marketing through the following:

(This is for information only and obligates neither PROF nor the member)

Catalog

Gift Market

Wholesaling to other shops through Kansas Originals

Comments: _____

COMPUTER SYSTEM IN OUR FUTURE?

Donations are not coming in very fast for the computer system. Millie is barely able to keep up with her consignment bookkeeping, and there is a definite glitch at the sales counter as the sales representatives write every item sold down by hand. Every item is handwritten in the green sheets as it comes in. It is handwritten when it is sold, and it is handwritten when it is paid. If each consignor would send their \$10 we would have our computer system!

A QUICK REVIEW OF BASIC SALES METHODS

Wholesale: The manufacturer of the product (artist or craftsmen) sells his product at a price so that the retailer can make money on it. Wholesalers usually deal in volume with minimums (such as 1 dozen of each) per order, expecting that their product will be doubled or even tripled by the time it hits the market. A producer who sells wholesale should never undersell his product to the consumer. This is very unprofessional. This does not mean that you can't sell your work to an individual, it just must be sold at the retail price. When you undersell your product, whether it is at a craft show or over the phone, to someone who is trying to beat the store price, what you are really saying is, "*My product really isn't worth what the store is selling it for.*" Sometimes the producer will sell his product to a distributor who will mark it up some and then the distributor will sell it to retail establishments, or a sales representative will sell it to retail establishments and will take a commission off of the sales.

Consignment: In a consignment shop, the producer owns the merchandise and is responsible for it. He either sets the retail price and the shop takes a commission out of it or the consignor sets his price with the shop adding the commission onto it. Those consignors who sell their work at both consignment shops and through craft shows should try to keep the retail price as similar as possible. Customers will not buy from a shop when they can go to a craft show and buy the items at a cheaper price. At Kansas Originals Market we have found that the members who maintain one retail price whether they are at a craft show, in their home, or selling through a consignment shop are the ones who sell the greatest volume of merchandise.

Retail: The retail price is the store price. Kansas Originals Market makes shopping easy for customers in a pleasant, climate-controlled atmosphere, where they can use their credit cards. Retail shops give manufacturers easy access to the general public.

PROF Considering Additional Marketing Opportunities

The staff at *Kansas Originals Market* is trying to identify those members who have unique products that have volume marketing potential. We will be exploring the possibility of marketing through catalog sales, the Kansas City gift market and/or wholesaling to other shops. This has been a part of our long range plan since the inception of Kansas Originals Market. If you would like to have your merchandise considered for expanded market opportunities, please return the enclosed form as soon as possible.

The Nicodemus Hist. Society
R.R. 2 Box 139
Nicodemus, KS 67625

NONPROFIT ORG.
U.S. POSTAGE
PAID
WILSON, KS
PERMIT NO. 02

Post Rock Opportunities Foundation
R. R. 1 - Box 8A
Wilson, Kansas 67490

*Enclosed is your July newsletter.
It contains important information
about Kansas Originals Market.*



This newsletter is sponsored in part by the Kansas Arts Commission, a state agency and the National Endowment For the Arts, a federal agency.

R.R. 1 - Box 8A
Wilson, KS 67490



913-658-2602

February 1, 1996

The Nicodemus Hist. Society
R.R. 2 Box 139
Bogue, KS 67625

Dear *Nicodemus Historical Society*:

We have been pleased to have the opportunity to market your merchandise for you. We strive to provide a quality market with attractive displays which entice our customers to make purchases. It is our understanding that you do not wish to renew your membership in the Foundation.

You currently have a few items remaining at the market. Please advise us if you wish to pick up this merchandise. If we do not hear from you within thirty days, your remaining items will become the property of the Foundation.

We will gladly accept your renewal, if you wish to continue to support the Foundation and the work we do in providing a market for artists, craftsmen and food producers.

Sincerely,

Margery A. Lawson
Margery A. Lawson
CEO

Anyone interested?