

# The Breweriana Collector

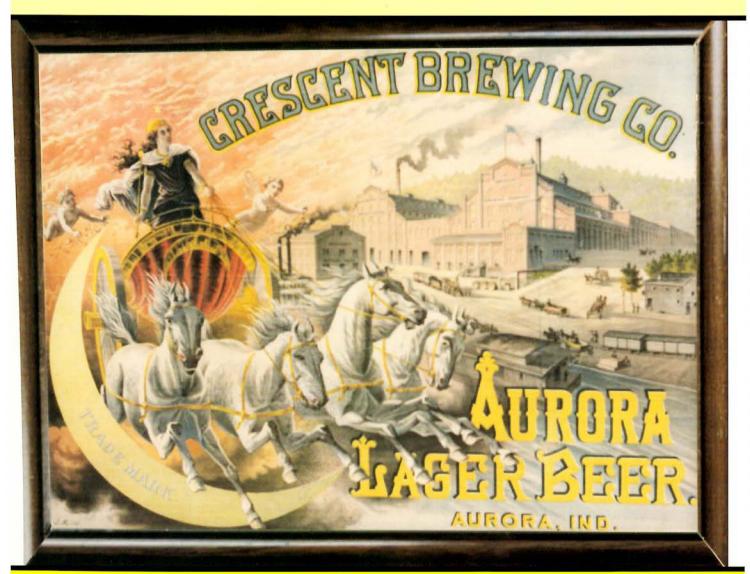
OF THE

## National Association Breweriana Advertising

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The Brewery in Aurora, Indiana Sleeman of Guelph, Ontario

## National Association Breweriana Advertising

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#### COVER AND CONTENTS

Two breweries are decribed in this issue. One is Sleeman of Guelph, Ontario, the city where the Canadian Brewerianists convened. Sleeman had a long history as the Silver Creek Brewery, and then a half-century hiatus until a modern rebirth with the help of Detroit's Stroh Brewery Co. The other is the brewery in Aurora, Indiana, which was started by the Gaff family in the 1860's and later prospered under Gaff and the Crescent name. We are indebted to Dick Hinds for a photo of his outstanding factory lithograph on the cover.

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## President's Page

Chattanooga was, for the Graffs, a very good time. It was a somewhat different NABA Convention experience, moving along at its own pace and direction, rather like the Big River it is near. That was a BLATANT plug for our convention host...they provided plenty of excellent beer, and the food at their brewery Grille was excellent! Big River Grille and Brewing Works moves near the top of my recommended watering holes! The hotel property was too spread out for the convenience of our group which needs space but proximity. Some of the early room assignments were a real problem but once identified, the staff went overboard to correct the situation. I want to thank those few of you who took the trouble to send me the questionnaire I had in each registration package. Your candid comments were appreciated. Several suggestions to improve room-to-room trading were offered, and will be passed on to the Board and future Convention Chairpersons. I think over the years we have tried everything to have all the rooms open at the same time members all want to be out room hopping. I don't want to go back to the original "show only" format, where everybody carried their goods to a central place, and then left the room, waiting for a Brimfield Start, where everybody comes in at once. NABA is just too large a group for that to work in a semi-orderly fashion. Who is supposed to unpack and set up a table if everybody is shopping? Who is supposed to stay in their rooms when everybody (else) is out shopping other rooms? It is a real quandary, and probably accounts for the "start" of the Convention moving back almost to Tuesday!

My major disappointment of the Convention was the selection of items consigned to the Auction. I know that finding Breweriana of the quality NABA auctions have come to expect is more and more difficult. But it was the quality of what was there that so distressed me. I don't ever recall so many "off-grade" items. Perhaps it was a factor of the large number of new members, perhaps just an aberration. I hope that the 25th Auction at Milwaukee next year will be of higher quality. I generally decide what I will put into the auction months ahead, and then keep it hidden until it is consigned. Or as was the case this year, I didn't really have anything dynamite that I wanted to part with, I simply don't consign.

Peter Blum, Bob Jaeger and I are huddling together to plan for the transition following Convention next year. Bob wants to get rid of some of his Executive duties, and Peter wants more "quality" time to write and edit the BC. When my second two-year term as President is up in August, I plan to assume some of these duties. NABA has grown to the point where we need another part-time Executive Secretary, just to handle the Membership aspects of the Association. Bob, with his years of experience in the printing industry, plans to stay active doing the publications. It looks like I'm taking on all the scut work, but with my growing proficiency using a computer, a lot of the time consuming jobs can be made much less burdensome. I look forward to staying involved with the mechanics of NABA, after devoting so many years now serving as an Officer and Board Member.

Speaking of which, please welcome Tom Flerlage to the Board of Directors! Tom has a talent for picking only the top quality in any lithographed item he likes, and has a great collection of Michigan and other appealing brewery advertising. He's a hard worker in civilian life, and we look forward to benefiting from his efforts on behalf of NABA. And thank you Paul Zagielski for your several terms on the Board. As President of our first Chapter (Monarch), Paul has added greatly to NABA's efforts to grow and prosper!

Fall approaches, and with it Indy, Monarch FallFest, and the winding down of things Breweriana for the year. It has been a good year for the Graffs, now happily ensconced in our Pennsylvania digs, "Lamplighters Farm." If you're on US 30 west of Chambersburg, and you see the sign along the road, stop by! Harold Mann and his mom did, after the York Bottle Show, and welcome they were! The tavern is now beginning to look pretty good, with lithos and trays hung, and the beginnings of the mug and stein collection in place. By the time we read this, we ought to be fairly well-settled.

From St. Thomas (not of the Virgin Islands), the Graffs wish you all the very best of Holiday Season, and a peaceful, happy and breweriana-filled New Year!

# Micro/Brewpub Update Micro to macro in a decade

Several of the larger specialty brewers have been selling stock or are planning to do so. The intention to expand illustrates just how fast this segment has grown in the last decade. The Boston Beer Co., maker of Samuel Adams, filed two statements regarding public offerings to investors and also to its customers. Boston Beer outgrew the micro category long ago and is now big business, but has been able to maintain the craft image with the quality of its products and message. Pete's Brewing Co. of Palo Alto, second largest specialty brewer, plans to offer 2.25 million common to raise \$30 million. Pete's grew from 9,200 barrels in 1990 to 180,000 in 1994, and hopes to double this before the year is over. Both Boston and Pete's is contract-brewed except for the brewpub draft volume.

The Redhook Ale Brewery is also going public after several aggressive financial moves in the last few years. This includes the selling of 25% of the equity to Anheuser-Busch for \$17.9 million. With last year's sales of 94,000 barrels, the the brewery and its two pubs were highly profitable. The Oldenberg plans a public offering to raise \$2 million for expansion to 30,000 barrels. It was recently tapped to design the first brewpub for the U.S. Army, specifically for Camp Casey near Soul, Korea. BrewmasterKen Schierberg will supply procedures and supervision for the 7-20 barrel unit. Oldenberg was founded in 1987 and was purchased last July from Drawbridge Estate's owner Jerry Deters by former general manager David Heidrich and ten investors.

Jack Daniels 1866 Classic Amber will be distributed statewide in Maryland, Kentucky and Tennessee after market tests. The Jack Daniels distillery in Lynchburg, TN operates a small brewery for the local market only, and contracts with Hudepohl-Schoenling in Cincinnati for shipping. 1866 in the brand name is the year Jack Daniels registered his distillery.

Bert Grant, who founded the Yakima Malting and Brewing Co. in 1982 and is one of the early pioneer craft brewers, must have been taken aback when Rainer launched the specialty Yakima Line with Yakima Red. Grant brought suit, claiming confusion, as it was easy to assume that a Yakima beer was brewed in his Yakima brewery. However, the suit was rejected because all of Grant's beer carry his name only.

Big River Grill & Brewing Works, which has brewpubs in Chattanooga and Nashville, will operate a brewpub in a resort and entertainment development being built at Disney World in Orlando. More proof that brewpubs are seen as mainstream and acceptable is not needed.

#### Recent Introductions

Icicle Creek Winter Ale by Portland Brewing Co.; Honey Wheat by Pete's; Autumn Gold by Leinenkugel; Oatmeal Stout by Wild Goose which is expanding its current capacity of 15,000 barrels, and wants to slot the stout between its porter and the winter Snow Goose. V-P Rich Klein described the Oatmeal Stout as "lush, full body, hopped for a gentle, easy aromatic finish." Sounds pretty sexy for a brew!

Two long-time home brewers and Omaha natives, Steve Nasr and Dale Andersen, combined their experience and entrepreneurial spirit earlier this year and founded the Barley Boys Brewery. Their two beers, Ed's Red and Jack's Black, are brewed under contract while the boys are busy with promotion and distribution. They served these fine beers at the Cornhusker Show in October.









## Sleeman of Guelph, Ont.



ohn Sleeman was born in Cornwall, England in 1805 and he established himself as a brewer and maltster in 1834. In 1836 he moved to Canada and settled in St. David's (near St. Catharines) where he opened his first brewery, The Stamford Spring Brewery. While in St. David's his son, George, was born on August 1, 1841. The family moved to Lockport, New York in 1845. After selling the Stamford brewery to I. A. Hatt, the family relocated to Guelph in 1847.

From the time of his arrival in Guelph until 1851 Sleeman leased and managed James Hodgert's brewery. In 1851 he purchased property on Waterloo Avenue which would become the Silver Creek Brewery. In partnership with a Mr. Richards, Sleeman operated the brewery until 1856 when business problems forced the closure of the brewery. In a feature called "Self-Made Men of Canada" The Toronto World (November 23, 1877) describes the closure as follows: "In 1852 he took a partner into the business, but the partnership worked disastrously, the affairs of the concern became seriously involved and the upshot was the total loss of the property." (The partner referred to in the World article is likely William Oliver, son of brewer James Oliver, who was Sleeman's partner from 1852 until Oliver's death at the age of 48 on August 8, 1856). The Waterloo Avenue brewery and property were auctioned off on July 1, 1857.

Not one to be deterred, Sleeman helped Edward Harland start a brewing business later in 1856 and managed Harland's brewery until December 1859 when he and his son George re-acquired the Waterloo Avenue property and started the Silver Creek Brewery.

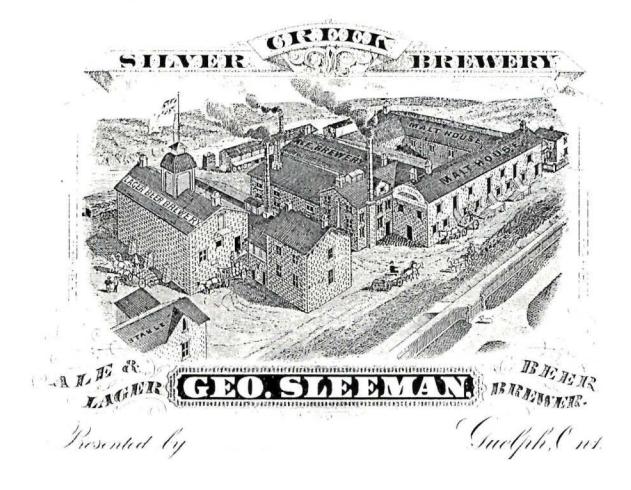
Under the management of John and George Sleeman, business at the Silver Creek Brewery increased rapidly, so much so that the building had to be doubled in size the first year. George became a partner with his father in 1862 and took over sole ownership of the brewery when John Sleeman retired in 1867. By this time the brewery had agencies in Hamilton, Brantford, Owen Sound, Stratford and Palmerston.

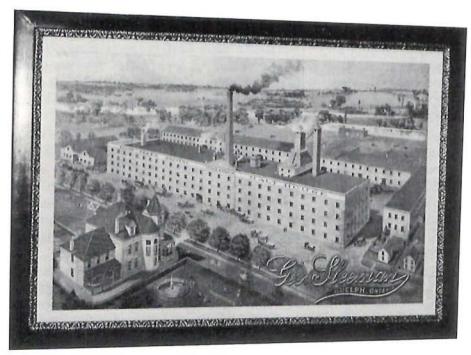
George's interest in sports led him to the presidency of Guelph's Maple Leaf Baseball Club. In 1874 Sleeman entered the Maple Leafs in a tournament in Watertown, New York that was open to all semi-professional clubs in the United States and Canada. The Maple Leafs won all of its games, the prize of \$500, and the title of Champion of both countries.

Sleeman also devoted a large portion of his time to municipal politics. He was first elected as a councilor for the Town of Guelph in 1876. Guelph was incorporated as a city in 1879, and George became its first elected mayor in 1880. He was re-elected in 1881 and 1882 and refused to run in 1883. He was elected mayor again in 1905 and 1906 and then declined the nomination in 1907.

George Sleeman's son, George A. was also involved in the family business. From 1886 until 1890 he man-

This year's convention of the Canadian Brewerianists was held in the Ontario university city of Guelph ("Gwelf"), home of the modern Sleeman Brewery in which The Stroh Brewery of Detroit is a minority partner. The illustrations and text, edited slightly for NABA readers, are reproduced by permission from the fine convention brochure prepared by Jim Duffy and Gord Holder with the help of many collectors.





Above, an early engraving of Sleeman's brewery, with miniscule horses and wagons to enhance its size. Of interest are the separate lager and ale buildings. Left is an attractive factory lithograph hanging in the plant office, showing the old brewery at its peak, but greatly elongated with artistic license. George Sleeman's stately home in the left foreground has survived as a lounge offering entertainment. The bucolic scene behind the brewery is now residential Guelph.



aged the Brantford agency and in 1898 he became the Ottawa agent for Sleeman beers.

Meanwhile, John Sleeman eventually returned to St. David's and passed away there in 1893.

The brewery continued to expand and grow. By 1894 there are additional agencies as far away as Sault Ste. Marie, Montreal and Quebec, carrying XX and XXX Ale, XXX Porter, and Stock. A special report in the Guelph Mercury on June 23, 1894 described the brewery: "Employment is furnished to 70 hands... The capacity of the works is 100,000 barrels per year of ale and porter and 24,000 barrels of lager. The malt house has a capacity of 105,000 bushels. This vast amount of grain is purchased exclusively of farmers in the district, and a great amount of money is in this way set in

circulation." January 1895 the recipe for Sleeman Cream Ale was formulated.

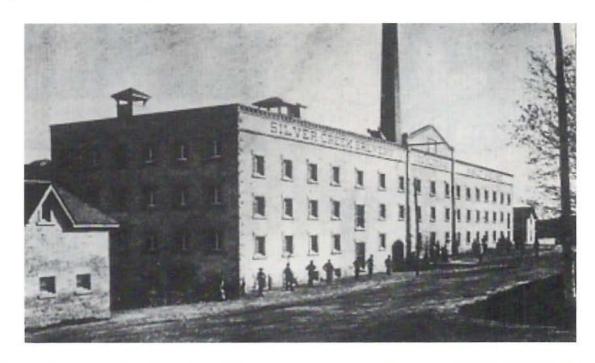
By 1895 there was an abundance of electric power in Ontario and George Sleeman saw the potential of building and operating an electric street railway. When completed, the Guelph Street Railway ran from the Silver Creek Brewery through the centre of town and out to Woodlawn Cemetery. Local resident Harold Koch remembers that, "It was often said that we had a really 'unique Railway' – it ran from the Brewery to the Cemetery." The city took over the line in 1903 and a financial arrangement was made with Sleeman.

On February 16, 1900 Sleeman Brewing & Malting was incorporated and the Silver Creek brewery continued operations under the new name.

During the same year four of George's five sons built a new brewery called the Spring Bank Brewery on Edinburgh Road. Somewhere between 1907 and 1910 the original Silver Creek brewery ceased operations.

In 1916 Canadian Malt Products began producing malt extract in a section of the old brewery. In 1924 Canadian Diamalt Co. took over the rnalt extract business. The land and buildings were acquired in the early 1930s by Canada Cream of Malt (later known as Standard Brands).

Standard Brands continued operations until late 1969 when the property was purchased by the City of Guelph for the first phase of the Hanlon Expressway.



Continued - Sleeman of Guelph, Ont.



Standard Brands reportedly received \$92,000 for the old brewery property.

G e o r g e Sleeman passed away in 1926. In 1955 the incorporated company, Sleeman Brewery & Malting is registered as inactive.

Today the only remnants of the proud days of the Sleeman family is George Sleeman's home on Waterloo Avenue across from where the brewery once stood. Built of cut stone in 1874, the mansion, known as The Manor, had its front sidewalk made from beer bottle bottoms. The house is used today as a tavern appropriately called The Manor. (It offers entertainment and was visited informally by quite a few conventioneers claiming an interest in Sleeman history.)

#### SLEEMAN BREWING & MALTING CO.

John Sleeman spent the first 31 years of his life totally unaware of his family's long history in the

Canadian brewing industry. Sleeman's grandfather, George A. Sleeman, had moved to Ottawa in 1898 to become the agent for Sleeman beers. Owing to a family squabble, the family history was never talked about. A visit with his Aunt Florian in 1984 changed everything.



John Sleeman was born in 1953. He left home at the age of 17 and eventually became an executive with market researcher A. C. Nielsen Company. After a trip to England in the late 1970s where he acquired a taste for British beers, he set up the Grand Oak Pub in Oakville. With micro-breweries still a few years away, those looking for a little variety in their beers were turning to imported brews. Besides importing beers for the Grand Oak, Sleeman soon found himself importing beers for other pubs. In no time at all the Liquor Licensing Board of Ontario demanded that he choose between the pub and the importing business. Sleeman chose importing and the Imported Beer Company was born.











The modern Sleeman brewhouse as seen from the Hanlon Expressway.

About this time Aunt Florian decided that since he had ventured this close to the family business, he should know the family history. John soon learned about his "great-great grandfather John Sleeman, his great grandfather George and the two Guelph breweries: the Silver Creek Brewery and the Spring Bank Brewery. Aunt Florian also presented him with his grandfather's diary where, on page 64, he found the recipe for Sleeman's Cream Ale.

It wasn't long before Sleeman began considering the possibility of starting a brewery. As he told The Globe & Mail (August 19, 1989), "You think of sitting in your rocking chair and saying: 'Damn, why didn't I do it!' Other people would kill for an opportunity like this." So on October 29, 1985 Sleeman Brewing & Malting was once again incorporated.

Sleeman was not without concerns, though. He worried that if the Canada-U.S. free trade negotiations (which were then underway) allowed U.S. beer to flow freely into Canada his brewery could be wiped out. So he decided to seek a U.S. partner.

He approached the Stroh Brewery Co. of Detroit because he had dealt with them through the importing business and he knew they did not have any licensing agreements with a Canadian brewer.

Stroh's management liked the idea of a partnership but were unhappy with Sleeman's plan to open a micro brewery. Sleeman agreed to scale the brewery up to a starting capacity of 100,000 hectolitres and Stroh agreed to a 19 per cent interest in the new company. The deal called for Sleeman to brew and distribute Stroh brands in Canada and for Stroh to distribute Sleeman's beers in the U.S.A.

On March 30, 1987 the first sod was turned at the 3.2 acre site on the Hanlon Expressway at Clair Road, about 3 kilometers south of the original Sleeman brewery.

By mid-summer 1988, under the direction of former Labatt's brewmaster Al Brash, the \$7 million brewery was up and running. On August 17, 93 years after it was first formulated, the first pints of Sleeman's Cream Ale were sold at Churchill's Landing in Guelph.

Two months later the first bottles of Cream Ale were filled in bottles made of clear glass and with the Sleeman "beaver and rnaple leaf" logo dating back to the 1880s. (Canadian Pacific had acquired and used the logo after the Spring Bank brewery closed, but gave it back to Sleeman when he asked for it in 1985.) Over the course of the next eight months Sleeman launched four new products: Silver Creek Lager, Stroh's and Stroh's Light, Toronto Light Lager, and in 1990 Sleeman began brewing Nordik WolfLight for export to the United States.

By 1991 the brewery's capacity had been doubled to 200,000 hectoliters and it had captured one per cent of the Ontario beer market.

Since that time, the Sleeman line of beers has been expanded to include Sleeman Original Dark and Arctic Wolf. As well, the brewery is brewing and distributing Schlitz Beer in Canada. On the export side, Sleeman-brewed Watney's Red Barrel and Watney's Cream Stout are being shipped to the U.S.A.

Additional capacity at the Guelph plant has enabled Sleeman to distribute its Cream Ale and Silver Creek Lager in Quebec and Western Canada. Today the Sleeman Brewing & Malting Co. is one of Canada's most innovative brewing companies and continues to expand.

## The Brewery in Aurora, Indiana

Peter Blum\*



his is the story of Scottish immigrants whose success in Aurora, a town 30 miles west of Cincinnati on the Ohio River, left a strong mark. Thomas Gaff was born in Edinburgh in

1808. His parents brought him to America at age 3, where two brothers were born, James Wade in 1817, and John Henry in 1820.

As they grew up, the brothers went into business in Pennsylvania, first as storekeepers, then papermakers, and later they were on record as liquor distillers in Philadelphia. Thomas married Sarah Whipple in Brooklyn in 1835. Of their six children, only three daughters survived childhood.

After the panic of 1837, grain supply for distilling became difficult and taxes increased. When the brothers were offered land and tax incentives to move to Aurora, James moved west about 1840, and his brothers joined him three years later. Thomas seems to have been the enterprising one; he continued distilling, and also farmed, milled grain, and became interested in several other ventures.

Thomas Gaff's great home, Forest Hill, was completed in 1855 after two years of construction. It has more than survived the years. The mansion is now known as Hillforest and has been owned and operated as a museum by the Hillforest Historical Foundation since 1956. Many artifacts from the brewery are on display. Gaff designed the front of the house to resemble a steamboat by adding circular porches, colonnades and curved doors and windows. The circular rooftop belvedere closely mimics a steamboat pilot house. The appearance is no accident. Gaff was a prominent river shipper and owner of steamboats, who enjoyed watching his crafts ply the river from the lookout retreat of his hillside mansion. One of his boats, the Forest Queen, played a role in the Civil War by running the blockade at Vicksburg.

When Thomas Gaff was in his late 50's, he decided to add a brewery to his holdings, there being no brewery in town, and about 1866 he opened the Aurora Brewing & Malting Co. with his brother James, their brother-in-law Henry Winthrop Smith, and several colleagues at the bottom of Market Street. In 1874 this evolved into the T. & J. W. Gaff & Co. The product was the "Celebrated Aurora Lager Beer." His Scottish origin did not prevent him from posing Gambrinus with a semi-top-

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<sup>\*</sup>Based on an article by Henry Smith in the Jan. 1985 issue of Beer Can Collectors News Report. Most of the information and all illustrations were provided by the Hillforest Historical Foundation, 213 Fifth Street, Aurora, Indiana 47001 and its Executive Director Elizabeth A. Cook. Henry Smith is an avid collector of Cincinnati area breweriana and a skilled photographer.



J.W. Gaff

less Ceres above the U.S. and German flags on a rare metal sign. An eagle, the U.S. shield, and a charging buffalo added the proper patriotic marketing symbols.

In 1874 a local newspaper reporter visited and described Gaff's six-story stone and brick brewery: "We entered from the office floor, which is the third story from the river front. There are three grain and malt rooms, in as many stories each 60 x 80 feet. Back of these rooms, next to the hill, is the brew kettle, built of brick and lined with copper, capable of holding 140 barrels. The malt kiln is three stories high, and about 40 feet square at the top. On the fifth floor we found the mill to crack the malt, and a saw and shaving machine. Here beech shavings are made to clear the beer."

"We descended to the second story, which is in reality a cellar. Here are large tubs and the copper cooler, a new invention (probably a Baudelot cooler). After passing from the (hot wort) tub to the cooler, the wort goes through pipes in a tub of ice-cold water. Thence it is run into tubs in the second (e.g. the fermenting floor) and finally gets down into the lower cellar (the storage floor), divided into eight apartments, rock floor, sides, and arched top. Here are rows of tubs (casks) with the capacity to hold each nearly 100 barrels of beer. From this cellar it is drawn into barrels, and after being labeled, is ready for shipment."

After almost four years of operation, the business was reorganized in 1877 as the Crescent Brewery Company with new investors and a capitalization of \$250,000.

Thomas Gaff had evidently retired, being 69, and James Wade Gaff became president. He and vice-president Charles L. Howe, Thomas' double son-in-law (he married the middle daughter after the death of the oldest) represented the family. Other officers were J.D. Parker, treasurer, and J.R. Vail, secretary. S.D. Langtree was superintendent, and the head brewer was M. Butz, who also brewed an Erlanger in 1879.

The Crescent Brewing Co. had many good years during its 16 years of life. The reorganization provided all the necessary funds for a modern operation. There was a good steam plant, and a new Arctic refrigeration machine for maintaining the beer stored in 50 barrel casks and for producing 35 tons ice daily. The brewery also included a large bottling works. The main building was 300 feet long by 180 a part of the distance, and 90 the remainder. It contained two malt kilns, four fermenting cellars each 25 x 100, four ice storage rooms each 30 x 60 and 40 feet deep, eleven cask rooms for storing the finished beer, a large engine room, and numerous other facilities.

The product seemed well-accepted, particularly in some southern cities and won blue ribbons at State Fairs in North Carolina and Georgia. In 1885 the brewery was reported to employ 60 to 70 men, and the annual output was valued at about \$500,000.





#### Continued - The Brewery in Aurora, Indiana



Forest Hill, the home of Thomas Gaff.

James W. and John Gaff both died in 1879. Thomas lived until 1884, and was buried in Cincinnati's Spring Grove cemetery. The brewery continued to do well, and as the 90's approached, it attracted the attention of British investors. Crescent was bought by a group which Watney of London headed and combined with the Jung Brewing Co. of Cincinnati as Cincinnati Breweries, Ltd. When competition from larger Cincinnati breweries and the rise of prohibition sentiment increased, the Syndicate closed Crescent in 1893. The remains of the Brewery's stone cellars can still be seen today from Aurora's Lesko Park before the leaves of new growth have emerged.

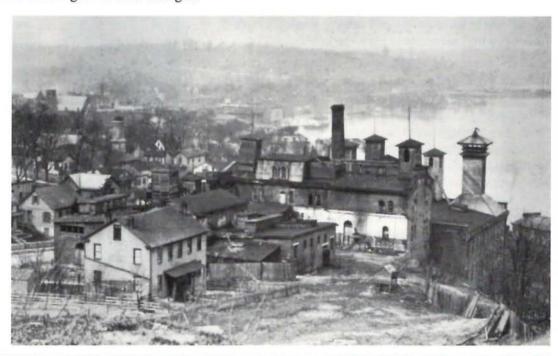
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History of Dearborn and Ohio Counties Indiana, F.E. Weakley & Co., Chicago 1885.

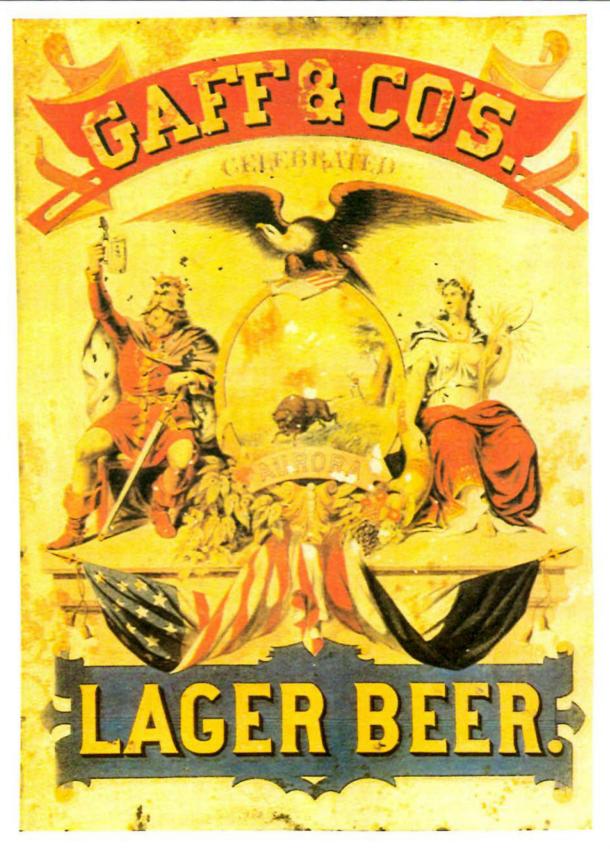
The Cincinnati Brewing Industry: a social and economic history, Downard, William L. Ohio University Press, 1973.

Farmer & Mechanic, newspaper, Jan. 29, 1874.

American Breweries II, Dale P. Van Wieren, E.C.B.A., West Point PA, 1995.



The Crescent Brewery photographed from the hill (rear) side during a severe winter, probably 1918.



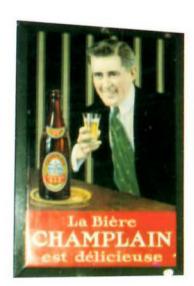
The Hillforest Historial Foundation owns this no doubt unique metal sign. While obviously in need of restoration, it is still impressive in its classic composition and paired contrasting symbols.

#### Canadian Breweriana=

No harm in looking, eh?

The items below were seen in Guelph, Ontario, where the CanadianBrewerianists held their annual convention. Most of these pieces were shown by Wray Martin of Hamilton.













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## The B.C. Goes to Omaha=

Falstaff, Hamm, Storz are alive and well









NABA members Melisa and Ward Haessler with Storz collector/auctioneer Tim Payne.



The 13th Annual Cornhusker (BCCA) Show offered an excellent hall, great hospitality, a very good auction, lots of cans and current stuff, and also special items like Lemp plaques, a 1935 calendar for Metz beer showing a pert nude, and the beautiful lighted Hamm display with changing sky.

#### Seen At

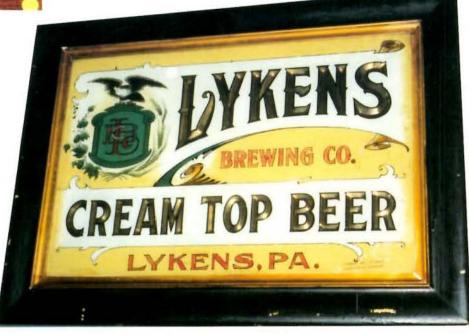








The Pfeiffer T-O-C was sold for a surprising \$325 at auction. This is about what Corrina Anderson was asking for the previously unknown 1880's Bradshaw label. The little boy introuble at right took the fancy of Norm Jay, who had it framed in Tennessee and brought it to show. The Carling barn dance is rarely seen and was admired by many.











The Breweriana Journal

## The Indianapolis

No bargains, but













A striking large Moen reverse-on-glass sign was displayed by Larry Schrof of Geneseo, IL; the Spanish Malt-Nutrine belongs to John Conrad, but the best A-B piece was snapped up early – a handsome R-O-G, the bottle with the C. Conrad label. Ken Ostrow had many fine trays, including a pristine ultramarine Ph. Kling.

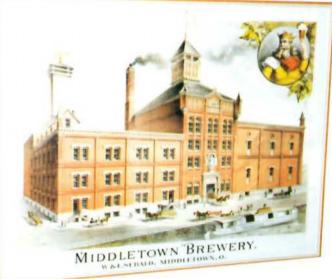
18 Fall 1995

## Antique Ad Show=

## the good stuff was there!







The Portner Brewery of Alexandria opted for a fair-skinned and eye-catching young beauty, perhaps a bit haughty. Awesome is the word for the huge Lone Starlitho, which was shown by Dave DeLongchamp of Perrinton, MI.



## Kay's Label Auction=



**←\$45** 



→\$52



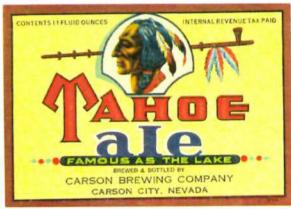
←\$210



→\$45



←\$250



**→\$78** 



**←\$56** 

→\$120



## **Kay's Beer Label Auction Report**

ob Ka section recent

ob Kay's auction catalog also includes a section he calls the Collectors Corner. A recent issue focused on the tumultuous changes in labeling that occurred just before,

during, and after prohibition. Using Bob's guidelines it's pretty easy to date labels as well as other breweriana quite accurately. For example, the first beer produced after prohibition, in 1933, was limited to 3.2%w (4%v) alcohol. Then after the 21st Amendment was ratified in December 1933, the alcohol limit was removed and the alcohol horsepower race was off and running. By March 1st, 1935 new beer labeling restrictions were passed which prohibited a wide range of fancy claims. Bob also presented this information in a slide show at the Chattanooga Convention.

Of course, the auction section of the catalog always offers some fireworks. Montana labels have generated a hard core following of very serious label collectors. The elusive Silver Foam label from the Julius Lehrkind Brewing Co. of Bozemann, MT brought \$250. It's a tough label from a tough brewery! Suds Beer (what a brand name!) was used for only a short time in the late 1930's by the Spearman Brewing Co. of Pensacola, FL and was in serious demand. It brought \$52 in the auction. Hawaiian labels continue hot. The circa 1933-36 Primo Salvator Beer label offered has the bright colors so common on Hawaiian labels. It just seems to say sunshine! It went for \$45. This auction had a nice selection of prepro labels from the Popel-Giller Co. of Warsaw, IL. Warsaw Pilsener Beer is an example. It brought \$45 in the auction. The Kamm & Schellinger Browing Co. of Mishawaka, IN was represented with a circa 1900 Private Stock Export label that fetched \$45.

Nevada labels seem to have a special attraction to collectors. That's not really surprising as only two Nevada breweries opened after prohibition, Carson City and Reno and these closed in 1948 and 1956 respectively. The Tahoe Ale label from the Carson City Brewing Co. had a lot going for it. Bright colors, Indian, peace pipe, obscure brand and so on. In spirited bidding it sold for \$78. The Quant Brewing Co. of Troy, NY certainly had some labels with a lot of pizazz! Neat die cuts with bright colors and a lot of gilt (metallic gold). A prepro Home Brewed Ale label from Quant closed at \$57. Another prepro, Gold Coin Beer from the Krantz Brewing Co. of Findlay, OH brought \$56. The Mayville Brewing Co. of Mayville WI certainly fits the bill for a small obscure brewery. It was only in business from 1934-36. How's this for an every day brand name -Ogren's Swedish Porter! That label sold for \$49. It's no surprise that a prepro Stroh's label generated action. The circa 1905 Champagne Beer bottled by Wm. Wirtz on Newark, NJ brought \$120. "Champagne Beer" was not a Stroh brand, it was the Wirtz name for many beers he bottled, using different emblems and brewers on the same basic label. The die cut Black & Tan Porter from Anheuser-Busch was also hot, bringing \$170 while the Pure Gold from the Cincinnati Brewing Co. of Hamilton, OH closed at a whopping \$210. It seems Hamilton has been annexed by the Cinci collectors.

Every June and December Bob Kay puts out a catalog titled Beer Labels which consists of a mail/phone beer label auction and the Collectors Corner with news and tips about label collecting. Contact Bob if you are interested in obtaining the catalog, or you have any questions about beer labels.



#### **Kroll's Glass & Stein Auction**

Glasses, Mugs & Steins completed its 13th mail auction in late May, at prices ranging from \$4 to \$600. Rarely seen pre-prohibition etched and embossed beer glasses showed increasing demand: Anthony & Kuhn (St. Louis) embossed glass -\$100; A.P. Binzel (Oconomowoc, WI) - \$368; J. Steger (Mayville, WI) - \$331. Some colored enameled glasses also saw strong prices: Binzel Extra - \$193; Dragon Ale (Louisville, KY) - \$55; La Tropical (Tampa) - \$56. Budweiser steins with scarce CS numbers continue to dominate the brewery stein market. Please contact Glasses, Mugs & Steins, P.O. Box 207, Sun Prairie, WI 53590 for information on future auctions.



Enameled Glasses
Pearl, San Antonio, TX, \$11
Sheridan, WY, \$39
Shiner, TX, \$15
White Cap, Two Rivers, WI, \$24

# Pebbled Glasses A. Gettleman, Milwaukee, \$25 Home Brewing & Ice, Joplin, MO \$80 Kranz, Toledo, OH, \$40 Monarch, Chicago, \$60





Budweiser Steins CSL3, Katacombe \$300 CSL4, Senior Grande, \$625 CSL5, Plique, \$440 CSL6, German Olympia \$165

#### - Ammelounx's Stein Auction:

Andre Ammelounx, a dealer and restorer of fine steins who is well-known to serious stein collectors, held a mail auction of over 850 lots which closed September 29. The auction included these highly collectible Anheuser-Busch steins with prices realized. Catalogs of future auctions can be obtained by writing to P.O. Box 136, Palatine, IL 60078. Steins can be consigned to Andre Ammelounx, 700 West Dundee Road, Palatine, IL 60067.



1976 Grant's Farm CS15, \$132 1976 Clydesdales CSL9, \$172 1975 Olympia CS4, \$94 1975 A&Eagle CS2, \$128

1976 Wine Decanter CS32, \$176 1976 Clydesdales CS12, \$138 1977 Bud Girl CS 21, \$577 CS 21, \$625



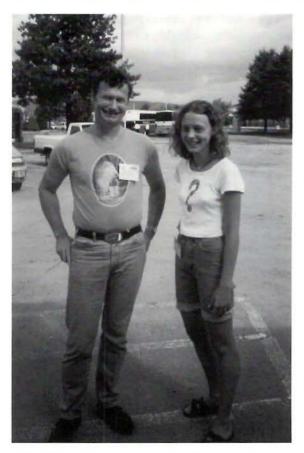


1975 Bud Man CS1, \$346 Budweiser Planter \$440 1976 Blue Delft CS11, \$247 1976 German Cities CS16, \$352

The famous 1973 Budweiser Girls, Made in Italy, Sold for \$902



## - Chattanooga



Larry Barnett and daughter Renee from Waukegan, Illinois



Marion Jaeger and Jill Shoulter are helping a severely handicapped gentleman.



Marilou and label collector Bob Kay are enjoying a laugh with company.



Chuck Hillyer from Indian Mound, Tennessee came to N.A.B.A. via Pabst cans.

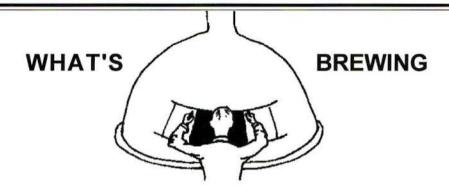
Chit Chat=





On Top, Norm Jay is having a lively discussion with Al and Joan Kogoy of Wilkes-Barre in the hospitality suite. Center, a smiling Harold Rohman, one of our Georgia members, is posing with Tennessee native George Love, who took the fine photos on these pages. At Right, Herbert Haydock cannot quite hide his satisfaction at having bought the farm.





#### Scary Stories

For a decade now the major brewers had a benign attitude about the new class of very small brewers which originated in the far western states. They created interest in beer and operated outside of the major beer segments. But like the sorcerer's apprentice or those little cute animals in the movie, they multiplied. Some grew fast and are no longer so cuddly. What is scary is that big brewers as a group are not given respect by many consumers. Small is seen as being "hands-on" and somehow better. This may change as several former micros have six-figure barrel volumes and sales in the millions, and are selling stock. In the meantime the entire industry is changing as specialty beers have become a major growth area with its own exclusionary rules.

Anheuser-Busch is benefiting from having most of its volume in the premium price category, which is doing better than lower-priced beers. Michelob and Michelob Light have revived after being frozen in ice for years, and the new Michelob Amber Bock is going national. The high-alcohol Natural Ice is being tested. A-B did suffer a setback in the Czech Republic, which sold its automobile industry to Volkswagen with unsatisfactory results. Budvar, the local brewery in Ceske Budejovice (Budweis in German) turned down A-B's purchase offer and rejected assorted goodwill goodies. Decades ago Budvar and Anheuser-Busch agreed that Budvar owned the Budweiser name in Europe and Asia, and A-B owned it in North and South America. Budvar may still sell out some day, but so far they have ignored tricks or treats.

Miller's sales sent a mixed message, mostly good because a large majority of beer volume is also in the premium class. Red Dog is red hot for a new brand, and Icehouse is dripping on domestic competition in that category.

That creepy noise you heard in a Colorado cemetery could have been Adolpf Coors turning over in his grave as his brewery decided to borrow money, primarily for a new aluminum mill. This was not done in the old days. Coors reported good results from its core business, but income was hurt by lower sales of Zima. This caused a ripple effect of executive reassignments and a call to arms. A bright note this past summer was the success of the captive Sandlot Brewery in Coors Field. Another innovative move is the farming out of the new Blue Moon specialty line to F.X. Matt.

At Stroh, the World War Two commemorative Schlitz can was well received, and is generating a return to a more traditional appearance for the coming year.

G. Heileman had an unpleasant summer as it became apparent that its debt payment schedule could not be met. New borrowing provided breathing room and income was realized by selling the Val Blatz plant in Milwaukee to Miller's Leinenkugel division. There is also serious talk of Pabst curtailing its Milwaukee operation by shifting 1.5 million barrels to be brewed in LaCrosse under contract, idling 250 workers in Milwaukee. Second-tier brewers are facing some real goblins.



## Executive Secretary's Report

Dave Gausepohl and Stan Loula were reelected to two year terms as directors; the third director elected is Tom Flerlage, who took the place vacated by Paul Zagielski. Many thanks to Paul for his years of committed service, and congratulations and best wishes to Tom.



Please help me in keeping the Directory up-to-date by providing new phone numbers when you move, and any new emphasis in your collecting. Also consider advertising in the Directory for next year.

We only recently learned about the death of Gerald Dole on December 24. He lived in Kent, Illinois, and collected primarily items from the nearby Potosi Brewery with his son Rod. As happens not infrequently, Rod started collecting cans at an early age, and it developed into a father-son hobby. We extend our sympathy belatedly to Gerald's family, and welcome Rod into our Association.

Next year's 25th anniversary convention will be held in Milwaukee. Because it will be our largest convention ever, we arranged that rooms can be reserved now. The suites are spacious and are a super value if two members share a room. The pre-convention will start July 30th, and convention dates are August 2-4. A big welcome and best wishes to the new members listed below.

Sincerely, Robert E. Jaeger Executive Secretary

Our 1995 Convention in Chattanooga was unique in many ways. For the first time in 24 years we met in the southeastern part of the country. The hotel, built on the grounds of a converted railroad station and yard, had a very special ambiance. Moving out of our core territory means a smaller attendance. However, there are benefits in new cities to visit and enabling regional collectors to attend. Chattanooga, with its attractive downtown, its impressive aquarium, the Big River Brewpub and the historic Lookout Mountain proved to be a very special place indeed. The success of the convention was made possible by Chairman Robert Jaeger and his wife Marion, by the many members who helped, and by the friendly attitude of Chattanoogans. As in the past, Bob Jaeger is arranging for a convention mug with the names of all attendees.

Peter Blum Editor

## **New Members**

ABRAMS, DAVID
3100 McCann Road
#504
Longview, TX 75605
(903) 236-0748
All breweriana, cans, openers, Kentucky, Indiana, Texas Breweries, Stroh

ADAMS, DAVID
4507 William Street
Omaha, NE 68106
(402) 558-8095
All breweriana, bottles, knives,
neon signs, signs, trays,
Budweiser (Anheuser Busch) Pre-1960

BARBARI, WILLIAM 240 E. 27th Street Apt. 19F New York, NY 10016 (212) 689-1537

BINDER, RICHARD (Kathy) 10360 Ventura Drive Spring Hill, FL 34606 Tap knobs BLATZ, LEO R. 2829 Sheridan Drive Tonawanda, NY 14150 (716) 836-5025 All breweriana, books, magazines, bottles, mugs, steins, neon signs, signs; Blatz

BRUZAUSKAS, JOE (Joanne) 157 12th Street Belford, NJ 07718 (908) 495-3033 Glasses, lithos, mugs, steins, reverse on glass Anheuser Busch

BURDA, RODNEY J. (Elly)
27 N. Mac Gillis Drive
Round Lake, IL 60073
(708) 546-1409
All breweriana, bottles, cans, mugs, steins,
neon signs, statues, tap knobs
Miller, Hamms

BURGETT, DAN (Mary) 08159 51st Street A.3 Grand Junction, MI 49056 (616) 434-6353 CALDWELL, MIKE 206 Ponte Vedra Drive Columbia, SC 29206 (803) 787-7942 Bottles, cans, labels, patches, trays

CASABLANCA, HERTMAN (Madeline) 74-20 21st Avenue East Elmhurst, NY 11369 (718) 204-7345 Brewery equipment, history, lithos, mugs, steins, signs, trays Anheuser Busch

DETRICK, GLENN (Mildred) R.R. 1 Box 1050 Stroudsburg, PA 18360 (717) 421-2720

DOELGER, PAUL A. (Karen) 705 Lynn Road Hutchinson, MN 55350 (612) 587-5554 Coasters, labels, mirrors mugs, steins, tip trays, trays, Peter Doelger Brewing Co. of New York City

#### Continued - New Members

DOLE, ROD 2425 W. Leroy Avenue Milwaukee, WI 53221 (414) 647-3439 (414) 282-7145 All breweriana Potosi Brwg.

DZIUBA, STANLEY (Donna) 5262 Lannoo Street Detroit, MI 48236 Lithos, matches, mini beers, mirrors, signs, tap knobs

ELLIS, FRED (Joann) 1221 Britt Lane Red Bluff, CA 96080 (916) 528-0528 Mugs, steins

ENTZ, BRUCE 1505 Fairview, KS 67203 (316) 267-4330 Baehr (Cleveland), Leisy (Keokuk & Cleveland), Stobbe, Vermeulen, Meulen & Mole

GRESS, TIM (Debbie)
P.O. Box 122
310 N. Range Street
Newtown, IN 47969
(317) 295-2751
All breweriana, bottles,
clocks, glasses, signs, trays,
Falstaff, schlitz, Pabst
Old Style

GROVE, JIM (Carolyn) 1060 Boalsburg Road Boalsburg, PA 16827 (814) 466-3120 Ash trays, cans, coasters, openers, signs, trays PA & NY Breweriana

HASKINS, LINDA 2605 E. Lake Hartridge Drive Winter Haven, FL 33881 (941) 299-1052 All breweriana, mini beers, neon signs

HICKENLOOPER, JOHN W. 1792 Wynkoop Unit 304 Denver, CO 80202 295-7664

HOGLUND, DAN (Sylvia) 127 Mockingbird Lane Oak Ridge, TN 37830 (615) 483-7222 Cans, glasses, mini beers, paper items

JACKSON, PHIL 1400 10th Place 5. #2 Birmingham, AL 35205 (205) 328-7040 Bottles, cans, coasters, paper items, signs, trays Florida cans & breweriana JACOBSEN, REED (Elisabeth) 10 Kingsbridge Road Somerset, NJ 08873 (908) 247-2908 Cans, coasters

JOHNSON, ROCKNE (Kathy) 1408 Kenwood Avenue Duluth, MN 55811 (218) 728-3689 All breweriana Duluth Breweries, Fitgers, Peoples & Duluth Brewing & Malting

JUNG, PAUL T. P.O. Box 425 Bechtelsville, PA 19505 (610) 367-0239 Tip trays, trays, Pocket mirrors Any Jung Brwg, items

KERSH, DAN (Julie) 200 Fair Oaks Avenue Stafford, VA 22554 (540) 720-0432 Cans, openers, signs, thermometers, trays Hudepohl, Burger-National

KING, ANDREA M. (Robert)
25 Glen Lane
Norristown, PA 19403
Cans, history, mirrors,
reverse on glass,
tip trays, trays
Adam Scheidt Brewery
Valley Forge Beer

LEIDY, FRED J. (Elaine) 1431 Ferry Street Niles, MI 49120 (616) 683-4573 All breweriana, cans, coasters, glasses, labels, post cards Stroh & Goebel Beer

MAIN, WILLIAM L. 2569 Maine Avenue Long Beach, CA 90806 (310) 427-0078 (310) 427-4090 Mirrors, neon signs, signs, tap knobs

MARTINSON, BOB 1319 Apache Street Bismarck, ND 58501 Clocks, glasses, mugs, steins, neon signs, signs

MASSEY, JAMES P. 246 Bluff Street Apt. 2 Dubuque, IA 52001

MC KIEL, CHUCK (Barbara) 1100 Ashland Avenue River Forest, IL 60305 (708) 366-6029 All breweriana, glasses, mugs, neon signs, signs, statues, trays MILAN, PAUL (Jill) 1357 Velvet Creek Glenn Marietta, GA 30060 (404) 333-9425 Mugs, steins

MOERLAND, LEONARD (Anna) 6115 Bayshore drive Harrison, TN 37341 615-344-8227 Matches, mugs, steins

MORSE, GEORGE (Carol)
4561 W. Overlook Drive
Clarence, NY 14221
(716) 632-0420
All breweriana, neon signs,
signs, statues, tip trays, trays
Buffalo N.Y.
Iroquois, Simon Pure
Langs, Becks, etc.

PITSCH, RALPH W. (Ruby) 2814 Wedemeyer Street Sheboygan, WI 53081 (414) 458-2525 History, openers

PODSIADLIK, JOE (Lisa) 12 Princeton Road Parlin, NJ 08859 (908) 727-6461 All breweriana Krueger Brwg. NJ Breweries

PUTZ, GEORGE, JR. P.O. Box 1 Shawano, WI 54166 (715) 526-6884 Bottles (painted)

SANDERSON, BILLIE 1825 Austell Circle Marietta, GA 30060 (404) 438-0118 Budweiser steins

SLOWINSKI, MARCIA J. S52 W33875 Hwy GG Dousman, WI 53118 (414) 798-1520 All breweries, glasses, mugs, steins, signs, statues

SPLETT, ORTWIN H. (Rosemary) 4075 N. 143rd Street Brookfield, WI 53005 414-781-1652

STAFFORD, FRANK E. JR. (Pamela) 334 NW 3rd Avenue Ocala, FL 34475 (904) 732-0171 Ash trays, glasses, mini beers, signs, trays STAGMAIER, JOHN R. (Nancy) 1175 James Blvd. Signal Mountain, TN 37377 (615) 886-1526 Chattanooga Brewery

STEIJLEN, G. Schermin 3B Rottredam GKT Arnhem Netherlands

STROUD, GREG 10326 Meadow Lake Houston, TX 77042 (713) 783-7580 Bottles, cans, coasters, labels, openers, signs SWETMON, MICHAEL D. 1904 Jordan Hill Road Griffin, GA 30223 (404) 227-5066

UGLAND, GARY D. (Sharon) P.O. Box 27382 Omaha, NE 68127 (402) 334-2474 All breweriana

VOSBURGH, TED 6298 Silver Brook West West Bloomfield, MI 48322 (810) 960-3174 All breweriana, books, magazines, cans, glasses, mugs.steins WHITE, FREDERICK E. (Lili) 2 Mitchell Road Hampton, VA 23669 (804) 722-0440 Calendars, clocks, labels, mugs, steins, signs

ZOGHLIN, ADAM (Ann) 3712 N. Broadway #282 Chicago, IL 60613 (708) 853-1538 Hawaiian Beer Collectables Primo, Royal, etc.

## National Association Breweriana Advertising 1996 Annual Convention July 30 – August 4, 1996

Please call to make your room/suite reservations as soon as possible. They will go quickly!

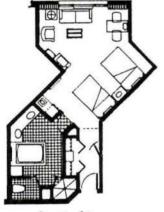
Reservations must be made prior to July 1, 1996.

Call 1-800-247-6640 – Ask for Reservations.

#### Rates:

Standard Room: \$73.00 Single/Double/Triple/Quad Executive/Governors Suites: \$119.00 Single/Double/Triple/Quad





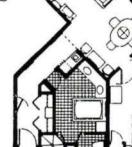
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- Built-in safe



Governor's Suite

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- Lighted magnifying mirror
- · Hair dryer
- · Bullt-in hamper
- · Work station with data port
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Popeye Collectibles

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## Buy - Sell - Trade

CHATTANOOGA BREWERIANA WANTED: Brewery owner's grandson is searching for any Chattanooga items. Call or write John Reif Stagmaier, 1175 James Blvd., Signal Mountain, TN 37377 (615) 886-1526.

MICRO/BREWPUB COASTERS WANTED: Will buy or trade. Also interested in matchbooks and painted label bottles. Don Kurtz, 16 East Hill Road 961, Ogden Dunes, IN 46368.

PRE-PRO MINI BEER MUGS WANTED: Cash or trade for my many pre-pro mugs, signs, brewery postcards, etc. Ray Frederick, 9801 Dahlia Ave., Palm Beach Gardens, FL 33410 (407) 626-3807.

COLLECT BOTTLE OPENERS OR CORKSCREWS: Join "Just for Openers." Quarterly newsletter costs \$15/year. John Stanley, 3712 Sunningdale Way, Durham, NC 27707-5684.

For Sale: XL full thickness leather jacket, genuine Harley Davidson 90th anniversary on back with Miller Genuine Draft logos left breast and shoulder. Brand new and very nice, \$300. Also full set G. Heileman employee steins, 1979-95, mint \$1,300. Prices negotiable. Lowell Peterson, 4221 Riverview Dr., La Crosse, WI 54601 (608) 788-0373.

## **Events of Interest**

Nov. 4, 1995	Atlantic (BCCA) Annual Strohfest, Winston-Salem Brewery. Contact: Glenn Raisner (919) 869-2499.
Nov. 10-11, 1995	22nd Annual Northstar Guzzle & Twirl, Super 8 Motel & St. Peters Ch., N. St. Paul MN. Contact: Lance Meade (612) 949-8719.
Dec. 10, 1995	Brew City Ad Show, Serb Hall, 5101 W. Oklahoma, Milwaukee. Contact: Jim Welytok, W241 N8938 Penny Ln., Sussex, WI 57089 (414) 246-7171.
Jan. 6, 1996	Mid-Michigan Winterfest (BCCA), Flint, MI. UAW Local 659 Hall. Contact: Gene Goulet (810) 742-5353.
Feb. 3, 1996	<i>Mid-Missouri Mini Meet (4 BCCA Chapters)</i> , Holiday Inn I-70, Columbia, MO. Contact: Bruce Mobley (816) 385-6256.
Feb. 11, 1996	Milwaukee Bottle & Ad Show, Ramada Inn-Airport. Hospitality Sat. Eve. Contact: John Brandt, (414) 673-6541.
Feb. 18, 1996	Monarch Chapter Trade Session, Mickey Finn Brewery, Libertyville, IL. Contact: Dennis Glossa, (312) 735-1993.
Feb. 16-18, 1996	Annual Blue & Grey Show (BCCA), Fredericksburg, VA Holiday Inn South. Contact: Ray Johnson (703) 971-3549.
Feb. 24, 1996	Detroit Metro North Show, Clawson. Contact: Dave Kalso, (810) 294-1059.
March 3, 1996	Madison Bottle (and Advertising) Show, Quality Inn South, Madison, WI. Contact: Bill Mitchell (715) 341-1471.
March 7-10, 1996	Nevada Convention & Beer Show, Sands Regency Hotel Casino, Reno. Contact: Jim Dermody (702) 323-2891.
March 10, 1996	Brew City Ad Show, Serb Hall, 5101 W. Oklahoma, Milwaukee. Contact: Jim Welytok, Town Line Rd., Sussex, WI 53089 (414) 246-7171.
March 15-17, 1996	Luck O'The Irish Show (Queen City Chap.), Oldenberg Brewery, Ft. Mitchell, KY. Contact: Dave Gausepohl, (606) 371-4415.
March23-24,1996	Indianapolis Antique Ad Show, South Pavillion Bldg., State Fair Grounds. Also Beer Can/Breweriana Show at Fairgrounds same weekend. NABA Hospitality at Holiday Inn, US 421 & I-465; 8PM Fri., March 22, Poolside.
March29-30,1996	Keystone (BCCA) Spring Thaw & Crownvention, Holiday Inn, Chambersburg, PA. Contact: Mark Swartz (717) 263-8295 or John Vetter (703) 591-3060.

The Breweriana Collector and the Membership Directory are published by National Association Breweriana Advertising for its membership. Dues are \$20 per year domestic, \$30 Canadian, \$40 overseas. Send application for membership, dues, change of address and advertising for the Membership Directory to Robert Jaeger, 2343 Met-To-Wee Lane, Wauwatosa, WI 53226. Send advertising for The Breweriana Collector and manuscripts to Peter Blum at Suite 5000, 300 River Place, Detroit, MI 48207. Advertising rates are \$150 full page, \$80 half page, \$40 quarter page, \$20 short ads in the Buy-Sell-Trade section, \$5 if limited to member's own collecting activity. The Editor has the right to edit all submissions to conform to proper style and appearance, and may defer publication of a submission for reasons of space or layout.

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## **CONVENTION SHOW & TELL**

