

# HEISEY NEWS

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1231 Ribbed Octagon – See Article Page 5

## HEISEY NEWS

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### Museum

Heisey Collectors of America, Inc., a non-profit corporation (tax-exempt status), owns and operates The National Heisey Glass Museum in Veterans Park, 6th and Church Streets, Newark, Ohio. Open year round, Tuesday through Saturday 10:00 a.m. – 4:00 p.m., Sunday 1:00 – 4:00 p.m. (except Jan. and Feb.), closed holidays. Other hours by appointment. Members admitted free.

### Identification

HCA will attempt to identify unknown glass items. Send a color photograph, measurements, and a self-addressed, stamped envelope to the attention of the Curator. Other arrangements should be made in advance with the Museum staff. Please keep in mind that the Museum cannot appraise items. Identification is free to members, non-members \$5.00 per item.

### Membership

To join Heisey Collectors of America or to renew your membership, contact the HCA Administrative Office Monday through Friday 8:00 a.m. - 4:30 p.m. Eastern Time. Associate dues are \$30.00 plus \$5.00 for each additional household member. Voting members pay an additional one-time fee of \$25.00. Please consider supporting the Endowment Fund by joining at one of the levels listed on the back page.

### Museum Gift Shop

There is always someone in the Gift Shop during the Museum's hours of operation to help answer questions or take orders. When ordering by phone, please have a credit card ready. When ordering by mail, please be sure to include appropriate charges such as shipping and sales tax. Please note that the HCA member discount does not apply to original Heisey or special project items.

### Shipping and Receiving

We prefer to use USPS. If you have not received a package, please call the Administrative Office to confirm it was sent. We will assist you in tracing it. If your package arrives damaged, please contact your local USPS representative. We insure everything.

### Donations and Loans to the Museum

If you would like to make a donation to the Museum or have questions regarding items on loan, contact the Curator. HCA reserves the right to accept or refuse items based on current holdings.

## HEISEY CALENDAR OF EVENTS

### 2010

Holiday Open House December 11

### 2011

HCA Spring (Benefit) Auction April 8-9

Heisey National Convention and Elegant Glass Show  
Newark, OH June 15-18

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# MESSAGE FROM THE PRESIDENT

Sue Kilgore

Dear HCA Members:

First of all, my family and I wish all of you a very Happy Holiday Season and an even better New Year...can you believe that it is going to be 2011 already?

I am very pleased to tell all of you that we have two new members on the Board of Directors to fill the existing vacancies. I am most grateful to these two people who have helped the board by offering to work with us for the future of HCA. They are Ginny Marsh and Mary Ann Spahr. Both are long time members and hard workers. When you see them, please also thank them for their efforts.

I have just returned from the Museum and an Executive Committee meeting. We are working on many projects, all of them are important. There are two big ones – the completion of the planning and negotiations for the reprint of the Bredehoft book that is so important to the membership and anyone who is new to Heisey collecting. The other is the 40<sup>th</sup> anniversary of Heisey Collectors of America next year. We hope that there will be many celebrations during the year, so when you can “come to town” you can be involved in any or all of them.

I would love to have the membership contribute to the celebration by providing information to us for a special section of the newsletter. It will be called “What was done in ‘71?” It will include events that were happening around the world as well as personal items from our membership and will cover one month at a time. So, for example, during the March segment, I will list that Dan & I were married on March 13, 1971. We will, of course, include events that were leading up to the creation of HCA, Inc. I think it will be a fun research project and hope that all of you will enjoy it, too.

We will, of course, also be discussing the future of HCA and how to make it a self sustaining non-profit. This is a most important subject and we will look forward to everyone’s help.

We hope to see as many members as possible at the Holiday Open House and, of course, all next year – the Spring Benefit Auction, the Convention, and the Moore Weekend/Select Auction. Please mark your calendars now to visit “Heiseyland” and see all of your “Heisey friends”.

Have a safe and happy holiday season and a great 2011. ♦

## DIRECTOR’S NOTES

Charlie Wade

Greetings to all from the Director’s Office! We are moving into that time of year that makes me want to move South and stay there for several months. Maybe Susan and I will do that some day.

If you have not heard by now, we have a beautiful new front porch on the King House. One that I am sure you will be proud of when you see it and one I know Liz King would have approved of. Unfortunately the iron railings had to be replaced as one actually rusted off before the concrete work could begin. These have to be hand made locally and will be installed as soon as they can be made and painted. Hopefully by the time you read this, all of the concrete work will be done including the new sidewalks in the courtyard.

We will also be repairing the woodpecker holes in the front of the Museum. Beautiful birds but they sure can cause a lot of damage to wood.

Shortly we will be getting ready for the Holiday season. If you would like to help out, please call as the list is long. It is a large Museum and has many needs. If you can, please come and join us during this festive season. Open House is December 11, 2010. All the homes and

Museums in the Park will be open at the same time and all will be decorated! And best of all there is no charge. Please come and see us!

With the help of the Executive Committee we will start an inventory of all Gift Shop items. This has not been done for several years now and really needs to happen. Speaking of the Gift Shop, we can always use any donations you might have of REAL HEISEY.

A sincere thank you to everyone! Without your support we could not carry on with the Founders Dreams!

Hope to see you all here sometime during the Holiday Season!

## CURATOR'S REPORT

Walter Ludwig

The days are getting shorter and the temperature is falling regularly, but we are still having a lovely fall here in Newark. Everyone is, of course, very wrapped up in the outcome of the OSU games – could this be another championship year?

Here at the Museum, we are preparing for the holidays which are still ahead of us. The Monday after Thanksgiving the elves will be descending upon us to transform the Museum with all of the trappings of the season. We are all looking forward to our Holiday Open House which will be on Saturday, December 11. The Museum really is special at this time of year and sharing it with all of our members really makes us feel good.

We hope that a lot of you will be able to make it to the Museum to share in the holiday good will. Even if you are not able to make it, we would appreciate your donation of cookies that we will be serving to our guests that day. I know that a lot of kids are looking forward to the holiday craft that they come here every year to make. I want to thank everyone who has contributed

punch cups over the last year to make this project possible.

I want to welcome our new columnist to the Heisey News family. Eric Tankesley-Clarke has agreed to write two on-going columns featuring Heisey creams and sugars and Heisey ash trays. Eric, from Missouri, brings a fine writing style and good humor to these articles and I know that you will enjoy them. He invites comments from the readers and provides an e-mail address at the end of each article. If you do not have access to e-mail and wish to contact him, just send a note to the Museum and we will see that he gets it.

Auction consignments are going along ahead of the pace of previous years. At this point, we have received glass from 21 consignors. Some of our regular consignors have gotten their lots in earlier this year, but we are also seeing consigning from several members who had not participated before. I hope that you will consider consigning glass this year if you have not before.

It is time to get out and find some nice Heisey pieces that you can give as holiday gifts this year. We know that it is out there (just look at our Study Club reports if you want proof). But as I always say, "Heisey will not find you; you need to get out there and find it." ♦

## HCA WELCOMES NEW MEMBERS FOR October 2010

Gregory and Karen Harbage, SC  
Richard and Rosemary Hisey, OH  
Jay Laymon, OH  
Darlene Morse, SC  
Carolyn Mudge, MI  
Larry and Inez Shirer, OH

## 1231 RIBBED OCTAGON

Walter Ludwig

The 1231 Ribbed Octagon pattern first appeared in Heisey Price List 209 circa 1929 (I do not find it listed in Price List 208, Supplement 3 circa 1927). Since I have seen the salad bowl and 14" plate (but no other pieces) in Hawthorne, I would guess that the pattern was first made in 1928 before Hawthorne was discontinued. The pattern was made mainly in crystal, Moongleam, and Flamingo. A few pieces were made in Sahara and only one piece is known to have been made in Cobalt. Although it was being made when Marigold was in production, I am not aware of any pieces having shown up in that color.

The 1231 pattern is another pattern that started out as just a plate and was expanded into a full luncheon set with several accessory pieces. The pattern is based on the octagon with eight equal sides or panels. For the oval vegetable, oval platter, and the celeries this is altered so some sides are longer in order to get the elongated looks that these pieces required.



1231 Ribbed Octagon Candlestick and Variant

This is the first pattern that Heisey produced in which a candlestick was a part of the pattern. There are two variations of the candlestick with the usually found one having a flared 3 3/4" top and the rarely seen variant having a 3" mushroom shaped top. (See Heisey News February 2005 for a more extensive article on the two variations of this candlestick.) Two different versions of the cup were also produced. The more common one has a round handle with rounded top and ribbing added to the bowl, while the rarer cup has an angular handle, eight sides, and the rim of the cup forms

an octagon. This later cup seems very awkward to use and this is probably the reason that the cup was redesigned.



1231 Ribbed Octagon Cup and Saucer and Variant

Other interesting pieces in the pattern include an after dinner cup and saucer (1184 Yeoman and 1401 Empress are the only other patterns that have an after dinner cup and saucer). The 10 1/2" center handled sandwich is also a rather nice piece to find. The handle mimics the handle found on the 1180 Trefoil ashtray. This piece is usually marked at the base of the handle.

The last appearance of the pattern was in Price List 210 from June of 1933. Already dropped from the pattern was the salad bowl, oval platter, 9" vegetable, and the celery trays; but there is the addition of one very interesting item. This item is listed as a water jug that was available either with or without a No. 92 stopper. This piece is often referred to as a rum pot. This jug was available in crystal, Moongleam, Flamingo, Sahara, or Cobalt. Interestingly, ones that have been found come in two different variations – the lid portion either plain or with panels. The lid portion does not come off, being more of an illusion rather than a working part of the piece. This leaves the only option for filling the jug being through the spout. The stopper which is rarely found is glass and eight sided fitted with cork to go into the spout.

The only items listed in Sahara in P.L. 210 beside the water jug are the cream and sugar and the center handled tray. The only item in the pattern that I am aware of coming with a Heisey decoration is the center handled tray which was available with 447 Empress etching.

NO. 1231 PATTERN



HOTEL CREAM



HOTEL SUGAR



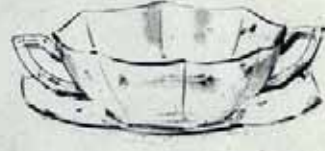
6 1/2-IN. GRAPE FRUIT  
GROUND BOTTOM



AFTER DINNER COFFEE  
CUP & SAUCER



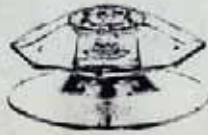
CUP & SAUCER



2 HANDLED CREAM SOUP  
& PLATE  
GROUND BOTTOM



9-IN. VEGETABLE DISH  
GROUND BOTTOM



3-IN.  
CANDLESTICK



9-IN. SOUP PLATE  
GROUND BOTTOM

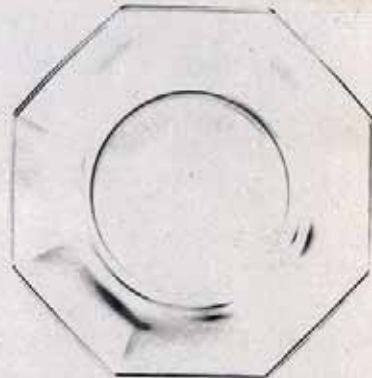
NO. 1231 PATTERN



9-IN. CELERY TRAY, GROUND BOTTOM~  
ALSO MAKE 12-IN SIZE



12 1/2-IN. SALAD BOWL  
GROUND BOTTOM



8-IN. PLATE, GROUND BOTTOM  
ALSO MAKE 6-7-10 1/2 & 14-IN. SIZES



10 1/2-IN. SANDWICH PLATE  
GROUND BOTTOM



12 3/4-IN. OVAL PLATTER  
GROUND BOTTOM

Catalog 109 Pages on 1231 Ribbed Octagon

Heisey News December 2010

The 1231 Ribbed Octagon pattern is a plain utilitarian pattern that is as practical today as it was back in the late 1920s. The items can be found with a little persistence. A set in either Flamingo or Moongleam will make quite a splash when you entertain for a sit down meal or a casual get together. This is not a pattern that will break the bank either (except maybe if you have to have the water jug (rum pot) to go with the rest of your set.

### Production

1. plate, 6"
2. plate, 7"
3. plate, 8"
4. plate, 10 ½"
5. plate, 14"
6. platter, oval, 12 ¾"
7. bowl, salad, 12 ½"
8. vegetable dish, 9"
9. soup plate, 9"
10. cream soup (2 handled)/underplate
11. celery, 9"
12. celery, 12"
13. plate, sandwich, center handle, 10 ½"
14. grapefruit, 6 ½"
15. cup/saucer
16. cup/saucer, variant
17. cup/saucer, after dinner
18. sugar, hotel
19. cream, hotel
20. candlestick, 3"
21. candlestick, 3", variant
22. water jug, with or without #92 stopper ♦

## 355 QUATOR CREAMS AND SUGARS

Eric Tankesley-Clarke

One day I was talking with Walter Ludwig when he proposed that I write a recurring cream and sugar article for the Newsletter. "Surely," I thought, "there must be someone better for this than I." I've never specialized in creams and sugars. Offhand, I know of several Heisey collectors with much better C&S collections.

(That's the difference between we casual cream and sugar collectors and the elites. We write "cream and sugar" but they write "C&S.") The man must be desperate. Soft touch that I am, I agreed.

So what to write about first? I was working near some Heisey - hard not to in our house - when the little individual cream and sugar in the 355 Quator pattern caught my eye. Perfect. This would be my début entry. How much can you say about such a simple pattern, all squares and angles and not much else? Ahem.



Figure 1

Among the most recognizable and distinctive of Heisey's many cream and sugar sets are those in 355 Quator. Heisey never used a name for the pattern. Vogel named it Quator, derived from the Latin quatuor, meaning "four." A distinguishing characteristic of most 355 Quator pieces is their four-sidedness. (It is this distinction, along with the gap in production dates, which separates 355 Quator from the earlier 355 Bordeaux. Bordeaux pieces were in production around 1905 and featured round, smoothly curved bowls set on 6-sided stems. They functioned as bon bonnières or as champagnes. They had been dropped some years before Quator began production about 1912. Quator had no stemware. Not everyone follows this distinction.) Quator emphasized angularity in many of its pieces. Heisey being Heisey, there are exceptions, of course. The 355 crushed fruit is simply the 354 footed bottom with a hollow cover rather than a knobbed cover. The 24 oz. and 32 oz. syrups or chocolate pot are identical but for size to the

354 syrups. The ash tray and match holder has nothing angular about it.

We first see Quator creams and sugars in Catalog 75, ca. 1913. Only the hotel and individual sets, the ones with the angled handles, are illustrated there (Fig. 1). The hotel sets are easily the most common of the Quator family. Quator creams and sugars last appear in Catalog 109, ca. 1926 or a little later, and in that catalog we also see the footed cream and sugar set. Production continued into the early 1930s.

Inevitably, all the Quator creams and sugars are described as Art Deco, as well they should be. Interestingly enough, however, the hotel and individual creams and sugars were patented in 1912; many pieces of both sizes bear the patent date inside the bottom. This much pre-dates the 1925 Parisian exhibition which lent its name to the Art Deco style. In this case, at least, Heisey was a style leader. The simplicity of the design enables the individual cream and sugar to be nearly perfect miniatures of the hotel cream and sugar, with few adjustments in proportion. If you are buying from photos, make sure you understand the size you are getting before you buy.



Figure 2

The drawing included here (Fig. 2) is taken from Catalog 75. Notice the swirling star shown; the same star is shown on the bases of both the hotel pieces. I have never seen a star of this shape on any Quator cream or sugar. Artistic license was not the rule in these books. In fact, drawings of many other patterns meticulously

show the stars as they appear on actual production pieces, in many of their wonderful variations. One suspects this particular star was a contemplated effect that was never produced - or was it? We see a swirling star in the 1170 Pleat and Panel spice tray, for instance. I believe the 8038 Roderick cream has a swirling star. Has anyone ever seen a similar one on Quator?

The large, plain surfaces of the hotel set made them good fodder for the decorating companies. Many interesting Art Nouveau and Art Deco designs can be found, especially as cuttings or applied silver. A fascinating collection could be built from these alone. A.H. Heisey & Company does not appear to have done much with them in their own shops. However, there is an enticing hint in a 1915 letter that directs Joseph Balda to create etching plates for them. If this was done, I don't know the design that was used.



Figure 3

The footed cream and sugar (Fig. 3), much different in concept, arrived at the height of the Art Deco movement and in time to be made in the popular colors of Moongleam, Flamingo, Marigold, and Sahara, as well as crystal. Marigold and Sahara are much harder to find than the others. (The hotel and individual sets were made only in crystal.) The footed sugar is quite a bit more common now than the footed cream. Part of this is probably due to the fact that the sugar was also marketed on its own as a bon bon. The foot is a dramatic trapezoidal block which directly holds the bowl, with no intervening stem as seen on most patterns. Even the handles of the sugar/bon bon exude Art



Deco, forming small triangles on a plane with the top of the piece. The idea was for foot and handles to be organically part of the entire design. Bowing to practicality, the designer gave the cream an angular, more traditionally shaped handle, although it looks a bit out of place.

Seldom ones to miss an opportunity, the Heisey made one more sugar in 355 Quator, and this was a domino sugar. For various reasons, I'll leave this one to a later time when I consider the domino sugars all together. It is shown bottom row right in Fig. 4.



Figure 4

For all that, Heisey did not produce a table set in 355. The table sets typically included creams and sugars larger than the hotel sizes, but none of these oversize pieces are to be had in 355. Nor were any of the Quator sugars ever covered. Even as early as 1912, fewer new patterns included table sets, and before many more years had passed, sugar covers became more dispensable, too.

So, that about does it for Quator. Except there are those 1469 Ridgeleigh pieces that came out of Quator...another pair, another time.

Vital statistics:

Hotel sugar - Height, 3 1/8"; top width (side-to-side), 2 5/8"; base width (side-to-side), 2 7/8"; width from handle to handle, 6 3/4". The body of the hotel cream, excluding handle and spout, has the same measurements. Ground bottoms.

Individual sugar - Height, 2 3/8"; top width (side-to-side), 2 1/8"; base width (side-to-side), 2 1/4"; width from handle to handle, 5 1/4". The body of the individual cream has the same measurements. Ground bottoms.

Footed sugar (bon bon) - Height, 2 3/8"; top (excluding handles), 3 5/8" x 4 1/4"; base, 2 3/4" x 3 1/4". Fire-polished bottom.

Footed cream - Height, 2 3/8"; top (excluding handle and spout), 3 3/8" x 4"; base, 2 1/2" x 2 7/8". Fire-polished bottom.

*Some say "kwah-tor," some say "kway-tor" - let's call the whole thing off. But wait. Fred and Ginger didn't, and neither should we. Let's call it back on, at [heisey@embarqmail.com](mailto:heisey@embarqmail.com). ♦*

## 355 QUATOR SMOKING ITEMS AND 1435 INDIVIDUAL ASH TRAY

Eric Tankesley-Clarke

In that same conversation where Walter mentioned creams and sugars (see my piece on 355 Quator on that topic), he also suggested ash trays as a recurrent subject. Well, guess what I collect even less of than creams or sugars? Nevertheless, I couldn't say no. Since I'd just written about the 355 sets, I decided to continue with this pattern for ash trays.

While 355 Quator was named for its four-sidedness - not by Heisey but by Vogel - this item is anything but. Despite being included in a usually angular pattern, the 355 ash tray and match holder is all roundness and curves but for its broad, ground and polished bottom. It was first shown in Catalog 75. This dates the ash tray's introduction to about 1913. (Heisey rarely, if ever, wrote "ash tray" as one word.) It is tempting to think that it was just an accident of numbering that put this piece in the Quator pattern. Cat. 75 shows it not with other 355 items, but relegated to the back of the catalog

with other miscellaneous pieces, none of which were part of extensive pattern lines. In Catalog 76, the comparatively slim supplement to Cat. 75, it is shown with other smokers' gear, including what may have been seen as a series of pieces: 352, 353, 354, 355, and 356. (In later years, additional ash trays numbered 357 and beyond made it clear that a series was indeed underway.) Nevertheless, the 355 ash tray was shown with the rest of the more typical 355 pieces in Catalog 102, ca. 1924. Even though it was produced for a number of years, this ash tray is not very common today. It is known only in crystal.

In Catalog 76, no fewer than seven smokers' items served to hold matches, one as a covered box, and the other six as match holders or match stands. Uniquely, the 355 piece holds loose matches in the center; the other five holders (or stands - Heisey was not consistent. Zut alors!) provided ways to support a box of matches upright. Quator's central match holder is a column rising in a graceful curve from the ash tray below, like a volcano rising from the plain. The column is coarsely ground completely around, but not polished, to leave the glass translucent and slightly rough. The somewhat foolhardy intent may have been to provide a striking surface - I can imagine that more than one bundle of matches went up in a spectacular conflagration, bringing the volcano image to life, as well as nearby frantic observers. Like several other of the large ash trays, the 355 piece is massive. The ash tray base is thick, but the match holder itself has an extra-thick triple sham, adding to the weight of the piece while raising the match heads farther above potential trouble. The example in the photograph is marked inside the bottom of the match holder. This example also has a metal mount around the base; the glass base underneath is plain.

Now, what about that little square piece on the left? That is the 1435 individual ash tray, never named. While the one in the photo is plain, one often finds these etched with 507 Orchid or 515 Heisey Rose. They are nothing more than the 355 individual butters resurrected to a new

purpose. There is a difference in them in that the 355 individual butters have a star bottoms and are marked, while the 1435 individual ash trays are plain. Such a plain little ash tray hardly merits its own article, so I'm throwing it in here. The catalogs tell us that 355 individual butters were ground on the bottom. 1435 is fire polished all around, and is not marked. 1435 is made of the very bright crystal characteristic of much late Heisey production, but has also been seen in experimental blue. If yours has a ground bottom and star, you should probably think of it as 355; if not, it's likely 1435. If it's blue, send me a picture and call it whatever you want.



**1435 Ash Tray and 355 Quator Ash Tray and Match Holder**

#### Vital statistics

355 ash tray and match stand - Base diameter, 5"; Height to top of holder, 3 1/8"; Mouth diameter, 1 5/8".

1435 individual ash tray - Top (side-to-side), 3"; bottom (side-to-side), 2"; height, 1/2".

*Quickly, tell me when you got frantic over some Heisey, at [heisey@embarqmail.com](mailto:heisey@embarqmail.com). ♦*

## THE ON-LINE STORES ARE OPEN FOR BUSINESS

Karen Taylo

We are very pleased to announce the opening of our on-line Museum Store and our eBay Store. When you visit the Museum web site, follow

any of the links to the Museum Store. You will find a listing of available books. There is an order form available in two formats: the PDF form can be printed and once completed, mailed or faxed to the Museum; the Word document can be downloaded, completed (with credit card information) and e-mailed as an attachment to the Museum.

To access the eBay Store, just click the link at the top of the Museum Store page on our web site. You can also search eBay for our store: National Heisey Glass Museum. We have a few items listed at this time and will be adding more in the near future. Soon you will be able to renew your membership through the eBay Store as well as donate monies directly to HCA.

You can also support HCA through eBay Giving Works. If you are an eBay seller, you can list an item for sale and designate the proceeds to benefit the Museum. Just follow the "Make a Donation" link on our web site home page. The site also accepts cash donations.

Keep an eye on our stores as we add items...Your support is appreciated! ♦

## TREASURER'S REPORT – 2010 THIRD QUARTER

Will Kennard

Our 3<sup>rd</sup> quarter accounting report is printed in this Newsletter. We are still above water, but we need to increase operating funds to keep our organization moving forward. We all are having these problems so this is nothing new.

- Unlike 401K accounts and IRAs our endowment can only provide us with income.
- We do not use the principal to fund any expenses.
- Our endowment is budgeted to provide 35% of the funds needed to keep our organization going.

- We would love to get more earnings, but in today's financial climate that is difficult.
- We should concern ourselves with safety of the funds and not take too many risks.

With all this being said we need to increase our income in other ways.

- Our auctions, the Convention, and our dues make up 25% of our revenues.

What I am asking is that when you, the membership, allocate your gift giving, either through direct contribution or estate planning, it would be helpful to HCA's operations to split your generosity between the endowment fund and operations. You have been helping as our donations this year to operations is up 25% over our budgeted expectations. Please, help us to keep this good record growing.

Now, enough of my preaching – go out there and have a fun filled holiday season. ♦

## NATIONAL HEISEY GLASS MUSEUM ENDOWMENT FUND

MARKET VALUE AS OF DECEMBER 31, 2009	2,171,353.81
MARKET VALUE AS OF MARCH 31, 2010	2,236,160.19
MARKET VALUE AS OF JUNE 30, 2010	2,124,122.64
MARKET VALUE AS OF SEPTEMBER 30, 2010	2,254,358.08

HCA 2010 ENDOWMENT RECEIPTS	27,060.00
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2010 DEPOSITS FROM 2009 RECEIPTS	11,357.00
2010 DEPOSITS FROM 2010 RECEIPTS	<u>16,200.00</u>
TOTAL 2010 ENDOWMENT DEPOSITS	<u>27,557.00</u>

AMOUNT TO BE DEP FROM 2009 RECEIPTS	0.00
AMOUNT TO BE DEP FROM 2010 RECEIPTS	<u>10,860.00</u>
TOTAL AMOUNT TO BE DEPOSITED	<u>10,860.00</u>

2009 INCOME LESS FEES	58,775.90
2010 EST. INCOME LESS FEES	58,531.75
INCOME DRAWN DOWN FOR OP IN 2010	34,000.00

# HEISEY COLLECTORS OF AMERICA

## 2010 BUDGET VS ACTUAL

### THRU SEPTEMBER 30, 2010

ITEM	TOTAL BUDGET	YTD BUDGET AMT	YTD ACTUAL	VAR vs YTD BUDGET AMT	% YTD vs TOTAL BUDGET
<b>REVENUES</b>					
MEMBERSHIP	33,000	24,750	23,981	-769	72.67%
NEWSLETTER ADS	1,200	900	1,473	573	122.75%
CASH DONATIONS	12,000	9,000	14,694	5,694	122.45%
ACQUISITION DONATIONS	1,000	750		-750	0.00%
SALES	27,000	20,250	18,143	-2,107	67.20%
SHIPPING/HANDLING CHARGES	2,000	1,500	952	-548	47.59%
ADMISSIONS	3,900	2,925	2,925	0	75.00%
SPECIAL PROJ / ROYALTIES NET	10,248	7,686		-7,686	0.00%
INTEREST INCOME	900	675	156	-519	17.29%
CAPITAL PROJECTS	12,500	12,500		-12,500	0.00%
CAPITAL PROJECTS - STATE GRANT	3,500	3,500	3,500	0	100.00%
BENEFIT AUCTION NET	13,500	13,500	8,644	-4,856	64.03%
SELECT AUCTION NET	3,300	3,300	3,296	-4	99.89%
CONVENTION NET	12,000	12,000	6,689	-5,311	55.74%
ROOF REPLACEMENT - NET			0		
P & V MOORE DINNER NET	1,600			0	0.00%
<b>TOTAL INCOME</b>	<b>137,648</b>	<b>113,236</b>	<b>84,453</b>	<b>-28,783</b>	<b>61.35%</b>
ENDOWMENT TRANSFER	71,000	53,250	44,000	-9,250	61.97%
<b>TOTAL AVAILABLE</b>	<b>208,648</b>	<b>166,486</b>	<b>128,453</b>	<b>-38,033</b>	<b>61.56%</b>
<b>EXPENDITURES</b>					
SALARIES AND WAGES	81,086	60,815	52,424	-8,391	64.65%
PAYROLL TAXES	5,515	4,136	4,046	-90	73.37%
BUREAU OF WORKERS COMP	2,892	2,169	2,223	54	76.88%
EMPLOYEE RELATIONS	500	375		-375	0.00%
COST OF SALES	11,700	8,775	13,930	5,155	119.06%
SHIPPING & HANDLING COST	2,000	1,500		-1,500	0.00%
ACCOUNTING EXPENSE	9,000	6,750	6,479	-271	71.99%
LEGAL FEES/RETAINERS	1,000	750	108	-642	10.80%
OFFICE SUPPLIES AND POSTAGE	11,500	8,625	7,574	-1,051	65.86%
REPAIRS AND MAINTENANCE	5,000	3,750	8,502	4,752	170.04%
LAWN/GROUNDS CARE	2,000	1,500	3,156	1,656	157.79%
MUSEUM EXPENSE	1,500	1,125	336	-789	22.37%
UTILITIES	19,500	14,625	13,251	-1,374	67.95%
NEWSLETTER PRINTING & POSTAGE	10,500	7,875	6,410	-1,465	61.05%
DUES & MEMBERSHIPS	1,450	1,088	680	-408	46.89%
ADVERTISING	4,000	3,000	2,426	-574	60.66%
INSURANCE	9,000	6,750	7,364	614	81.82%
TRAVEL EXPENSE		0	60	60	
COMPUTER/WEBSITE MAINTENANCE	1,500	1,125	1,546	421	103.03%
ACQUISITIONS	1,000	750	121	-629	12.10%
BANK SERVICE CHARGES	2,000	1,500	1,079	-421	53.95%
AUCTION FIRM LICENSE/BOND	350	263	350	88	100.00%
MISCELLANEOUS	695	521	724	202	104.13%
SPECIAL PROJECT EXPENSE	10,000	7,500		-7,500	0.00%
CAPITAL PROJECTS	12,500	9,375	16,993	7,618	135.95%
<b>TOTAL EXPENDITURES</b>	<b>206,188</b>	<b>154,641</b>	<b>149,781</b>	<b>-4,860</b>	<b>72.64%</b>
LESS COST OF GOODS SOLD	11,700	8,775	13,930	5,155	119.06%
PLUS INVENTORY PURCHASES	8,000	6,000	2,652	-3,348	33.15%
<b>FUNDS REQUIRED</b>	<b>202,488</b>	<b>151,866</b>	<b>138,504</b>	<b>-13,362</b>	<b>68.40%</b>

## 2011 SPRING BENEFIT AUCTION CONTRACT



**Heisey Collectors of America, Inc.**  
169 West Church Street  
Newark, Ohio 43055  
Phone: 740.345.2932  
Fax: 740.345.9638  
[www.HeiseyMuseum.org](http://www.HeiseyMuseum.org)

This agreement is hereby entered into between (Please Print)

Owner / Consignor / Member \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Daytime Phone \_\_\_\_\_ Fax or E-mail \_\_\_\_\_

and Heisey Collectors of America, Inc., hereafter referred to as HCA, for glassware items consigned or donated for sale for the benefit of the National Heisey Glass Museum.

**Auction Date: April 8-9, 2011**

**Auction Location: GMP Local #244 Union Hall, 350 Hudson Ave., Newark, OH 43055**

### **Consignments:**

All items consigned for sale or donated are to be made by A. H. Heisey and Company or by other manufacturers using Heisey moulds. The owner/ consignor / member, hereafter referred to as the owner, agrees to accept all responsibility for providing merchantable title for all glass sold.

Each owner may consign a maximum of forty (40) lots to the auction. A list of glass being consigned or donated and prepared by the owner is attached as an integral part of this contract. There is no limit on the number of items in each lot, but HCA retains the right to increase / decrease size / make up of each lot. Each owner may donate an unlimited number of lots to HCA for sale at the auction. HCA, however, at its discretion, will consign donated items for auction, add donated items to the museum collection, and/or sell donated items in the museum shop.

The HCA Auction Committee is authorized to reject any glass not deemed acceptable to HCA standards for this auction. These items may be returned to the consignor if they desire, at their expense. Otherwise, these items become the property of HCA.

### **Commission:**

Owners of glassware to this sale will be charged on the following sliding scale of commission per lot: \$5.00-\$50.00= 40%; \$50.01-\$200.00= 30%; \$200.01-\$400.00= 20%; \$400.01-\$750.00= 15%; \$750.01 and over= 10%.

### **Settlement:**

Payments (settlement) to the owner for glass sold will be made in full not later than fifteen days after the completed auction from the HCA Auction Trust Account. Said account is set up and operated consistent with ORC Section 4707.024. The owner and HCA agree that no other payments will be required to be made in less than fifteen days. HCA will pay expenses including auction site rental, advertising fees related to this auction from its' commission from this account. Collection of funds, bad checks, debts, and unpaid auction lots is the responsibility of HCA.

### **Responsibility:**

It is the responsibility of the owner to deliver the glassware to the National Heisey Glass Museum on or by January 15, 2011. HCA accepts responsibility for the glass after it is received at the Museum and until it is sold except that any glass damaged in shipment to the Museum will be referred to the shipper and owner. All glass damaged or lost while in

the possession of HCA prior to sale will be valued by a qualified appraiser or appraisers and the owner will be paid on this basis, less commission.

**Auction and Bidding:**

The auction will be a reserve auction. A reserve auction means an auction in which the owner or agent of the owner reserves the right to establish a minimum opening bid, the right to accept or reject any or all bids, or the right to withdraw the real or personal property (lot) at any time prior to the completion of the auction by the auctioneer.

HCA and the owner agree that:

- 1) the items will be sold to the highest bidder without reserve,
- 2) HCA and/or its auctioneer, has the right to accept or reject any or all bids,
- 3) HCA has the right to establish a minimum opening bid,
- 4) the owner may not withdraw the lot(s) at any time prior to the completion of the auction,
- 5) in the event no bids are received on a lot, that lot becomes a donation to HCA.

The minimum opening bid per lot is \$5.00 with a minimum bidding increment of \$2.50.

The owner and HCA both agree that absentee bids will be accepted by HCA. The minimum absentee bid on a lot will be \$15.00 with a minimum opening bid of \$5.00. Absentee bids are bids left by buyers prior to the auction and are executed in a competitive manner. Per HCA policy, HCA does not use the full bid amount as a starting bid. Bidding is initiated in the audience and then offered on behalf of the absentee bidder at the next increment continuously until bidding has stopped. (Example: Absentee bidder leaves a bid with a maximum amount of \$500.00. After item is sold through competitive bidding, the absentee bidder is successful for \$325.00.) HCA reserves the right to accept or reject any and all absentee bids. HCA is not responsible for misfiled bids that are not executed.

The owner or a person on behalf of the owner may make a bid on a lot the owner consigns or has donated if the auction is a reserve auction and the auctioneer provides full disclosure before bidding that the owner retains the right to bid. Absent this disclosure, owners cannot bid or have others bid on their behalf on their own consigned or donated items. Said bidding would constitute bid rigging and be in violation of ORC 4707.023.

**General Auction Terms and Conditions:**

- 1) Payment: Cash, travelers check, certified check or personal check or money order with proper ID. MasterCard and Visa cards are accepted. 5% buyers premium. Buyers premium deleted for cash or check payment. Cash only payment may be specified for individual bidders at HCA's request.
- 2) HCA has endeavored to describe all items to the best of their ability, however this is not a warranty.
- 3) All items are sold as is and where is. The auctioneer has the right to make any verbal corrections at the time of sale and to provide additional information. Inspection is welcomed during preview and before the item is sold.
- 4) In the case of a disputed bid the auctioneers have the authority to settle disputes to the best of their ability and their decision(s) is/are final. Resale of items will be handled at the auctioneer's discretion.
- 5) The auctioneer has the right to set opening bids and reject any bid raise not in line with established bid increments. Items are sold without reserve, unless advertised otherwise.
- 6) All sales are final and all items must be paid for each day of sale. A moving and storage fee may be assessed for items not picked up within seven (7) calendar days after the last day of sale of the auction.
- 7) Buyers assume full responsibility for items once they are sold unless otherwise specified by HCA or the auctioneer. Buyer must have receipt in hand to pick up items.
- 8) HCA (an auction firm) and all auctioneers used by HCA are licensed by the Ohio Department of Agriculture and bonded in favor of the state.
- 9) Bidding on any item indicates acceptance of these Terms and Conditions of Auction.

OWNER SIGNATURE: \_\_\_\_\_ Date \_\_\_\_\_

HCA REPRESENTATIVE SIGNATURE: \_\_\_\_\_ Date \_\_\_\_\_

# 2011 HCA SPRING BENEFIT AUCTION CONSIGNOR PACKING LIST

Owner / Consignor / Member: \_\_\_\_\_



SHIP TO: HCA Auction, 169 W. Church St., Newark, OH 43055

DEADLINE: January 15, 2011

**Two signed copies of the contract must accompany your auction glass.**  
Please put a "D" beside the lot number if the lot is to be donated to HCA.

Lot #	Qty	Pattern #/ Name	Description	<i>Cut / Etch</i>	Color	MARK	Damage
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
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16							
17							
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21							
22							
23							
24							
25							

# HEISEY GLASS MUSEUM PLAYING CARDS AND NEW RUBY CARD CASE

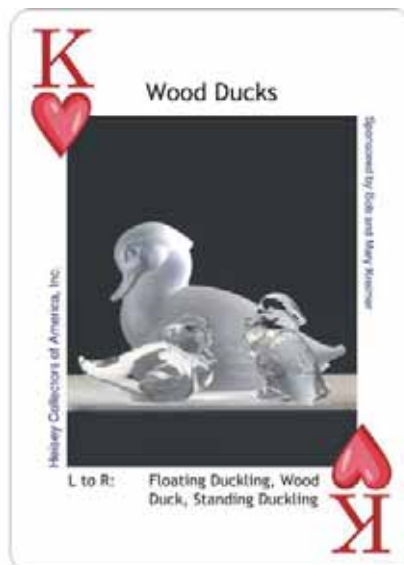
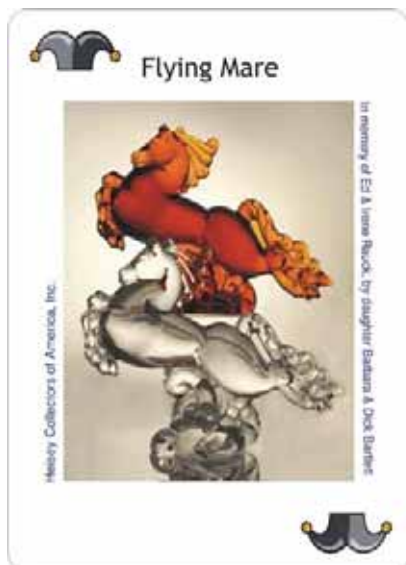


Edition 3 (green deck) of Heisey Glass Museum Playing Cards are now in. In addition, we have for sale a limited number of uncut sheets (21" x 25") which will be suitable for framing. This deck features the Heisey animals and animal related items. **We have the reproduction card cases in Ruby.** These look stunning and will make an attractive addition to your Heisey playing cards. Orders for red card decks and uncut sheets can also be placed now.

Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_  
 Phone and/or E-mail \_\_\_\_\_

I wish to order:	Total
_____ (number) Heisey Glass Museum Playing Cards (Green) @ \$10 each	_____
_____ (number) Heisey Glass Museum Playing Cards (Red) @ \$10 each	_____
Shipping per deck \$ 1.50 (can be picked up at Gift Shop)	_____
_____ (number) Uncut sheets of Heisey Playing Cards (Green) @ \$25 each	_____
_____ (number) Uncut sheets of Heisey Playing Cards (Red) @ \$25 each	_____
Shipping per uncut sheet @ \$5.00 each (can be picked up at Gift Shop)	_____
_____ 1508 Card case in Ruby @ \$36 each	_____
Shipping per card case @ \$6.00 each (can be picked up at Gift Shop)	_____
<b>Grand Total</b> (tax will be added when appropriate)	_____

Check # \_\_\_\_\_ Visa \_\_\_\_\_ Master Card \_\_\_\_\_  
 Card Number \_\_\_\_\_ Exp \_\_\_\_\_





# 2011 ALL HEISEY SPRING BENEFIT AUCTION

Dave Spahr

The 38<sup>th</sup> Annual Spring Benefit Auction will be held at the GMP Union Hall at 350 Hudson Ave in Newark on April 8 and 9, 2011.

When you receive this newsletter you will have around **45 days** to get your auction glass to us! Remember, the **deadline** for sending in your consignment and/or donation for us to sell for the benefit of the Museum is **January 15, 2011**. Each member can consign 40 lots and there is no limit on lots you can donate. If you or someone you know is coming to the Museum or the general Columbus area, you might have them bring your glass to the Museum here in Newark so you will know it will get there safely and also eliminate shipping costs. I would encourage anyone to plan on spending a bit extra time to visit the Museum to see the Museum decorated in its Christmas splendor! We will be having our annual Open House on December 11 or stop by anytime in December during the holidays. It is a sight to behold!

Back to auction information - if you need a packing sheet or contract, please copy them from this Newsletter or go on-line at the Heisey Museum website and download what you need. Remember, please send TWO contracts with your glass and a signed copy will be returned to you. Please be sure to put a copy of the packing sheet in each box that identifies the glass in that box. Our volunteer catalogers will be eternally grateful!

The success of this event is dependent on you and other members consigning or donating good clean problem-free glass. We are working very hard to improve the quality of the items sold in our auctions. With you consigning or donating good glass, the values obtained for the glass should be higher which benefits you and the Museum.

If you have questions about the auction or you wish to volunteer to help, please contact me at 937.372.7166 or by e-mail at [masdgs@aol.com](mailto:masdgs@aol.com). See you at the Museum on December 11 for the Christmas Open House! Happy Heisey Hunting! ♦

## 2011 HCA SPRING BENEFIT AUCTION GUIDELINES

1) The owner/consignor/member (owner) and the Heisey Collectors of America, INC. (HCA), shall enter into an agreement for glassware items consigned or donated for sale for the benefit of the National Heisey Museum.

2) All items consigned or donated for sale are to be made by A. H. Heisey and Company or by other manufacturers using Heisey moulds.

3) Each HCA member is considered an owner and can donate an unlimited number of items to be sold at the auction by HCA. HCA, at its discretion, has the right to sell donated glass at auction, add any donated item it chooses to its glass collection, or sell any donated glass in the museum shop.

4) Each owner may consign a maximum of forty (40) lots for sale at the Spring Benefit Auction. There is no limit of the number of items in each lot. The auction committee retains the right to increase/decrease the size/makeup of any lot. The committee will not combine lots from different owners.

5) Owners of glassware for sale will be charged on the following sliding scale of commission per lot: \$5.00-\$50.00= 40%; \$50.01 to \$200.00=30%; \$200.01-\$400.00=20%; \$400.01-\$750.00=15%; \$750.01 and over =10%.

6) The owner agrees to accept all responsibility for providing merchantable title for all glass sold.

7) HCA agrees to provide settlement in full for glass sold not later than fifteen (15) days after the completed auction. All monies received from the sale will be held in and expenditures will be paid from the HCA Trust Account.

8) Glassware for the Spring Benefit Auction will be accepted any time prior to January 15 of the auction year.

9) The owner is responsible for delivery of the glass to the National Heisey Glass Museum. HCA accepts responsibility for the glass when received at the Museum, except any glass damaged in shipment will be referred back to the shipper and owner.

10) Glass damaged or lost while in the possession of HCA prior to the sale will be valued by a qualified appraiser or appraiser selected by HCA and the owner will be paid on this basis, less commission.

11) In the event no bid is received on a lot, that lot becomes a donation to HCA. The minimum mail bid on a lot will be \$15.00 with a minimum opening bid of \$5.00. The minimum opening bid on a lot will be \$5.00. The minimum incremental bid increase will be \$2.50.

12) The Auction Committee is authorized to reject any glass not deemed acceptable for sale in accordance with HCA standards, plus any glass, as determined by the Auction Committee, not made by A. H. Heisey and Company or not made by another manufacturer using Heisey moulds. These rejected items may be returned to the owner if they desire, at their expense. If the owner does not want the item(s) returned or refuses to pay for shipping, the item(s) become the property of HCA.

13) The maximum number of lots to be sold at the Spring Benefit Auction will be as determined by the Auction Committee.

14) The Auction Committee will generally catalog glassware for the Spring Benefit Auction in the order it is received at the museum. The committee reserves the right to place lots in a different order if it determines it will improve the auction.

Approved by the HCA Board of Directors (Executive Committee) on July 16, 2010 ♦

# HEISEY AUCTION RESULTS BOOK TO BE AVAILABLE SOON

Jon Heron

For many years, Burl and Betty Whaley worked diligently to produce a series of books containing the results of Heisey Glass at auction. For glass hunting Heisey enthusiasts, the Whaleys' book proved to be an invaluable asset simply because it was one of the best tools available for guiding them in their purchases. Unfortunately, after many years, Burl and Betty found that they could no longer invest their resources into the book and it went out of publication with the 2004 – 2005 edition. Today, Heisey collectors and dealers alike truly miss having updated books available to them.

The North Carolina Heisey Study Group has decided that a reprisal of the Heisey Auction Results Book is necessary and, after consulting with the Whaleys, has prepared a first edition that is ready to go to the presses. This first edition will contain the results of the HCA held Benefit and Select Auctions from 2008, 2009 and 2010. This first printing of 200 books will be made available to the public on a first come – first serve basis. Anyone wanting to purchase the book needs to send a check for \$28.00 to cover the price of the book (\$25.00) plus shipping and handling (\$3.00) to:

North Carolina Heisey Study Group  
1011 Shady Bluff Drive  
Charlotte, NC 28211

Now for some even better news. All of the profits of the book will be going to HCA! So, by buying a book, you will not only gain a valuable resource for your Heisey dealings, you will be reducing HCA's dependence on the Endowment Fund earnings to cover our organization's operations.

Looking forward, the North Carolina Heisey Study Group is dedicated to making the book a

success for many years to come and we would like your thoughts and ideas. What would you like to see in the book? How could a format change make the book easier for you to use? If you have a suggestion that you would like to share, we would greatly appreciate hearing about it. Please send us your recommendations to the address above.

Well, the holidays are upon us. Don't be shy. Tell Santa what you really want this year. The new Heisey Auction Results Book! ♦

## TABLE TALK – MARCH 1928 Walter Ludwig

Continuing in our series of reprints of Heisey's magazine for their salesmen and customers, Table Talk, we present the March 1928 issue on the next four pages. This issue highlights Heisey's new sales campaign for 1928 centered on a series of ads dealing with the Glass Secrets.

The cover of the issue shows several of the main magazines of the day that Heisey has selected to carry this new series of ads. Heisey has judged the demographics of these magazines as being the prime target audience that Heisey wanted to reach.

Page two goes into detail on the Glass Secrets campaign and how Heisey feels that this message will be well received by the buying public. Heisey is hoping that their wholesale customers will cooperate in the campaign and make Heisey the center of their stores display area. Page three shows the first of the Glass Secrets ads featuring the story of how the first pieces of glass were discovered and the secret of how they were made revealed.

Page four features Heisey's Baltimore display room. I can see several of the patterns that we have discussed here in the Heisey News these last two months including 1229 Octagon and 1231 Ribbed Octagon. The final story again deals with Heisey's sponsorship of the half hour musical program with the "Crystal Gazer" on radio station WAIU in Columbus. ♦



# Table Talk

HEISEY'S GLASSWARE



For Your Table

No. 22

A. H. HEISEY & COMPANY, NEWARK, OHIO

March, 1928



## 1928



### Good Housekeeping



Millions Will Read  
the Story of  
**FINE GLASSWARE**  
in these Magazines

**Y**EAR by year the story of Heisey's exquisite glassware for the table has been told in publications of nation-wide circulation. This year the story will be continued from new angles in the magazines pictured here. VOGUE reaches 141,000 readers and is a pace-setter for chic fashions. HOUSE & GARDEN goes to 133,000 people who buy the best things for their homes. GOOD HOUSEKEEPING is the "trade paper" of the housewife and has a circulation of 1,440,000. WOMAN'S HOME COMPANION is looked upon as an authority by its 2,235,000 readers. The prestige and wide influence of these publications adds tremendous weight to the Heisey story, which will be read by your customers, and will be working for you in your own city.





# 1928 Campaign Plays Up Striking Incidents in Glassmaking History

**G**LASS has been made a long, long time in this old world of ours.

Just when it was first made no one can say exactly, but it was about four thousand years or so ago, at least.

Ever since that time in the far, hazy past, glassware has been full of adventure, romance, glory and success. And there have been failures and disappointments, too.

A few of the dramatic moments in glassmaking will be played up this year in the national advertising of Heisey's Glassware.

### "Glass Secrets" Is Title

The advertisements will be built around stirring incidents, such as the amazing discovery of the first glass; how a maid of Venice betrayed her father's glassware secrets; the invention of the blowpipe, which revolutionized the art; how they drank the king's health in a new kind of glass, etc.

The whole series will be run under the general title, "Glass Secrets." Such a title is full of attraction and appeals to curiosity, because people always want to learn secrets. A part of the advertisements will come in colors.

Illustrations full of human interest by G. A. Tenggren, one of New York's leading artists, will portray the events featured in the campaign. A brief story will give the high-lights of each incident. Then this will lead into a little talk about Heisey's Glassware.

Each advertisement will also carry an illustration of some items of Heisey's Glassware. The Heisey trade mark will always be shown and a slogan will be carried at the bottom: "Glass Perfected Through the Secrets of Four Thousand Years."

### First Ad Out Soon


You can see how this is done by a glance at the opposite page, where is given a reproduction of the first advertisement in Heisey's 1928 campaign. This is built around the ancient legend of the first glass man ever saw.

This particular advertisement will appear in March Good Housekeeping, March 15th Vogue, April Woman's Home Companion and April House and Garden. Watch for it. Cut it out of the magazines and use it in your store. Use the poster size of this advertisement, which we will mail to you. Make this advertisement help you get more spring business.

On account of the nature of the campaign, we believe it will be a striking one. Appearing in magazines that are leaders in their fields, it will reach a vast group interested in the better things for the home. Each advertisement will go to practically four million people.

### Tie Up For Results

This means more and more prestige for Heisey's Glassware and more prestige for the store that sells it. That is why we keep hammering away year after year, telling the public about Heisey's Glassware. It helps you to sell, because it helps to acquaint people in your city with the merits of fine glassware.

But Heisey's advertising cannot help you to the greatest extent unless you put it to work for yourself. When people read this advertising, will they know where to buy Heisey products? That is where you come in. Let them know you are one of the leading stores handling  products.

Do this through newspaper advertising, store displays, window displays and the judicious use of literature furnished by the factory, as

well as letters. Thus you will train and direct the great force of these campaigns into your store, where they will do the most good for you.

Make Heisey's advertising pay you by tying up with it constantly in your store selling program.

### Good Local Advertising

The wisdom of connecting up with such advertising as this, is proven. Merchants everywhere are continuously doing so. Any merchant, in any line, will find it profitable to do likewise in respect to the national advertising of products he handles.

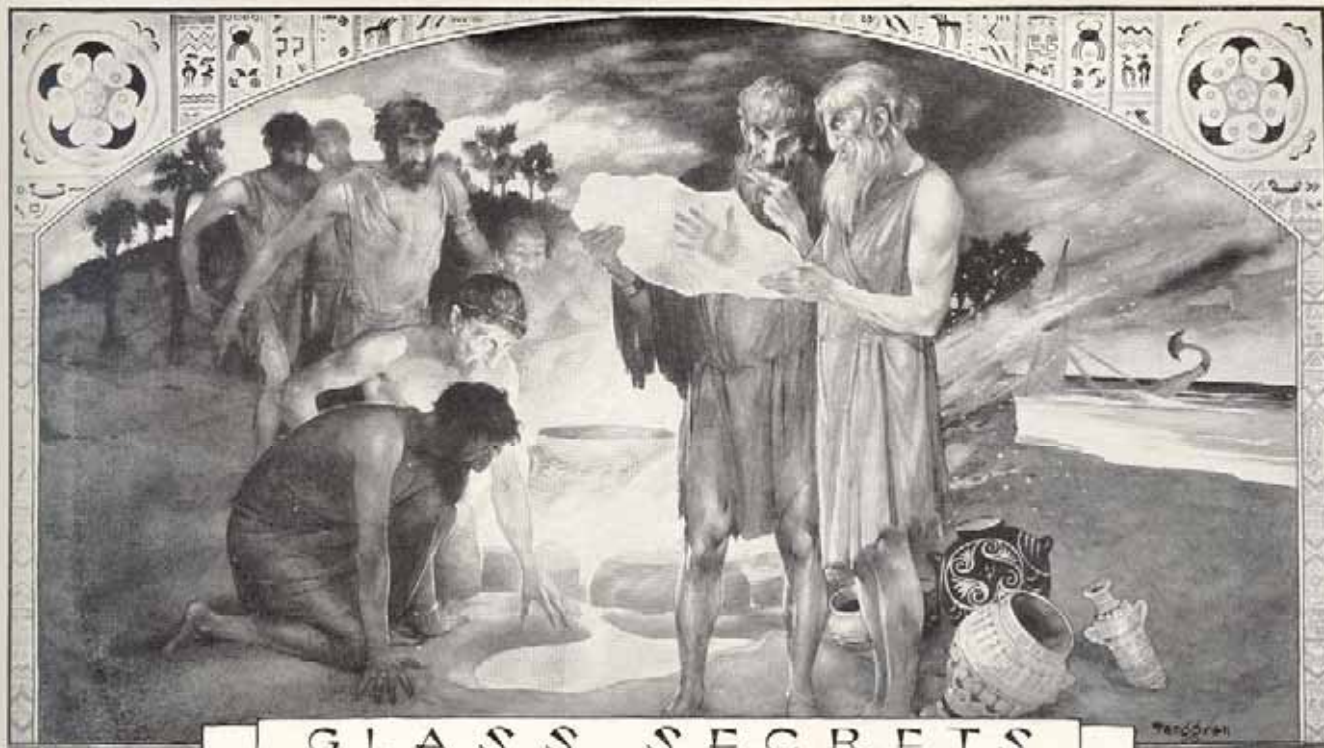
Advertising by the manufacturer such as this, has been found to be exceptionally good local advertising for any store. It reaches the homes that give you your best customers and it reaches a lot of them.

No matter where you do business, your neighborhood is thickly spotted with many of the nearly four million homes in which the magazines carrying Heisey advertisements are read. You can get valuable trade from these readers by capitalizing on the advertising. It is an opportunity that you should not pass by.

**TEAM WORK**

**Y**OU can look on Heisey's national advertising as a willing co-operator with you in the interest of sales. It helps to build business by acting as a link between the factory, your store and the customer. We tell the customer about Heisey products and it is what she sees and knows that makes business and profits for you. Therefore, it is to your advantage to have your glassware department "tune in" on Heisey's national advertising. When your selling backs our advertising, both will benefit. Neither can do the best standing alone. Team-work gets the most effective results.





## GLASS SECRETS

OUT OF THE CAMPFIRE  
CAME SOMETHING  
NEW, AMAZING

HERE it was! A glittering, glowing stream. A slow, almost transparent liquid, creeping out from the heart of the fire! A strange substance that quickly hardened at the touch of the cool sea air!

Imagine the amazement of the sturdy men of old. Unending adventure had been theirs. Thrilling sights they had seen by the score, but nothing like this. It was mysterious, unaccountable . . . yes, a miracle!

Hardy sailors were they, men of ancient Phoenicia, whose bold enterprises sparkle upon the pages of history. Sailing over the blue Mediterranean, their ship had become disabled. So they encamped on the sandy shores of Syria.

And now they had accidentally fallen upon a startling secret . . . How? . . . They had brought from the ship blocks of natron (carbonate of soda) on which to place the cooking pots, because their camping ground was bare of stones. The intense heat



EXQUISITE FLOWERS NESTLING IN A BRILLIANT BOWL OF HEISEY MAKE, THIS IS SPRIGHTLY LOVELINESS EVER WELCOME. FOR CHARMING TABLE SETTINGS, THERE IS A WIDE PROFUSION OF HEISEY'S FINE GLASSWARE

of the fire, says the legend, caused the natron and the sand of the beach to unite. Thus was formed a new, gleaming material . . . the first glass man ever saw!


Forty centuries ago . . . Whatever the truth of the ancient legend, you and I know that the secrets of the ages

# HEISEY'S

GLASSWARE  for your Table

are the rich heritage of Heisey's fascinating glassware. How else explain its popularity, its vogue throughout the land?

Here from the plants at Newark come goblets and glasses and plates . . . every item of glassware for the home . . . that for their delicacy and exquisite quality would have amazed the ancients . . . as much as the first discovery of glass. For they never dreamed that such heights in the art could be attained.

So you will find, created by Heisey craftsmen, superb glassware in an entrancing array of patterns and designs . . . pieces for every purpose . . . complete table services . . . that you will be proud to own or give as presents. Brilliant crystal and enchanting colors . . . Flamingo, Moon Gleam and Hawthorne. On sale at leading stores, where you can identify the genuine by the Heisey  symbol of quality.

The new edition of our illustrated booklet, "Gifts of Glassware," will be sent to you gladly upon request.

A. H. HEISEY & COMPANY  
303 Oakwood Ave. Newark, Ohio

**GLASS PERFECTED THROUGH THE SECRETS OF FOUR THOUSAND YEARS**

*This is the Opening Advertisement in Heisey's 1928 Campaign*



# Baltimore Display Room



HOWARD S. BOKEE presides over this attractive display room, located at 122 W. Baltimore St., Baltimore, Md. Here can be seen a full line of samples of Heisey's Glassware, which buyers are always most welcome to inspect. These glassware headquarters are situated in the heart of Baltimore's wholesale district, a short distance from the retail district. The main sample room is 23 feet wide and 112 feet long, and is modernly equipped with mirror fixtures. The glassware is displayed on the shelves and large tables in such a way as to be most conveniently viewed. T. J. Requardt assists Mr. Bokee in serving the trade of Baltimore, Washington and neighboring territory.

Both are always alert to be of the utmost assistance to the many buyers in their district and are eager to make all visitors thoroughly at home in their display headquarters, and to show the newest things in glassware.

## On the Air With Heisey

If television were a part of your receiving sets, you would get this picture of Don Bernard, manager of WAIU, Columbus, Ohio, when you tune in on the delightful half hour with the "Crystal Gazer" every Sunday afternoon from 2:30 to 3, coming from this station. A. H. Heisey & Company are sponsoring this broadcast, and every Sunday present Cecil Fanning, internationally known baritone, in the role of "Crystal Gazer," with Helen Grace Jones at the piano. Mr. Bernard not only devises the continuity, but announces it as well and was co-composer of the special "Ballad of the Crystal Gazer," which opens each Heisey program.

Now we get a sample of Mr. Bernard's announcing for this program: "Imagine if you can a very dimly lighted room. The lighting is really too ethereal and too mechanical to describe, as it would detract from the mystical illusion we hope to create in this little half hour with the Crystal Gazer. The room is hung in gorgeous and elaborate silken tapestry. In the center of this loveliness is seated on a carved throne-like chair, the Crystal Gazer in his somber robes of grotesque, yet quiet beauty. Before him, resting on a black satin pillow, is a large glowing crystal. The Crystal Gazer moves, peers into the crystal, and is startled by the reflection of what he sees. The image—a beautiful girl wrapped in crimson glow in the beams of a spectrum—and we hear him utter in song his ballad."

Then the Crystal Gazer, Mr. Fanning, sings the "Ballad of the Crystal Gazer."—Further on, Mr. Bernard again interprets: "Suddenly, and without kindly warning, the crystal becomes blurred. The mist covering it is not caused by the delicate incense that so pleasingly strikes our nostrils, but is the fading of the first and the birth of the second image. It is interpreted by the Crystal Gazer as a premonition of war and he sees a battlefield—soldiers and flags passing in panorama through the crystal, and we next hear him singing, 'Drums.'" Then Mr. Fanning renders the stirring piece just named.

And so the program goes on with charming music from voice and piano and Mr. Bernard's atmosphere-creating explanations. At times the sponsors of the program are brought in, for instance at the end something like this is said about them:

"A. H. Heisey & Company of Newark, Ohio, who have made this delightful half hour possible for you this afternoon, are not only identified as the makers of exquisite glassware for the table, but are

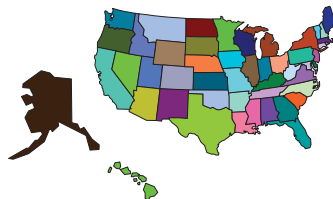
recognized as the originators of the newest creations in the art of glassware manufacture. This and future programs, by Mr. Fanning, assisted by Helen Grace Jones at the Baldwin, will be selected from the requests sent in by the listeners. Address all requests for favorite songs or for the illustrated booklet on glassware prepared for you by Heisey, either to WAIU at Columbus, Ohio, or to the A. H. Heisey & Company at Newark, Ohio."



In front of the "mike" here sits Don Bernard, manager of radio station WAIU, Columbus, Ohio, "voice of the American Insurance Union." Every Sunday afternoon Mr. Bernard announces and interprets the splendid program broadcast for Heisey by Cecil Fanning, baritone, and Helen Grace Jones, pianist.

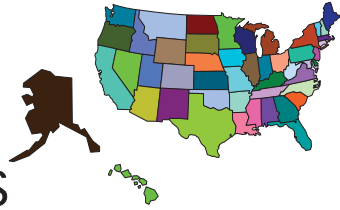


# Study Club Directory



**Interested in joining a study club?** You will have the opportunity to meet fellow collectors and HCA members and learn more about your favorite glassware. If your club is not listed or you need to make corrections to your listing, please contact the Museum.

STUDY CLUB	MEET WHEN?	WHERE?	Email/Web Site	CONTACT
<b>#4 Central Illinois Heisey Collectors Club</b>	Four times a year	Members' homes or restaurants		Joyce Deany (815) 432-4310
<b>#5 Bay State Heisey Collectors Club</b>	2 <sup>nd</sup> Tuesday of each month except July, Aug., and Dec.	Whole Foods Community Rm, Bedford, MA	spescatore@houghton.com	Stephen Pescatore (978) 256-5418
<b>#7 Dayton Area Heisey Collectors Club</b>	3 <sup>rd</sup> Tues. of the month Sept. to May, 6:30 p.m.	Huber Heights Library	LH937@aol.com	Joe Harner (937) 372-0852
<b>#8 Heisey Heritage Society <i>NJ, Eastern PA and DE areas</i></b>	Four times per year	Members' homes	craigkratochvil@aol.com	Craig Kratochvil (973) 962-4004
<b>#13 Heisey Club of California</b>	4 <sup>th</sup> Sunday every month, 12:30	Members' homes	herbet@sbcglobal.net www.heiseyclubca.org	Richard Borino (949)-496-0676
<b>#14 Northern Illinois Heisey Club</b>	Four times a year	Members' homes	niheisey@comcast.net	Jeff Morrow (630) 833-4644
<b>#15 Heisey Collectors Club of Michigan</b>	Every six weeks, August to May	Members' homes	kilgoredesigns@att.net	Sue E. Kilgore (269)-345-3990
<b>#16 Heisey Collectors of Texas</b>	2 <sup>nd</sup> Sat. of every odd month except May 1 <sup>st</sup> Sat., 1 p.m.	Members' homes	sanddollars97@tx.rr.com www.heiseycollectorsoftexas.org	Greg Freeman (817)-545-5889
<b>#19 Heisey Collectors of the Rochester Area</b>	10 meetings per year: Sunday, 2:30 p.m.	Members' homes	seo2@aol.com	Sharon Orienter (585) 288-8076
<b>#20 Buckeye Heisey Collectors Club <i>Newark, OH area</i></b>	September to May, 4 <sup>th</sup> Monday	Members' homes or the Museum	Theflyingmaher@webtv.net	Michael Maher (740) 763-4256
<b>#22 Northwest Heisey Collectors</b>	First Saturday of the month	Members' homes	bahama50@hotmail.com	Deborah de Jong (425) 868-0457
<b>#25 Heisey 76'ers <i>Columbus, OH area</i></b>	Once a month, September to May	Members' homes	ldburg48@aol.com	Colleen Burgess (614) 882-1884
<b>#31 Nassau Long Island Heisey Club</b>	Generally every other month	Members' homes		Babs Kent (516) 228-8274
<b>#32 Dairyland Heisey Club</b>	Once every two months	Members' homes		Ray K. Courtnage (414) 962-9747
<b>#33 Golden Gate Heisey Collectors Club <i>Northern California</i></b>	Quarterly	Members' homes		Russ Nicholas (916) 515-8558
<b>#36 Heisey Club of Southern MA</b>	April, June, September, December			Maria Martell (508) 833-0633
<b>#38 North Carolina Heisey Study Group</b>	6 meetings per year: Jan.; March, May, July, Sept., Nov.	Replacements Ltd Greensboro, NC	Nchsg@yahoo.com www.northcarolinaheiseystudygroup.org	Karen Taylo (252) 637-9985
<b>#39 Florida Heisey Collectors Club</b>	4 times per year: January – February-March-April	Westchester Country Club Boyton Beach, FL	Shirley400@aol.com	Everett Dunbar (772)-337-1558
<b>#42 Gulf Coast Heisey Club of Florida</b>	Nov., Jan. and March; 2 <sup>nd</sup> Thursday 11:00 am	Members' homes		Jack Grenzebach (727)-391-5784
<b>#43 Tri-State Heisey Study Club <i>OH, IN, MI</i></b>	1 <sup>st</sup> Sat. every 3 <sup>rd</sup> month	Members' homes	Maxwellm@cktech.biz	Mike Maxwell (260) 925-3484
<b>#45 Hoosier Heisey Club</b>	Four times a year	Warren Library, Indianapolis, IN		J. David Litsey, (317) 872-7800
<b>#48 Dixieland Heisey Study Club</b>	Odd number months, 2 <sup>nd</sup> Saturday night	Members' homes	www.dixielandheisey.org	Craig German (770) 967-8733
<b>#49 Great Plains Heisey Club</b>	March, May, July, September, and November	Members' homes	cameron_mg@mchsi.com www.greatplainsheiseyclub.org	Mary Cameron (515) 292-3743
<b>#50 Northwoods Heisey Club of Minnesota</b>	Four times a year	Members' homes	neslocg@aol.com	Carole Olsen (715) 386-8273
<b>#51 Heisey Club of Northeast Florida</b>	Feb., May, Aug., and Nov. 2 <sup>nd</sup> Thursday	Avonlea Antique Mall, Jacksonville	Clasyglas2@aol.com	Barb Bartlett (904) 280-0450
<b>#52 Northern Virginia Heisey Study Club</b>	Monthly, Sept. – May	Members' homes	rreopell@verizon.net	Russ Reopell (703) 250-6117



## CLUB NOTES

### Great Plains Heisey Club *Cathy Files*

Remember the old song, "Cool, Clear Water"? We had no 'burning sands' to contend with; in fact, the first snowstorm of this winter was just to the north of us. So we turned to the bottle – water bottles that is. The program at the Cameron's home in Ames, IA on November 13 was on Heisey water bottles.

But first we HAD to eat. Chef Matt prepared a wonderfully delicious Mexican fiesta lunch for the 19 members and 4 guests (2 joined our club later). Great job, Matt – recipes will be on our web site.

We didn't have time for a needed siesta as taskmaster President Mock called the meeting to order. After approval of minutes and treasurer's report, we set our slate of officers for 2011 (a repeat cast from 2010) and, by acclamation, Eric was selected as Program Coordinator. Our 2011 meeting schedule will be:

April 2	Omaha, NE	Mock Home
May 14	Ames, IA	Cameron Home
July ?	Kansas City Area	Site TBD
September 10	Omaha Area	Lucke Home
November 12	Des Moines Area	Gall Home

Five of our members attended the Percy Moore event in Florida and reported on the activities and enjoyment they received at the well-planned weekend. Our current HCA Board members, Mary and Tom, advised the group of the need for glass for upcoming HCA auctions. It was also suggested that people add HCA to their Christmas lists – donations are great gifts.

Trudy's "Martha Moment" was an ad showing an Albemarle goblet used in a painting by Kent Bellows showing at Omaha's Joslyn Museum.

The program on Heisey water bottles brought surprises as usual – starting with the fact that over 40 different patterns and styles were produced. Did restaurants and hotels really need that many different types? Nearly 2 dozen examples were available for our viewing, including some rarely seen ones like 365 Queen Anne, 357 Prison Stripe, and 4057 Schnaidt in Flamingo. Gregg and Mary presented pictures and information in a professionally prepared study guide booklet worthy of sale in the

Museum Gift Shop. Thanks to Gregg and Mary for a great handout and their interesting program.



We held our usual 50-50 auction to raise money for HCA. The donated Heisey sold well – as did Jean's homemade jams and jellies.

Show and Tell produced a wide variety of Heisey for attendees to view. Too much to list but included were: 1295 Bead Swag jug and nappy in Emerald; 4166 Balda jug and six 3350 Wabash handled sodas, all with 439 Pied Piper etch; 8 1469 Ridgeleigh salts in their original box; 102 Ball Stem candlestick w/black enamel decoration; 4004 Impromptu goblet; 1533 Wampum candy box; 1632 Lodestar cream & sugar in Dawn; 463 Bonnet basket w/deep floral cut; 1541 Athena fruit bowl and serving plate, both with a poinsettia cut; 3361 Charlotte cocktail w/Hawthorne bowl and Moongleam foot and stem; 3409 Plymouth goblet Sahara; 500 Octagon variety tray w/ 5000 Bacchus carving; 440 Daisy and Leaves 13" swung vase; 394 Narrow Flute domino sugar trays in Crystal, Moongleam, and Sahara; 394 Narrow Flute covered mustard, 112 Mercury candlesticks in Flamingo and Hawthorne; 391 10" vase; 361 Irwin ashtray in Sahara w/cutting; 1473 complete Buttress centerpiece set w/Normandie etch; 5058 Goose decanter; 1020 Phyllis sugar in Vaseline; and a pair of #1 Horsehead bookends.

Thank you, Mary and Gregg Cameron and Chef Matt, for great food and equally great Iowa hospitality. The Camerons' extensive Heisey collection, artfully arranged, made for eye-popping viewing. Another fun meeting! We'll take our winter break and meet again in April, 2011. Join us for Heisey information and good times – or stop in and visit us anytime at [www.greatplainsheiseyclub.org](http://www.greatplainsheiseyclub.org). Merry Seasons greetings to all. ♦

### Heisey Collectors Club of Michigan *Dan Kilgore*

Our November meeting was held in conjunction with the 38th Annual Fall Depression Glass Show in Dearborn, Michigan sponsored by the Michigan Depression Glass Society.



Since yours truly is a Heisey snob, I was introduced to all the "other" glass companies I've only heard about. I have to say I'll remain a Heisey snob even though the show displayed about 20% Heisey. However, the show was spectacular, professional and well attended with a friendly atmosphere.

It was a great opportunity to discuss and promote HCA with the dealers and patrons. Sue "worked the crowd" and passed out fliers promoting the Museum. It created some interest for HCA we might not have otherwise had. Most importantly, our group made great purchases and we walked away very happy. We had an opportunity to show off our finds when we were hosted by Irene Fritz at Polermo's Italian Restaurant in nearby Canton. Show and tell produced a 1632 Lodestar bowl in Dawn purchased by Irene, a 363 Wings ashtray in Flamingo etched with "Claridge Hotel - Atlantic City" purchased by Chuck and Diana Rose, a 1401 Empress nasturtium bowl in Flamingo gotten by Rick & Bonnie VanMeer, a 353 Medium Flat Panel trumpet vase in Flamingo was grabbed up by Sue Kilgore. Note: She had seen it in the Museum in the foyer cabinet of the King House. Ruth & Larry Ernest showed off their unusual crystal 411 Tudor syrup with a lid and tray all with the same simple unknown cutting.

Our next meeting will be our wonderful Holiday dinner and silent auction at Southern Exposure in Battle Creek, hosted by the VanMeers on December 12. ♦

### Advertising Guidelines:

Advertising: Ads may be mailed to: HCA Advertising, 169 W. Church St., Newark, OH 43055; faxed to (740) 345-9638; or e-mailed to curator@HeiseyMuseum.org. Whenever possible, please e-mail your ad. Include your MasterCard or VISA number and expiration date for billing purposes, or send a check. All ads must be prepaid. When mailed or faxed, ads should be typed or printed on white paper with dark ink. Please double space. Ads that are entered in a vertical column format may contain a maximum of 65 characters per line, including spaces & punctuation.

Classified: 20 cents per word (members), 30 cents per word (non-members), \$1.50 min., 1/8 page limit. Personal ads 1/8 page limit. Abbreviations & initials count as words.

Display Ads:	member	nonmember
1/8 page (12 lines)	\$ 20	\$ 30
1/4 page (25 lines)	\$ 40	\$ 60
1/2 page (60 lines, horizontal or vertical)	\$ 80	\$120
Full page (120 lines)	\$160	\$240

A charge of \$1.60 will be added for each additional line.  
 1/2 page: 4 1/2" high by 7 1/2" wide or 9" high by 3 1/2" wide  
 Full page: 9" high by 7 1/2" wide

Ad copy must be received by the first of the month prior to publication. Reproductions (i.e., Heisey by Imperial) must be indicated. Heisey News accepts no further liability. In the event of a typographical error, the incorrect portion of the ad will be run in the following issue, but HEISEY NEWS assumes no further liability.

## Classified Ads

### REAL HEISEY IN THE GIFT SHOP

All crystal and all prices are each unless noted.

Supply changes daily. Please contact the Gift Shop before placing an order.

Item	Price
10 Gibson Girl floral bowl, Flamingo, H	\$16
300 Peerless goblet, H (4 each)	10
300 Peerless goblet, low, H (2 each)	5
300 Peerless wine, 2 1/2 oz, H (6 each)	5
300 Peerless claret, H	10
337 Touraine spooner H	40
341 Puritan champagne, H (4 each)	7
341 Puritan cocktail, H (4 each)	5
341 Puritan claret, H (2 each)	15
359 Colonial goblet, H	5
359 Colonial cocktail, H	5
359 Colonial champagne, H	5
359 Colonial wine, H (2 each)	5
1170 Pleat and Panel goblet, luncheon (2 each)	10
1184 Yeoman celery, 10", Sahara	12
1184 Yeoman ind. salt (4 each)	10
1184 Yeoman cocktail, H	10
1229 Octagon cheese, 6", Moongleam (4 each)	8
1401 Empress plates, sq, 7", Sahara, H	10
1401 Empress plates, sq, 7", H	5
1401 Empress plates, rd, 7", Sahara, H (2 each)	10
1401 Empress saucers, sq or rd, Sahara, H (3 each)	5
1401 Empress plates, sq, 8", Sahara, H w/448 Old Colony Etch	15
1404 Old Sandwich sundae, H	10
1486 Coleport sherbet	12
1503 Crystolite cream/sugar, H	20
1503 Crystolite cream/sugar, ind, H (2 sets each)	20
1590 Newark sesquicentennial ashtray	12
1540 Lariat plate, 6" (2 each)	7
1540 Lariat goblet	8
1540 Lariat ice tea, ftd	10
1540 Lariat juice, ftd	10
3390 Carcassonne cigarette holder, monogram	10
5040 Lariat sherbet	5

### NEW IN THE GIFT SHOP

1508 Card case in Ruby	\$36
1508 Card case in Cobalt	24.95
Reprint of Catalog and Price List No. 31, September, 1950	12.95
Heisey Placemats (produced by Bay State Heisey Club)	\$14 each or 2 for \$25
Heisey Notecards, 12 cards each with a different Heisey etching plus envelopes	\$12





National Heisey Glass Museum  
 169 W Church Street, Newark Ohio  
 Veterans' Park

## HOLIDAY OPEN HOUSE

# Saturday

## December 11, 2010

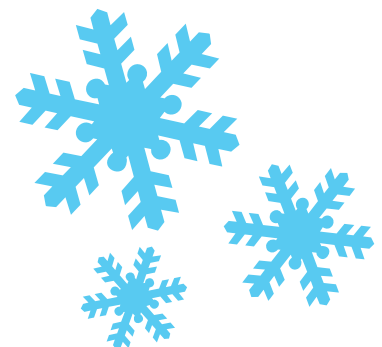
10:00 a.m. ~ 8:00 p.m.

- ◇ Free Admission to Museum
- ◇ Holiday Entertainment

11:00 a.m. ~ 4:00 p.m.

- ◇ Kids Punch Cup Crafts
- ◇ Refreshments
- ◇ Visit with Santa!

For more Information  
 Contact the Museum  
 At 740-345-2932



*For fine living and giving...*

Serve your next round of drinks in these exciting square bottom glasses. They fit nicely in the hand and make the gentle art of bending the elbow one fluid motion. Of full-sham design with hand-sculptured, square-recess or punty base, WASHINGTON SQUARE is Heisey's latest creation in brilliant handwrought crystal for the social hour. If Santa doesn't bring you any of Heisey's bold, exotic Washington Squares for Christmas, don't throw in your bar towel! . . . you can find them at fine stores everywhere.

A—Decorative Square Bowl C—11 oz. Highball  
 D—Sour Glass E—Old Fashion  
 10 and 14 oz. Highball, Cocktail Shaker and Cocktails not illustrated

**washington square**

**Heisey**  
 CRYSTAL

*The glass with a flair  
 And a base that's square!*

A. H. HEISEY & CO., NEWARK, OHIO

Holiday Advertisement for Heisey's  
 5060 Washington Square Barware –  
 New in 1947

# Dealer Directory

Maximum 6 lines/12 months/\$35 MEMBERS ONLY

Contact the Editor to place your ad!



<p><b>KIM &amp; PAM CARLISLE</b> SHOWS &amp; MAILORDERS ONLY 28220 Lamong Rd. Dept. H Sheridan, IN 46069 Glass Cleaning Services Available (317) 758- 5767 kcarlisl@att.net</p>	<p><b>EVERETT AND SHIRLEY DUNBAR</b> Early Heisey a Specialty—Mail Order, Appraisals EMAIL: shirley400@aol.com 2002 Se Isabel Rd, Port St. Lucie, FL 34952 (772) 337-1558</p>	<p><b>SUM OF LIFE</b> Elaine Husted: 610-469-1243 Traveling through eastern PA Call, stop in, be a buyer or a browser!! E-mail: 1classycat@comcast.net</p>
<p><b>ALL HEISEY AUCTION</b> Consignments Welcome Apple Tree Auction Center 1625 W. Church, Newark, OH 43055 (740) 344-4282</p>	<p><b>MOUNDBUILDERS SECOND GENERATION</b> Barbara and Richard Bartlett Heisey Exclusively! 1-904-280-0450 PO Box 1931, Ponte Vedra Beach, FL 32082 Toll Free 1-888-434-7397(HEISEYS) EMAIL: CLASYGLAS2 @AOL.COM</p>	<p><b>EAGLES REST ANTIQUES</b> Buying Heisey, China &amp; Pottery Carl and Mary Evans 62 Fieldpoint Rd., Heath, OH 43056 (740) 522-2035</p>
<p><b>PAULA &amp; JEFF MORROW</b> Elegant Glassware and American Dinnerware 126 Clinton Avenue Elmhurst, IL 60126 (630) 833-4644 mor-fab@comcast.net</p>	<p><b>H &amp; R DIAMOND H</b> Helen &amp; Bob Rarey 1450 White Ash Dr. Columbus, OH 43204 (614) 279-0390 after 5:30</p>	<p><b>CRYSTAL LADY</b> Bill, Joann &amp; Marcie Hagerty Specializing in elegant depression glassware 1817 Vinton St., Omaha, NE 68108 Shop (402) 341-0643 or Home (402) 391-6730 Email: ejhagerty@aol.com website:www.crystalladyantiques.co</p>
<p><b>REALMS IN GLASS</b> Roy Eggert Heisey Custom Stained Glass 9423 Saddlebrook Ct, Frederick, MD 21701 301-260-0234 royegg54@comcast.net</p>	<p><b>GRECIAN BORDER (GREEK KEY)</b> By Petros Z. Mantarakis The definitive guide on Greek Key (#433) with photos and detailed descriptions of all pieces. Now available at Amazon.com Website: www.pzmworks@yahoo.com</p>	<p><b>PATTON HOUSE ANTIQUES</b> Specializing in Glass*Heisey*Cambridge*Fostoria*Duncan* Factory Antique Mall, Verona, VA off I-81 Exit 227 Antiquers Mall, Booth 81, Rt. 29 N., Charlottesville, VA The Daniels, Box 547, Louisa, VA 23093 (540) 967-1181</p>
<p><b>C&amp;J ANTIQUES</b> Cole &amp; Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 (607) 642-9905</p>	<p><b>SIBYLS OF WILMINGTON</b> Sibyl &amp; Ned Lavengood at Castle Corner Antiques 555 Castle St. Wilmington, NC (910) 264-9597 or Sibylsantiques@bellsouth.net</p>	<p><b>FRAN'S FANCY FINDS</b> Fran &amp; Jack Grenzebach 10534 Valencia Rd., Seminole, FL 33772-7511 (727) 391-5184 SHOWS MAIL ORDERS</p>
<p><b>The American Bell Association</b> 7210 Bellbrook Drive San Antonio, TX 78227-1002 www.americanbell.org</p>	<p><b>MOONGLEAM ANTIQUES</b> Heisey Glassware &amp; American Art Pottery John Woytowicz and Peter Rivard 70 Pleasant St., Gardiner, ME 04345 (207) 582-9048 E-mail: jmwppwr@aol.com</p>	<p><b>WILLEY'S ANTIQUES &amp; MUSEUM</b> Specializing in Heisey 11110 Cannon Rd., Frazeesburg, OH 43822 16 miles east of Newark, OH (740) 828-2557</p>
<p><b>CHARLES &amp; MILDRED FISHER</b> Heisey animals and Heisey By Imperial animals 1607 Dayton Rd, Newark, OH 43055 Cfisher08@roadrunner.com (740) 281-3104</p>	<p><b>MARSH'S ANTIQUES</b> Dick and Virginia Marsh 4532 Newton Road Newark, OH 43055 swamp@alink.com (740) 366-5608</p>	<p><b>Charlene Bowman</b> Shows Only Heisey – Cambridge – Fostoria - Morgantown P.O Box 287, Clarksville, OH 45113 937-289-2114 twoclbs@aol.com</p>
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Contact the HCA Administrative Office at (740) 345-2932 for more information. The Endowment Committee wishes to thank those who have become Endowment Members and all of the individuals and study clubs that have so generously supported the HCA Endowment Fund. All members who have supported the fund are recognized each year in the February issue of the Newsletter. Your support will make the Museum self-sustaining in the years to come. Thank You all! ♦

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