

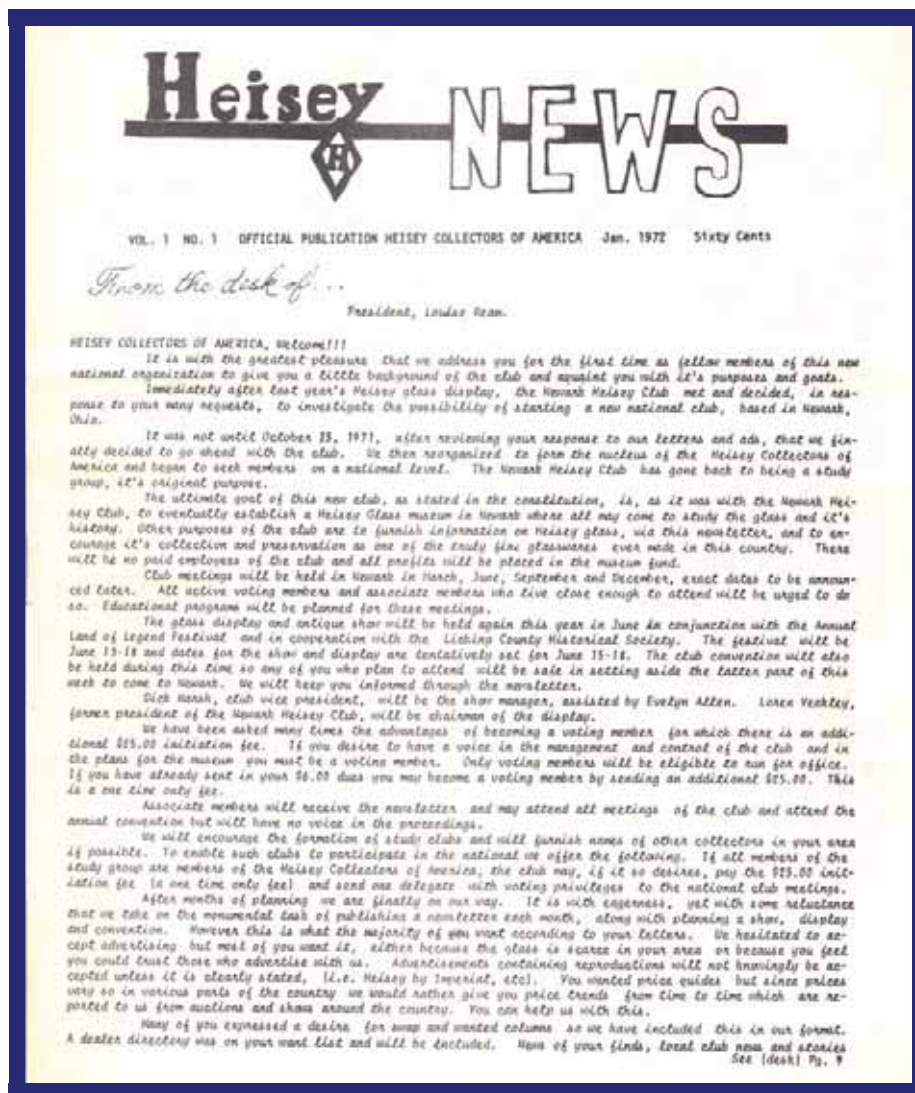
# HEISEY NEWS

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Heisey News Celebrates Forty Years of Publication  
Page One of First Issue, Volume I, No. 1 – January 1972

## HEISEY NEWS

Heisey Collectors of America, Inc.

169 West Church Street

Newark, Ohio 43055

Phone 740-345-2932 Fax 740-345-9638

Web Site: [www.heiseyMuseum.org](http://www.heiseyMuseum.org)

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### Staff and Phone Extensions

Director, Charlie Wade, [director@HeiseyMuseum.org](mailto:director@HeiseyMuseum.org), Ext. 3

Office Manager, Sharon Gray, [business@HeiseyMuseum.org](mailto:business@HeiseyMuseum.org), Ext. 3

Editor/Archivist, Walter Ludwig, [curator@HeiseyMuseum.org](mailto:curator@HeiseyMuseum.org), Ext. 4

Clerks, Susan Bruah, [membership@HeiseyMuseum.org](mailto:membership@HeiseyMuseum.org), Ext. 1

Gift Shop, Ext. 5

### HCA Board of Directors:

**President**, Sue Kilgore – Kalamazoo, MI, 269-345-3990 –

[hcapresident@HeiseyMuseum.org](mailto:hcapresident@HeiseyMuseum.org)

**Vice-President**, Charlene Bowman – Clarksville, OH, 937-289-2114

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Michael Maher – Newark, OH, 740-763-4256

William McKelvey – Willard, OH, 419-933-2845

Karen Taylo – New Bern, NC, 252-637-9985

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The opinions expressed in articles in HEISEY NEWS are those of the authors and not necessarily those of the organization. The Editorial Staff reserves the right to edit, with or without the consent of the author or to refuse any material submitted for publication.

### Back Issues

Back Issues available from files are \$3.00 per issue plus shipping and handling

### 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](mailto:curator@HeiseyMuseum.org). Whenever possible, please e-mail your ad. Always include your MasterCard or Visa number and expiration date. When mailed or faxed, ads should be typed or printed on white paper with dark ink. Camera ready ads are accepted, but must follow line specifications outlined at the beginning of the advertising section. Ads containing reproductions will not knowingly be accepted unless clearly stated (e.g. Heisey by Imperial, etc.). 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. See advertising section for rates and deadlines.

### 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 April – Dec., Tuesday through Saturday 10:00 a.m. – 4:00 p.m., Sunday 1:00 – 4:00 p.m. (Jan. – March, closed Sunday – Tuesday, other hours the same), 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

### 2012

Spring Benefit Auction

April 13-14

Convention 2012

June 13-16

Percy & Vivian Moore Weekend, Omaha, NE

September 7-8

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# MESSAGE FROM THE PRESIDENT

Sue Kilgore

Dear HCA Members:

I am very happy to say that a lot of things seem to be going very well at our Museum. There are always many things to get done but that seems to be happening also. There have been changes in the staffing. Justin Church has left for another position. Susan Bruah, our newest membership clerk, was taking lessons from Justin before he left so she would know how to do most, if not all, of his job. The Board of Directors has also agreed to have all of the staff go to part time. This was done partly to help with the budget for the remainder of 2011 and all of 2012. The Museum is staffed now by at least two people at all times including the director and business manager. There is still a need for volunteers to help out with the greeting, newsletter labeling, cleaning, and all the large events like the spring auction, Convention and the fall select auction, as well as when we have a large tour group or a local club meeting.

The Museum will be closed on additional days in January and February but the mail, membership renewals, and our Museum eBay store will still be taken care of in a timely manner. Speaking of the eBay store, we are selling quiet a few items there and are able to get back the fees through a special feature that allows non-profits to have the fees refunded. This is a great source to be able to clear out some of our abundance of fund-raisers and give us some much needed funds for our everyday expenses. Please check out the eBay store as I am sure that you will find something there of interest and you will learn how easy it is to buy what you need by using this resource.

This month includes the cataloging of the spring auction items. Dan and I will be helping with this again this year and it will be like Christmas all over again. Opening all of those boxes,

unwrapping the paper, and seeing what beautiful glass items are inside is such fun. I wish that all of the membership could be a part of this process. It is a chance to learn as well as inspiring and sometimes even greed shows through. I know I wish that I had some of those beautiful glass pieces -- maybe if I bid high enough they can be!!!

The Museum looked wonderful for the holiday season, thanks to our volunteers who put everything up again this year. The Holiday Open House was well attended and it was fun to see the little ones enjoying their crafts, the cookies, and Santa. A big thank you goes to all who helped to make this possible again this year.

There are many study clubs and members making great efforts to help meet the Gordon and Darlene Cochran Endowment Fund Challenge. We still have a long way to go but we are sure that it can be done. Please keep a good thought for all those who are making a difference in the future of the Heisey Museum.

This issue is the 40<sup>th</sup> anniversary of the first issue of the Heisey News. I have a photo copy of that Newsletter and it is amazing to me to see it and think what it must have been like to put it together. It was done on a typewriter, of course. It was only 10 pages. We don't know how many copies that they needed to make or how they printed them. The Newsletter has many mentions about getting new members (just like we do now), an article about Fandango and whether or not it was the first pattern made by A.H. Heisey and Company by Loren Yeakley; a profile of a former Heisey employee by Evelyn Allen; Dick Marsh wrote about Heisey animals; the Color of the Month by Frances Law was Vaseline or Canary; ads from Irene Rauck; Marge & Ray's Antiques; G. W. Roley; Gutherie's Rock & Gem Shop (great items and good prices); a membership application; club notes from Newark Heisey Collectors Club, Reynoldsburg Heisey Club and the Far East Heisey Club and a question and answer column. Membership cost only \$6 for the first person and

\$1 for an additional person. Voting membership was a one time fee of \$25 (and still is). An ad in the newsletter was \$4 for a member for 1/8 of a page. They even had an ad that said "SEND IN YOUR ADS FOR WANTED AND SWAP COLUMNS ....5 cents per word". I would love to have a column like that now! It made me smile to know that this was the beginning of something bigger than even the writers could have dreamed of. Now we are the ones who need to make sure that it continues for the future generations to learn that once there was a wonderful and creative company who made such beautiful glass that there had to be a Museum to show it all off.

Please have a safe, "warm" winter and we look forward to seeing you in the spring. ♦

## DIRECTOR'S NOTES

Charlie Wade

Greetings! By now most of you are making or starting your new year's resolutions as I am. Hopefully I can keep one up for a whole year. Who knows maybe this is the year.

The Holiday season was quite busy as we had a lot of folks in the Museum between November and December. This included the Chamber of Commerce, the Holiday open house, and a senior tour that included making punch cups. All in all, we had approximately three hundred people in for all these events. The punch cup project has become a local tradition not only for kids; but seniors, as well, are coming to make an ornament from a REAL Heisey punch cup. My wife, Susan, helped out for both events and filled me in on the comments she overheard! The best one was from a gentleman who came in with the travel tour with his wife and went down to the lower level to do the punch cup craft. When Susan approached him with the offer of help, he said "I am not getting Glue all over a Heisey punch cup! I do not want to make an ornament; I want the punch cup to take home for my cupboard." Then he promptly asked if we were doing this next year as they

would be back. There were many very positive comments from everyone who attended. Our Membership Sales person (Sharon) sold 4 memberships during the open house. Great Job Sharon, and her old boss told me she could not sell!

My thanks go out to all the Volunteers who helped for all those events and who helped decorate the Museum. Many board members were here to help out, also. Too many to name and I am sure if I do I will miss someone and I don't want to do that. So JUST A VERY BIG THANK YOU TO ALL! Thanks for the cookies, also. A special thanks to Santa and the staff!

We are now heading into the time of year where we will try to do some clean up with our computer system and of course getting ready for that dreaded tax season. Before you know it glass cleaning time and Convention will be here. If you would like to help out with any cleaning of the Museum, please let me know as we will be putting schedules together.

"Facebook", for those of you who know what this is, please check out the Heisey Museum site as William McKelvey is doing a great job of posting some nice pictures.( I had to learn what it was also). Thanks William!

Finally we have had two great donations over the past month or so. A six inch Cobalt ball vase has been donated by Mrs. Roberta Penwell in memory of her mother Theresa Marie Ebert and her Aunt Josephine Hooper. Erma Hulslander has donated a beautiful pair of 107 cut Wellington candlesticks in memory of Rodger Hulslander. These are absolutely gorgeous! Both will be great additions to the Museum collection. Thanks to both!

One nice addition to the Gift Shop this month is the 1405 Ipswich quarter pound candy jar made by Mosser in their Green Opalescent. Be sure and check it out. All monies from the sale of this will go to the Endowment Challenge.

Until next month, Charlie. ♦

## EDITOR'S REPORT

Walter Ludwig

Another year has come and gone and we are about to welcome in another one. I don't know about you, but to me it seems that time is rushing ahead just so fast that we hardly have time to enjoy it anymore.

Others have kept you up to date on the goings on here at the Museum. It sure has been a busy time of year. And soon we will be cataloging the Spring Auction, so the cycle is about to begin again. So many things to look forward to – auctions, Convention, the Moore Weekend in Omaha, us meeting the Cochran Challenge goal, and then back to Holiday Open House once again.

I do want to acknowledge the great job that Eric Tankesley-Clarke is doing with his articles. I hear nothing but raves from the readers of the Newsletter on his contributions. It has made my job as editor much easier knowing that I can count on him for an article or two each month.

I also want to thank all the members for their warm wishes during the last year. I have jumped all the hurdles and am now well on my way to full recovery. One of the good things to come out of everything is that I have lost about 80 pounds – you may have trouble recognizing me. Until food tastes good again, I will have no trouble keeping it off.

I hope you all have a very happy and prosperous New Year. ♦

## OFFICE MANAGER'S NOTES

Sharon Gray

Our staff has been very busy this holiday season. Our Christmas Open House took place on December 10. Kids of all ages made punch cup decorations and toured the Museum and surrounding grounds. On December 12, the Freedom Years Group from Park National Bank

was here touring and making the punch cup craft.

During our Open House, not only did we make punch cups, but we had a candy guessing game. Guess the amount of candy pieces in the jar and you could win one of three prizes. This year there were 193 pieces of candy in the Heisey bowl, and the 1<sup>st</sup> prize of a Happy Napper Penguin went to Jimmy King, 2<sup>nd</sup> prize of a Monopoly game went to Cody Hoberg, and 3<sup>rd</sup> prize of a holiday throw went to Kris Bocook. We also participated in the Open House in conjunction with the Buckingham House and the Sherwood Davis Museum who celebrated a Civil War Christmas. From 5 p.m. to 8 p.m. we had over 100 visitors touring the Museum and listening to the music provided by Mary Ann Spahr as she played the harp, as well as having Civil War re-enactors present dressed in the traditional Civil War uniforms.

In closing, I would like to say that the last year has been filled with many firsts for me. I have survived my first Benefit Auction, my first Convention, my first Select Auction, and my first Holiday Open House, and I look forward to many more. In closing, I would like to wish everyone a prosperous and safe New Year.

### Cookie Donation List

Barbara Bartlett  
Charlene Bowman  
Karen Clark  
Sharon Gray  
Joe and Flo Harner  
Michael Maher  
Dick and Ginny Marsh  
William McKelvey  
Dick and Marilyn Smith  
Dave and MaryAnn Spahr  
Kate Stickle  
Charlie and Susan Wade

And a Special Thanks to Jim Clark who brought with him that Jolly Old Fella in the Red Suit. ♦

## 357 DUCK ASH TRAY

Eric Tankesley-Clarke



If you've been following the articles on ash trays, you may have noticed that they have been somewhat random. If you think I've skipped around blithely, you'd be right. (Well, maybe not about the "blithely" part. But there's been more skipping than at a jump rope tournament.) If I had every last Heisey ash tray and smoking item immediately available to me, it might have been a different matter. An orderly progression would be a simpler accomplishment. But I don't. When I can, it's better to personally eyeball an ash tray. Catalog illustrations and the like are great, but there is no substitute for seeing the real thing. We've already seen in earlier articles how there are sometimes differences and details not obvious without seeing the real object. It's like interviewing fussy celebrities. A little personal attention can bring out their better qualities and the stories hidden beneath the glamour. If I'm going to write about an ash tray, it's better to establish a personal rapport with the piece, even if it is a one-way sort of thing. You've heard about talking to a brick wall? Try getting cozy and personal with a cold-hearted piece of glass.

While deciding what to write about next, I was reviewing a list of ash trays I had coaxed into sitting for their portraits. That's when I realized that I was virtually set to address a popular and colorful group that many collectors might place

together. For the next few months, then, I'll go through this group one by one, in numerical order, even, or at least as orderly as Heisey News space will allow. That will satisfy the more compulsive among you and make it easier for me to choose a subject for the month. After I've finished this series, though, who knows what I'll write about next. All bets are off.

When I covered the 355 Quator ash tray and match holder (that's the one with the unusual round, hollow cone in the center), I suggested that it may have been seen as part of a series. In Catalog 76, we see the numbers from 352 through 355, plus a few others, all on the same page. Of course, there were pattern lines of non-smoking pieces that went along with these ash trays, so it may have been nothing more than pulling out the smoking gear from those four lines to highlight them. On the other hand, there was pictured, right along side them, the 356 White Owl ash tray. It did not have any obvious affiliation with any other pattern. It leads one to suspect that Heisey had tentatively begun a consecutively numbered set of ash trays.

That was in about 1915. As we progress through price lists and catalogs of the rest of the decade and into the early 1920's, that is where Heisey left it. If there was an ash tray series, it had stagnated. Then along came Catalog 109.

Here, at last, ash trays came into their glory. As we shall see over the next several articles in this series, Heisey introduced a large group of ash trays, numbered from 357 straight through to 366, all more or less at the same time. Not all of them were in Cat. 109, but most were.

The first one in this series is easily the most quizzical and whimsical of the lot, and possibly the most popular. The 357 Duck ash tray is one of the most mirth-inducing pieces of Heisey I know. Strangers to Heisey are immediately drawn to its personality. It has charisma.

For the first half of its history, there were no animals in the glass of A. H. Heisey & Co.

About as close as they came was a tumbler with a horseshoe in the bottom, and this was an item more than likely made because it was already a motif available from other companies. Anyway, a shoe is hardly a horse. By the last part of the 1920's, the time of Cat. 109, the gates swung open and out came, not horses, but ducks, dolphins, frogs, and kingfishers. Swans, lion heads and dolphin feet soon followed. (Have you ever wondered what a dolphin would look like with feet? Me neither. Until now.) In the post-war period, Heisey always had something in the way of animals, either as figurines or as adornments on other items. The amount of whimsy varied, but once animals entered the Heisey design vocabulary, they remained there for the rest of the company's production. The 357 Duck ash tray helped lead the way.

What we have in 357 is a broadly oval ash tray with a cigarette rest at one end and a matchbook holder at the other. (The matchbook holder was not specifically mentioned by Heisey, but surely that notch at the tail was intended for that purpose.) Now, an entirely presentable, no nonsense ash tray could have been produced with those elements. But someone at A.H. Heisey & Co. was inspired in a loopy kind of way. We don't exactly see a duck, but an ash tray with a lot of duckiness. The company did not give the ash tray a name. But, really now, what else could you call it? The head of the Duck has a prominent crest that forms the cigarette rest, and also gives him a humorously pugnacious look. Four uprising ridges sweep around and up the back of the Duck to form his pert duck tail. The uppermost two ridges part just enough to hold that book of matches. One of the ridges gracefully follows the side to end in a scroll or swirl, either to suggest wings or the roiled water as the Duck paddles madly through it. A pair of swirls gives us a set of duck eyes.

The Duck sits on water leveled as a nicely ground ring around the base, with a slightly concave bottom. The mark, which has always been there on the examples I have seen, is on the underneath side of the bottom.

Being introduced in Cat. 109, the Duck is available in color, of course. Besides crystal, I know of it only in Moongleam, Flamingo, and Marigold. Considering the time frame, about 1928-1933, Sahara might be possible. Even though crystal is probably less common than either Moongleam or Flamingo, it generally will cost less. Marigold ones will cost you a wing and a leg.

I have never seen 357 Duck with decorations (although I have seen duck with all the trimmings). That said, one of you may have seen it, and it would be interesting to know just what some other imaginative person did with this ash tray.

### Vital Statistics

357 Duck ash tray: Length (beak to tail), about 4 3/8". Width, 2 1/2". Height at head, 2 1/8"; height at tail, 2 1/2"; height at side, 1 1/8". Oval base, length, 2 5/8"; width, 2 3/16". Ground rim base. Marked, on bottom of base.

Sometimes it may talk like a duck, but it isn't. You find all kinds of things for sale touted as Heisey, but some of it is just glass quackery. Tell me your most outlandish story of such flimflamery at [heisey@embarqmail.com](mailto:heisey@embarqmail.com).

## 1483 STANHOPE CREAM AND SUGAR

Eric Tankesley-Clarke

I am a fan of Art Deco. Sleek geometry, stylish shapes, innovative color combinations, they all excite me to the heights of admiration.

Evidently, not everyone feels that way.

During its actual period of production, 1483 Stanhope never achieved the popularity that it deserved, a fact that has been noted several times in HCA publications. The pattern was

featured only in one catalog, and that wasn't even a full-scale edition, but simply a 1937 supplement to Cat. 211 that had come out a couple of years earlier. The same supplement showed us many of the first illustrations of Ridgeleigh and Saturn, Coleport and Kohinoor. So that gives you an idea of the style they were pushing at the time. Notice, too, how Heisey took care in naming patterns directly from the factory, a practice that was sporadic before then. This, no doubt, enhanced commercial appeal. All the pattern pages of that supplement are reproduced in the Bredehoft color era book and most of them, including the Stanhope pages, are also in Vogel III.

Heisey wasn't the only company that was still advocating Art Deco designs in 1937, of course. The style may have been winding down, but it wasn't yet finished. I have a letter from Earl Newton, who was at the time the president of Imperial Glass Corporation. Just a month after Heisey published their 1937 supplement, Mr. Newton, working out of Chicago, sent a copy of it to Carl Uhrmann at the Imperial plant in Bellaire, Ohio. Carl was another of those Austrian glass makers who, like the Kralls, had become attached to American companies; he eventually became the last president of Imperial as an independent company. Earl seems to have been urging Carl in the same Art Deco direction, and throws in a little something to whet a competitive edge, too. For one thing, he says, "In the last two years they [Heisey] made 165 pressed moulds alone." (In the meantime, Imperial had introduced Candlewick, so they'd made a fair share of moulds, too.) He goes on to point out the Stanhope cigarette box "which you must admit is very good style." Evidently, Earl thought Stanhope was a good bet, too.

On a Chicago visit a year or so ago, Bob and I visited the Art Institute. Among their exhibits was one on mid-20th century home design. It included lamps, furniture, ceramics, and other incidental items. One designer's name was on several pieces. Of course, I'm thinking of Walter von Nessen, the designer of Stanhope. (No Stanhope was in the Chicago display; we

did see some Stanhope displayed in the Dallas Art Museum's glassware exhibits, though.) Von Nessen was clearly at the forefront of design in the 1930's. In 2007 HCA's own Walter, that would be Ludwig, wrote about the Stanhope pattern and von Nessen's connection with it.

So here we have a major designer of the era presenting a great design. It wins awards. A major company likes it enough to put the design into production. Another major company uses it to stimulate their own ideas. And it falls flat. Well, nearly so. Stanhope is not a rare pattern, but it certainly is no Ridgeleigh. By the time the next full-scale catalog came out, 1483 Stanhope was nowhere to be seen.

One of the saving graces for the pattern, and for cream and sugar collectors, was a promotion through General Electric. Buy a coffee maker and you get elegant glass. To this day, glass included in this deal, the Stanhope cups and saucers, 7" plates, and the cream and sugar are the most common pieces of Stanhope on the market. (The promotion itself was remarkable for Heisey. GE was higher end, so that made it more palatable to Heisey. In general, A. H. Heisey & Co. despised promotions. They felt such deals cheapened their glass. Their price lists admonished sellers against bargain come-ons in a don't-even-think-about-it manner. If there were going to be crumbs of rolled oats clinging to any glass, let it be Imperial's.)

The Stanhope pattern is characterized by perfectly round, pierced handles, with or without inserts and those unmistakable ridges sweeping and swooping around each piece. The handles are seldom set directly on the body of the piece. Instead, they attach either to a horizontal bar projecting outward or to a vertical bar alongside the piece.

The cream and sugar (you thought I'd never get to them, didn't you?) are usually found today either with black button knobs in the handles, the ones used for the General Electric promotion, or with no knobs at all. They were sold either with or without knobs. Red, blue,



ivory, or green button knobs are available, but be prepared to put in time and dollars to add them to your collection, especially for those last two. (Yellow knobs have been mentioned, but have never been seen so far as I know. Perhaps these were the same as the ivory ones. On the other hand, the trade journal article which mentions the yellow ones doesn't say anything about green. Maybe the trade journal just got it wrong.)



The cream and sugar set comes in only one shape and size. No oval sets were made in the pattern, and no companion butter or spooner. So passé. By this time, Heisey had nearly dropped the terms "hotel cream" and "hotel sugar" but the Stanhope pieces are about the size of the earlier hotel sets. It is somewhat surprising that there isn't an individually sized set, since these were made in most other patterns of the time. It particularly raises eyebrows when you realize that the Stanhope design appears to have inspired 1495 Fern, where there are creams and sugars in both regular and individual sizes. In a way, Stanhope anticipates Cabochon, since a Stanhope cream or sugar has a round bottom but a squarish top, the reverse of the Cabochon pieces. Stanhope also has a relationship with Crystolite, but I'll save that discussion for another time.

As for finish, 1483 Stanhope was meant to be simple. The cream, like most Heisey creams, has a hand-tooled spout, so you will find a little variation there. Creams and sugars have ground rims on the bases, but otherwise are fire-polished. I've never seen an unmarked one; the

mark appears on the underneath side of the bottom.

Heisey offered the cream and sugar decorated. Among etchings, there are 490 Maytime, 491 Frosty Dawn, 494 Swingtime, and 605 Frosted. Cuttings include 868 Minaret, 880 Salem, 881 Kashmir, 882 Yorkshire, 883 Royal York, and possibly a few others. Unfortunately, hardly any of these decorations have an Art Deco flavor other than 605 Frosted etching, and perhaps 491 Frosty Dawn or 868 Minaret if you stretch it a bit. For a Deco fan's taste, at least, the decoration styles clash with that of the glass itself. I haven't seen other companies' work on Stanhope creams and sugars, but they may well exist.

I have not heard of the cream or sugar ever being seen in color. We know of a stray piece or two of Stanhope in Sahara, and even experimental blue. The blown stemware was made in Zircon in the 1930's (and again in Limelight in the 1950's). But the cream and sugar seem never to have made it into color lines. Frankly, I think Zircon with black handles or Sahara with red ones would have been just the ticket. If you have a set like that, don't write — call. Operators are waiting.

#### Vital Statistics:

1483 Stanhope cream and sugar

Sugar: Height (highest point), 3 1/8"; Width (top, side to side), 3 1/2"; Width (handle to handle), 6"; Base diameter, 2 1/2".

Cream: Height (highest point), 4"; Width (top, side to side), 3"; Width (spout to handle), 5"; Base diameter, 2".

Does Stanhope push your buttons? Do you have a great story of discovery? My buttons can be pushed at [heisey@embarqmail.com](mailto:heisey@embarqmail.com).

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Eric Tankesley-Clarke

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## HCA 2012 BUDGET

Will Kennard, Treasurer

Nearby you will find the Board of Directors approved budget for 2012. I have included our 2011 budget also. You can compare and see we are basically trying to match 2012 revenues and expenses with 2011. Our goal is to run a tight operation and get the job done of being the best Museum in the glass industry. Our emphasis for 2012 is growing our endowment for the future as well as paying for our operations through dues, net auction receipts, and gift shop sales including our growing eBay store. I will be posting our 2011 year end results in the February Heisey News. If you have any questions, do not hesitate to contact me.

## WINTER HOLDBACK AUCTION RESULTS

Sharon Gray

Winter Holdback was a success. Items sold for the following prices

3 Ruby Filly, head back	No Bids
Donkey, Blue Frosted	\$106
Rosaline Sparky, Head back	125
Asiatic Pheasant, Nut brown	100
Caramel Slag Tiger	100
Lavender Bull on Bust Off	500
Cobalt Blue Madonna on Bust Off	No Bids
Ruby Longaberger Balking Colt on Bust off	250
Heisey by Imperial Amber Sow	62
Caramel Slag Bunnies	50

HEISEY COLLECTORS OF AMERICA  
2012 BUDGET

2012 HCA SPRING BENEFIT  
AUCTION  
Dave Spahr

ITEM	2011 BUDGET	2012 BUDGET
<b>REVENUES</b>		
MEMBERSHIP	32,000	32,000
NEWSLETTER ADS	1,600	500
CASH DONATIONS	18,500	14,750
SALES	24,000	25,000
SHIP/HANDLING CHARGES	2,000	1,500
ADMISSIONS	4,000	3,200
INTEREST INCOME	200	50
BENEFIT AUCTION NET	10,000	16,350
SELECT AUCTION NET	3,800	4,000
CONVENTION NET	7,000	4,500
P & V MOORE DINNER NET	2,000	4,000
<b>TOTAL INCOME</b>	<b>105,100</b>	<b>105,850</b>
ENDOWMENT TRANSFER	56,314	56,581
<b>TOTAL AVAILABLE</b>	<b>162,414</b>	<b>162,431</b>
<b>EXPENDITURES</b>		
SALARIES AND WAGES	59,446	55,770
PAYROLL TAXES	4,548	4,266
BUREAU WORKERS COMP	2,170	2,170
COST OF SALES	12,000	6,500
SHIP & HANDLING COST	2,000	1,500
ACCOUNTING EXPENSE	10,000	10,000
LEGAL FEES/RETAINERS	500	500
OFF SUPPLIES/ POSTAGE	12,000	12,000
REPAIRS AND MAINT	5,000	7,500
LAWN/GROUNDS CARE	3,000	3,000
MUSEUM EXPENSE	1,500	2,000
UTILITIES	20,000	20,000
NEWSLETTER PRINTING & POSTAGE	9,200	8,000
DUES & MEMBERSHIPS	1,200	800
ADVERTISING	4,000	2,500
INSURANCE	10,000	10,000
COMPUTER/WEBSITE MAINTENANCE	2,000	2,500
BANK SERVICE CHARGES	1,500	2,500
AUCTION FIRM LICENSE/BOND	350	350
SPECIAL PROJECTS	0	0
CAPITAL PROJECTS	10,000	10,000
PRINTER LEASE	0	7,000
<b>TOTAL EXPENDITURES</b>	<b>170,414</b>	<b>168,856</b>
LESS COST OF GOODS SOLD	12,000	6,500
PLUS INVENTORY PURCHASES	4,000	75
<b>FUNDS REQUIRED</b>	<b>162,414</b>	<b>162,431</b>

Hope you and yours had a very enjoyable holiday season. Did you include among your New Years resolutions a pledge to help your HCA in 2012 by sharing your resources, talents, and time with us? We hope so!

One of the first things you can do in 2012, if you haven't already, is check those closets, cupboards, and curio cabinets and then select and consign glass our 39<sup>th</sup> Annual Heisey Benefit Auction. Remember the deadline for getting your glass to the Museum is **January 15, 2012**. The auction will be held at GMP Local #244 Union Hall in Newark, April 13 & 14, 2012.

As you read this article you should have approximately **two weeks** to consign or donate your glass for the auction and get it to the Museum. We have included in this Newsletter a contract and packing list for your use. Both are also available for down-loading from our website and are also in prior Newsletters. We would like you to fill out the list as well as fill out two signed copies of the auction contract and place them all in the box of glass you bring in or ship to the Museum. If you have more than one box, please put the contracts and lists in the first box and copies of the lists in the other boxes as well. Our catalogers will be most appreciative!

I will be looking for help to check in, inspect, catalog, and repack our auction glass. If you would like to help, please contact me. It is a great way to make new friends, learn about the glass, and volunteer for HCA to benefit the Museum.

If you have questions or concerns, please contact me at [masdgs@aol.com](mailto:masdgs@aol.com) or give me a call at 937-372-7166. Happy Heisey Hunting and I'll see you in April. ♥

# 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**

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.

**Tentative Auction Dates:** April 13-14, 2012

**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, 2012. 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. Visa, MasterCard, and Discover 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 \_\_\_\_\_

## 2012 HCA SPRING BENEFIT AUCTION CONSIGNOR PACKING LIST

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



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

DEADLINE: January 15, 2012

**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							
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## 2012 CONVENTION

### NOTES . . .

Mary Ann Spahr, Chairman

Can you believe it?

Convention is only six months away  
and . . . **IT'S ALL ABOUT YOUR**  
**MUSEUM!**



### June 13-16, 2012

For the 41<sup>st</sup> time HCA will meet at Convention. This year we will celebrate our beautiful Museum!

It will be an action-packed four days, reprising favorite events, and adding new ones! We will re-live the Museum's history and creation, cheer the success of the Cochran Endowment Matching Fund Challenge, and view the recently acquired Krall display cabinet!

To share our celebration with the community and further our efforts to educate and increase public awareness, the Museum doors have been opened for several special events. We have welcomed the following:

- ◆ Over 40 members of The Newark Area Chamber of Commerce to "Business After Hours" in November
- ◆ Over 60 punch-cup-crafters at our annual Holiday Open House
- ◆ Over 100 evening guests during the Licking County Historical Society's "Christmas in the Park"

Check your Heisey News each month for event details! Mark your calendars now and plan to attend! If you or your study club would like to help please contact me or the Museum!. ◆

## TABLE TALK, AUGUST 1928

Walter Ludwig

This month we are reproducing the Table Talk from August, 1928. The cover features "Gay Glassware Outdoors" with pictures of two tables set with Heisey glassware for informal dining al fresco. One table features pieces in the 411 Tudor pattern while the other features Moongleam 3366 Trojan stemware, 1184 Yeoman pieces, and the 117 Bamboo candlesticks. You may not be thinking right now about dining outside – but it will give you something to think about.

Page 2 (our page 18) has an article about colored glass and the trends at the time. The article did prove true in that the place of colored glassware was quite secure for at least another ten years when crystal glassware once again ruled the glass houses.

The next page shows most of the 3366 Trojan line as well as a really nice picture of 440 Frontenac pieces on Yeoman blanks. Even though both of these pattern were made in Hawthorne there is no mention in the article of that color so it had obviously been discontinued by August of 1928. Only Moongleam and Flamingo are mention – Marigold would not be introduced until the next year.

Finally on the back page we have a picture of the lehrs in the Heisey factory with an explanation of the key role they played in the manufacturing of glass at that time. There is also an article urging that the retailers do advertising to promote Heisey ware giving examples of how the "copy" could be worded in these ads. There is also an inspirational message themed on Independence Day that Heisey reprinted from another source.

Table Talk allowed A.H. Heisey & Company to talk to their wholesale customers keeping them informed of new products and trying to assist them to sell more glassware thereby increasing the sales of Heisey ware. ◆





# Table Talk

HEISEY'S GLASSWARE

For Your Table



No. 26

A. H. HEISEY & COMPANY, NEWARK, OHIO

August, 1928

## GAY GLASSWARE OUTDOORS

A CHARMING breakfast table greets us on the right. There has been captured here a certain impression of crystalline quality, a quality of freshness that tempts the appetite even early in the morning. Breakfast is an occasion when, perhaps, clear crystal is most suitable, because it may be a little too soon in the day for color reactions. Outdoors, too, is this table, which adds to its attractiveness; but set any place, it would still retain its charm. The items of Heisey's Glassware used on the table are of the distinctive No. 411 pattern.



THE piquancy and vivacity of dining outdoors are enhanced by a table decorated as the one illustrated on the left. The arrangement here has been done in the French Provincial manner. The glassware used is Heisey's Moon Gleam, consisting of these pieces: No. 366 Goblets, No. 117 Candlesticks, No. 1184 Fruit Cocktail.

Both photographs on this page were made in the Home Institute of the Delineator magazine and appeared in connection with an article on "Out of Door Eating" in the July issue of that publication. The two tables, however, can be set indoors as well and offer suggestions you can pass on to your customers.





# COLORED GLASS TO STAY!

(Extracts from Article by W. H. Nicholas in "China, Glass and Lamps.")

WHAT is the future for colored glass? For some unaccountable reason this question has been bobbing up from time to time in many quarters during the last few months. And it has been earnestly discussed on all sides, with an interest that apparently seems to be unwarranted. People today who are interested in politics would not spend an hour and a half attempting to explain the chances of the candidate of the Workers' Party for the Presidency because they know that hopes for his election are absolutely futile. And by the same token, one who considers the subject of the prospective passing of colored glass is either finding time hanging woefully on his hands and has nothing else to do, or else he is laboring under a distinct misapprehension.

Now when sober newsprint manufacturers contemplate the value of a tinted newspaper stock, not from the standpoint of the old yellow sheet with green type, which was obviously sensational, but from the standpoint of making a newspaper attractive and of pleasing appearance, it should be sufficient to cause any one to realize that we are living in an age in which color has reached an ascendancy in the scheme of things not hitherto dreamed of.

### Matching Colors

The women started with proper color harmony in their attire first, but they have passed that stage now and are matching lamp shades with d-rapes, and they are matching glassware with china, all according to definite color schemes. The effects they are attaining are beautiful and are undoubtedly a decided improvement over the old order of things. That shows the trend of the times and it provides a background which one must consider if he contemplates the subject of colored glass.

The colored glass era has not yet reached its heights. Despite the fact that some beautiful shades have been presented by the importers and manufacturers, even finer shades are to come. Just this year some new shades which were superior to anything hertofore shown were brought out.

### Promoting Color

The following letter sent out to the trade by A. H. Heisey & Company a short time ago is well worth reading:

"As a keen merchandiser you have watched with interest the current craving for color in everything. Not only automobiles and wallpaper, but refrigerators, stoves, kettles, sinks, and bathtubs, are being regaled in tints that rival the flowers in grandmother's garden.

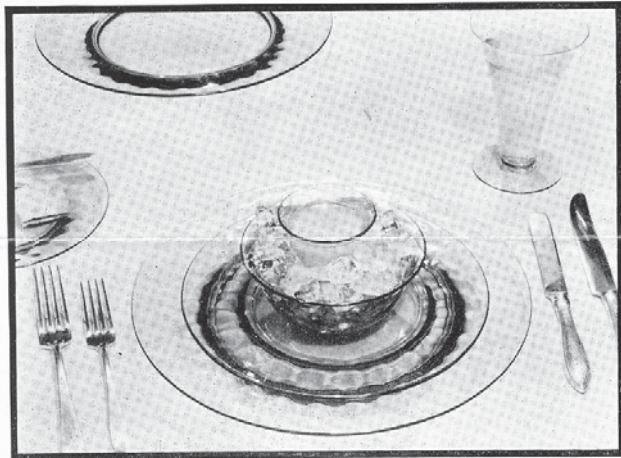
"When people want color, sell it to them. Feature glassware in colors. Play up strong this spring and summer the wonderful color of Heisey's glassware—the enchanting tints of Flamingo, Hawthorne and Moon Gleam. Make displays of them. Show them in your windows. Bring home to your customers their rich beauty and quality and how they harmonize with individual decorative ideas."

Here is one of the outstanding glassware manufacturers in America urging colored glass as strongly as possible, upon those who perhaps may have been thus far unaware of the present tendencies. It is not likely that A. H. Heisey & Company would urge colored glassware in this fashion if it had not gone into the subject deeply first and noted the signs of the times.

"Table Talk," the little illustrated publication of A. H. Heisey & Company, also stresses colored glass, in much detail.

And A. H. Heisey & Company are by no means the only factory doing this. It seems everyone is doing it, and with good reason.

Apparently colored glass is here to stay and will remain very much in evidence.



A close-up view of a cover from the dinner table shown on the first page, is reproduced above. It displays the correct service for a cocktail course, this being a clam-juice cocktail. The glassware is one of Heisey's most popular patterns.

At all events, anyone who questions 10 or 15 wholesalers of glassware in the New York market comes to this inevitable conclusion. And when, for good measure, he interrogates a few department store buyers he is more than ever of the opinion that colored glass will continue to gain in popularity, which is saying a good bit.

### An Age of Color

The age of color is here. At a meeting of newsprint manufacturers the other day a sober article was read upon the subject of manufacturing newsprint in a certain shade of blue, since it has been proven that an attractive tint of paper makes a newspaper more attractive and hence more salable than unattractive paper. The gentleman who presented the paper at this meeting called attention to the fact that no one will pick up an old, faded yellow paper and read it, even though it is off the press only a few hours. Once the paper becomes soiled and faded by exposure to the hot sun, it loses its appeal.

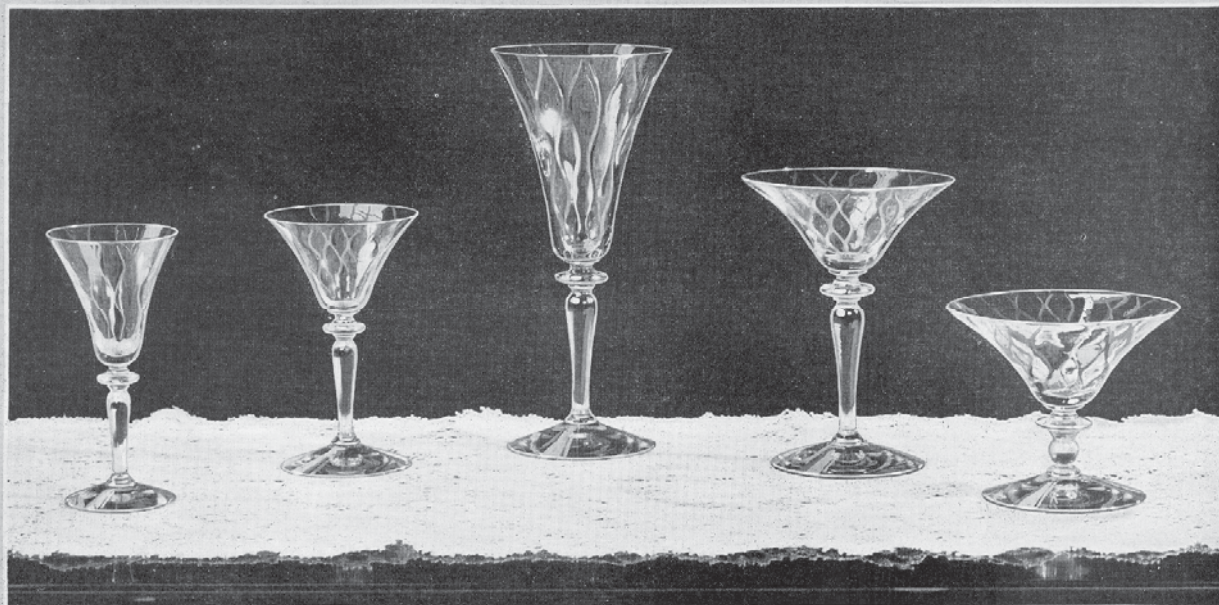
## Principal Heisey Offices

- E. G. Nock, 358 Fifth Avenue Building, New York
- W. S. Redfield, 309 Heyworth Bldg., Chicago
- H. S. Bokee, 122 W. Baltimore St., Baltimore
- H. M. Bortz, 406 Vandam Bldg., Philadelphia
- G. A. Granville, 111 Summer St., Boston
- R. E. Philips, 129 Putnam Ave., Zanesville, O.
- C. S. Whipple, 514 Union Insurance Bldg., Los Angeles Calif.
- Davis & Braisted Co., 120 N. 4th St., Minneapolis, Minn.
- Hal M. Copeland, 3608 Springdale Ave., Baltimore, Md. (Southern Representative)
- R. C. Irwin, 6440 Oak St., Kansas City, Mo.





# Table Talk

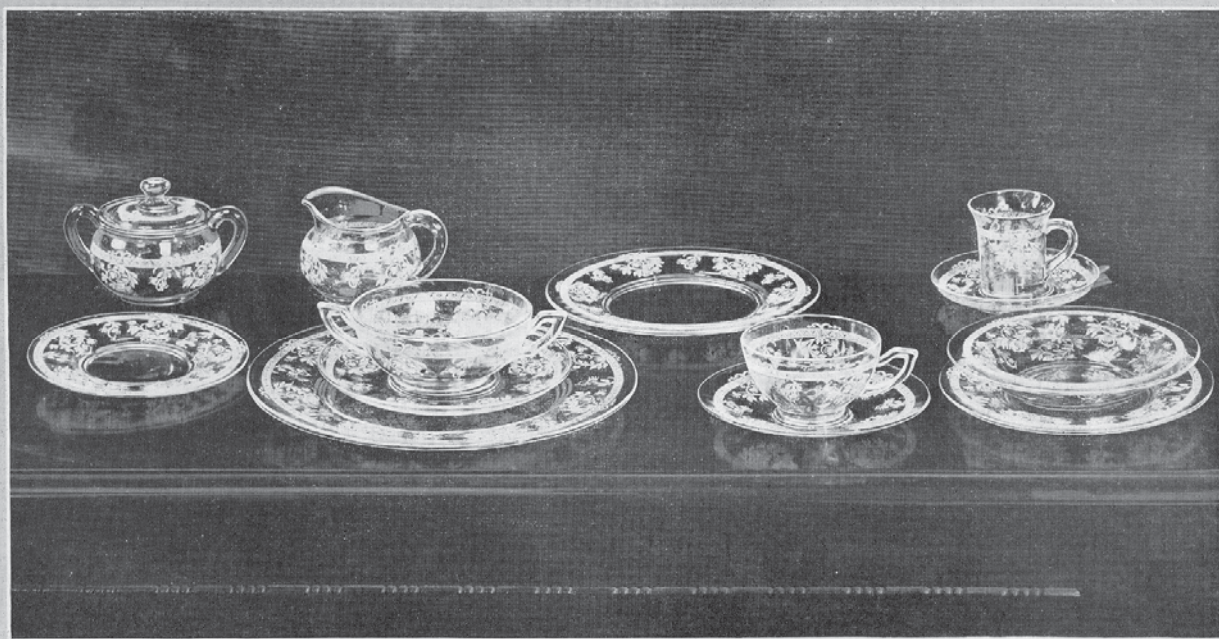


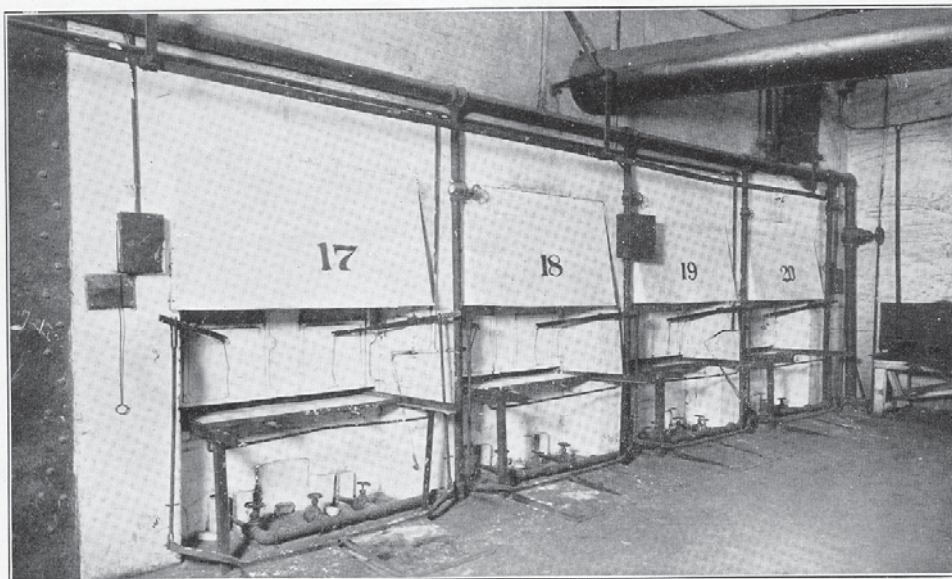
THE illustrations on this page show two effective designs in Heisey's Glassware. They are also among the more recent ones. The stemware pictured above is of the finest blown ware, altogether alluring in conception. Such glassware as this is the embodiment of superb quality, that simply breathes magnificence.

The pieces shown above are No. 3366 Diamond Optic Wine, Cocktail, Goblet, Saucer Champagne and Sherbet. They come with crystal clear tops and Moon Gloom feet and stems. They can also be had in all Flamingo or all crystal.

The ensemble reproduced below is an entrancing pattern that greatly appeals to those who admire etched glassware in color. In this group we have No. 1023 Sugar and Cream; No. 1183 After Dinner Coffee Cup and Saucer; No. 1182 Cup and Saucer, Cream Soup and Plate, Cereal or Grape Fruit with Plate. Also 6-in., 8-in. and 10½-in. Plates. With etching No. 440. Made in the Flamingo colors.

By displaying these two lines, you will have something mighty interesting and attractive to offer your customers.





THE illustration at the left shows a group of lehrs in the plants of A. H. Heisey & Company, at Newark, Ohio. The lehrs are long, tunnel-like kilns in which the glassware is tempered.

After the pieces have been given shape by blowing, pressing or molding, and have been allowed sufficient time to cool properly, they are placed in lehrs. The tempering in the lehrs is accomplished, first, by reheating the glassware through a gradual increase of temperature to 1200 F., and, secondly, by cooling the pieces again by a gradual lowering of temperature. As this is done, the glassware keeps moving very slowly from one end of the lehr to the other, by means of an endless chain.

The tempering process is a most important one. It gives the glassware the correct consistency and uniformity and makes it durable and strong. It is an essential step in bringing out the full quality for which Heisey's Glassware is known.

## SOME "COPY" NOTES

MORE and more stores everywhere are finding it profitable to advertise glassware. They have discovered it pays to tell the public through the newspapers and by other means, about offerings that are in tune with the modern trend of table decoration. It pays, because of the genuine, prolonged vogue which glassware is enjoying. This makes customers eager to know what the newest selections are.

How several stores have worded their "copy" about glassware in newspaper advertising can be seen from the extracts here jotted down:

- (1) Sparkling glass . . . reflecting the thousand and one cheery light flashes of your home. Sunshine is caught up and reflected cleverly . . . dull days are more cheerful. Table after table, alcove after alcove are stocked with the most attractive of modern glass in our store.
- (2) In our new department on the third floor you will find a complete array of genuine rock crystal and glassware. Uniquely decorated clear and colored glass — complete stem and footed ware services and a vast group of interesting "odd pieces."
- (3) On summer evenings, when the cool, refreshing drink plays a very important role! You will be proud then of your foresight if you buy now this rose-colored set of exquisite beauty.
- (4) A very certain prestige has come to fine crystal, so to choose a lovely piece for the bride of today is to show an appreciation of this— together with a knowledge of the modern way of gifting.
- (5) Those smart pieces of glassware that contribute so much to a table's color and charm, share in our offerings. Console sets, bowls, vases, candlesticks, sandwich trays, candy boxes . . . scores of useful and attractive pieces of glass.
- (6) Glass is such a common thing that we rarely stop to think of the romance that links it inseparably with our history. Few people know that it is the first recorded industry in what is now known as the United States. In less than a year after Captain John Smith brought his heroic little band of pioneers to settle Jamestown in 1607, he erected a house for the making of glass and brought over "eight skilled workmen from foreign parts."

## DECLARATION OF INDEPENDENCE

(Inspired by thoughts of the Nation's Independence Day)

WHEN in the course of business events, it becomes necessary for one dealer to dissolve the bands that have connected him with the competitive struggle for existence, and to assume, among the successful retailers of the nation the profitable and equal station to which the laws of economics entitle him, a decent respect to the welfare of his fellow dealers requires that he should declare the causes which impel him to a separation. We hold these truths to be self-evident, that all dealers are endowed with certain unalienable rights; that among these are life, liberty and the pursuit of profits; that whenever any practices become destructive to these ends it is the right of the dealer to alter or to abolish them and to institute new policies, laying the foundation on such principles, and organizing his activities in such form as to him shall seem most likely to affect his safety and happiness.

The history of the present ruling cause of failure to accomplish the utmost measure of success—*King Inaction* (variously known as indifference or irresolution or ignorance or pessimism)—is a history of repeated injuries and usurpation, all having, as a direct object, the establishment of an absolute tyranny over this retailer. To prove this, let facts be submitted to a candid world:

He has refused to assent to the law that service to the public is the only justification for being in business.

He has forbidden the education of sales people in facts about their merchandise, in courtesy and in genuine spirit of helpfulness.

He has prohibited reading of manufacturer's sales manuals and other literature.

He has not permitted this store to put its sincere effort behind articles which are high enough in price to give the customer better quality and service than cheaper competitive merchandise, and to give the store a nicer volume of profit.

He has prohibited our making the store inviting to buyers, and arranging merchandise in attractive displays.

He has prevented the use of consistent, planned advertising in newspapers and direct-by-mail and by window and store displays.

A prince, whose character is thus marked by every act which may define a tyrant, is unfit to be the ruler of a free retailer.

We, therefore, the representative of all forward-looking dealers, do in the name and by the authority of good business — solemnly publish and declare, that this merchant is, and of right ought to be, a free and independent merchandiser, and is absolved from all allegiance to the rule of inaction. For the support of this declaration, we pledge our life, our fortune and our sacred honor.

Signed by  
A. WAKE, Merchant.



# THE GORDON AND DARLENE COCHRAN NATIONAL HEISEY GLASS MUSEUM ENDOWMENT MATCHING FUNDS CHALLENGE

Mary Cameron

## Are You On Board?

When I was a senior in high school, our boys' basketball team went to state tournament for the first time in the school's history. This was a big deal for a small school in Iowa. At one of our pep assemblies prior to the ball game, the principal (who I thought was big and mean) gave a speech about supporting the team. He said, "Even if you haven't been to a game all year, it is not too late to "get on board" and support the team." I had not been to a game all year, but did not miss a game after that.

I hope we can get everybody "on board" for the Cochran Challenge. Recently, I visited with some HCA members and asked if they had given to the Cochran Challenge for supporting the National Heisey Glass Museum Endowment Fund. Their response was, "Well, we are waiting to see what the membership does?" My response was and is, "Aren't we all part of the membership?" This challenge is about a lot more than just sitting back and seeing what everyone else does. Everyone needs to be involved and excited about the opportunity to grow the Endowment Fund to secure the future of the National Heisey Glass Museum. This challenge is not about individuals; this challenge is about securing the future of the National Heisey Glass Museum. Many members are not just sitting back and waiting to see what happens.

I have heard from many study clubs where great fund-raising activities are happening. The Northwest Heisey Collectors sent me a whole list of activities they have done to raise money such as a monthly raffle, silent auction, Santa grab bag, and many others. The Dayton Area Heisey Collectors Club wrote in the October Heisey News about the "All-Glass" yard sale they had in August. The Heisey Collectors of Texas are working on some raffle ideas to raise money for the Endowment Fund. The Great Plains Heisey Club just completed a mini-challenge within the club. Rex and Pat Lucke challenged

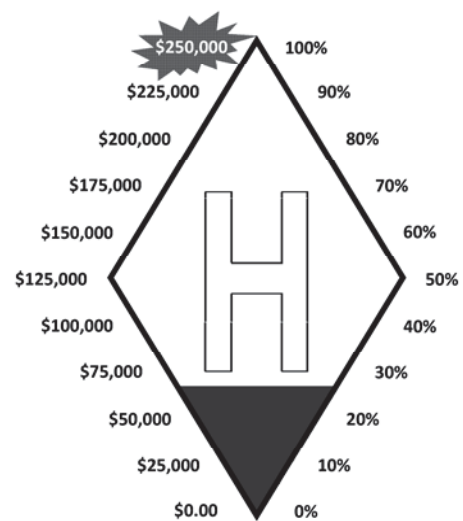
members to raise \$7,500, which they would match dollar for dollar. The club raised \$8,490 and the Lucke's have graciously agreed to match that total amount. The Buckeye Heisey Collectors Club has had numerous fund-raising events including an antique appraisal event at the Museum. What is your study club doing, please let me know. Also, write up your events for the study club meeting notes section of *Heisey News*.

Therefore, my challenge to all of you is "get on board." (I am not big and mean, but I can nag.) Hundreds of HCA members have already given but many have not. If you have already given to the Challenge, thank you. If you have not given yet, please seriously consider doing so today, it is not too late.

Other members are actively involved in raising funds for the challenge beyond the membership of the Heisey Collectors of America. An effort is being made to contact local Newark area foundations, businesses, and organizations to solicit donations to the Endowment Fund. If you have any additional ideas about how we can meet our \$250,000 goal, please contact me at Cameron\_mg@mchsi.com. ♦

## The Gordon and Darlene Cochran National Heisey Glass Museum Endowment Matching Funds Challenge

Watch our progress below!



**\$67,679.41 dollars raised thru November 30, 2011!**

***The Gordon and Darlene Cochran  
National Heisey Glass Museum Endowment  
Matching Funds Challenge***

***Donation Form***

To make a donation to *The Gordon and Darlene Cochran National Heisey Glass Museum Endowment Matching Funds Challenge*. Mail completed form to:

Endowment Fund  
The National Heisey Glass Museum  
169 West Church Street  
Newark, Ohio 43055

Please provide your contact information below.

This gift should be credited to my spouse/partner and to me.

Name \_\_\_\_\_

Spouse /Partner's Name \_\_\_\_\_

Home address \_\_\_\_\_

Home address \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

City/State/ZIP \_\_\_\_\_

E-mail \_\_\_\_\_

E-mail \_\_\_\_\_

Home phone \_\_\_\_\_

Home phone \_\_\_\_\_

My gift is in memory / honor (circle one) of \_\_\_\_\_ (Optional)

**Gift Information**

Enclosed is my gift of:

- \$5,000       \$2,500
- \$1,000      \$500
- \$250         \$100
- Other \_\_\_\_\_

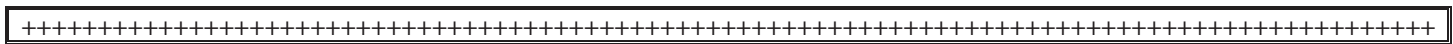
Make check payable to the **National Heisey Glass Museum Endowment**

or  
 Please charge this gift of \$ \_\_\_\_\_ to my/our credit card  
MasterCard      Visa      Discover

Card Number \_\_\_\_\_ Exp. Date \_\_\_\_\_

Signature \_\_\_\_\_

I would like to make a gift (other than cash) and would like to speak with a representative of the *Campaign* before doing so. Please contact me at (telephone) \_\_\_\_\_. Thank you.



If you wish your gift to remain anonymous check here.

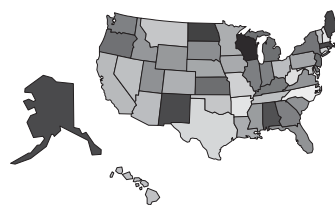
**DONOR CONFIDENTIALITY REQUEST**

I/We, \_\_\_\_\_ have made the above gift to the *National Heisey Glass Museum Endowment Fund* and hereby request that my/our identity **not** be disclosed by the museum to the public unless disclosure is required by law.

The National Heisey Glass Museum respects the privacy of donors' personal and financial information and will not release information to the public about prospective or actual donors other than donors' names and gift amounts. Requests from donors that their names not be released will be honored.

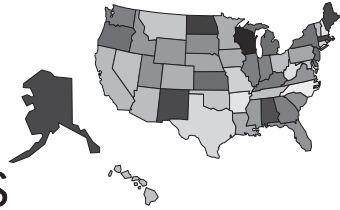
Thank you for your support of the National Heisey Glass Museum!

# 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
#4 Central Illinois Helsey Collectors Club	Four times a year	Members' homes or restaurants		Joyce Deany (815) 432-4310
#5 Bay State Helsey Collectors Club	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
#7 Dayton Area Helsey Collectors Club	3rd Tues. of the month Sept. to May, 6:30 p.m.	Huber Heights Library	LH937@aol.com	Joe Harner (937) 372-0852
#8 Helsey Heritage Society <i>NJ, Eastern PA and DE areas</i>	Four times per year	Members' homes	craigkratochvil@aol.com	Craig Kratochvil (973) 962-4004
#13 Helsey Club of California	4th Sunday every month, 12:30	Members' homes	herbet@sbcglobal.net www.heiseyclubca.org	Richard Borino (949)-496-0676
#14 Northern Illinois Helsey Club	Four times a year	Members' homes	niheisey@comcast.net	Jeff Morrow (630) 833-4644
#15 Helsey Collectors Club of Michigan	Every six weeks, August to May	Members' homes	rickvanmeer@comcast.net	Rick VanMeer (517)-782-3874
#16 Helsey Collectors of Texas	2nd Sat. of every odd month except May 1st Sat., 1 p.m.	Members' homes	mikemorgan@consolidated.net www.heiseycollectorssoftexas.org	Mike Morgan (936)-321-4292
#19 Helsey Collectors of the Rochester Area	10 meetings per year: Sunday, 2:30 p.m.	Members' homes	seo2@aol.com	Sharon Orienter (585) 288-8076
#20 Buckeye Helsey Collectors Club <i>Newark, OH area</i>	September to May, 4th Monday	Members' homes or the Museum	Theflyingmaher@yahoo.com	Michael Maher (740) 763-4256
#22 Northwest Helsey Collectors	First Saturday of the month	Members' homes	bahama50@hotmail.com	Deborah de Jong (425) 868-0457
#31 Nassau Long Island Helsey Club	Generally every other month	Members' homes		Babs Kent (516) 228-8274
#32 Dairyland Helsey Club	Once every two months	Members' homes		Ray K. Courtnage (414) 962-9747
#33 Golden Gate Helsey Collectors Club <i>Northern California</i>	Quarterly	Members' homes		Russ Nicholas (916) 515-8558
#36 Helsey Club of Southern MA	April, June, September, December			Maria Martell (508) 833-0633
#38 North Carolina Helsey Study Group	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
#39 Florida Helsey Collectors Club	4 times per year: January – February-March-April	Westchester Country Club Boyton Beach, FL	Shirley400@aol.com	Everett Dunbar (772)-337-1558
#42 Gulf Coast Helsey Club of Florida	Nov., Jan. and March; 2 <sup>nd</sup> Thursday 11:00 am	Members' homes		Jack Grenzebach (727)-391-5784
#43 Tri-State Helsey Study Club <i>OH, IN, MI</i>	1st Sat. every 3rd month	Members' homes	Maxwellm@cktech.biz	Mike Maxwell (260) 925-3484
#45 Hoosier Helsey Club	Four times a year	Warren Library, Indianapolis, IN		J. David Litsey, (317) 872-7800
#48 Dixieland Helsey Study Club	Odd number months, 2 <sup>nd</sup> Saturday night	Members' homes	www.dixielandheisey.org	Craig German (770) 967-8733
#49 Great Plains Helsey Club	March, May, July, September, and November	Members' homes	cameron_mg@mchsi.com www.greatplainsheiseyclub.org	Mary Cameron (515) 450-2483
#50 Northwoods Helsey Club of Minnesota	Four times a year	Members' homes	neslocg@aol.com	Carole Olsen (715) 386-8273
#51 Helsey Club of Northeast Florida	Feb., May, Aug., and Nov. 2 <sup>nd</sup> Thursday	Avonlea Antique Mall, Jacksonville	Clasyglas2@aol.com	Barb Bartlett (904) 280-0450
#52 Northern Virginia Helsey Study Club	Monthly, Sept. – May	Members' homes	rreopell@verizon.net	Russ Reopell (703) 250-6117



## CLUB NOTES

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

Our club met for the 12<sup>th</sup> time at the wonderful Southern Exposure Farm north of historic Marshall, Michigan on Sunday, December 11<sup>th</sup> for our Holiday dinner celebration and silent auction. There were twenty of us and the conversation and laughter never stopped. Most of us brought more than one item for our silent auction and we collected close to \$600.

We are excited about the orders for the two patent books that one of our members has put together. We will have a quantity available for pick up at the Spring auction and will still be taking orders for delivery at Convention. We have also reproduced another publication "Table Glass and How to Use It: a Handbook for the Hostess." This 42 page saddle-stitched booklet reproduces the ninth edition of the popular Heisey publication that was featured in so many early ads. This booklet, which would be sent on request, served both as a useful reference and as a sales tool. One ad from December 1911 even illustrated the booklet along with glass and explained, "It contains many helpful suggestions on effective table arrangement, lighting, decorations, correct serving, etc., and illustrates appropriate articles of Heisey's Glassware." This booklet is available now for \$12 plus \$3 for shipping. All profits from the sale of this booklet through July 2012 will go to the Gordon and Darlene Cochran National Heisey Glass Museum Endowment Matching Funds Challenge. The cost to produce the first 120 copies has been donated, so the Endowment Fund will receive \$24 for each copy purchased for the first 120 copies! To order a copy of "Table Glass" or the patent books, contact Rick Van Meer (rickvanmeer@comcast.net; 517-782-3874) for payment details.

### 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.

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
¼ page (25 lines)	\$ 40	\$ 60
½ 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.  
½ page: 4½" high by 7½" wide or 9" high by 3½" wide  
Full page: 9" high by 7½" 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

Wanted: The Museum is looking for four (4) # 5 Patrician 11" candlesticks and four (4) # 20 Sheffield 11" candlesticks (Round Top). These will be used in the Krall Cabinet as shelf supports recreating how the cabinet was set up originally.

**Jacquelyn Smith**  
912 S.E. Greystone Ave.  
Bartlesville, OK 74006

**918-333-7897**

**S + I Extra**

1601 Sleeping Fox ashtray	\$650
133 Swan handled floral bowl	250
357 Duck ash tray, Moongleam	225
465 Recessed Panel vase, 11"	185
Old Heisey News available – Free (just pay shipping charges)	

♦ *Paid Advertisement*

## Museum Volunteers for November 2011

Jim & Karen Clark  
Joe & Flo Harner  
Chuck and Amy Jo Jones  
Frank Kuhlmann  
Tom LeBlanc  
Michael Maher  
Dick and Ginny Marsh  
Phyllis McClain  
James & Ellen Reck  
Emogene Shomaker  
Dick & Marilyn Smith  
Dave and Mary Ann Spahr  
Micki Wareham



## REAL HEISEY IN THE GIFT SHOP

All crystal and all prices are each unless noted.

Item	Price
341 Puritan salt	\$5
347 Fifth Avenue – Colonial cordial H (3 each)	7
350 Pinwheel and Fan punch cup, H (2 each)	10
359 Colonial cordial (no optic), H (2 each)	20
359 Colonial cordial (optic), H (4 each)	20
411 Tudor cheese plate, Hawthorne, H	10
429 Plain Panel Recess salt	5
1170 Pleat & Panel bouillon/ underplate, H	15
1170 Pleat & Panel nappy, 4", H	7
1170 Pleat & Panel goblet, luncheon	10
1170 Pleat & Panel plate, 6", Flamingo, H (3 each)	6
1170 Pleat & Panel plate, 7", Flamingo, H (4 each)	8
1184 Yeoman 9" vegetable and cover (bottom only) Marigold	30
1184 Yeoman cup only, Hawthorne, H (3 each)	9
1184 Yeoman cup/saucer. Moongleam, H	18
1186 Yeoman cup/saucer, H (5 sets each)	5
1401 Empress plate, 7", Sahara, H	8
1401 Empress plate, 8", Flamingo, H (4 each)	12
1425 Victorian punch cup (beaded), H (12 each)	12
1425 Victorian punch cup (no beads), H (4 each)	12
1425 Victorian champagne (2 Ball) (2 each)	5
1485 Saturn cruet – late	25
1469 Ridgeleigh cream/sugar, H	15
1469 Ridgeleigh cheese plate, H	10
1469 Ridgeleigh lemon dish, cover only	12
1506 Queen Ann cup/saucer, H	15
1519 Waverly epergette, 6", deep, H	10
1519 Waverly epergette, 6", shallow, H, pr	20
1519 Waverly creamer, H	10
1519 Waverly bowtie candy cover only	10
1519 Waverly bowtie candy cover only w/507 Orchid etch	15
1540 Lariat goblet, H (2 each)	8
1540 Lariat ftd juice	10
1567 Plantation sugar (2 each)	20
1632 Satellite candy dish lid only	8
3304 Universal cordial (3 each)	12
3350 Wabash cordial, H	20
4090 Coventry champagne	5
4182 Thin plate, 7", Moongleam (7 each)	8

## NEW IN THE GIFT SHOP

Heisey Auction Results, 2008-2010	\$25
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
Binder notebook to hold 4 Vogel books	10
<b>1405 Ipswich ¼ lb candy jar/cover, Green Opalescent</b>	<b>32.50</b>

*The National Capital Heisey Collector's Club  
Presents the Thirty-Ninth Annual  
All-Heisey Glass Show  
Soda Fountain Memories!  
AVFD Ossian Hall*

7128 Columbia Pike      Admission \$7.00  
Annandale, VA      (With Ad \$6.00)

**Sat., March 17, 2012**      **Sun., March 18, 2012**  
10am to 5pm      11am to 4pm

*Proceeds to Benefit the Study of Heisey Glass  
Check us out at: [www.natcapheisey.org](http://www.natcapheisey.org)*



From I-495:  
**Exit 52B** onto Rt. 236 East;  
**Left** on Backlick Road;  
**Right** on Columbia Pike to  
Ossian Hall (behind Annandale  
Volunteer Fire Department)

For more information call:  
(703) 819-6429

◆ Paid Advertisement

## NEW REFERENCE BOOKS



The Heisey Collectors Club of Michigan is pleased to announce the publication of two new books:

*Heisey Design Patents* reproduces the full text and drawings of 219 Heisey design patents ranging in date from 1897 to 1953 (328 pages).

*Heisey Invention Patents* presents 54 Heisey invention, 7 trademark and 29 design patents ranging in date from 1879 to 1948 (330 pages).

A set of both books is available at the **pre-publication price of \$45 per set.**

Orders are being taken now and the books will be available for pick-up at the Spring Auction and the Annual Convention or will be mailed on request.

**All profits from the sale of these books through July 2012 will go to the Endowment Matching Funds Challenge.**

To reserve a copy of your set, contact Rick Van Meer for details ([rickvanmeer@comcast.net](mailto:rickvanmeer@comcast.net); 517-782-3874).

**SPECIAL:** Order now and receive a *Hooked on Heisey* embroidered tote bag for \$10 (regularly \$15) while supplies last!

◆ Complimentary Advertisement

## When Renewing Your Membership

Help ensure the future of your Museum. When you renew your membership at one of the levels below, any amount beyond the regular Associate dues goes into the Endowment Fund.

<i>Individual Contributing, one person in household</i>	<i>\$50</i>
<i>Joint Contributing, two people in one household</i>	<i>\$60</i>
<i>Family Contributing, parents and children under 18</i>	<i>\$75</i>
<i>Patron</i>	<i>\$125</i>
<i>Sponsor</i>	<i>\$250</i>
<i>Benefactor</i>	<i>\$500</i>

Visit The  
National  
Heisey  
Glass  
Museum



Come at your leisure to enjoy more than 4,800 pieces of glassware produced by A.H. Heisey and Company from 1896-1957. Hundreds of patterns are featured in all production colors. Rare and experimental items are included as well.

Facilities are air-conditioned and handicapped-accessible. Hours are 10:00 a.m. to 4:00 p.m. Tuesday through Saturday, 1:00 to 4:00 p.m. Sunday (except Jan. – March when closed Sunday - Tuesday). Members are admitted free, regular admission is \$4. Office hours are 10:00 a.m. to 4:00 p.m. Tuesday - Saturday.

**Membership Renewal Notice:** Check the date above your name and address on the mailing label. This is your expiration date. If it reads 1 -10 -12, make sure your dues are paid soon in order to receive next month's issue of *Heisey News*.

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! ♦

### Shipping & Handling Fees for Outside US

Additional shipping charges are required for members living outside the U.S. Current rates are Canada, \$22; for other countries, contact the Museum. Rates are subject to change at any time due to rate changes made by the US Postal Service. To verify current rates, call (740) 345-2932 or E-mail [business@HeiseyMuseum.org](mailto:business@HeiseyMuseum.org)

## HCA WELCOMES NEW MEMBERS FOR November 2011

Carolyn Christensen, IL  
Kerby & Mary Hutchins, OH  
Stephen & Anna Marie Keller, IL  
Bill & Diane Koman, OH  
Joseph E. Krupa, FL  
Cathy Murphy, OH  
Stewart Sedgwick, VA  
Mary-Jane Sinclair, NJ

## NEW WINTER HOURS

January – February

Closed Sunday – Tuesday to the  
Public (Tuesday Museum office will  
be staffed)

Wednesday – Saturday  
Open  
10:00 a.m. – 4:00 p.m.

# 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 Cloudy Glass Cleaning Services Available (317) 758-5767 kcarlisl@att.net</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>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>Your Ad Could Appear Here</b></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>
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