

# HEISEY NEWS

The Official Publication of Heisey Collectors of America, Inc.

## Convention 2013



## Heisey Collectors of America, Inc.

169 W. Church Street  
Newark, Ohio 43055  
Phone: 740-345-2932  
Fax: 740-345-9638  
www.HeiseyMuseum.org

### Director

Larry Burge, extension 3  
director@HeiseyMuseum.org

- Building Use Opportunities
- Community Involvement
- Donations / Fundraising
- Educational / School Outreach
- Employment / Internships
- Heisey News / Heisey News Ads
- Public Relations

### Curator

Jack Burriss  
curator@HeiseyMuseum.org

### Membership Clerk

Susan Bruah, extension 1  
membership@HeiseyMuseum.org

- Changes in Contact Information
- HCA Membership Information
- Registration for Special Events
- Study Club Information

### Clerk

TBD  
business@HeiseyMuseum.org

### National Heisey Glass Museum

Heisey Collectors of America, Inc., a non-profit corporation (tax-exempt status), owns and operates the National Heisey Glass Museum. Open year round, Tuesday through Saturday, 10 a.m. to 4 p.m. and Sunday, 1 p.m. to 4 p.m., closed holidays. Between December 1 and March 15 the museum will be open from 12 noon to 4 p.m. on Thursday, Friday, Saturday and Sunday. Other hours by appointment. Members admitted free; regular admission \$4.



## Message from the President

The 42nd HCA Annual Convention “World of Heisey” was a great success and “thank you” to everyone who participated in any way volunteering at events and especially to our convention leadership team. This was a convention of change and challenges with a new home for the Glass Show and the return of the famous Heisey Display and more activities at the museum campus and the threat of severe weather during the opening event. Look for a complete convention report in Heisey News and mark June 18–21, 2014 on your calendar now to join us next year at the HCA 43rd Annual Convention in the land of Heisey.

Change and transition is part of every HCA annual meeting and the following were elected to the HCA Board of Directors: Jon Heron, Roy Eggert, and Mike Morgan. Your new HCA officers for the year 2013/2014 will be the following: President—William McKelvey, Vice President—Michael Maher, Secretary—Mary Ann Spahr and Treasurer—Charlie Wade, and I’ll serve as Immediate Past President. My term on the Board concluded this year and it’s also with grateful appreciation that we thank Karen Taylo and Charlene Bowman for their dedicated service to the HCA as their terms on the Board also concluded.

Last year the Board of Directors identified and adopted three major areas of focus (priorities) for HCA in the 2012/2013 Heisey year: Museum Management, Development/Awareness/Engagement and Endowment Fund Growth. In preparation for a transition of HCA leadership, we developed the following progress update:

### Museum Management

- Information Technology (IT) Upgrade—#1 Priority
  - ◇ Financial Reporting
  - ◇ Retail/Gift Shop
    - \* Sales | Inventory Management
  - ◇ Collection Management
    - \* Glass | Archives
  - ◇ Membership

As of June 2013: Information technology update was completed, new hardware and software updates/licenses were obtained and installed and HCA archives now have an updated computer and scanning capacity. Thank you to the Michigan Heisey Study Club for their financial support of this effort. We also took steps to address the issues with mass email generation (Heisey E-Gram) and connectivity (performance speed) within museum campus, replacing vendor management and support of both the HCA email servers and web site hosting.

Larry Burge, Managing Director undertook a series of vendor/expense payment reviews that resulted in a total reduction of expenses. The most significant savings were associated with the change in the carrier of

insurance on the museum campus and collection. Expense containment and reductions are an on-going function of his role.

We re-engaged the limited production of special items for sale to benefit HCA. Including, the first edition hand cut holiday ornament (sold out), Clifford Series Ipswich candy jars in Green Opalescent and Ruby (fully funded with no HCA capitol and 100% benefit to the endowment), and we facilitated the return of a special limited edition convention souvenir (Tulip Vase in Black). Real Heisey in the Museum Gift Shop continues to provide a significant portion of HCA sales revenue and we need your continued donations of support. To enhance collector knowledge we opened the opportunity to resell used Heisey reference publications in the gift shop.

- Physical Inventory
  - ◊ Museum Collection | Archives | Molds
    - \* Retail Merchandise

As of June 2013: Collections committee (William McKelvey, Chair) worked diligently throughout last year to locate and inventory all of the 7,000+ pieces of glass in the museum collection. This included taking a photo of each item and updating the collection database. The HCA staff completed the annual year-end retail inventory.

After discussions with several long time Heisey collectors on their wishes to leave their treasured Heisey pieces to the National Heisey Glass Museum, we undertook the development of an initial document and framework (concept) to facilitate donations to HCA. As individuals make estate-planning decisions on the disposition of their Heisey collection or direct bequests of assets, we have the solutions in place via our Heisey Auctions or Endowment Fund or Museum Collection to assist them.

- Office Consolidation
  - ◊ All staff offices into the office building
    - \* Library relocation into King House
  - ◊ Professional appearance & equipment

As of June 2013: Standard HCA branded apparel is now in place for staff, and we anticipate making this branded apparel option available to HCA members in the future as well. The clerical staff was consolidated into the office building, the Managing Director is housed in the first floor of Gallery I and the Curator is located in the first floor of the King House.

The plan we have in the future is to relocate the Library into a space with better access, possibly the first floor of the office building. More details will emerge on the reorganization of the associates work spaces and Library when the Gallery I Guest Engagement Area is completed.

We refreshed and began using the second floor King House Conference Room (formerly where the Cobalt, Flamingo and Moongleam were displayed) and "thank you" to Michael Maher, Dan and Sue Kilgore, Dick Smith, Charlie Wade and the Park National Bank volunteers for their work on this project. Additionally, the collections committee supported the refresh and reorganization of the Curators Lab on the second floor of the King House.

## HCA Board of Directors

### President

William McKelvey  
Willard, Ohio  
419-933-2845  
solawilliam@gmail.com

### Vice President

Michael Maher  
Newark, Ohio  
740-644-1796  
TheFlyingMaher@yahoo.com

### Secretary

Mary Ann Spahr  
Xenia, Ohio  
937-372-7166  
masxenia@aol.com

### Treasurer

Charlie Wade  
Heath, Ohio  
740-522-2002  
cswade@windstream.net

### Immediate Past President

Jay Barker  
Granville, Ohio  
740-321-1219  
jay.barker@me.com

David Ahart  
Berlin Center, Ohio  
330-547-4224

Mary Cameron  
Ames, Iowa  
515-450-2483

Gordon Cochran  
Redmond, Washington  
425-883-4001

Sid Edwards  
Tallasse, Alabama  
334-283-4663

Roy Eggert  
Frederick, Maryland  
240-361-8146

Jon Heron  
Hilton Head, South Carolina  
585-737-9455

Sue Kilgore  
Kalamazoo, Michigan  
269-345-3990

Michael Morgan  
Spring, Texas  
281-433-4551

- Energy Efficient Lighting Conversion
  - ◊ LED and Fluorescent Replacement via AEP gridSMART Ohio program

As of June 2013: Properties Committee (Michael Maher, Chair) oversaw this project throughout the museum campus. America Electric Power awarded HCA a gridSMART \$5,000 grant toward the total cost. It made sense to make the investment now due to the grant received, as technology and lighting standards were changing. This was a conversion (old ceiling bulbs used 60 watts, replacements use 9 watts and longer life) that would have been mandated at some point. It also allowed HCA to bring a consistency to purchasing of replacement bulbs that had previously eluded us. As many have said, "it's like walking in and finding yourself discovering things you don't recall seeing before".

- Museum Campus Upgrades
  - ◊ Main Entrance Upgrade
    - \* Replacement of Blue Awning with covered column entrance.
    - \* Mirror entrance to A. H. Heisey's Newark home.

As of June 2013: The Gallery I entrance upgrade project is being developed and has a current estimate of \$7,000 with a completion target of October 2013. We are currently waiting on architect's drawings to submit to City of Newark for approval. The initial conversation with the City of Newark has been positive. When completed we believe this will enhance the initial guest entrance experience and provide an additional link to the family behind the Heisey Company.

- ◊ Remodel visitors reception area in Gallery I
  - \* Warm and engaging counter area
    - ⇒ Include expanded donation acknowledgment area.
    - ⇒ Endowment Level | HCA Leadership | Volunteers+

As of June 2013: We are waiting on the anticipated donation of a workstation to move forward and complete this project. The initial estimates for this project came in at \$15,000 to \$20,000 based upon new construction. Our target completion date is October 2013.

Efforts are also underway to develop a model of the Heisey Factory for display in the museum.

- ◊ Video Tour Concept

Concept discussions took place; however nothing is planned at this time.

## Development | Awareness | Engagement

### Fundraising for Operations and Membership Growth

- Marketing
  - ◊ Reimage and engagement of collector community.
    - \* Membership Growth
      - ⇒ Gift Newsletter Subscriptions
    - \* Museum Promotion—Brand
      - ⇒ *World of Heisey*

As of June 2013: Membership Committee (Sue Kilgore, Chair) has made great progress in updating the study club listings and membership. We're looking at developing increased reporting to gain a better understanding of the demographics of HCA members, so that we may develop better collector information and marketing awareness.

Auction Committee (Dave Spahr, Chair) once again presented successful Heisey auction sales that have become very important to HCA's operational success. As many look to estate planning decisions, the HCA sponsored auctions have become an important option to consider and a major fundraiser for HCA. The volunteer effort to develop and produce these benefit auctions is a significant effort and HCA appreciates their dedication.

The annual Percy and Vivian Moore Weekend in October 2012 was hosted by the Great Plains Club and was a tremendous success and established a new standard for the event in terms of HCA financial support. Thank you to Rex and Pat Lucke for opening their home as part of the Moore weekend of activities.

The National Capital Heisey Collectors Club presented the 40th Annual All-Heisey Show and Sale in March. We appreciated Dick and Marilyn Smith facilitating transportation of the HCA Booth merchandise and managing the HCA booth at this event.

Convention 2013 events were forced to adopt new venues (driven by the OSU conversion to semester classes), finding new homes in Newark for the show and seminars and meetings. The famous Heisey Display (the start of it all) was returned for the 2013 convention.

The lower level of the Gallery building on the Museum Campus was transformed into a showcase of special displays, events and settings of Heisey in historical presentations. These display specials and events were very positively received and both the Buckeye Heisey Collectors Club and the Dayton Area Heisey Club should be commended for their work.

HCA plans to release additional reference publications in the future, including the long awaited second edition to the decoration series that will be focused on Heisey Cuttings and a reprint of the Heisey Candlestick Book, plus others. In development, are efforts that will focus on both preservation and the display of original A. H. Heisey etching plates and a supporting publication that will feature these creative and historic works of art. Several volunteers are engaged in this effort and we appreciate their support.

◇ Community outreach and engagement

\* Brochure

⇒ Update / Reprint

⇒ Placement

◆ Antique Malls

\* HCA signage at Newark City limits

As of June 2013: HCA with design support from the Licking County Convention and Visitors Bureau and installation by the Newark Service Department developed new HCA/Museum awareness signs at the entrances into the City of Newark. These replaced the former green and white signs that had been damaged or lost, and are now enhanced images of the Heisey's blue paper label, and initial reactions have been very positive.

HCA continued to distribute marketing awareness publications (museum/HCA brochures) via the Licking County Convention and Visitors Bureau and the Ohio tourism network.

Across Licking County, Ohio the historic practice by HCA in supporting remote display locations to raise awareness was enhanced this year. Updating of these special remote displays of original Heisey were facilitated by the Collections Committee with Michael Maher coordinating. HCA currently maintains displays in the Midland Theatre, and Newark Library, future display opportunities exist with the Davis Shai House, Heath, OH and Schoendinger Funeral Service, Newark, OH.

◇ Marketing Campaign Development

As of June 2013: HCA purchased advertising in antique publications for convention and HCA museum awareness and participated in the AAA travel tour discount program. A central Ohio tourism program segment was purchased for television featuring HCA's own Michael Maher with members of the Licking County Historical Alliance. The museum was also featured in a discover Ohio segment by a regional southwestern Ohio newspaper. Charlene Bowman facilitated HCA participation at the 2012 National Depression Glass Show to raise awareness and in 2013 the Great Plains Heisey Club will represent HCA at this event once again. Heisey Glass became part of an international display of

American Handmade Glass at the Glasmuseum Hentrich, Düsseldorf, Germany. Thank you to Dave and MaryAnn Spahr, and Charlene Bowman for there efforts to make this international display happen.

A concentrated marketing campaign to raise awareness about the works of the A.H. Heisey Company, the National Heisey Glass Museum and HCA needs to be developed and funded.

• Volunteer Program

◇ Re-establish and promote

This needs to be a priority of the new Curator in 2014.

• Educational Partnership

◇ The WORKS Museum, Newark, Ohio

\* The SCIENCE of GLASS proposal

◇ Dialogue with other collector glass club leadership

\* Seek synergies for joint opportunities

As of June 2013: HCA engaged in a dialogue with the Alford Center for Services Learning at Denison University, resulting in the placement of a summer 2013 internship in the HCA Archives and insuring future partnership opportunities.

We need to engage and develop interactive relationships with the WORKS Museum and other glass collector clubs. The forum of this engagement is still to be determined.

• HCA Master Calendar of Events/Activities

As of June 2013: Initiated in the Heisey News and positively received, more submissions needed to remain relevant and informative.

• Electronic Community Engagement

◇ Email Heisey News

◇ Email Membership Updates & Communications

As of June 2013: Began limited electronic distribution of HCA published materials (Heisey News) and news updates (Heisey E-Gram), and the program is currently limited due to technology issues that are being addressed. The initial response to the Heisey E-Gram was very positive and quickly became an efficient way to provide HCA updates with efficiency and ease.

• Heisey News

◇ Expanded educational content

\* More material from the HCA achieves

As of June 2013: After a brief period of contracting with a third party for layout services, HCA member, David Malick (MI) volunteered to handle layout for the Heisey News. His contributions have been positively received, and regretfully he recently shared with us that will be

unable to continue in this volunteer role after September. HCA will bring full newsletter production back in house in October 2013. We very much appreciate the dedication from David to take on the layout task. Our Curator will assume production layout design of Heisey News with support and assistance from the graphic design team at the Licking County Convention and Visitors Bureau.

Mixed responses were received on the desire for an electronic email newsletter format, with many wanting to have both a paper and electronic version. However, increased production expenses (postage) may require a fee increase at some point in the future to continue a monthly hardcopy production. The electronic version upon release will be produced in full color.

Eric Tankesley-Clarke continued to develop engaging and educational content for the Heisey News and we appreciate his talents in this effort. Amy Jo and Chuck Jones were diligent volunteers in the archives and developed many new items for publication

#### Endowment Fund Growth

- Donations to Principal (Growth)
- Operations Funding
  - ◊ Grant for Development Position

As of June 2013: Cochran Challenge success added \$500,000+ to the HCA Endowment fund and long term the goal is to get the balance to \$7 million to make museum campus operations self-funding. All HCA members are very grateful for the leadership of the challenge by Mary and Greg Cameron and the generosity of Darlene and Gordon Cochran.

Investment advisors (Park National Bank—Trust) suggested HCA consider a change in our endowment management policy and start removing 1% of principal annually to support operations. This suggestion was firmly declined, as the HCA policy on endowment was to use only the income earned. In February 2013, we reported that the endowment was nearly at \$3.5 million, thanks to the performance of the market. A donation of \$3,000.00 per HCA member would get us to the goal of a \$7 million dollar principal level.

We anticipate the development of both a plan for long-term giving and a new endowment fundraising effort in the future. The future operational success of HCA must include a renewed effort to grow the endowment fund at a sustainable pace to support the Museum campus and HCA operations.

As you can see, working together over the last year HCA members accomplished a significant portion of the goals of this plan. This is a reflection of the commitment and

dedicated spirit of the HCA membership to the museum, collection and preservation of the works of the A. H. Heisey Company. This fall HCA members will once again make their way to the Land of Heisey for the annual Percy and Vivian Moore event on Saturday, October 12, 2013 and this promises to be a fun event with the annual select Heisey auction.

It has been my honor to serve as your President for the last year, and I'm confident the new HCA leadership team will build upon the past historical success and they will develop new opportunities for engagement and awareness. Next year (2014) will mark the 40<sup>th</sup> Anniversary of the original King House Heisey Museum. I urge you to recall that HCA started with a small group of volunteers working together to setup the first Heisey display and they built this organization and dedicated it to the collection, awareness and preservation of Heisey Glass. Today we remain stewards of their work in the past and are building for the future. We have all been working diligently to refine and improve the organization and the door remains open for your ideas, volunteer involvement and suggestions.

Jay Barker, Immediate Past President



# Convention 2013 Report

What a great convention! We welcomed almost 200 Heisey fans this year and honored our HCA Founders. There were nineteen first timers, four families, and six former employees. The success of convention is due to the efforts of many volunteers, donors and vendors and I extend my gratitude to our active Study Clubs, the Museum Staff, and the HCA Board of Directors for their support.

- ◆ This year was full of changes. Due to inclement weather on Wednesday evening, we moved the BBQ to the gym at 2nd Presbyterian Church in downtown Newark. Doug, Tom and David took good care of us with little notice and the Mayor of Newark welcomed all.
- ◆ The glass show moved to the Reese Ice Arena after being at OSU Newark for 20 years! Twenty-three dealers offered wonderful selections of elegant glass.
- ◆ The famous Glass Displays were re-introduced at the show. The following clubs and individuals created vignettes using Heisey to coordinate with our convention theme: Charles Baird, Karen Clark, Sid and Mary Edwards, Bob and Bev Heisey, Dan and Sue Kilgore, Lori and Craig Kratochvil, Walter Ludwig, Parrett Antiques, Bucky Will, Jean Will, the Buckeye Heisey Collectors and the Dayton Area Heisey Collectors.





- ◆ Karen Clark and Pat Moore coordinated our Hospitality Room and we thank the individuals and study clubs who made donations: Phil and Sally Abrams, Gregg and Mary Cameron, Karen Clark, Sid and Mary Edwards, Tom and Kathy Files, Glen Gall, Ross and Sylvia Leidy, Robert Loch, Rex and Pat Lucke, Don and Pat Moore, Mac Otten, Betty Pease, Lee Schwann, Dick and Marilyn Smith, Bucky Will, Central Illinois Heisey Club and Heisey Collectors of Texas.
- ◆ Sharon Sweeney and the Heisey Collectors of Texas spearheaded the Silent Auction and Special Live Auctions this year. Thanks to the generosity of enthusiastic bidders and the following individuals and Study Clubs, over \$5400 was raised for the Museum: Jake and Jane Brubaker, Gregg and Mary Cameron, Jim Cheadle, Don and Joyce Deany, Tom and Kathy Files, Bob & Bev Heise, Erma Hulslander, Elaine Husted, Craig & Lori Kratchovil, Rex & Pat Lucke, Mike and Cindy Morgan, Mike and Sharon Sweeney, Heisey Club of California, Heisey Collectors Club of Michigan, Heisey Heritage Society, Central Illinois Heisey Club, Dayton Area Heisey Collectors, Heisey Collectors of Texas, Licking County Convention and Visitors Bureau, North Carolina Heisey Study Club, Northwest Heisey Collectors and HCA.
- ◆ It is also important to recognize our Newark Community Partners and Vendors: Creative Catering (Misti Fenniman), Downtown Newark Association (Virginia Patterson), iSAB Video (Spencer Barker), Layton Electric, Licking County Chamber of Commerce, Licking County Convention and Visitors Bureau (Dan Moder), Mathis Moving and Storage, Moundbuilders Country Club (Meg Cabosky), Mosser Glass, Reese Ice Arena (Gary Baldwin), Signs Now, Wilson's Garden Center, The Newark Metropolitan Hotel and The Pie Man—Gery Dush!
- ◆ **Mark your calendars now for next year's convention dates: June 18-21, 2014!**

Mary Ann Spahr, 2013 Convention Chair













And the winner is...Toasting Heisey Around the World!

## In Memoriam



In memory of HCA members lost this past year...

Richard L. Young  
 Bill Losch  
 Geraldine Lois Kirk  
 Helen Mae Pound  
 Madeline Willoughby  
 Gerald B. Shondell  
 Martha Crane  
 Chauncey Delaney  
 Jack Arthur Walker  
 Beverly Soulders  
 Mary B. Beatty  
 Thomas L. Purdy  
 Donald N. Pederson  
 Herb Wanser  
 Betty Hildebrand  
 Bob Rarey  
 Norval Heisey  
 J. Michael Taylor

# Administrative Notes

WOW! What a show. This year's convention was spectacular and I enjoyed it very much. Last year I had just started so I didn't know much of what went on. This year was fun to be able to participate more. Oh yes, I did spend my next month's paycheck on all the good deals. I missed seeing a number of people who could not come because of health or other reasons. I hope everyone makes it to Percy Moore in October.

We offer our hope and prayers for a speedy recovery to Amy Jo Jones who will be undergoing surgery this week. She will be "on the mend" for a while and we look forward to her return.

Work in the Archives is continuing as David Hiestand, our Denison intern, is working on a project Amy Jo gave him. He is scanning records, articles and ads into the computer as we move toward having a fully digitized record. David has been most helpful and we enjoy having him here.

We have been able to modernize our computer system as Gordon Cochran donated two flat screen monitors that replace some very old CRT's. We assigned one to the Archives, and the other to the main Server. Thank you very much, Gordon. We are in the process of moving our web and email hosting to a local vendor, AlphaLink Technologies. This will make it possible for us to send out Heisey E-grams and electronic Heisey News and be assured that all will be received. AlphaLink will take over responsibilities for the Website which we hope to update in the next year. I would like to say a special thanks to Frank Wollenhaupt who has been our Webmaster for quite some time.

At the time of this writing, the Heisey Staff is short one person, and we are currently interviewing to fill the Clerk's position. In the meantime, we are shorthanded but will do the best we can to keep up with the daily flow of business. We hope to have the position filled in the next two weeks. A very special Thank You is in order to Susan Bruah, our Membership Clerk, for the fine work she did during the convention. Susan handled many extra responsibilities working long days and many days straight. During that time Susan and I were the only staff with any convention experience, and as time drew closer, training of new staff went by the wayside and expedience was needed to get the job done. Thank you again, Susan. You are an ALL STAR.

It is really fun have Jack Burriss, our new Curator, on board. He has so many good ideas for displays, educational programs, and promotional ventures. He rolls up his sleeves and digs right into the hard work. I found he is very adept with a hammer and a saw. I look forward to working with him.

The Gulf Coast Heisey Study Club took advantage of the "Name the Heisey" program and has renamed two pieces in honor of past members. Pattern #25 Powder Puff was renamed Mensh Powder Puff in honor of Sheldon Mensh and pattern #605 Soda Fountain Line was renamed Marsa Line in honor of James Marsa. We will include a full "Name the Heisey" article in the next issue of Heisey News.

We have committed to become an AAA Listed Attraction Organization. By joining this program we will be listed nationally and will be included on all tours to this general area. This should encourage additional visitors from the motoring public. I am also glad to report that Heisey Museum is once again participating in the Blue Star Museums program. This is a national program that allows free admission to servicemen and women and their families. We are very proud to be a part of this group.

Larry Burge, Managing Director





# 2013 Limited Edition Ornament

**\$30 each plus tax or \$27 each plus tax When you buy 4 or more**



This year's ornament celebrates Heisey's Canary color and "Spring" cutting with the diamond H trademark. When your ornament isn't hanging in the tree it will look great in any window. They are hand blown, cut, signed by both artists, numbered and dated, and carefully gift boxed with a card of thanks. Only 300 have been made. #1 will be auctioned off to the highest bidder at the Percy and Vivian Moore Weekend event. #2 through #150 were sold on a first come first serve basis at the museum gift shop and show booth during the convention. The remaining ornaments will be sold by mail and phone beginning in July. If shipping is required (\$6 per ornament) allow 14 business days for delivery. It's our pleasure to offer such a wonderful work of art celebrating Heisey.

**Profits from the sale go directly to HCA's operating fund.**



## 2013 Ornament Order Form

Name \_\_\_\_\_

Address \_\_\_\_\_

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

Phone \_\_\_\_\_ Email \_\_\_\_\_

Quantity \_\_\_\_\_ Pick-up  Ship  (\$6 per ornament) + 7% sales tax.

Grand Total \_\_\_\_\_

Check # \_\_\_\_\_ Visa \_\_\_\_\_ MC \_\_\_\_\_ Discover \_\_\_\_\_

Card # \_\_\_\_\_ Expiration Date \_\_\_\_\_

# The Great Cover-Up *or* Sugars Exposed

A long time ago, before I was deep into Heisey, I was in an antique mall and there, two aisles away, brilliant glass compelled me to skip all the intervening merchandise and give it my full attention. (I learned later, unsuspecting naïf that I was, that Heisey lay in wait for me.) The price was small, another trick to reel me in. An antique dealer friend was with me and advised against buying it. "It's missing the lid," he warned with flinty scorn. I bought the piece anyway, rescuing it from the bad company of inferior glass into which it had fallen. From behind me, I could hear my friend's eyes rolling.

Covered sugars. Such a problem for collectors. When you find a sugar without a cover, is it missing the lid? Was it offered both ways? Was there a lid at all? What do you do if you don't have that irritatingly knowledgeable friend along with you? Those questions are not always easy to answer.

If Heisey made no lid for it, you're home free and you can rejoice in your open sugar. If you know it always had a lid, at least you can be on the watch for that missing piece. It's those in-between ones that cause the problems. If a sugar was offered both with and without cover, some collectors will still insist on having it with a lid, while others will be content to declare their lidless example perfectly good. Some will want one of each. If domino sugars are your thing, you can just turn the page, because none of them, of course, had covers. Off you go.

One way to sort out which ones required covers or not is to consider their sizes. Roughly speaking, Heisey's sugars can be grouped into three sizes: table, hotel, and individual. Table sizes typically had covers, individuals typically did not, and hotels, depending on the pattern, were AC/DC; they could go either way. These are rough and somewhat arbitrary groupings with some overlap: there are some sugars that Heisey called "individual" that are as large as others they called "hotel." Heisey never actually used the term "table" to designate sugars, but in patterns with table sets as well as other sizes of sugars, it makes it easier to know which one you're talking about. The table sugars are frequently really big ones, huge by today's standards. (Heisey did make one sugar that was part of a table set they specifically called "small," the #150 Pointed Oval in Diamond Point. Sure enough, it is quite a bit smaller than Heisey's other table sugars.) By about 1930, Heisey had mostly stopped making "table" sugars. After that time, they sometimes had an individual size and a regular size in a pattern, but the regular size was certainly smaller than the old table sugars but no longer called a "hotel" sugar.

Sugars that belonged to table sets always had covers. Some have a seating rim around the top of the sugar, as in #310 Ring Band. In others the lid completes the shape; when the cover is in place, the line of the profile remains unbroken. Think of #335 Prince of Wales, Plumes. Some, however, have lids very distinct from the body that just sit on top, as in #1225 Plain Band. Regardless, you can assume that a large, table-size sugar, especially in an EAPG style, should have a lid.



Table sugars always required covers (#310 Ring Band, #1225 Plain Band, and #335 Prince of Wales, Plumes).



Table, Hotel, and Individual Sugars (#393 Narrow Flute).

On the other end of the size range are the individual sugars. Life is easier for the collector, since Heisey's rarely had lids. A few exceptions come to mind. The #352 Flat Panel individual sugar is one. The Revere individual sugar is another, #1183 when it doesn't have a lid, #1183½ when it does. The uniquely designed #1189 Yeoman footed individual sugar is another. (I suppose we could include the #1225 Plain Band toy sugar here, because it's small. Or up above in the table set discussion, because, well, you know. Either way, it has a lid.) Both #1183 Revere and #1189 Yeoman are



larger than typical individual-sized sugars, more like hotel sugars, so the cover is more understandable with them. Since Heisey gave the Revere sugar a different number when covered, the lid is obviously optional. Price lists show that the Flat Panel and Yeoman lids were not requirements, either. I'll write more about each of these in later articles. Other than these patterns, Heisey didn't put covers on the individual sugars.

It's when you get into the hotel-sized sugars that the problems arise. Some hotel sugars obviously required lids, because the rims had some sort of internal seating to support the covers. These sugars look naked without lids. #1025 Sharon and #1023 Yeoman have that sort of rim. Sugars with those rims were always sold with lids. On the other hand, if the rim of the sugar is uneven or sloped, there was no cover ever made for it. The #354 Wide Flat Panel hotel sugar and the #1511 Toujours sugar are two of those.

But Heisey offered many hotel-sized sugars (whether so called or not) with perfectly flat rims. These are the ones that may have had covers all of the time, part of the time, or not at all. Again, the age of the sugar helps to some extent. Older, EAPG patterns that are flat-rimmed in the hotel size, such as #325 Pillows or #335 Prince of Wales, Plumes, are incomplete without the covers.

Along come the colonial and post-colonial patterns and the scenery changes. Cream and sugar collectors will know that some flat-rimmed patterns (such as #1180 Debra or #1170 Pleat & Panel) just aren't seen with covers that often. #479 Petal is an even more extreme example, with covers hardly ever seen in crystal, and never in color. It isn't necessarily because the lids were lost or broken, although some surely were. It is again a matter of fashion. By the late 1910's, lids were no longer seen as essential for sugars.

Collectors sometimes assume that however a sugar was illustrated in a catalog, that is the only way it was offered. It is quite rare for a Heisey catalog of the 1900-1930 era to mention whether a sugar came both ways. Now and then, one catalog would show a sugar one way, and another the other way. The #411 Tudor has a cover in Cat. 102; in Cat. 109 the cover is gone. #473 Narrow Flute with Rim hotel sugars are shown both ways in other catalogs. For the most part, though, the catalogs don't have the final word. The price lists tell the real story. They offered many plain-rimmed sugars with or without covers, regardless of whether the accompanying catalog showed a cover or not. In fact, there are some sugars that are widely assumed to have no covers, yet price lists and the occasional lucky find



Few individual sugars were offered with covers, and those were optional (#352 Flat Panel, #1183 Revere [#1183½ when covered] and #1189 Yeoman)



Some hotel sugars required covers (#1025 Sharon and #1023 Yeoman).



Other hotel-sized sugars never had covers (#354 Wide Flat Panel and #1511 Toujours).



A few hotel sugars are shown with and without covers in catalogs (#1180 Debra and #411 Tudor).



Plain rims on hotel sugars often mean an optional cover (#1080 Debra) but an interior ledge means a cover was required (#1023 Yeoman).



Some hotel-sized sugars are seen frequently with their optional covers (#1951 Cabochon and #1170 Pleat & Panel).



Other hotel sugars are seen with covers so rarely that some collectors don't know they exist (#479 Petal and #433 Greek Key round hotel).

#429 Plain Panel Recess is a plain-rimmed hotel sugar, larger than most, and never sold without cover.



verify they were offered both ways. The #433 Greek Key round hotel sugar is an example of that. The catalog doesn't mention a cover, but the price lists do (and so does at least one illustrated ad), with the cover being seen only rarely.

Ah, now you may be thinking that most of the later hotel sugars can be thought of as complete with no lid and you're getting off easy. Before leaping to any conclusions, however, there are exceptions. Some flat-rimmed hotel-sized sugars were never offered without covers. The massive #429 Plain Panel Recess is one of those patterns. A sugar in that pattern without a cover is truly missing its lid and you, dear collector, have more work to do. (Never mind that there is a patent drawing of this sugar without the cover. No one said this was going to be easy.)

Once you get into patterns from the 1930's and later, maybe you can get off easy. Covers become even less common. Many patterns had no covers at all. In some later designs, a cover was available as an option that many buyers did not choose. Think #1485 Saturn or #1951 Cabochon. By that time, Heisey had largely dropped the "hotel" designation and made very few really large sugars. In a sense, then, these later, smaller sugars were standing in for the old large table sugars. But that did not mean the sugars required lids.

You see what I mean about answers being hard to come by. As in most things, the apparent inconsistency of Heisey makes it difficult to say without a little research whether your lidless hotel sugar is "complete" or not. As I write about each pattern of sugar, I try to make sure I mention when lids were *de rigueur* for the piece. In my series of sugar and cream articles that I started in 2010, only three hotel-sized sugars discussed so far have had lids that are optional, and all have been mentioned here: #1180 Debra, #433 Greek Key round hotel, and #1951 Cabochon. All the rest have been lidded either all the time or none of the time. More hotel-sized sugars with optional covers will surface soon, though.

At least one Heisey salesman claimed, speaking long after the factory closed, that Southerners preferred the covered sugars, in part because of the flies. I will guess there was also a stronger preference for formality in the South that made the lidded sugars seem more proper. Besides regional differences, lids added to the cost, of course. A cover increased the cost of the sugar by as little as 15-25% in earlier price lists or as much as 55% in later price lists, depending on the pattern. If your budget was limited (or you were appealing to customers whose budgets were) or you lived in a part of the country where a lid didn't matter you probably didn't spring for a cover for your sugar.

This has some implications for the collector. First, some sugars just don't come with lids that often, and you'll have to pay quite a bit for that added little topper. Second, just because your set doesn't have a cover doesn't necessarily mean it is incomplete. It may well have been sold that way. Third, maybe you'll be luckier finding lids if you shop in Alabama instead of Vermont!

None of this will make a difference to the collector who always wants a sugar to have its cover if one was available. If anything, it might make such collectors nervous about some of their lidless sets. "What if there's a cover for it that's never been seen?" But it's nice to know that some of the time you can still claim a coverless sugar and cream set is complete without everyone rolling their eyes.

*Why could Phyllis go topless but Eileen could not? Did Sharon resent either of them? Ponder these and other troubling questions by writing me at [heisey@embarqmail.com](mailto:heisey@embarqmail.com).*

Eric Tankesley-Clarke

## 2013 Heisey Fall Select Auction

Hope you are planning to come to Newark again this year for Percy and Vivian Moore Weekend which will include our wonderful seventh annual **Fall Select Auction**. The auction is scheduled for Saturday, October 12, 2013 and will be in the afternoon. We are looking into moving the auction from the museum multi-purpose room to another site in Newark. Last year the room was very crowded and more space and additional seating would be nice! This event is open to the public and hopefully those who come will come early to visit the museum and see our wonderful glass collection.

We have **selected** glass for the auction from our submitted lists but have not inspected the glass. We should have nearly 225 lots of clean damage-free Heisey glass for your buying enjoyment! As with the Spring (Benefit) Auction, all net proceeds go 100% to support the Museum.

We are also planning to have another glass purchasing activity this weekend headed up by Board Member and Vice President Michael Maher. There will be more about this activity in the newsletter once other plans including auction location are firmed up.

FYI, the September newsletter will include a listing of the Fall Select Auction glass and other instructions, including absentee bid forms for use by those who can't make it to Newark for a great weekend. Hopefully we can highlight our special pieces for auction in that issue. We also intend to have the information on the Heisey Glass Museum website.

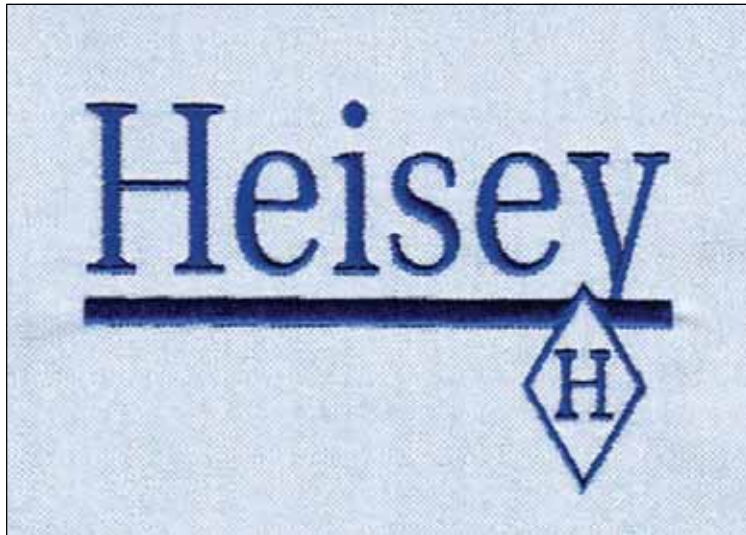
Hope to see you there! Please come and plan on spending the day with us at the auction during the Percy and Vivian Moore weekend and have a great time in Newark and at your Museum!

Dave Spahr, Auction Chair



# Heisey Logo Apparel

Many of you have been looking for a way to share your pride and appreciation in the works of A.H. Heisey & Co. So as we're looking for ways to build the HCA/Heisey brand and by your popular request we have worked with Lands' End Business Outfitters to setup a Heisey logo (sample below) so you may order it embroidered on shirts, polo's, tote bags and pretty much anything they carry on their web site.

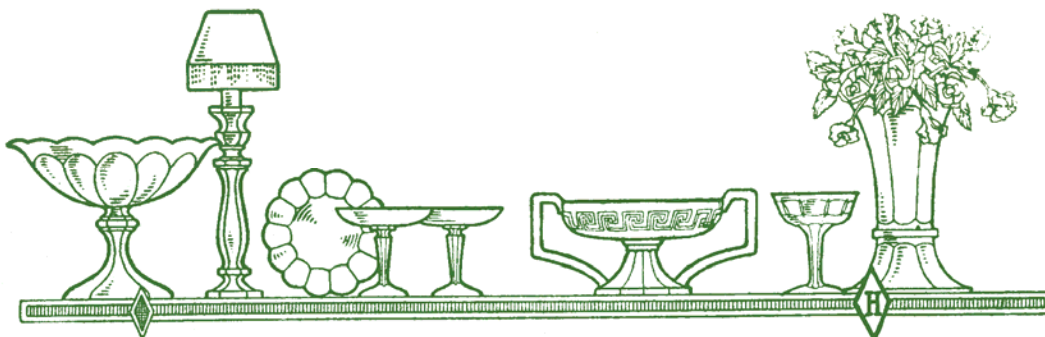


By using Lands' End Business Outfitters you have a wide selection of clothing and logo colors and sizes to choose from. Maybe you will have the logo done in your favorite Heisey color, the possibilities are many. Orders may be placed via the following:

- On line: [www.landsend.com/business](http://www.landsend.com/business)
- Or by phone: 1-800-338-2000

You need the following information to place the order: **Customer# 6146337** and **Logo# 1306653W**

The customer and logo number identify both HCA and the Heisey logo in their system. By using these you may order from the Lands' End Business Outfitters web site and pay with your credit card. We're looking forward to seeing your HCA/Heisey spirit at the next event. Based upon your response we may establish an HCA Company Store in the future on their web site and recreate more additional original Heisey logos.



# 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. Below is our Study Club Directory; please contact the Museum with your information. We also would like to share your club's news; please forward your meeting minutes to us!

<p><b>#4 CENTRAL ILLINOIS HEISEY CLUB</b> Serving Central Illinois - Pekin to Watseka. Meets quarterly in Bloomington, IL at a restaurant. Call for specific dates. Contact Joyce Deany at 815-432-4310 (jdeany@sbcglobal.net).</p>	<p><b>#33 GOLDEN GATE HEISEY COLLECTORS' CLUB</b> Serving northern California and northern Nevada. Meets quarterly, usually on Saturday afternoons in members' homes throughout region. Contact Russ Nicholas at 916-515-8558 (RL3690@comcast.net).</p>
<p><b>#5 BAY STATE HEISEY COLLECTORS' CLUB</b> Serving Massachusetts, Rhode Island, Connecticut and New Hampshire. Meets 2nd Tuesday of September, October, November, March, April and May and 1st Tuesday of June in the Community Room of Whole Foods Market of Bedford, MA. Contact Stephen Pescatore at 978-256-5418 (spescatore@houghton.com).</p>	<p><b>#38 NORTH CAROLINA HEISEY STUDY CLUB</b> <b>(www.northcarolinaheiseystudygroup.org)</b> Serving North Carolina, South Carolina, Virginia (also have members from West Virginia and Texas). Meets odd numbered months 2nd Saturday at noon at Replacements, LTD in Greensboro, NC. Contact Karen Taylo at 252-637-9985 (nchsg@yahoo.com).</p>
<p><b>#7 DAYTON AREA HEISEY COLLECTORS' CLUB</b> Serving southwest Ohio, northern Kentucky, and eastern Indiana. Meets 3rd Tuesday, September thru May (no December meeting) in Huber Heights, Ohio Library. Contact Joe Harner at 937-372-0852 (lh937@aol.com).</p>	<p><b>#42 GULF COAST HEISEY CLUB</b> Serving West Central Florida. Meets January, February and November at 1 p.m. in members' homes throughout region. Specific dates to be announced. Contact Don Walzer at 352-314-8975 (dnnwalzer@embarqmail.com).</p>
<p><b>#8 HEISEY HERITAGE SOCIETY</b> Serving Pennsylvania, New Jersey and Delaware. Meets quarterly on Sundays in members' homes throughout region. Call for specific dates. Contact Craig Kratochvil at 973-962-4004 (lorrain805@aol.com).</p>	<p><b>#49 GREAT PLAINS HEISEY CLUB</b> <b>(www.greatplainsheiseyclub.org)</b> Serving west of Mississippi, east of Rocky Mountains. Meets March, May, July, September and November in members' homes throughout region. Specific dates and times to be announced. Contact Kathy Files at 816-468-7087 (tkfiles@kc.rr.com).</p>
<p><b>#13 HEISEY CLUB OF CALIFORNIA (www.heiseyclubca.org)</b> Serving Southern California (San Diego to Santa Barbara). Meets 4th Sunday at 12:30 p.m. except November, and 2nd Sunday in December in members' homes throughout region. Contact Richard Borino at 949-496-0676 (Lrb1946@aol.com).</p>	<p><b>#50 NORTHWOODS HEISEY STUDY CLUB</b> Serving Minnesota and Wisconsin. Meets March, May, August, and October in members' homes throughout region. Specific dates and times to be announced. Contact Doug Olson at 651-227-4358 (dmolson555@gmail.com).</p>
<p><b>#15 HEISEY COLLECTORS' CLUB OF MICHIGAN</b> Serving Michigan and northern Indiana. Meets six times per year in members' homes throughout the region. Contact Rick Van Meer at 517-782-3874 (rickvanmeer@comcast.net).</p>	<p><b>#51 NORTHEAST FLORIDA HEISEY STUDY CLUB</b> Serving northeast Florida, meets 3 times a year at the Avonlea Antique Mall's Olde Florida Café, Jacksonville, FL. Call for specific dates. Contact Bea Ketchum at 904-636-8785 (bea@avonleamall.com).</p>
<p><b>#16 HEISEY COLLECTORS OF TEXAS</b> <b>(www.heiseycollectorsoftexas.org)</b> Serving Texas. Meets odd numbered months 2nd Saturday at 1 p.m. Meeting locations to be announced. Contact Mike Morgan at 936-321-4292 (mikemorgan@consolidated.net).</p>	<p><b>#52 NORTHERN VIRGINIA HEISEY STUDY CLUB</b> Serving Northern Virginia to include Maryland and Washington D.C. Meets September thru May. Please call or email for date and location each month. Contact Russ Reopell at 703-250-6117 (rreopell@verizon.net).</p>
<p><b>#20 BUCKEYE HEISEY COLLECTORS' CLUB</b> Serving Ohio. Meets 4th Monday September thru May in Heisey Museum Meeting Room or members' homes. Contact Michael Maher at 740-644-1796 (theflyingmaher@yahoo.com).</p>	<p><b>DAIRYLAND HEISEY CLUB (Currently Inactive)</b> Serving Wisconsin. Looking for individuals interested in Heisey Glass with a desire to reactivate this club. Contact Ray Courtneage at 414-962-9747.</p>
<p><b>#22 NORTHWEST HEISEY COLLECTORS' CLUB</b> Serving Washington (west of Cascade Mountains; north to Canadian border; south to Oregon). Meets 1st Saturday at noon with potluck in members' homes. Contact Deborah DeJong at 425-868-0457 (bahama50@hotmail.com).</p>	<p><b>TRI-STATE HEISEY STUDY CLUB (Currently Inactive)</b> Serving Indiana, Ohio and Michigan. Looking for individuals interested in Heisey Glass with a desire to reactivate this club. Contact Jim Cheadle at 419-485-3766.</p>

# #964 Maryland

Rock Crystal | Introduced in 1941 | Discontinued in 1957

Original Heisey Name: Rhumba. Compare with #999 Carolina, #1006 Londonderry and #1007 Galway Bay.

"As distinguished and beautiful as its name Maryland Hand-Blown Rock Crystal Cutting combines dignified grace with modern simplicity to make a perfect blending of the old and the new. Each time you set a sparkling table of Maryland, your pride of ownership will rise to new heights. You'll find this Heisey pattern in a complete line of stemware together with plates, bowls, hurricane lamps, candlesticks, compotes and other lovely accessory pieces."

—from Heisey Co. pattern folder

\* Denotes items made by Imperial Glass Corporation from September, 1959 to January, 1964.

## #5024 OXFORD

11 oz. Goblet\*.....\$18/doz.

9 oz. Goblet

6 1/2 oz. Saucer champagne

6 1/2 oz. Sherbet \*

6 oz. Double cocktail

4 1/2 oz. Claret \*

4 oz. Oyster cocktail

3 1/2 oz. Cocktail \*

3 oz. Wine \*

1 oz. Cordial \*

1 oz. Cordial, tall stem

1 oz. Liquor, ftd.

5 oz. Juice, ftd.\*

12 oz. Ice tea, ftd.\*

Finger bowl (3335)

6 in. Comport

## #57 EIFFEL

Salt and pepper

## #485 DUNHAM

9 in. Salad bowl

9 in. Salad bowl with beaded edge

14 in. Torte plate

## #1184 YEOMAN

7 in. Plate

8 in. Salad plate

16 in Buffet plate

## #1489 PURITAN

1 light Hurricane block with #4061

10 in. cut globe

4 1/2 in. Candleblock

14 in. Oblong bowl

French dressing bottle

## #1495 FERN

15 in. Cheese and cracker

## #1519 WAVERLY

3 piece Mayonnaise set

## #1951 CABOCHON

6 in. Comport

9 in. Relish, 3 compartment, oblong

Cream

Sugar

## #2351 NEWTON

1 1/2 oz. Bar

2 oz. Bar

8 oz. Highball

8 oz. Old fashion

8 oz. Soda

10 oz. Beverage

12 oz. Ice tea

13 oz. Double old fashion

14 oz. Soda

## #2355 CLOVERLEAF

2 1/2 oz. Bar

5 oz. Soda

6 oz. Soda

8 oz. Old fashion

10 oz. Soda

10 oz. Tumbler

13 oz. Soda

16 oz. Soda

## #3304 UNIVERSAL

Cocktail icer and liner

## #4035 BETHEL

32 oz. Decanter

## #4036 MARSHALL

1 pt. Sherry

1 qt. Cocktail shaker

1 qt. Decanter

## #4036 1/2

1 pt. Decanter

## #4052 NATIONAL

5 oz. Soda - special for Joe Lower  
(Heisey's New York salesman)

## #4164 GALLAGHER

73 oz. Jug

## #4225 COBEL

1 qt. Cocktail shaker with plain,

Rooster Head or Horse Head stoppers

2 qt. Cocktail shaker

## #5031


8 oz. French dressing bottle

## #6060 COUNTRY CLUB



1/2 gal. Jug

## #964 1/2 MARYLAND VARIANT

A note was found saying that this variation had a cutting on the foot. No list was found but the #5024 OXFORD stemware line is the logical assumption.




**Maryland**  
HAND-BLOWN ROCK CRYSTAL CUTTING






As distinguished and beautiful as its name, MARYLAND Hand-Blown Rock Crystal Cutting combines dignified grace with modern simplicity to make a perfect blending of the old and the new. Each time you set a sparkling table of MARYLAND, your pride of ownership will rise to new heights. You'll find this Heisey pattern in a complete line of stemware together with plates, bowl, hurricane lamp, comparts, and other lovely accessory pieces.

(Left to Right) 3½ oz. Cocktail, 6 oz. Double Cocktail, 1 qt. Cocktail Shaker, 1½ oz. Bar Glass, 1 pt. Decanter, 8 oz. Old Fashion, 12 oz. Soda (also 8 and 10 oz. Sodas available).



(Clockwise) 6½ oz. Saucer Champagne, 5 oz. Footed Juice, 12 oz. Footed Ice Tea, 11 oz. Goblet (9 oz. goblet not shown), 4½ oz. Claret, 3 oz. Wine, 1 oz. Cordial, Finger Bowl on 8" Plate, and 4 oz. Oyster Cocktail.



**Heisey** A. H. HEISEY & CO., NEWARK, OHIO  
THE FINEST IN GLASSWARE, MADE IN AMERICA BY HAND



This excerpt on Heisey's #964 Maryland cutting is taken from the forthcoming *Encyclopedia of Heisey Glassware, Volume II: Cuttings and Engravings* by Neila M. Bredehoff, Thomas H. Bredehoff and Louise W. Ream.

# Membership

To join Heisey Collectors of America or to renew your membership, contact the HCA Administrative Office at 740-345-2932 or visit our website at [www.HeiseyMuseum.org](http://www.HeiseyMuseum.org).

Your membership ensures the future of the Heisey Museum. Please consider opting for the Endowment level.

## Membership Levels

Associate Member (one person)	\$30
Each additional household member	\$5
Voting Member (onetime fee)	\$25

Any amount beyond the Associate Member fee goes into the Endowment Fund.

## Endowment Levels

Individual Contributing (one person)	\$50
Joint Contributing (two persons)	\$60
Family Contributing (parents and children under 18)	\$75
Patron	\$125
Sponsor	\$250
Benefactor	\$500

The Endowment Committee thanks those who have become Endowment Members. All members who supported the fund in the previous year are recognized in the February issue of Heisey News. Your continued support of the fund will help to make the Museum self-sustaining in the years to come.

## Membership Renewal Alert

Check above your name on the mailing label of your Heisey News for your membership expiration date. If it is the current month, make sure your dues are paid soon to receive next month's issue of Heisey News.

## Shipping & Handling Fees

Additional shipping charges may be required for members living outside the USA. Rates are subject to changes made by the United States Postal Service. To verify current rates, contact the Museum at 740-345-2932 or email [business@HeiseyMuseum.org](mailto:business@HeiseyMuseum.org).

# Thank you!

## HCA Welcomes New Members for May 2013

Stuart Altschuler and Mike Anderson	California
Jim and Jane Castor	Indiana
Deb Eckart	Texas
Loretta Gavin and Mac Otten, Jr.	Ohio
Jennifer Heisey	Kentucky
Geoff Heisey	Indiana
Roger and Mildred Loucks	New Jersey
Dianne Mandel	South Carolina
Barry and Emma McFarland	Kentucky
Marjorie Stormer	Texas
Ronald Vincent and Christine Calone	California
Mary Wegelin	California
Eileene Wise	Massachusetts

**Our Membership is now  
1,305 Members**



## HCA Thanks Museum Volunteers for May 2013

Jay Barker  
Mike and Linda Bishop and Michelle  
Charlene Bowman  
Ed and Marianne Henderson  
Amy Jo and Chuck Jones  
Sue and Dan Kilgore  
Frank Kuhlman  
Tom LeBlanc  
Walter Ludwig  
Michael Maher  
William and Victoria McKelvey and Electa  
David Malick  
Dick and Ginny Marsh  
Jack Metcalf  
Don and Pat Moore  
Debbie Poling  
Dick and Marilyn Smith  
David and Mary Ann Spahr  
Kate Stickle  
Charlie and Susan Wade





## 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. 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.

If you would like to make a donation to the Museum or have questions regarding items on loan, contact the Museum at 740-345-2932. HCA reserves the right to accept or refuse items based on current holdings.

HCA will attempt to identify unknown glass items. Send a color photograph, measurements, and a self-addressed, stamped envelope. 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 per item.

**(740) 345-2932**

## Heisey Glass Beads

Introducing the first of a series...

the Depression Years: Flamingo | Moongleam | Sahara

\$75 for the Starter Series bracelet (3 beads and silver bracelet) or \$25 per bead and \$20 for the bracelet alone. Pre-order sales only. Pick-up at the Museum during the 2013 Percy Moore Weekend or \$5 for shipping and handling charges. Place orders by calling the Museum during normal business hours. Beads are individually hand made from real Heisey glass. The last day to receive orders is October 1, 2013.



Wear Heisey, Show off your Passion!



## Calendar of Events

**MUSEUM TOUR: KNOX COUNTY FREEDOM YEARS**

August 22, 2013

**MUSEUM TOUR: OHIO SENIORS**

September 19, 2013

**MUSEUM TOUR: COLONY TERRACE II APARTMENTS**

September 27, 2013

**PERCY & VIVIAN MOORE WEEKEND & FALL SELECT AUCTION**

October 11-13, 2013, in Newark, OH

**HEISEY NATIONAL CONVENTION & ELEGANT GLASS SHOW**

June 18-21, 2014, in Newark, OH

## Advertising Guidelines

Ads may be mailed to HCA Advertising, 169 W. Church Street, Newark, Ohio 43055; faxed to (740) 345-9638; or e-mailed to [business@HeiseyMuseum.org](mailto:business@HeiseyMuseum.org). Whenever possible, please e-mail your ad. Ad copy must be received by the first of the month prior to publication. 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. 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.

### CLASSIFIED

20 cents per word for members; 30 cents per word for non-members; \$1.50 minimum, 1/8 page limit. Personal ads 1/8 page limit. Abbreviations and initials count as words.

### DISPLAY

1/8 page:	Member \$20	Non-member \$30
1/4 page:	Member \$40	Non-member \$60
1/2 page:	Member \$80	Non-member \$120
Full page:	Member \$160	Non-member \$240

## Submission Guidelines

Send articles for publication in HEISEY NEWS to Larry Burge ([director@HeiseyMuseum.org](mailto:director@HeiseyMuseum.org)) and to Jack Burriss ([curator@HeiseyMuseum.org](mailto:curator@HeiseyMuseum.org)). If accepted, a proof of the submission will be returned for review and approval within 3-5 business days. If you receive no response after that period of time, please follow up with both Larry and Jack to ensure your submission is received. The submission deadline is the 15th of each month.

The opinions expressed in articles in HEISEY NEWS are those of their authors and do not necessarily reflect the views of HCA. The editorial staff reserves the right to edit submissions, with or without author consent, and to refuse material submitted for publication.

*To Cherish Forever—*

**SUCH LOVELINESS IN HEISEY'S COSTS SO LITTLE**

THERE'S SPLendor in fine glassware—far exceeding the price you pay. Heisey Glass perfectly complements the bride. Exquisite etched or cut rock crystal stemware, plates, bowls, candelabra and other pieces—all hand-made with conscientious care for Heisey quality. Choose from splendid selections of open-stock patterns with assurance that no glassware is more brilliantly beautiful, or smartly styled.

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

3018 3" vase  
Tinted-Orange Cutting  
No. 994, \$6.00

3513 8 Light Sponges  
with "H" pattern  
\$5.00

"Chanticleer"  
Table Ornament  
\$8.75

1504 Cocktail Set  
& Linen, Glass Cutting  
No. 104, \$6.25

1508 Goblet,  
Chateau Cutting  
No. 887, \$3.25

1503  
3 Light Candelabra  
\$1.50

1511  
8" plate—Deiry Cutting  
\$5.00

1512 Goblet  
Deiry Cutting  
No. 989,  
\$1.75

1513  
14" Teala Flare  
Mosaic etching \$4.75

Prices slightly higher  
West of Boston

1510 Goblet  
Mosaic etching  
\$1.25

**HEISEY'S**  
HAND-WROUGHT GLASSWARE

An original Heisey ad from the June 1940 issue of *House and Garden*.

# Dealer Directory



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