

Vol. VII, #.6

JUNE . 1978

One Dollar



EDGAR WILSON HEISEY Company President 1922-1942

## CONVENTION DATES JUNE 15 – 18, 1978 Antique Show and Heisey Glass Display

The registration form was in the april newsletter, inside the back cover.

## 2. From the desk of ...

your President

As of today, May 18, the membership had hit 3771. That is a gain of 141 since last month. Who says Heisey collecting is dead, or dying? I think it is still in the beginning stages in most parts of the country. Welcome to all of the new members!!!

It won't be long now! We are busy washing all of the glass in the museum and we hope we will have it all properly labeled by the time of convention. We have been behind on that for some time but our new employee has helped that situation.

Heisey has really been in the news lately with all of the articles, auction story etc. There have been good writeups here and there including the "Apple Tree" a small publication from Illinois. We are getting inquiries from something in "American Collector" but have not seen the article.

We had a nice surprise lately when Paul Fairall donated us some catalogs and other items. One, in particular, we had never seen before and several others are much better copies than we already owned. Some of ours were pretty beat up from long use years ago. We are really grateful for Paul's generosity. We have not had time to thoroughly go over the material to see what all there is that is new.

Bob Ryan had back surgery after

### 1978 "OSCAR" Announcement

Oscar" pickups will be at the museum on the south lawn, weather permitting, beginning at 1 p.m. on June 15th.

If any Oscars are left they will also be on sale at the same place at the same time at \$15.00 each. Limit O N E per customer.

We hope to use the Gatehouse for this purpose.

Last year the pickups and sales were at the show and caused a great deal of congestion when the show opened. We are trying to eliminate this problem this year.

Many people complained last year about the numbers people were able to get so it is limited to ONE each this time for the extras. As the Heisey News goes to press we do not know how many are left. We have not had an up-to-date accounting from the club in charge. Much credit goes to the 76'ers of Columbus (Ohio) for taking the ordering, packing

the auction and is still laid up. Lynne Bloch just had some sort of operation on her eyes. We hope both are well for the convention. Perhaps Bob will be back regularly now as a columnist.

The new building may not be ready by convention, but we hope we can open it for inspection at least, even though we may not be moved in. The new mailing room in the basement will be very nice and will relieve the pressure on the lower level of the museum, where we now have to store

### Convention 1978

We are anxious to see all of our old friends again and to meet many new members for the first time. Some of you will be arriving early, from Monday on, and you can come to the museum anytime after 10:00 a.m. on Tuesday and Wednesday. In fact the museum will be open from nine to nine on Thursday and Saturday and nine to six on Friday and Sunday to give everyone a chance to visit it.

If anyone wants to help out at the museum or help with the display if you arrive early, just let us know when you get here. We are usually busy with last minute details.

the registration form was in the APRIL NEWSLETTER, inside the back cover.

and sending all of these animals. By the time this Heisey News gets to you they may have been shipped. This was a tremendous undertaking.

all of the sale items.

Be sure to have your study club officers attend the meeting for them at the Sheraton Inn on Saturday at two p.m.

Remember the museum will be open from 9 to 9 on Thursday and Saturday of the convention and from 9 to 6 on Friday and Sunday.

Check throughout this issue for special announcements.

See you all real soon.

LOUISE REAM

#### HEISEY NEWS --- P.O. BOX 27 --- NEWARK, OHIO 43055

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Heisey Collectors of America, Inc. is a non-profit corporation with tax exempt status. Owners and operators of National Heisey Glass Museum, 6th and Church Streets, Newark, Ohio. Open Daily 1-4 p.m., April through October except Mondays and Holidays, November through March, Wed., Sat., Sun. 1-4 P.M. Members admitted free. Phone: (614) 345-2932. Club membership (includes 12 issues of Heisey News and participation in all club activities) \$10.00/Year plus \$1.00 each for additional family members in same household who wish a membership card. For voting membership add \$25.00, one time only fee, or write for information.

Membership Information - Address - HCA Membership, Box 27 Newark, Ohio 43055. Notify at once of any change of address.

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 or refuse any material submitted for publication. When requesting information, please enclose a self addressed stamped envelope (SASE).

ADVERTISING - Send all ads to: VIRGINIA YEAKLEY, Advertising Manager 640 Melanie Court Newark, Ohio 43055

DEALER DIRECTORY ADVERTISING RATES-5 line-\$6,00/6 issues

CLASSIFIED ADVERTISING - 5¢/word - \$1.00 Minimum. We cannot mix type sizes in Classified Ads. Abbreviations and initials count as words.

DISPLAY	ADVERTISING RATES	MEMBER	NON-MEMBER
	1/8 Page	\$ 8.00	\$15.00
	1/4 Page	\$15.00	\$25.00
	1/2 Page	\$25.00	\$40.00
	Full Page	\$45.00	\$60.00

PAYMENT IN FULL MUST ACCOMPANY ALL ADS.

Advertising copy must be in our hands by the 5th of the month to assure publication in that month's issue. Advertisements containing reproductions will not knowingly be accepted unless clearly stated (i.e. Heisey by Imperial, etc) Heisey News assumes no responsibility for false advertising or misleading information. In the event of typographical error, the incorrect portion of the ad will be run in the following issue, but Heisey News assumes no further liability.

Send all letters and articles to be published to the editor. Letters columnists should be sent to the club address and will be forwarded.

## **TUMBLERS**

### TAPER LINE



#### THERE ARE VERY GOOD ILLUSTRATIONS OF ALL SIZES IN CATALOG 75, PAGE 21 AND IN OPTIC ON PAGE 22.

#### by TOM BREDEHOFT

TAPER Line

 $#525 - 2\frac{1}{2}$  oz.  $#526 - 3\frac{1}{2}$  oz.

 $#527 - 4^{1/2}$  oz.

#528 - 6 oz.

#529 - 8 oz.

#530 - 10 oz.

#531 - 12 oz.

#532 - 13 oz.

#533 - 14 oz.

#534 - 16 oz.

Heisey produced many, many tumblers, sodas and bar glasses for sale to the soda fountain, bar, cafe, restaurant, and hotel trade. Many of the pattern numbers which represent only tumblers or sodas were for this specialized portion of the glassware business. Many hotels were outfitted exclusively with Heisey glass. Even Bellevue Hospital in New York City at one time used Heisey. In 1911 Heisey even had a special price list limited to Soda Fountain ware. This included many tumblers & sodas in which we are interested plus crushed fruit jars, straw jars, banana split dishes, various sundae dishes and any other item even faintly interesting to this trade. All items in the list were mainly plain and durable looking. This line of sodas was certainly part of the stock items offered at this time.

PERIOD: Circa 1910. By 1929 only #527

41/2 oz. survived

COLOR: Crystal

**DECORATIONS**: None known

VARIATIONS: All sizes available plain

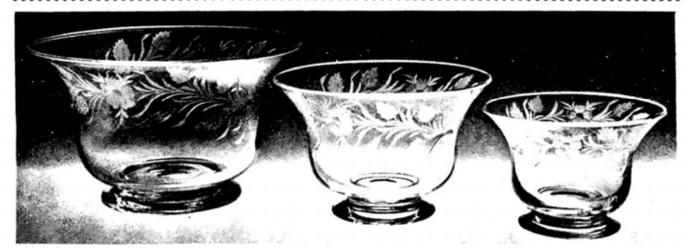
or narrow optic. The 4½ oz. size (\*527) and possibly others available diamond optic.

COMMENTS: This group of sodas, while having different numbers for each size, appears to be identical. The sodas have a ground base rim and are marked on the base. The base is otherwise plain. They are absolutely plain and have an abnormally wide mouth. This is especially apparent on the larger sodas. The two examples which I have, while

brilliance of "429 Plain Panel Recessed, for example. While these sodas do not seem to be plentiful, there does not seem to be a demand for them either, probably due to their extreme severity.

they are average Heisey qual-

ity do not have the sparkly



BOWL, 81/2" diam.

BOWL, 7" diam.

BOWL, 51/2" diam.

Revere bowls made in the Pairpoint tradition of quality and hand craftsmanship engraved with a floral design by Carl Schweidenback.

## \* HEISEY DECORATIONS



Claret #3312 Gayoso Claret #163 Monticello etch

#163 Monticello - Pantograph etching

#164 Salem - Pantograph etching



#2351 - 6 oz.



Bar Also made 5 oz.



Goblet #164 Salem etch

#### by NEILA BREDEHOFT

This month we will look at two early Heisey etchings which are almost identical -- #163 Monticello and #164 Salem.

Both of these etchings are pantograph etchings, meaning that basically they are machine produced. An attendant is necessary to run the machine, but the machine itself, by means of needles, applied the outline of the design to the glass. The following acid bath produces the etched surface. Pantographs produce outline types of etchings although some are quite elaborate.

Monticello consists of a bunch of 3 three-petaled flowers repeated several times about the glass. Each grouping of flowers is separated by a rectangular design. Beneath the three flowers is a large flower seeming to support the others and these are joined by swags of leafy lines. Monticello is found only on crystal and the items are not signed. Most of the ware seems to be wide optic although medium and plain items were also available. Monticello was introduced in 1919 and was discontinued by 1933, which was a relatively long life span for an etching. It must have been popular. It is not often seen, but I think this is due to the fact that not enough people recognize it as Heisey. I am sure more will turn up.

Found on:

#3312 GAYOSO stem line

#2351 Sodas

#2401 5 oz. Soda

#2930 PLAIN & FANCY tumbler

#3477 ISALY'S ice tea

#3542 HAZELWOOD oyster cocktail

#4164,4166, jugs

#4182 6" plate

Salem is Monticello's sister etching. The description for Salem is identical to that of Monticello except that Salem lacks the rectangular portions between the groups of flowers. This produces a lighter effect and less of a border than the Monticello pattern. Salem is also produced only on crystal and is on unsigned ware. Wide optic was the most common optic, but it also could be ordered plain or medium optic. Salem was also introduced in 1919, but it was discontinued by This should make it somewhat more difficult to find them Monticello and such has been my experience. Basically it is available on the same ware as Monticello, but Heisey chose to vary it slightly.

so some of the sodas are flared, not straight.

Found on:

#3312 GAYOSO Stem line

#2401 5 oz. Soda

#2451 Sodas

#3476 TEMPLE ice tea

#3542 HAZELWOOD oyster cocktail

#4164,4166 jugs

#4182 6" plate

The etching on the tumblers is #46 Weaver's Stripe needle etching. They are pictured to show the differences in the tumblers mentioned in this article.

## #439 Raised Loop

See opposite page for pictures.

#### by LOUISE REAM

The pictures accompanying this article are from the original 1913 catalog in our library. A bowl in this pattern was patented on September 2, 1910, Patent #42,110. It is attributed to Arthur J. Sanford. A second patent was issued for the pattern, #42,260.

Raised Loop is, of course, an assigned name given by a researcher as are most of the early names. The glass is quite thick and of excellent quality like most of the glass of this period. All pieces seen have been beautifully finished. The items observed have all been marked with the possible exception of the cruet, or oil bottle as Heisey called it. It was a

short-lived pattern and those items pictured are the only ones known.

#439 was probably copied from older loop patterns. However, there is an important difference in that the area inside the loops of the other patterns is concave while on #439 this area is raised. The glass is also of much better quality in the Heisey pattern. Raised Loop is not plentiful and pieces in it are desirable additions to a collection. There has been no reissue of this pattern. Crystal only. The most collectible pieces would be the cream and sugar, cruet, tumbler, egg cups, punch cups and jugs. As with most patterns nappies are not as desirable





No. 439 PATTERN







































THESE POST JUG HALF GALLOW JUG













## HEISEY ADS Fall 1935 "Pumpkin" Punch Bowl #4058



 SOMETHING NEW in punch bowls from A. H. Heisey: a glass pumpkin with stemmed top. Set comes complete with tray and tiny punch cups

#### by JOSEPH D. LOKAY

How many of you have heard to Heisey's "Pumpkin" punch bowl? I have. While looking through the Fall 1935 issue of "Creative Desgin in Home Furnishings", I came across the following Heisey ad, "Something new in punch bowls A.H. Heisey: a glass pumpkin with stemmed top. Set comes complete with tray and tiny punch cups." A copy of the ad is shown with this article. With Halloween being in the Fall, what better name could have been selected for this style of punch bowl presented in a Heisey ad that was published in the Fall. If you previously thought of this Heisey punch bowl as an apple, that name is now out and the name "Pumpkin" is now in. Even the stem on the cover of the punch bowl is more like a pumpkin stem.

The pumpkin punch bowl is shown in only two Heisey catalogs; #211-16, circa 1935 and #212-17, circa 1937. The punch bowl and 5 oz. punch cups were given stock #4058. Virginia McLean's Heisey catalog reprint is of #212-17, and the punch bowl and cup are shown on page 115 if you care to see the picture. This is the same as L.W. Promotions #212-17 Reprint. Neither shows the punch bowl with an underplate like in the ad. Based on the catalog dates, the production period for the pumpkin punch bowl is estimated at 3 years, 1935 to 1937. As far as I know the punch bowl was made in crystal only.

The punch bowl, cover and punch cups are blown during manufacture and thus appear in the blown glassware section of the two catalogs. Because the three pieces were blown, none are signed with the diamond H. The stem on the cover and the handles on the punch cups are all applied.

A pumpkin punch bowl and cover was on display for awhile at the HCA museum in Newark, Ohio. The measurements of that bowl are as follows: The diameter of the bowl at its widest point is 11" and the height of the bowl without the cover is 8½". The overall height of the punch bowl with the cover on is 12½", and the length of the stem as it curves around is 4½". The bottom of the punch bowl is not ground or polished. The bottom surface is slightly concaved inward to assure that the bowl sits level. The cover has a lip about an inch long that fits inside the bowl when the cover is placed on top.

I estimated the size of the underplate by first measuring the underplate diameter and the widest bowl diameter in the 1935 ad, and then scaled-up the underplate diameter based on the sidest bowl diameter being 11". The underplate was calculated to be about 17 to 18 inches in diameter. It is the #1476 18" "torque" plate shown in Heisey catalog 211, page 79. This is the only Heisey catalog that shows the 18" torque plate. A copy of that page is shown in Vogel III, page 127. A picture of the torque plate is also shown in the March 1978 issue of the "Heisey News", page 13. There are some comments on the torque plate in the Heisey Decorations article that accompanies the picture. I have asked several Heisey experts if they have seen one of the plates, and they have not. Perhaps someone has. The 18\* torque plate is pressed, and it is my opinion that the plate is most likely not signed with a diamond H.

The picture of the pumpkin punch bowl in the 1935 ad appears to show an optic in both the bowl and cover. Heisey catalogs #211-16 and #212-17 both mention that the punch bowl and cover are in wide optic only. The pumpkin punch bowl that was on display at the HCA MUSEUM DOES NOT HAVE AN OPTIC. Based on family history, the owner is positive that the punch bowl was made by the Heisey Glass Company. Therefore. even though the catalogs say wide optic only, apparently some of the pumpkin punch bowls were made without an optic. Look for the punch bowl at the Heisey Display at the YWCA.

There was a water bottle in the early Heisey catalogs that had the same stock number 4058. Production of the water bottle either ended sometime around 1924 or the bottle was given a different stock number. The stock number 4058 was re-used 10 years later for the pumpkin punch bowl and punch cups.

## 1978 Auction Mail Bid Report

As predicted in last year's report, in the April issue, this year was a dilly. Although there were virtually the same number of bidders this year and on approximately the same number of lots as last year, there ware over twice as many successful bids for well over twice as many dollars. I guess it goes to show they're really getting serious.

For the record, here are the statistics: 67 bidders made 334 bids, at a rate of 1-29 bids per bidder. This resulted in "my" bidding on 258 lots which was 29% of the total, with as many as 5 bids on a given lot. Mail bidders won l04 lots for a total of over \$5,000, or almost 14% of the auction gross. I realize statistics can be rather boring at times but these do give a good indication of participation by those who can not attend.

The last of the 46 boxes containing 189 pieces of Heisey glassware were shipped April 28. By use of a form letter this year we were able to notify all mail bidders of their results in a week after the auction.

Among the several unusual situations that came up, I was fortunate enough to be able to make two mail bidders happy on the same lot - they had both bid on a candlestick that was listed as a single, so when it turned out to be a pair "I" bought them and sent one each way.

Among those who helped, a special thanks to Jon Heron who only left my side briefly and then only to cope with odd jobs. His letter to volunteer from Wittenberg, where he's a student, came with the first mail bid. Also, thanks to Jerry, who can stuff more glass in a chicken box than anyone we know.

In case those who have never attended are puzzled about the title "The Mailman", this was bestowed upon me a couple of years ago by Sam Schnaidt, head auctioneer, and has become one of the many inside jokes of the auction. Apologies to the Kentucky Colonel and the Brookville Kid (a further example of the inside jokes that seem to run rampant in this organization).

That seems to wind up reports on another March Auction - on to plans for June Convention now.

The Mailman Bob Johnson



# Table Talk

For Your Table



No. 25

A. H. HEISEY & COMPANY, NEWARK, OHIO

June-July, 1928

## GLASSWARE FOR SUMMER USE



An Inviting Summer Tea Table Set with Heisey's & Glassware

HERE is something about glassware that makes it particularly appealing for the table in summer. Of course, it has a year-around attraction and the demand for it is growing more lively for every season. The gift-giving peaks of the year, such as Christmas, graduation and June, the month of brides, have also for a long time resulted in a good volume of sales of glassware.

#### Emphasize Attractive Qualities

There seems to be, however, a stronger desire to possess lovely sets of glassware in spring and summer than at any other season, and this trend of demand the merchant can tap for his own advantage. This warm-weather demand is probably due to the sparkle and gleaming beauty of the glass, as well as to its color, and these qualities can be brought out in summer selling.

The cool Moon Gleam green is especially inviting during hot summer days, while the rose color of Flamingo blends unusually well with floral decorations and adds a touch of sprightliness that is in tune with the changing lights and shadows of the season. This makes summer a good time for selling glassware.

#### A Summer Home Opportunity

A sizeable market in the next two or three months is the summer home and cottage. Real estate dealers in quite a few parts of the country state that there will be more summer cottage life this year than ever before. As the cities grow more congested, people want to get out where they can enjoy freedom of life in the open.

Not only does this present an opportunity for selling glassware, but also other equipment. People accustomed to comforts in their city homes do not willingly forego them in their summer dwellings. Particularly can such

(Please turn to second page)









Luncheon Table Set With Heisey's & Glassware for Outdoor Buffet Service.

### **GLASSWARE FOR SUMMER**

(Continued from first page.)

items in glassware as refreshment sets, salad sets and flower bowls be suggested to customers who fall in this class.

#### Suggestions for Promotion

In this connection many stores are planning to pro mote glassware with some such thoughts as these in mind:

- (1) "The fascination and charm of this fine glassware fit ideally the requirements of the summer home. A salad, an iced drink, is made doubly refreshing when served in the enchanting Moon Gleam or Flamingo creations by Heisey."
- (2) "A jug and set of handled-footed iced teas will be particularly useful during the summer months. Then, too, you will find many uses for them after the season is over."
- (3) "A large centerpiece, such as a fruit dish with stem, or an adorable flower bowl, is ideal for the diningroom table in the summer home."

#### These Ideas Adaptable

Such ideas can be worked out in newspaper advertising, window cards and letters to good customers. Some stores have already started on this summer slant. For instance, a department store in St. Louis during May was offering iced tea services of eight pieces for summer use, together with goblets, sherbets and other stemware.

Another example is an advertisement which was run last year by a Chicago gift shop:

"Refreshment Services. Assembled here at —— to help the hostess on hot and humid days are beverage sets of every shape and shade of beautiful glass—capacious pitchers, tall and thirst-quenching glasses—and clever trays for transportation. And all at modest prices."

Summer luncheons are popular. Fine glassware produces enchanting effects and adds new delights to hotweather menus. Bring out this idea by setting a summer table in your store or window and you will find it helpful to your sales.

### FLAMINGO GLASSWARE FEATURED

M. JAMES & SONS CHINA Co., 607-609 Wyandotte St., Kansas City, Mo., recently had a large advertisement in colors, featuring Flamingo glassware. This advertisement appeared on the back cover, a conspicuous place, of "Tavern Talk," which is published in Kansas City for hotel men of the Southwest.

The announcement was illustrated with several items of Heisey's Glassware in the Flamingo color and with sketches of the Florida flamingo, the interesting bird from which this glassware takes its name. The headline was. "Flamingo—Dawn's Rosy Tint." and the fact was played up that complete table services can be obtained in this fascinating shade.

#### Color Made Prominent

The charm of the Flamingo color was enlarged upon in the reading matter. The thought was also brought out that glassware is appropriate for many uses, not only for the table, but for decorating and beautifying the entire home, or in this case the hotel. This is an important point in developing the sale of glassware.

The items especially featured in the advertisement were footed iced teas, goblets, oyster cocktails, soda glasses, saucer champagnes, parfaits, salad plates, water bottles, salts and peppers, finger bowls, creams and sugars, and celery trays.

The advertisement was primarily addressed to hotel men and this is significant, because so many of the outstanding hotels of the country are using Heisey's Glassware to lend charm to their dining-room service. But the same note can be struck by the trade in advertising to their customers.

In doing so the following points and others similar to them can be kept in mind: Play up the color: Bring out the fact of complete table services: Suggest items for purchase: Use illustrations of glassware or tables set with

(Please turn to last page)







## HOME OF HEISEY BROADCASTS

HE home of WAIU is the American Insurance Union building. Columbus, Ohio, known as the A. I. U. Citadel. From here the Heisey Glassware Hour is broadcast every Monday evening at 10 o'clock. Cecil Fanning, internationally known baritone, is the featured artist of these events. Each week Mr. Fanning presents a program of Fireside Selections, Roaming and Home Coming Songs, Romances of the Gypsy Trail and other similar features. His piano accompaniment is played by Helen Grace Jones.

#### A Towering Structure

The Citadel stretches up towards the sky to a height of 555.5 feet and so is taller than the Washington Monument. It houses a 600-room addition to the Deshler-Wallick Hotel, the Keith-Albee Theater, which seats more than 3.000, and many shops and offices. Among the latter are included the national offices of the American Insurance Union, a fraternal insurance society, which in addition to building and owning this cream-colored shaft of architectural beauty, owns and operates station WAIU.

In the foreground of the illustration at the right can be seen the newly completed City Hall, which with the A. I. U. Citadel, forms two of the five units of the Civic Center planned for Columbus by civic leaders. The other units are the Central High School completed two years ago, the City Police and Fire Department Headquarters, now under construction, and the Masonic Temple to be built soon.

#### Timely Programs

The entertainments being broadcast for Heisey are marked by timeliness as well as by a broad range of appeal and a wide choice from the songs and ballads that have won a place for themselves by reason of intrinsic merit. These are interpreted by Cecil Fanning with inimitable verve and feeling.

Recently one of the Heisey hours was given over to a group of Scotch songs, when many popular ballads of that bonnie land were rendered, among them "Loch Lomond," "Annie Laurie" and "Auld Lang Syne." For Easter there was a special program, featured by Mr. Fanning's dramatic reading, "King Robert of Sicily," from Longfellow's "Tales of a Wayside Inn."

#### An Aid To The Trade

The birthday of Shakespeare was observed with a program of songs and readings from his plays, and on account of this the evening's entertainment was entitled, "A Half Hour with the Bard of Avon." A quotation from Mr. Fanning's "continuity" for this occasion will show how the programs are tied up with Heisey's Glassware:

"In memory of the great poet I have selected some of the spring flowers he mentions in his works, which grow along the mossy banks of the winding little Avon. These flowers I will place in the exquisite vases which A. H. Heisey & Co., Newark, Ohio, have sent me for the purpose. Each piece of Heisey's Glassware is marked with a Diamond H. which designates it from other glass. One vase is of Flamingo



The A. I. U. Citadel, Columbus, Ohio, from which Heisey programs
are broadcast over WAIU

with the pink glow of sunset: another is of Hawthorne, with the delicate tint of the amethyst, and there is one of Moon Gleam, with the cool green of Warwickshire meadows."

A May Day program featured spring songs and in addition to Mr. Fanning's singing and the piano accompaniments by Miss Jones, included violin obligatos by Alma Borneman.

These attractive weekly half-hours over WAIU have been making Heisey's Glassware better known in the territory which they reach and thus have been serving a considerable section of the trade as a good supplementary selling help. It is simply another aid to the dealer by means of the newest advertising medium, but of course it has to be dressed up in a way that will appeal to people and make them want to listen in.

The last two Heisey Glassware programs of the season were scheduled to be given on the evenings of June 4th and June 11th.

#### Displays Pay Own Way

HOSF displays don't owe us anything," said a hardware dealer. "We've got all the money back that we paid out for them, because they have paid for themselves by the merchandise they have sold. By these displays we are able to bring the merchandise right out where people can see it and many an extra sale has resulted. It's remarkable how much extra goods open displays will sell."









## HERE ARE EXQUISITE ITEMS

WIDE variety of charming patterns and designs are created by Heisey artists to meet every demand and taste. These come in clear crystal or in dainty colors—Flamingo (rose), Moon Gleam (green) and Hawthorne (amethyst). They also come plain, etched, engraved, diamond optic or checker optic. New shapes and styles are constantly being designed. In the field of fine quality lead blown and pressed glassware, every need and purpose is adequately met by Heisey productions.

A few examples of Heisey's stemware and footed ware are illustrated on this page. These are all proving popular sellers. From time to time items from a comprehensive line of glassware are shown here and new designs brought to the attention of the trade.

The question of ample stocks is an ever important one. We believe that buyers are keen and alert and have their ears to the ground, listening to the footsteps of demand. We are always anxious to co-operate with them in meeting demand. Our representatives are ready to help at all times. That we have been successful in this in some measure is shown by increased production and shipments.

Check over your stocks, find out what you need, remembering that in these days of the "new competition" it is important for the independent merchant to have on hand those things that his customers want.

ABOVÉ—(left to right) No. 3312 Russian Coffee; No. 419 Goblet: No. 3362 Luncheon Goblet; No. 3355 footed and handled Iced Tea; No. 3370 Saucer Champagne; No. 3365 Iced Tea; No. 3480 Iced Tea; No. 3340 Goblet; No. 3355 Parfait.

BELOW—No. 3359 Sherbet; No. 3362 Luncheon Goblet; No. 3480 Iced Tea; No. 3366 Iced Tea; No. 3350 Iced Tea, etching 440; No. 3362 Iced Tea; No. 3362 Saucer Champagne; No. 3366 Sherbet.

#### Flamingo Glassware Featured

(Continued from second page)

glassware; Tell the use of glassware as an aid to interior decoration.

#### Also In New Jersey

Several of these ideas were carried out in an advertisement by Meyer Bros.. Paterson. N. J. This department store headlined the announcement. "Heisey's New, Colorful Flamingo Glassware." and spoke of the glassware as "a table service of enchanting fascination." Continuing, they also said:

"The daintiness of this delicate rose tint makes it an instant favorite in homes of refinement. The showing includes a score of shapes."

shapes."

The Meyer Bros.' advertisement carried illustrations of several Flamingo items and specifically mentioned flower bowls. candlesticks, relish plates. salad bowls and celery trays.

There is great charm in the season's newest colored glassware which now may serve almost every purpose. Bouillon cups. cream soup bowls and soup plates of very pleasing form are all included in many colors.—Ladies' Home Journal.







## HEISEY CANDLESTICKS



#### by JACK METCALF

This month's topic is #4044, New Era with an aim to clearing up some confusion on names for the regular 2-light candlestick and to put everyone on the alert for the more elusive one-light.

Shown above is the 2-lite both with and without prisms. When looking at the two styles side-by-side, it may be difficult to visualize what a pair of the "no prism" style would look like. It seems easier to imagine if you cover up half the picture and just look at them one at a time. When viewed without prisms, one can see why some people call it the "Ushaped candlestick" or the "horseshoe candlestick." But "U-shaped" causes confusion with #141 Edna and "horseshoe", though descriptive, is unnecessary since we already have the name New Era. Parenthetically, it would seem that #4044 has more justification to be called "Ushaped" than does #141, since the New Era is actually shaped like a U, but in the case of Edna, it's really the candle which is U-shaped.

The first listing for #4044 2-lite candlestick is in Price List 211 which dates about 1935, and the two-light continued in production until the end. No color listing was found, but it is known to exist in alexandrite. They are not marked which is somewhat unusual. Of note is the difference in price for the candlestick with and without prisms. \$19.95 per dozen for the candlestick and \$58.40 for the outfil with bobeche and 20 prisms, which means that the prisms and bobeches cost more than the stick!!!

In the 214 (1939) price list appears a note concerning the #4044 one-lite candleblock in two sizes, offered with ground bottom or full smooth. Full smooth was an expensive process since the listed price is three times as great for full smooth compared to only ground bottoms. The block was made in a  $2^{1/2}$ " square and a  $2^{1/2}$  x 4 INCH RECTANGLE. One might presume that there would be some detail or pattern to give it the New

### #4044 NEW ERA Two light

Era "characteristic", but as no picture and no example has been seen by the author, it certainly eludes us. Again, and at the risk of repeating myself too often, I ask you to send any information, pictures, examples or memories if you worked at Heisey around 1939.

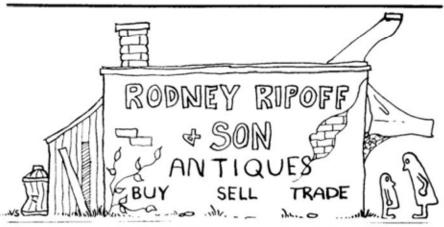
Quite a number of cuttings were offered on the #4044 2-lite, as well as three types of prisms. The prisms offered were A, H and P and it has been seen with C prisms on it. Prisms are, of course, interchangable to a large extent, depending on the desire of the owner. Insofar as cuttings are concerned, the first few to be seemingly tentatively offered were #795 Will-O-Wisp, #825 Sea Glade. #926 Venus and #843 Tahiti. By 1940, though, it was all out with over a dozen additional cuttings offered. A list of the numbers without names is included here. (Write to your resident authors about their cutting book(s). Cuttings #'s 636, 832, 867, 871, 893, 895, 896, 902, 903, 913, 926, 928, 932, 941, 943 were offered. Interestingly, despite this plethora of cuttings, the New Era is not commonly seen with cuttings, and in fact is more often seen with the Simplex etching or with the Vanity Fair carving.

Imperial made the 2 light candleholder from 5/15/58 to 1/1/72.

con't from Heisey Hunter, page 16 ....also in COLONIAL CUPPED SCAL-LOP a covered butter & sugar. Well, I must close for now and get this in the mail or I will miss another issue....you all stay healthy and remember to bring some glass for the highlight activity at the con-

vention, Swap Shop. You have missed a lot if you have not participated in swapping with your fellow collectors. You will be amazed at what you can get in a swap.

See you all soon, Peace....
\* Was it #4220 Spiral Optic, Cat. 14B, page84?



Practice up on your "It came from a Heisey worker story, Rodney." They're here again!!!

The Newark, Ohio Chamber of Commerce, together with other member organizations of the Chamber of Commerce of the United States of America, is proposing Edwin Wilson Heisey, of Newark, Ohio, for nomination as a member of the Board of Directors of the Chamber of Commerce of the United States to represent the Department of Manufacture and solicits your cooperation and support.

Mr. Heisey's qualifications are briefly set forth in the following pages.

THE NEWARK
CHAMBER OF COMMERCE

NEWARK, OHIO

Mr. Heisey has served on several very important committees in connection with the above mentioned organizations.

He was a member of the Ohio Fact Finding Coal Committee of the Ohio Chamber of Commerce.

He has served for about twenty years as member of various committees of The National Glass Manufacturers' Association.

He has represented the Company of which he is President for several years past in joint conferences between Trade Associations.

He has been identified with and a heavy contributor to various civic activities and charitable institutions in his home community and elsewhere. Mr. Heisey is President of A. H. Heisey & Co., Newark, Ohio, manufacturers of glassware for table use, known throughout the nation as the famous

DIAMOND & GLASSWARE

President of The Newark Consumers Gas Company, distributors and producers of natural gas and oil.

Director of The Franklin National Bank, Newark, Ohio;

President Licking County Central Christmas Committee, Newark, Ohio;

Director of The Licking County Boy Scout Council, Newark, Ohio;

Member of the following organizations:
National Glass Manufacturers' Assn.
Ohio State Manufacturers' Assn.
The U. S. Chamber of Commerce.
The Ohio Chamber of Commerce.
The Newark Chamber of Commerce.



E. WILSON HEISEY
NEWARK, OHIO
For the Board of Directors
Of The
CHAMBER OF COMMERCE
Of the United States

Of the United States
To Represent
THE DEPARTMENT
OF MANUFACTURE

### LETTERS, we get letters....

Dear Louise,

I have been collecting Heisey "off nd on" for the past ten years. My mother-in-law, who was in the antique business for many years first introduced

Since that time starting with a #341 nappy, I have accumulated many lovely Heisey pieces. I collect no particular pattern -- whatever pleases me I may buy

One of my recent purchases I'm sure will be of interest to you and stemware collectors. At the time of my purchase I had no idea I was buying anything special--just three goblets to add to my collection. Then I ordered the "Heisey Stemware" book and discovered the goblets I purchased were #343 Sunburst for --price is being ommitted but it was cheap). Incidentally this was at an antique show.

Another goblet in my collection which I purchased 6 years ago I think will be of interest to you is the #423 Diamond Band--another lucky purchase at\_

Having received the book on stemware (which is terrific) I plan to concen trate on stems for my collection.

I enjoy Heisey News very much and look forward to each issue. By the way I not only collect Heisey -- I use every piece and enjoy it.

Lois Zarre

Ed. Note - If Lois, or anyone else who is interested in stems would order "Etchings and Carvings" you would find it a very good companion book to "Heisey Stemware" because it would help you identify the designs on your stems.

......

If I didn't have a couple of requests to make I probably would not be writing this letter ... I would just continue to say thank-you over and over again mentally without letting you know how thankful I am to you and all the Heisey staff for so many things. But like E.B. Browning, let me count some of the "ways". First for the Heisey News that comes each and every month, for the Encyclopedia of Heisey Glassware and the autograph inside that was a nice surprise, for showing my daughter around the Museum last summer just after you must have been exhausted from the Annual Meeting, for the promise of volume two of the Encyclopedia, etc. and etc.

My requests are: Enclosed is a sketch of one of a pair of clear candleholders that I have and I had hoped that the pattern of the cutting would be in the volume of the Encyslopedia, but if it is there I have missed finding it. Could you tell me about it, including the number. dates of production, name of pattern/cutting and anything else I could use. My second question has nothing to do with the Heisey pieces I have but you may know the solution. I have a heavy glass decanter (one of a pair composing a "tantalus") which has a ground glass stopper stuck in it -- and the decanter top, of course, is ground. I have tried everything that has been suggested by everybody. glycerine, penetrating oil, salad oil, Wisk, chilling the stopper and warming the neck with hot water, tapping it easy and just plain pulling with a pair of pliers. If it weren't one of a pair and without both the tantalus would be of no value because the wooden piece that pins in the two decanters has to fit, I might be willing to try direct heat but I am scared unless you know some way that would be safe-ish.

Ed. Sorry we know of nothing which really works. Anyone have any ideas? We also do not know the cutting on the candlesticks. We have no record of it anyplace. Possibly done by a cutting company.

......

The following note was received from Bob Ryan along with his column. We had not known he was having this surgery up to the time this came.

Well, here is where I started writing while recuperating from back surgery. I do hope this one will keep me free from pain and allow me to pursue Heisey Hunting. It has kept me pretty well tied. Everything is coming along pretty well now and tomorrow I visit the Surgeon to get the forecast on what to expect. He will also tell me when I can resume working. It has been over two months since I have been to work.

Ed. note: I am sure all members of HCA wish Bob a speedy and complete recovery. We have missed the column.

### Talk Set for Memories, Memories

Ernest Nicholson, former Heisey representative, will talk at the "Memories, Memories" session at the convention on Friday afternoon, June 16. Nicholson will touch on his travels, the events that took place, life on the road, the people who purchased Heisey and Heisey people he knew. This should prove very interesting and we hope many of you plan to attend this session of the convention.







## FIFTY YEARS **AGO**

See opposite page....

Despite the fact that a seemingly hopeless fight was being waged for the election of E. Wilson Heisey as director of the national Chamber of Commerce, the Newark group in charge of his candidacy feels that its candidate made a good showing and that he went down in defeat with honor.

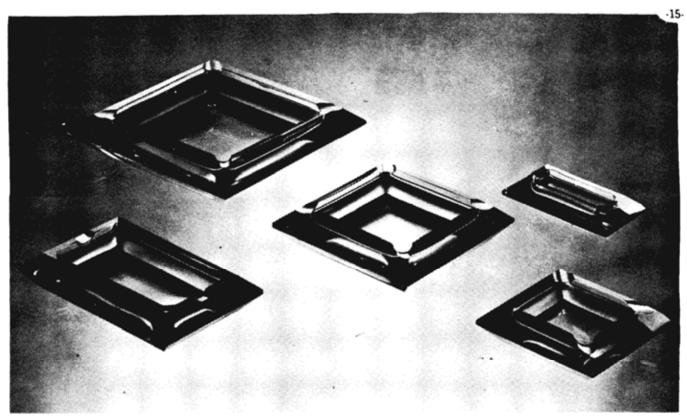
On the final count he was defeated by 50 votes. Thirty ballots lost by Heisey were improperly marked and were not counted, thus the Newark man lost by only 20 votes out of 500 in the convention.

Members from Illinois, the McEvoys recently sent us a xerox copy of a little folder concerning E. Wilson Heisey running for director of the Chamber of Commerce of the United States. We have seen several Yeoman ash trays with the words "Heisey for Director" in the bottom. It is only recently that we became aware of the meaning of this. A few months ago the little "Fifty Years Ago" item appeared in the Newark Advocate. The folder is also reproduced here.

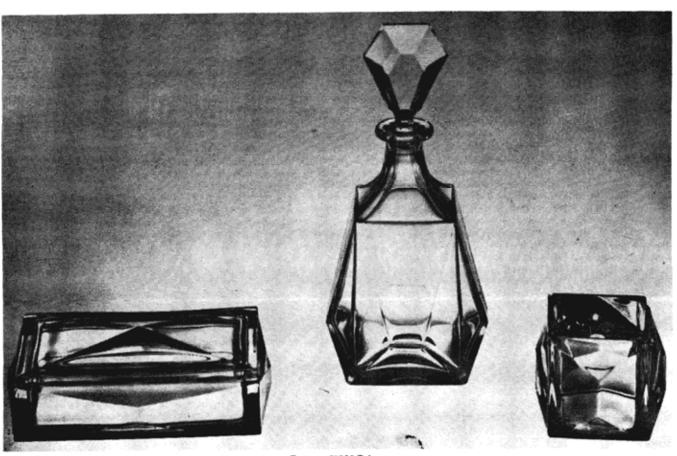


#1489 PURITAN ASH TRAYS. ALL UNMARKED.

Also shown are two cigarette boxes in the same pattern. Sometimes marked under edge of lid. Upper right #1435 ash tray, marked. #5012 and #4035 cigarette holders. Usually unmaked.



#1593 Prism Ash trays. Crystal and Dawn - Not marked.



Pattern #1593 Prism Jam Jar, Rye bottle, Cigarette Box. All unmarked.

## **HEISEY HUNTER Happenings.....**

#### BY BOB RYAN

Ah, Spring, it did indeed finally arrive.....we should be so lucky if it would also leave....soon....the first few days were so promising but, like a new presidential administration early promises are not dependable.....cheer up, it is only 46 days til summer as this is being put on paper....we can hopefully complain about the heat.....

#### Later.....

While you all were enjoying those first bright days I was on an excursion (more like an operation) 18 days and 17 nights, complete American plan at the posh "Kettering Hilton".....Terrific room with a view of the local bourgeois' estates .....nubile maids falling all over each other to make your stay one to remember. It wasn't necessary to take an airplane to reach this "paradise" but once there I was "flying" most of the time.....Mick Jagger and Rod Stewart would love the place.....Gourmet menus from which you chose your meals.....my comments about the chef were less than complimentary: make that, my expletives about the chef were less than complimentary....this delightful vacation's accommodations were handled by my travel agent, Dr. Welsh....

The fun and games commenced daily at 6 a.m. regardless....one needs time to bathe, shave breakfasf and wait for your 10 a.m. appointment.....if you haven't caught on yet, I spent the above time having my aching back "patched" again. Since April 6th my recuperation has taken place at home and progressing well. It appears to me that this was a conspiracy perpetrated by some of you hunters to keep the ole boy couped up during all those terrific auctions in March and April. Well, things have a way of balancing out and my turn is coming....at least that's what I keep telling myself...If I get desperate I can always go east to New York and find lots of Heisey, I always do.....Missing all you people at the Benefit Auction was a hard pill to swallow ...the Good Lord willing maybe we can visit over a flea or two in June.....there were sure a lot of bargains at the benefit auction.....my scouts brought me home a couple of nice pieces, #419 Sussex cobalt goblet that had eleuded me for all these years and a very rare #1170 PLEATAND PANEL moongleam luncheon goblet..... can't remember seeing one of these before in this hue ..... were you all being king or forgetful?.....In February we had a "yellow" day and came away from a local show with several pieces of Sahara in #1404 OLD SANDWICH pattern, some stemware and individual ashtrays....eat your heart out Jim ..... also a very beautiful #1184 YEOMAN 2 oz. cruet .... the

sahara in this piece is superb as was the glass in the Old Sandwich pieces.....

A couple from the Keystone state reports some finds....6" and 10" plates in the #1503 CRYSTOLITE pattern that have silver plated backs like mirrors.....have any of you heard of this before? Help? you will have to supply me with the pattern number or name of the grapefruits before I can help you with your question on the etching......

A lady from southern Jersey sends along a photo of some very beautiful candlesticks #1521 ATHENA....the editor says, "not particularly rare but unusual". The glass in this pattern is usually excellent, don't throw them away....she also found a handful of #150 BANDED FLUTE cordials and a covered butter in the same pattern.....where are you Sandy? for closers how about a sleeping set of floral bowl and a pair of cobalt candlesticks in THUMBPRINT AND PANEL, not bad, not bad at all.....

The Brookville Kid was able to mush through snow storms, snow drifts, ice and rain....you know that the Heisey Hunting has got to get done....and boy does he get it done. I can't remember all the great finds that he and his wifemate have brought home but here are a few of the most recent ones....a small six inch moongleam spitoon-shaped vase with spiral optic....my daughter has one in flamingo\* and they are very nice items.... not too common either....a cobalt #3390 CARCASSONNE wine and a passel of \*3308 Jamestown parfaits and cocktails with the NARCISSUS cutting on them..... not one but two pair of PARALLEL QUARTER candle sticks and a handful of marigold plates with the EMPRESS etching on them, probably #1184 YEOMAN ... ...not bad.....the Cincinnati Reds found a .....hold on Mr. V...., a moongleam frog plate at a local show for them....now if you want something found just write about their rarity and up pops a couple.... they also captured a sterilizer jar complete with the insert. Buffalo Bob and his Annie found, make that, stole the item of the month, #465 RECESSED PANEL POUND CANDY JAR .... IN VASELINE ..

con t on page 11

### DID YOU KNOW?

#### by LOUISE REAM

- That #150 Banded Flute trays can be found in moongleam and flamingo.
- That punch bowls were made in both opal (milk glass) and custard in #1235 Beaded Panel and Sunburst. The museum owns a custard punch bowl.
- That #1295 Beaded Swag was made in custard, opal and emerald. There are seven pieces in the museum in emerald. A few items can be found marked.
- That a few pieces of #1951 Cabochon came in dawn, limelight and amber. Selom marked.
- That "406 and "407 Coarse Rib came in flamingo, moongleam, rarely in hawthorne and many pieces are found in a marigold stain. The latter was probably not done by Heisey.
- Sometimes an item in #300 Peerless may be found in flamingo or moongleam.
   Rare. A few items have been found with opalescent rims on crystal.
- That "Always" is the most dangerous word to say about Heisey, unless it is "Never" for both come back to haunt you.
- That "Never Seen" and "Very Rare" are also dangerous. We don't know what everyone else has.
- 9. That none of the items in #400 Colonial have the pleats around the bottom as Peerless items do. The pattern is usually marked. Some items, including the toothpick, have 8 panels.

- 10. That the beading on #1559 Columbia is convex. On any pattern looking even faintly like it they are concave. The pattern is not marked.
- That we have many pieces of #339 Continental in the museum. I would not consider it rare.
- That #361 Criss Cross was also made in plates. Marked.
- 13. That #451 Cross Lined Flute is known in vases ONLY in vaseline to my knowledge. Does anyone have another item in this color?
- 14. That very few items in #1503 Crystolite were made in color. A few items are known in Zircon, the cigarette box and ash tray. These were introduced in 1937 as #1496 Mahabar, later became Crystolite. A few coasters are known in amber. A comport or two are known with a cased cobalt stem. Imperial made a bowl in charcoal which is similar to Dawn. Not all items are marked.
- That Imperial is not longer making the #1454 Diamond Point top hat in Aurora Jewels (Blue Carnival).
- 16. That items in #417 Double Pleat and Panel come in flamingo, hawthorne, and moongleam. There are more items than pictured in reprints.

Perhaps you can update your references with this information.



## **CLUB NEWS**

#### NEWARK HCC

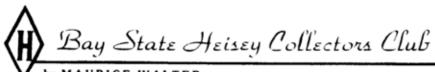
#### by RUSS REAM, Secy.

The club met on May 9th at the Heisey Museum for a short business meeting. Plans were completed for the club booth at the display and voted for the club's choice for the five candidates to the

board.

After the business meeting the members cleaned several cabinets of glass in preparation for the June Convention.

Refreshments were served by the hostess, Esther Culbertson.



Twenty five members and four guests met at the Perley School in Georgetown, Mass. for the April 11 meeting of the Bay State Heisey Collectors Club.

George Gleason was elected secretary, thus completing this coming year's slate of officers. President Irene Walton appointed the following committee chairmen:

> Hospitality . . . . Dorothy Banks Membership . . . . Mary Williams Program . . . . Ann Montague Publicity . . . . . Maurice Walter Photographer . . . Lloyd Caswell

Chairman Lloyd Caswell of the museum gift committee selected 29 pieces in Colonial patterns for this year's gift to the National Heisey Museum and the membership approved the selection. This closed the business portion of the meeting.

Mary Williams conducted Show and Tell. Members brought such pieces as a Panel & Cane cruet, Coleport 9 oz. tumbler, a limelight Beehive 4-6 inch plate, a "341 footed butter with cover, a Derry Silver condiment tray container four shakers and two jars, probably pieces designed for Derry Silver Co., an unidentified 4-compartment Moongleam relish tray, a Sahara Empress three footed floral 7" to 8", and a Carcassonne wide optic wine with Lafayette etch.

Elsa Philcrantz was the program speaker for the evening and gave a lecture on Duncan Glass which was illustrated with Elsa's large collection of Duncan glass. Elsa showed pieces in both Heisey and Duncan that are very similar such as Duncan-Block and Heisey Vicatorian; Duncan Tepee and Heisey-Fandango; and Duncan Starred Loop and Heisey Prince of Wales. The members found the lecture to be very informative.

Finally, refreshments were served by Dottie Banks, who acted as hostess for this meeting.

#### •••••

#### by MAURICE WALTER

Three guests and twenty four members met at the Hancock United Church of Christ in Lexington, Mass. for the May 9 meeting of the Bay State Heisey Collector's Club.

Bill Walter, co-chairman of the Show committee reported all booth space is sold for the all glass show of October 28 and 29 and a waiting list has been established. In answer to a member's question President and co-chairperson of the show committee, Irene Walton indicated the show would feature primarily, Heisey, Duncan, Cambridge, pattern glass, cut glass, ruby stained glass, something for all glass lovers.

This month's Show and Tell was conducted by Anne Montague. Some of the pieces shown were a #305 emerald souvenir trinket box and cover, #353 moongleam toothbrush holder, a #1235 3 piece breakfast set consisting of a spooner, sugar, and creamer, a #1519 cornucopia, a #4036 cocktail shaker with a flying goose cutting, a moongleam duck ashtray, a #3362 marigold stem piece with diamond optic bowl, and a #1428 Warwick iridized toothpick.

The program for the evening was a showing of the movie, the Heisey Story, which everyone thoroughly enjoyed.

No meeting is scheduled for June so that members are free to attend the National Convention. Up to fourteen members may go out to the National Convention.

Ed. Note: #305 Emerald souvenir trinket box?

### Newark Diamond H Club

by PHYLLIS BRYAN, Secy

The April meeting was held at the museum with seven members present. It was decided to reprint the informative brochure for museum distribution later this fall. The theme for the June convention display was discussed. Ivalou Crim served the refreshments. The three color periods of Heisey production were discussed, and the actual shades were viewed by a museum tour.

The May meeting was again held at the museum with eight members present, and one guest. The club is still looking for more new members in the afternoon study group. The convention theme was displayed on the tables with the actual pieces of Heisey. Look for "The Candy Man" at the Y in June.

### LONG ISLAND HCC

by RUTH PERLOFF

The April meeting of the Long Island HCC was held at the Bernstein home. Club president, Jack Perloff, reported that he had contacted a centrally located library about showing the film, THE HEI-SEY GLASS STORY, at an open meeting next fall and it was decided to go ahead with the plans. We were all pleased to hear the amount realized by HCA from our club's box of glass donated\* to the March auction. Joyce Colangelo led the discussion from the Ream-Bredehoft etching book on double plate etchings with examples from club members collections. Once again we gorged ourselves at Naomi's lavishly spread table and adjourned until May.

\*This would be a good way for other clubs to help the museum. Others have done so in the past.

### **OVERSIGHT**

Through an oversight, the title for the article that appeared on pages 10 & 11 of the March 1978 "Heisey News" was forgotten. The article was about Heisey's Stanhope pattern, and the article title was "Stanhope Pattern #1483 & #4083". Announcing...

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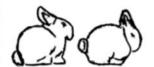
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See you soon,

ee you soon, Lynne and Art





## JUNE 15,16,17,18 1978



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#### MOSTLY HEISEY

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sum of life

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#### Evelyn's Antiques

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No Admission charge to the Public

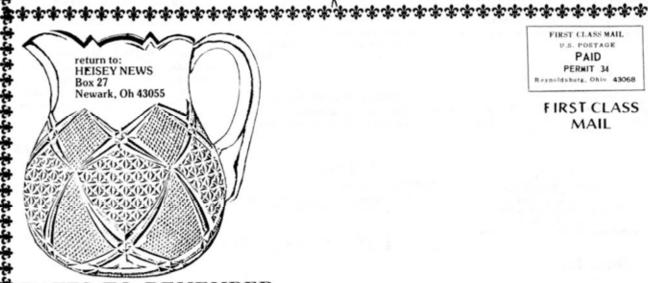
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per day

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DATES TO REMEMBER

JUNE 10 -- Last day to register for convention JUNE 15-18 HCA ANNUAL CONVENTION. ANTIQUE SHOW & HEISEY DISPLAY

IF THE EXPIRATION DATE ON YOUR MEMBERSHIP CARD IS 6/31/78 THIS IS YOUR LAST ISSUE OF HEISEY NEWS!!! 

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