

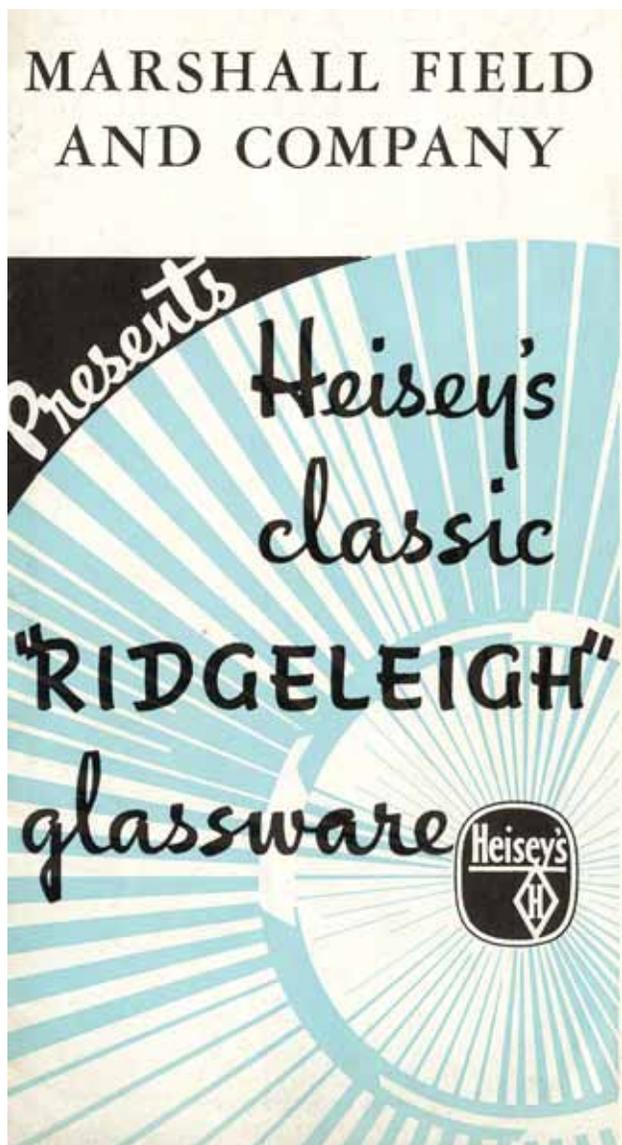
# HEISEY NEWS

The Official Publication of Heisey Collectors of America, Inc.

Volume XXXV No. 12

November 2006

ISSN 0731-8014



Cover

## 1469 RIDGELEIGH BROCHURE

Walter Ludwig

This month's featured brochure is on the 1469 Ridgeleigh pattern. There are a couple of things that make this brochure different from the ones we have covered before. This brochure is larger than any of the others that we have covered in that it is a double fold. The panel sizes are the same as the others but now there are four panels so that when you open the brochure you see two panels, but then you can open it again and you see the inside of the brochure which is four panels wide. Another feature that sets this brochure apart is that it does not say it was produced by A.H. Heisey and Company. Instead in a banner across the cover panel it says "Marshall Field and Company" and then goes on to say "Presents Heisey's classic 'Ridgeleigh' glassware." Marshall Field was the major department store in Chicago. Included with the brochure is a two part ordergram which includes retail prices. The consumer could fill out the ordergram, detach it from the rest of the brochure, and send it in to place the order with Marshall Field for their new glassware.

Continued on page 5

## HEISEY NEWS

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ISSN 0731-8014

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HEISEY NEWS is published and printed monthly (twice in March), by Heisey Collectors of America, Inc. (HCA). Periodical postage paid at Newark. Subscription is limited to HCA members. First class mailing is available for an extra \$15.00, due with payment of membership. If you are having difficulty receiving your newsletter, please contact the HCA Administrative Office Monday through Friday 8:00 a.m. - 4:30 p.m.

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

### Back Issues

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

### Advertising

Ads may be mailed to: HCA Advertising, 169 W. Church St., Newark, OH 43055; faxed to (740) 345-9638; or e-mailed to [curator@heiseymuseum.org](mailto:curator@heiseymuseum.org). Whenever possible, please e-mail your ad. Always include your MasterCard or Visa number and expiration date. When mailed or faxed, ads should be typed or printed on white paper with dark ink. Camera ready ads are accepted, but must follow line specifications outlined at the beginning of the advertising section. Ads containing reproductions will not knowingly be accepted unless clearly stated (e.g. Heisey by Imperial, etc.). HEISEY NEWS accepts no further liability. In the event of a typographical error, the incorrect portion of the ad will be run in the following issue, but HEISEY NEWS assumes no further liability. See advertising section for rates and deadlines.

### Museum

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

### Identification

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

### Membership

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

### Museum Gift Shop

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

### Shipping and Receiving

Delivery is made much easier when we have a complete street address, not a PO Box. We prefer to use UPS. 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 UPS representative. We insure everything.

### Donations and Loans to the Museum

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

### 2006 HCA Calendar of Events

Holiday Open House in the Park, Newark, OH	Dec 9
<b>2007</b>	
All Heisey Glass Show, Gaithersburg, MD	Mar 17-18
Heisey Benefit Auction	TBA
Heisey National Convention & Elegant Glass Show Newark, OH	June 13-16

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the Board of Directors and the membership, I will be seeking ways to increase financial support and revenue from other areas.

Your support still continues to be vital. Tell a friend about us – membership has many privileges. One of them is this superb Newsletter you are reading (thanks to our Curator).

We have received word of the passing of Robert King of Tallahassee, Florida. We wish to extend our sympathies to his family and friends.

In closing, I wish to send Happy Birthday wishes to us all! On October 15, 1971 Heisey Collectors of America was formally established. We're 35 years old!

Until Next Time

Bryan Baker ♦

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## CURATOR'S REPORT

Walter Ludwig

Can it be November already? Well, I guess it can since the temperature around here has plummeted. Brrrr. I know that I like seeing the seasons unfold throughout the year, but sometimes I wish we could just skip over winter. I suppose once I am acclimated to the new reality I will not mind it as much, but for now I would rather be warm.

In this issue (page 22), you will find the order form for the Heisey Glass Museum Playing Cards. This has been an exciting project that we kicked off at Convention this year. Through the generosity of many of our members and the hard work of Frank Orienter who did the photography and Sharon Orienter who did the graphic design, we are now able to offer this unique deck of cards. Fifty-four different patterns are included with full color photographs of representative pieces from the Museum's collection. We expect to take delivery of these decks about the middle of November, so we are offering you the chance to order your decks now. We are also offering a limited number of uncut sheets of the cards which will make a great graphic suitable for framing. These may be ordered on the same form.

Bryan mentioned the passing of Robert King of Tallahassee, FL in his column. Robert had sent in the picture of the fabulous set of 353 Medium Flat Panel trumpet vases that had been in his family. What made his vases so distinctive was that each of them had a pronounced twist in the body of the vase. I wrote an article to go with the picture that Robert had sent which was published in the May, 2006 issue of the Heisey News. When his daughter called to inform us that Robert had not survived surgery he had in July, she informed us that it had been his wish that these vases be donated to the Museum. When they arrived the next week, I was truly stunned. The three vases, 6", 8", and 12", were even more spectacular in person than they had been in the picture. They are now on view in the new acquisition case in the Museum.

Also, coming to the Museum in the last month has been the Helen P. Rarey Memorial Collection. This is a serving for four in 1401 Empress and 3381 Creole in Alexandrite along with many accessory pieces; a total of 60 pieces. Bob Rarey also presented to the Museum in Helen's memory a 21 Aristocrat electroportable lamp in Flamingo with a pink satin shade that has been cut to clear. These are truly wonderful gifts in memory of a wonderful lady. These pieces also may be viewed in the new acquisition case.

I want to put in a plug for our Holiday Open House which will be Saturday, December, 9. We appreciate all the volunteers who make cookies for this event each year. The visitors really enjoy them. We will be doing our Holiday Craft once again. This year we will again be making miniature scenes in punch cups. This was a big success last year and we will have some new construction elements for your cups this year. This year's event will be held in conjunction with the Licking County Historical Society which will have the Sherwood-Davidson House opened for the first time since it was closed over two years ago for reconstruction. It should be a merry time - do come and join us and see the Museum all decked out in its holiday finery.

I am putting on the finishing touches to the Newsletter now so that it can be proofread and printed before I head out to Omaha for the Percy and Vivian Moore Memorial Weekend. I am looking forward to seeing many of you there. I am thankful that gas prices have dipped significantly – I hope it will allow many more of you to travel there. ♦



Back Three Panel Display

## 1469 RIDGELEIGH BROCHURE (continued from cover)

It is possible that this brochure was prepared by the Heisey Company for Marshall Field given their status as a major customer in a major metropolitan area. Of course, it is also possible that Marshall Field produced this brochure themselves using either their own pictures or ones supplied by the Heisey factory.

Once again, we have a black and white brochure that is enhanced with the addition of a single color. In this case, the cover is a pale blue used effectively on the color to represent the rays on a Ridgeleigh plate and then as accent in the rest of the brochure around the pictures of the glassware.

Inside the first fold is a two panel presentation of many pieces of the pattern within two pictures accompanied by the text, "Enduring beauty is Heisey's 'Ridgeleigh.' You will find brilliance and charming variety in this pattern. You can have a complete, sparkling dinner service – or you can start your pattern with any desired pieces. In addition to the items shown here there are more than one hundred and thirty other Ridgeleigh units. Come in and see them. Check the glassware you need now on the convenient attached ordergram."

When you open the second fold you see a three panel presentation of four different pictures of pieces in the pattern with the heading, "Let sparkling 'Ridgeleigh' add distinction to hospitality ... and charm to your daily table."

# Enduring beauty in Heisey's "RIDGELEIGH"

You will find brilliance and charming variety in this pattern. You can have a complete, sparkling dinner service—or you can start your pattern with any desired pieces. In addition to the items shown here there are more than one hundred and thirty other Ridgeleigh units. Come in and see them. Check the glassware you need now on the convenient attached ordergram.



Two Panel Display

The ordergram forms the back of the brochure fully folded, as well as the right hand panel of the inside fully open so that the ordergram forms the front and back of the panel for easy detachment. There are 46 numbered items listed on the ordergram with the numbers having been added to the pictures throughout the brochure making for easy identification of the pieces being ordered. We are a bit shocked at the prices that these were offered back in the 1930s. The prices range from \$.15 for a bar glass up to the \$10.00 for the complete punch bowl set including bowl, 20" underplate, and 12 cups. The rock and rye bottle was an expensive piece in the set for \$3.75. The stemware and sodas topped off at \$.35 each with most being much less. For \$.35 you could buy the expensive pieces: the goblet, saucer champagne, sherbet, and 12 oz. soda.

Heisey was keeping up with the competition when it introduced its 1469 Ridgeleigh pattern in 1935. The trend was to super sized patterns with every piece that the hostess could possibly want to set her table or entertain with. Today it is relatively easy to start a set of this attractive glassware at a fairly reasonable price (of course, not at the prices listed in the ordergram, unfortunately). To get all the pieces in the pattern, however, would be quite a challenge. ♦

## ORDERGRAM

No.	Item	Quan.	Price	Amt.
1	13 1/2" Sandwich Plate		\$1.75	
2	Large Cream, ea. .50 Large Sugar, ea. .50		Pair	1.00
3	8" Plate, ea.		.60	
4	Cup, ea. .30 Saucer, ea. .30		Pair	.60
5	Punch Bowl, ea. 3.50 Plate, 20", ea. 4.00 12 Punch Cups, (ea. .25)		Set	10.00
6	Rock and Rye Bottle (Decanter)		3.75	
7	Bitters Bottle and Tube		.90	
8	Old-fashioned Glass, ea.		.25	
9	Bar Glass, ea.		.15	
10	10 oz. Tumbler, ea.		.30	
11	5 oz. Soda, ea.		.25	
12	8 oz. Soda, ea.		.30	
13	12 oz. Soda, ea.		.35	
14	Coaster for Stemware or Sodas, ea.		.20	
15	Wine, ea.		.30	
16	Goblet, ea.		.35	
17	Sherbet, ea.		.35	
18	Oyster Cocktail, ea.		.30	
19	Cocktail, ea.		.30	
20	Saucer Champagne, ea.		.35	

(See Other Side)

TOTAL

MARSHALL FIELD & CO., Chicago, Ill.

Please send me the items in Heisey's Glassware I've checked:

Name .....

Address .....

City and State .....

Check enclosed  Charge my account  C.O.D.

## Ordergram Front

## ORDERGRAM

(Continued from Other Side)

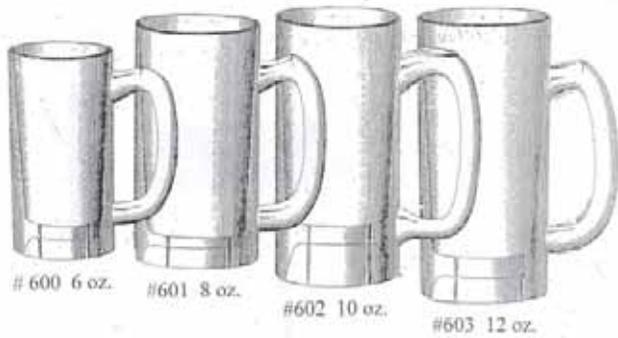
It's Fwd

No.	Item	Quan.	Price	Amt.
21	Oil Bottles, ea.		.65	
22	9" Salad Bowl, ea.		1.70	
23	13" Torte Plate, ea.		1.75	
24	Salt and Pepper, ea. .30 (Glass Top)		Pair	.60
25	Jelly, ea.		.45	
26	Tray, 3-Comp't, 10 1/2"		1.20	
27	Relish, 2-Comp't, 7"		.30	
28	Jelly, 2-Compartment		.40	
29	Cheese, ea.		.45	
30	Individual Cream .30 Sugar .30 Tray .50		Set	1.00
31	Mayonnaise .45 Plate .35 Ladle .30		Set	1.00
32	12" Fruit Bowl, ea.		1.75	
33	One-light Candelabra and Prisms		4.00	
34	Celery and Olive, 12"		1.25	
35	Celery, 12"		1.10	
36	3-Comp't Relish, 11"		1.50	
37	5-Comp't Star Relish, 10"		1.10	
38	Two-light Candlestick and Prisms		3.25	
39	12" Oval Bowl, ea.		1.50	
40	2" Candlestick, ea.		.55	
41	9" Square Bowl (Nappy)		1.10	
42	Spade, Club, Diamond and Heart Ash Trays, ea. .25			
43	Rd. Cigarette Holder .50 4 Sq. Ash Trays, ea. .25		5-Pc. St.	1.00
44	4" Cigarette Box .65 4 Sq. Ash Trays, ea. .25		5-Pc. St.	1.25
45	Oval Clg. Box and Cover			1.10
46	Nested Ash Trays, ea.		.25	

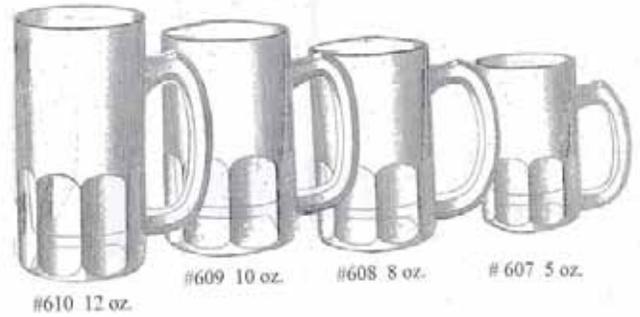
(See Other Side)

TOTAL

## Ordergram Back



Plain Beer Mugs



St. Louis Beer Mugs

## EARLY BEER MUGS

Joe Lokay

In about 1898, the Heisey Company came out with two sets of beer mugs. The first set of four mugs was given numbers 600 to 603. The mugs were called Plain. The name Plain relates to the simpleness of the pattern. The second set of four mugs was given the numbers 607 to 610. These mugs were called St. Louis. Why St. Louis? I do not know. What about numbers 604 to 606? I do not know why they were not used. The St. Louis mugs are similar to the Plain mugs except for the eight flutes around the bottom third of the mug. The names Plain and St. Louis were used when the mugs were shown in the various company price lists.

The mug sizes for the 600 to 603 set were 6, 8, 10, and 12 ounces. The mug sizes for the 607 to 610 set were 5, 8, 10, and 12 ounces. Only the small size differs with 600 having 6 ounces and 607 having 5.

A fifth mug was added to the St. Louis set. It had a size of 16 ounces and was given number 615. Did the beer drinkers complain that a 12 oz. mug was too small? The 615 mug was listed as Squat. I am not sure why this word was added. The pictures show its height about the same as the 12 oz. mug. If the heights were the same, then the diameter of the 615 is larger to get a larger volume. Perhaps this gives a squat appearance.



#615 16 oz. squat

In about 1902, a sham was added to the 16 oz. 615 mug. This reduced its volume to 12 oz. So, 615 was offered as normal or with sham. A copy of Price List #142 (circa 1908) accompanies this article.

### Price List #142 (1908)

BEER MUGS					
ALL GROUPS OFFERS					
600, 6 Plain, Ground	55	47	22	160	9
601, 8 " "	70	62	16	150	9
602, 10 " "	90	80	12	140	9
603, 12 " "	1 05	95	10	135	9
607, 5 St. Louis, "	50	40	22	165	9
608, 8 " "	55	50	16	160	9
609, 10 " "	75	65	12	137	9
610, 12 " "	85	75	9	150	9
615, 16 " Squat, Ground	1 40	1 25	7 1/2	140	9
615, 12 " " Sham "	1 70	1 55	7 1/2	200	9
TOY BEER MUGS					
NOT GRASSHOP BOTTOMS					
616, Toy Beer Mug, St. Louis.	20	15	125	210	27
617, " " Plain....	02	15	125	225	27

Production of both sets of beer mugs stopped in about 1910.

Thus, production of the mugs was for about 12 years. The mugs started before the Diamond H, so the early ones are unmarked. Later ones

may be marked. Does anyone have one or more of these mugs? Are they marked?

(Editor's Note: The name St. Louis could very well be a generic name used throughout the glass industry for this type of beer mug. The Museum has in its collection three of these mugs and they are all marked with a large Diamond H. They can be seen in Room 2 of the King House. We have 601 and 602 Plain as well as 610 St. Louis. Take a look again at the pictures of the 600 to 603 Plain mugs. Note that the handle on the 602 is distinctly different from the others. On the 602 there is a flat thumb rest at the top of the handle while the other three all come to a slight point in that position. All of the original St. Louis style mugs also have this point at the top of the handle. In the picture of the 615 the point is less prominent.) ♦

# HEISEY SALESMEN MEETING – 1939 (Part one)

Walter Ludwig

From June 5 to June 8, 1939, the salesmen and the company executives of A. H. Heisey and Company met at E. Wilson Heisey's cabin to discuss company business for the coming year. This meeting was the first that the company had had in five years. E. Lee Beardshear from Heisey's Chicago office was appointed secretary of the meeting. A copy of his minutes of the meeting is in our Archives. This document provides an interesting insight into workings of the factory. In the next couple of months I will be presenting these minutes to you.

On Monday, June 5, the first day of the meetings, the morning session started out with introductions and then proceeded to an inspection of new patterns. I will save that part of the minutes until next month where it will fit with some of the other sessions better. In the afternoon, T.C. Heisey gave a speech which has been included in this month's article to go with the other introductory remarks.

## MINUTES OF SALESMEN MEETING

### Monday Morning

A sales meeting of A.H. Heisey & Company was called for Monday, June 5<sup>th</sup>, 1939, and all the representatives attended. Said meeting was held at the cabin of E. Wilson Heisey. The first session was called to order by the Sales Manager, R. C. Irwin, at nine o'clock A.M. on that date.

Mr. E. W. Heisey, President, was presented and extended to the representatives a cordial welcome and expressed on behalf of the Company their interest in having the men together for the purpose of reviewing past business and making plans for the future. He was thoroughly in accord with the view that a general discussion of mutual problems would be most beneficial.

Next was a dissertation by R. C. Irwin who laid before the group the general plan of the meeting. Among some of the more important parts outside of the general program which is attached to these minutes he pointed out that all indications were for a good fall business and it was our purpose to organize and coordinate our efforts so that we may be able to profit by the predicted rise.

Cooperation within the Sales Organization as well as the factory was emphasized ....

(Inspection of new patterns followed)

### Monday Afternoon

The meeting was called to order by Mr. Irwin at one o'clock and he presented to the men, Mr. T. C. Heisey who addressed the group in a well designed talk that is reprinted and attached to these minutes. Most salient of the points brought out by Mr. Heisey was the fact that all of the representatives present were being given the best cooperation from the factory that is possible but that the efforts would be extended to cooperate more closely and in return the men should respond in the same way. He predicted that with the right effort on our part and with the general conditions looking up as they are that he expects a good fall business. He pointed out that the Heisey lines and patterns of today are more outstanding than ever before and that the factory is going to increase their effort on helping us by beginning a National Advertising Campaign.

Mr. Heisey also, expressed his sincerest desire that we find a general sales meeting beneficial and helpful and extended his most cordial welcome to the group.

### Speech by T. C. Heisey

Although you arrived last night and we have already tried to give each and every one of you a verbal welcome and Wilson has also extended to you the key of the city, still I want you to feel that we are always happy to have you and that there is a perpetual chromium plated welcome on the mat for you any time you are around this neck of the woods.

I have been asked by Rod to talk about the Company. You probably know as much as I do about the Company, so I will be as brief as possible and not try to bore you with a lot of technicalities, vainglories, pride or alibis and what have you.

You all know that we are on our tenth year of the depression. We have dropped from the heights of 1929 to "right around the corner Hoover" over which period we spent money like drunken sailors, thinking that if everyone did likewise, prosperity would spring up and say "howdy" over the very next hill we were coming to. Then we had Roosevelt with "government paternalism" with the philosophy of high prices and scarcity, with subsequent changes in views so vacillating that I don't think anyone

knows, or he knows where we are going. We however, do know this: that in this period we have made a lot of nice merchandise and a lot of smart merchandise. Otherwise, we would not have been complimented or persecuted by so many copies on the part of piratical manufacturers. Many of the things that we have produced have come from the ranks of our sales organization. The product must be right and it must have a good sales organization to market it, especially if we are to get a profitable price. We have appointed Rod Sales Manager and Ambassador Plenipotentiary to our trade. He has done and is doing a good job, and I think the men have welcomed this change and responded to it enthusiastically and intelligently.

We furthermore, know that every man and woman who is associated with us in a clerical or executive capacity is, we firmly believe, interested in his job and is doing everything he can to further the interests of the Company. I could enumerate them all but time prevents that.

Mr. Mueller: I just want to say that you know our Secretary, Mr. Mueller has been with us longer than I have, and owing to his earnestness, foresight and conscientiousness, he has naturally assume the secretaryship and the head of our Purchasing Department. In these capacities he has saved us a lot of money not only by shrewd buying but in expert accountancy at which he is a Grand Champion.

Mr. Smeltz I imagine has been here as long as Mr. Mueller, having come up through the Pay Roll Department. He has been doing a fine job as General Manager of the Plant which is no easy job these days with all the government regulations and with laborers militant and confident that the great White Father in Washington is behind them in every move they make. Naturally, Smeltz is a busy man keeping them all happy. He is also, keeping his weather eye on eliminating lost motion which has been a great saving in our Manufacturing Department.

Mr. Olsen too, has been with us quite a long time. He has learned the chemistry of glass under E.W. who is no slouch when it comes to mixing up a batch of soda ash, sand and silica. Olsen is naturally giving the public the best commercial glass that I believe the market affords and this is no small chore. He also, looks after the costs, catalogs and new business production, and I think you will all agree

that you are getting your prices more promptly and almost simultaneously as the samples come to you. Ollie is a good man anywhere you put him.

Mr. Cobel, you all know. He is one of those still-water boys who run deep and he has done wonderful things in our mould department since his leadership there in making moulds work that hitherto we did not conceive possible. He also, has bought a lot of manipulation paraphernalia that has reduced man power and increased and beautified the finish of our product. You know when Ray tells you it can or can't be done he has given you the last word.

Mr. Fairall has not enviable job trying to keep the trade happy with shipments, sending you boys lists of close outs and advising you and the trade when they will or will not get this of that. I think he has taken the hurdles in this Department in top form in most instances.

The Younger Generation is learning the business. Duc is giving us a check-up on bills and invoices and we are not getting nearly as many complaints and mistakes for which we used to be called on the carpet. He is also, adding his share of suggestions for the betterment of the business.

Gus is in the Pay Roll Department where he is learning the manufacturing costs, production schedules and diplomatically keeping the people in a friendly mood.

Last but not least, we have that stellar politician in our organization who looks after our Cutting Shop, Blown department and Rock Crystal Department. You know her as well as I do, and she is not only hitting the ball every day, but through her intuition and diplomacy we have eliminated a lot of unpleasant labor jangles that might have cost the Company a lot of money and our customers disappointment. I don't believe the Republican Party of Licking County or ourselves could get along without her. [Editor's Note: This paragraph refers to Louise Adkins.]

#### VOLUME AND PRICE.

Now with Social Security, Old Age Pension, Unemployment Insurance and many other unseen and hectic taxes that are too numerous to mention together with the fact that we are paying more for our labor than at any time in our history – even more than in war times, but getting less for our product than we did during that dreadful period – we must

look forward to a better margin of profit on our merchandise. We hear a lot about volume and price. That is swell if you can get volume. We have experimented with this volume proposition in specials and no doubt it has stimulated business, but I think the most helpful thing that Specials do is probably interest the trade in other better and more profitable items in the line rather than producing a very lucrative return in themselves. They however, do this: They assist in reducing overhead and in these days of limited demand, old man overhead is an adversary not to be neglected.

#### RE PRICES OF BIG AND SMALL STUFF:

I believe one thing we have somewhat overlooked in our merchandising program is that we ought to possibly get a little more for our small stuff and a little less for our big stuff because after all in the last analysis we are selling tonnage, and hickory nuts don't spell tonnage or profits. I mention this because I think in looking over our price list, you will find that where we can get reasonably good production on large items we have modified our prices considerably.

#### GET CUSTOMERS TO RAISE ANTE.

I think one year in looking over our books when we lost about \$45,000 Howard and I figured out that if every customer who bought less than \$100 had raised the ante to \$100, we would have made money. So you can see how necessary it is to encourage your trade to buy just a little bit more. I don't mean by this to over-sell them. I think that is bad psychology, but I do believe if you can teach them to keep our merchandise together, display it attractively, tell their clientele about it by the paper or by other means that there is hardly an account you can't double in this coming year.

It has been interesting to note the different approach that our various salesmen have in contacting the trade. You all seem to have different methods and each one of them brings results.

#### WELCOME TO NEW MEN.

We are glad to welcome two new faces in the organization since the last pow-wow. Mr. Baumgardner and Mr. Berni who are fitting into the picture most admirably. It is a great privilege and pleasure to have them with us. We really feel quite flattered to think that Mr. Berni would come all the way from Seattle to join in this Sales Jamboree. We

sincerely hope that he will find it was worth the effort coming half way around the world.

#### TRIBUTE TO GRANVILLE? NOCK AND RED.

We all regret that three of our old friends are not with us at this time. GRANVILLE? NOCK AND RED, and I ask that we pause and bow our heads in respect for a minute or two. I think the best tribute to these fine personalities is a poem by Homer: He ceas'd but left so pleasing on the ear, His voice that listening still they seemed to hear. [References to George Granville, Boston; E. G. Knock, New York City, and E. F. Redfield, Chicago who had died since the last meeting.]

#### RE UNFAIRNESS OF TRADE IN RETURNING GOODS.

Here in the Company we are endeavoring to serve your customers. We make a lot of mistakes, and on the other hand do a lot of helpful things of which you are not cognizant. We want to make the best glassware the country affords. We want our customers to feel that we believe they are always right although I don't believe at any time in our history the trade has been as unfair or have taken advantage whenever they could to reduce their inventory by returning goods to us for little or no cause as they have in the past year. In other words, they seem to think the company is a broad shouldered affair and that we have a big waste basket here to absorb anything they might want to return. It makes no difference to them whether or not the Company makes a profit. A little diplomacy on your part will avoid much of this sort of thing.

#### ADVERTISING

We realize that selling our merchandise is no push-over. We have plenty of competition and many of our contemporaries who have never used publicity before are doing so rather consistently now and have been for the past few years. That brings us to the fact that we too, must get into the publicity field. I don't mean by this to do it strenuously at first but to start on a modest scale and increase the tempo as advertising builds better business. Our advertising agent, Mr. Collett, will be here to tell you what he has in mind tomorrow afternoon so I won't take time to discuss this here except to say that Mr. Collett has more to do than just writing copy for us. He should see that we get good showings in the magazines that we use in table set-ups, smart pieces that we bring out from time to time and if we can't get this with

the papers that we use, we will cut them out and play ball with some that will give us this added assistance.

In this era however, of movies and easy and quick transportation the public everywhere visits the various parts of the country, North, South, East and West; fashions of yesterday become obsolete overnight. The best tastes and designs in the world are paraded before the eyes of every woman in the world and the whole nation is style conscious. Therefore, I think as never before we must Dramatize our Displays wherever we open up our samples and spare no effort to make our exhibits as attractive and as appealing as possible because in the last analysis, merchandise is sold by eye-appeal.

RE: CLOSEOUTS.

Before I forget it there is one thing in the distribution of our ware on which we seem to get little or no cooperation from our sales representatives. From time to time lately we have been sending you lists of lines that are not moving rapidly of which we have some stock and asking you to push them, but so far nothing has happened on these lists. I am satisfied that you could talk your people into buying some of this merchandise and thus avoid a big discontinued list later on. On close-outs, we just don't get any place. With exception of Mr. Whipple, Mr. Breadshear, Mr. Bortz and Mr. Bosworth all the close-outs we have sold recently have been placed through our own efforts. I know it is difficult to know just what to do with distressed merchandise but there are places in every man's territory that this obsolete merchandise can be sold without disturbing anybody if you will just make the proper effort. Maybe the lethargy on our part on this type of merchandise is due to the fact that we don't pay enough commission on close-outs. However, if you want to sell the goods for more, we would just as leave and rather pay you the extra commission as the customer. This is something that you should think over and give Rod your views.

RE: NUMBER OF ITEMS WE MANUFACTURE.

There is one thing I want to mention and that is the number of items we manufacture. I expect we produce from 3500 to 4000 different pieces. Maybe more. That's our strength and our weakness. When business is slack and we are running on one furnace, it is difficult to keep stock of each and every one of these items in our price list. So an added few pieces here and there on each and every order sent in

augments the aggregate of various items in our line so that we are not left with so much stock from every turn that we manufacture.

STEMWARE LINES.

I believe we make more lines of stemware than anybody else in the country and each line of stemware has about nine different pieces. We have cut some of them out as Mr. Olsen will show you this year. Also, we have reduced some of the pressed items on which there is a limited sale so that in going over these lists, we wish that you would be liberal in your analysis of this proposition and unless you positively can't get along without some of the items that we have discontinued, let's don't bring them back into the picture. However, if we do bring them back into the picture, please get behind the man who has asked for them to be reinstated and you too, do your share to re-popularize this reinstated item.

Frankly, I think we would be better off in our stemware line if we had fewer stemware lines, fewer cuttings, etc. because we would be able to render better service and it would simplify manufacturing problems and produce better goods because the more often a man works a particular pattern, the more skilled he gets in producing the line. That means increased production and satisfied customers. So when we bring out a new line either stemware or pressed ware, we ought to discontinue the waning line. Otherwise, we are making the world safe for flints and increasing our close-out problems.

CONCLUSION.

I haven't said a lot about the Company because to begin with I told you that you have more than a superficial knowledge of the operations of a glass factory and I haven't the time here to go into the technicalities but in looking over your orders and comparing the number of dozens and the number of barrels that come in with the number of salesmen that we have, I believe if each one would appoint himself shepherd of so many barrels every day, we could continue to run two furnaces here full blast at least ten months out of every year. To be exact, if we could get on the average 100 barrels every day --- six days a week --- we could keep two furnaces running like nobody's business. Divide 15 into 100 and what have you ---- 7 barrels a day from each salesman. That doesn't seem like a hell of a lot and I believe we can do it if retail business gives us any kind of a break whatever.

We are glad to have you here. We know that it is going to be very beneficial to the Company and we hope that you too, will get some real constructive knowledge from this Conference. Also, a lot of fun. We hope we can have you often and that this year will be the biggest one we have ever had, Czechoslovakia is out of business and we should be cashing in on a lot of orders that hitherto were taken care of by Europe.

Speaking of fun, I like to think that we are one great big congenial family, and I believe to keep this friendly spirit we should be careful not to let our humor follow the lines of personal remarks. No one likes to be made the goat and I think the lowest form of humor is sarcasm and personal ridicule. About the only thing that Mr. Roosevelt has left us is friendship and let's keep it sacred. ♦

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## FOOTED COMPORTS – CATALOG 2B AND 3B

Walter Ludwig

Blownware Catalog 2B (1921) had two pages of footed comport. Catalog 3B (1924) has one page that consolidates the two earlier pages and is now labeled low footed comport and a new one labeled high footed comport.

On page 13, you see page 39 from Catalog 2B. Five patterns of comport are shown. The 3312 Gayoso is a low 5 ½" comport with a pulled stem matching the 3312 Gayoso line of stemware. The 3315 Polonaise is shown in a 5 ½" size as well as the high 5 ½" size. These comport conform to the 3315 Polonaise stemware line. The low one was also made in a 7" size. The 3947 is shown in three sizes: 4", 5", and 6". The 3948 with its flared bowl is shown in an 8" size indicating it was also made in a 4 ½" size. The 3947 and 3948 both have pressed stems so they may be marked. The final comport shown on the page is the 3963 shown in 7" and 8" sizes indicating it also comes in a 5" size. All are shown in Catalog 3B except for the 3948.

Page 14 shows page 40 from Catalog 2B. Two more styles of footed comport are shown at the top: the 3961 5" and the 3964 in 5 ½", 7", and 8" sizes. The bottom row shows a set of covered compotes sharing

the same style blown cover. The 3800 5" and the 3801 5" are basically the same with the 3800 having a higher foot. The 3947 which were shown on the previous page are now shown with the covers – they came in 4", 5", and 6" size. And, lastly, the 3949 4" mint and cover is shown. Only the 3964 compotes and 3947 compotes with covers are shown in Catalog 3B..

Catalog 3B, page 37 is shown on page 15. These are called high footed comport. The 3315 Polonaise 5 ½" is shown again. But new are the 3333 Old Glory 6", as well as 6" comport in patterns 3966 through 3970. The 3333 shares the same stem and bowl shape as the 3333 Old Glory stemware line. The 3966 has a lady leg type stem. Comports 3968 and 3969 share the same ball stem with the 3968 bowl being cupped while the 3969 is flared. Comports 3967 and 3970 share a more elaborate stem with the 3967 having the flared bowl while the 3970 has the cupped bowl. The stem of the 3970 comport was used later with the mold for the 1245 Spiral plate to make a different comport which was made in all Flamingo and with Moongleam stem and foot and crystal plate. The 3333 and the 3967 through 3970 comport should be marked. ♦

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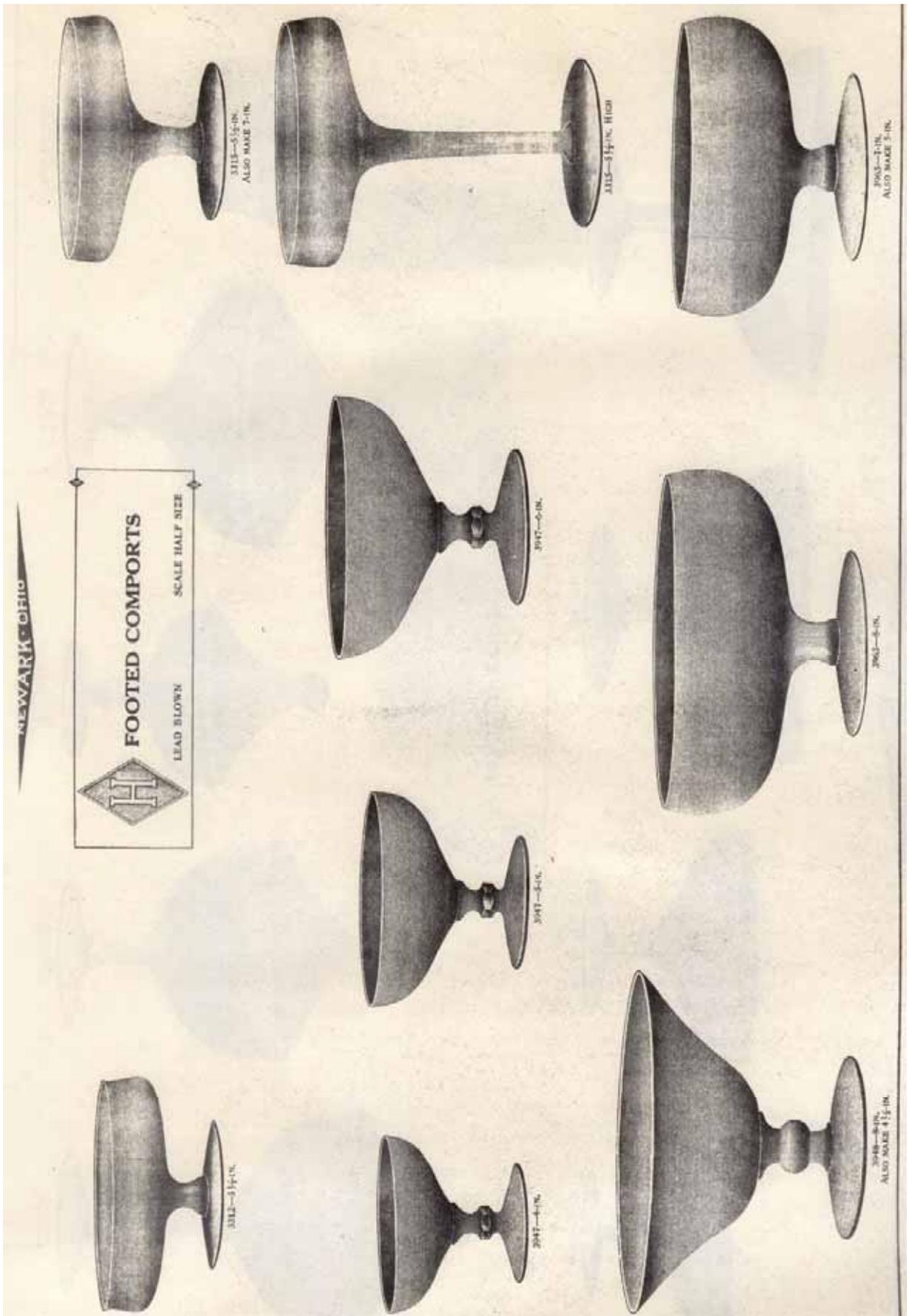
## HEISEY SCRAMBLERS

Bern Kovit

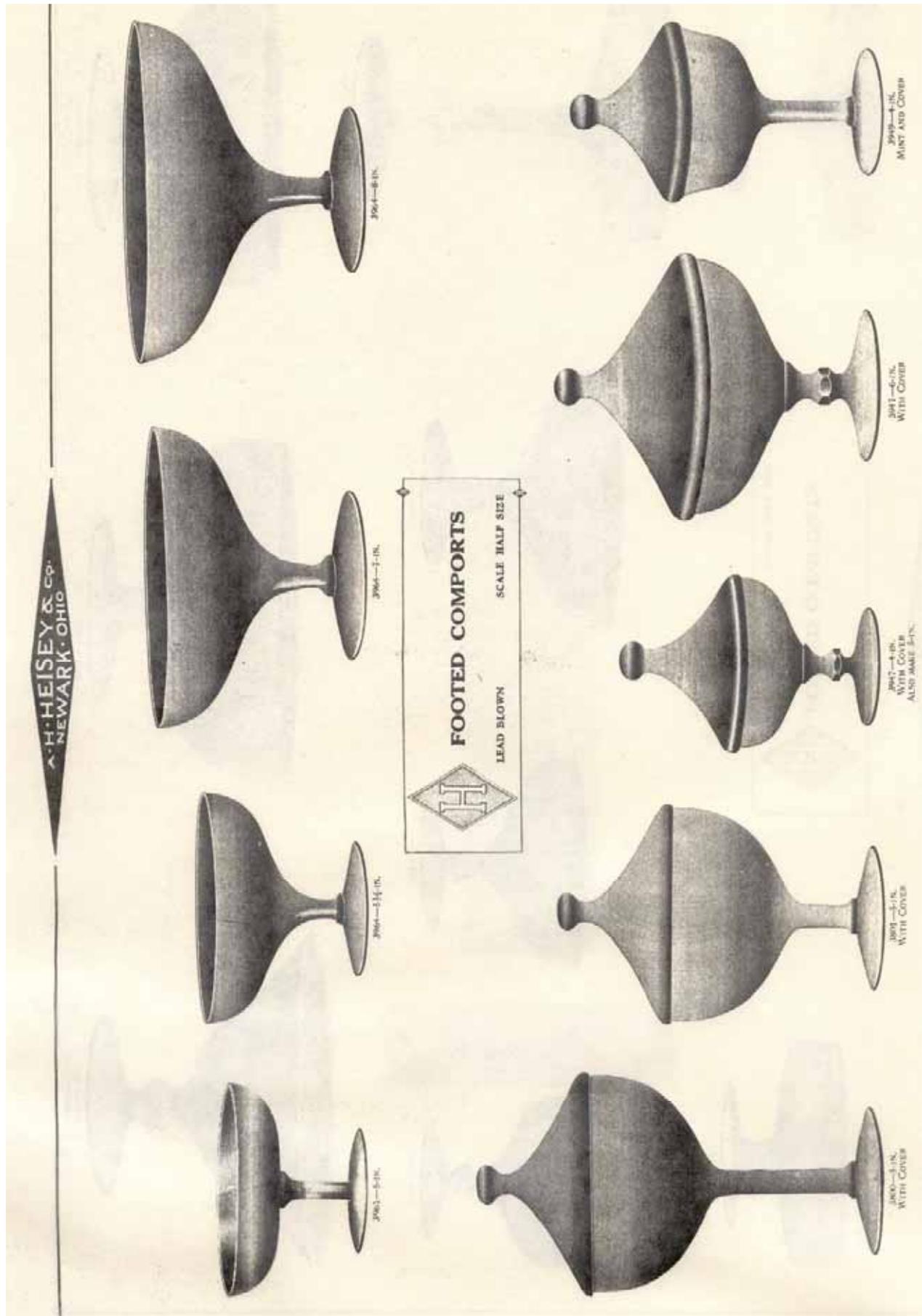
- |                  |                 |
|------------------|-----------------|
| 1. SPHIWIC       | 16. OWLIPSL     |
| 2. EDIP EPIRP    | 17. SLEEPERS    |
| 3. DUROT         | 18. PRIPUMTO    |
| 4. BHAASW        | 19. COVAIRTIN   |
| 5. ANKWER        | 20. TALANIPONT  |
| 6. TOVINCNEON    | 21. AHATEN      |
| 7. MIRPS DNAB    | 22. OMOLGON     |
| 8. LOGIFAMN      | 23. ARYTLENO    |
| 9. SANCROSANCEN  | 24. ORINOKOH    |
| 10. PESTOHAN     | 25. GATOONC     |
| 11. DEDNAB LETUF | 26. BACCONHO    |
| 12. SPREEMS      | 27. JOROSUTU    |
| 13. HOWILROPL    | 28. NONLATECITN |
| 14. KEREG EYK    | 29. TEWONHARH   |
| 15. ATROUQ       | 30. OISULE MEAR |

Answers on page 25 ♦

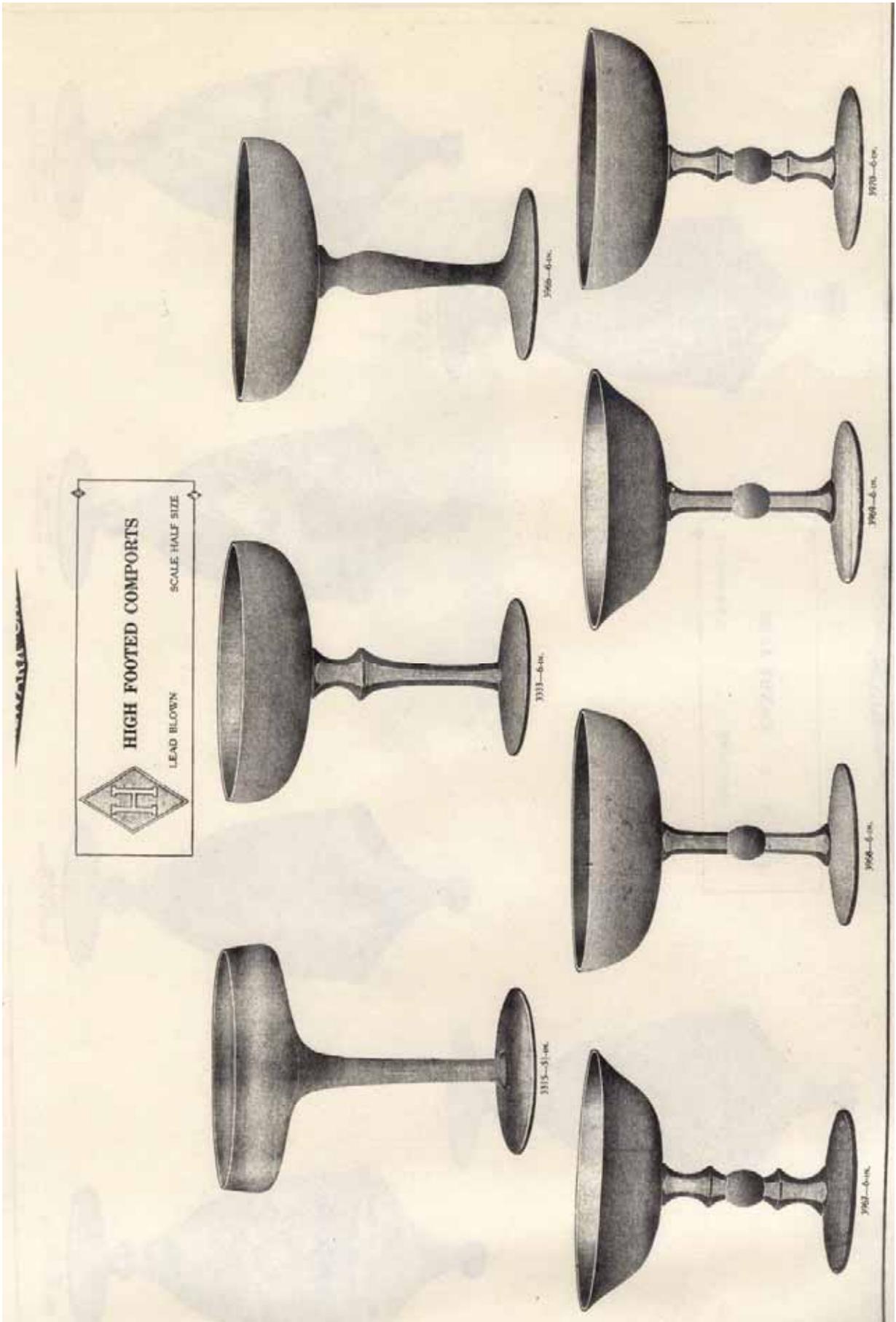
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Catalog 2B – Page 39



Catalog 2B – Page 40



Catalog 3B – Page 37

# TREASURER'S REPORT

Dave Spahr

We have completed the first nine months (75%) of 2006. On page 17 of this Newsletter you will find the Budget Vs. Actual Report through Sept 30, 2006.

Our revenues are 66% of our annual revenue, behind our target of 75%. Our main revenue producing activities are behind us and we have slow revenue months ahead. Likely we will not achieve our budgeted revenue. Our sharp drop off in sales in the Museum Gift Shop this year has really hurt our financial picture. Last year over the same period our sales were \$49,126. This year sales total \$23,174. We didn't make our targets at the Benefit Auction, the Select Auction, or the Convention. We received more money donations than anticipated which have helped. We continue in our efforts to earn/make more money to support Museum operations. Your thoughts and ideas would be greatly appreciated.

Our expenditures are at a 57% level that is 18% under projections. This has really helped since we have revenue shortcomings. The main areas of reduced costs are in salaries and in cost of goods sold. We are under in salaries since we have not replaced our director. We have lower cost of goods sold since we have sold less goods in the Gift Shop. Most other items are less or close to budgeted expenditures.

Hopefully, we will be able to get through 2006 - our revenues will not keep pace with expenses the last quarter. As mentioned above, while revenues have lagged, expenditures have been lower as well. We anticipate the same scenario for 2007. Next year will also be a challenging year for your association.

Our HCA Endowment Fund market value as of September 30, 2006, was \$2,112,382.65. The report shows a marked increase over the June 2006 market value. We have transferred \$21,907 this year (\$13,179 this last quarter) into the fund. Through the first nine months, income less fees has totaled \$32,459.65. This money, along with the fourth quarter income less fees, with approval of the Board, can be used to help fund 2007 operations. We have transferred \$25,000 of 2005 income less fees in 2006 and can transfer another \$11,779.61 to get us through 2006. Any funds transferred but not spent

will be placed in a money market account or a capital account for future use.

We have just recently begun work on our 2007 operating budget. If there are special items you feel need addressed and want considered please contact a Board member. The budget represents an action plan for YOUR organization that continues to experience challenging times. Like many groups, we continue to experience a declining membership and need to come up with strategies and efforts to reverse that trend. We expect no change in that regard in 2007. We need your thoughts, ideas, and support to come up with revenue production/cost reduction activities for YOUR association.

"Thank You" in advance for your interest in the finances of YOUR association. We want to maintain the organization and facilities, provide services you desire, and continue to make the Museum the fine showplace and educational resource for all HCA members.

Should you have questions or comments regarding this article or its contents, please contact me by telephone (937-372-7166) or e-mail ([masdgs@aol.com](mailto:masdgs@aol.com)). Happy Heisey Hunting. ♦

## NATIONAL HEISEY GLASS MUSEUM ENDOWMENT FUND

MARKET VALUE AS OF DECEMBER 31, 2005	\$1,971,055.76
MARKET VALUE AS OF MARCH 31, 2006	\$2,027,124.43
MARKET VALUE AS OF JUNE 30, 2006	\$2,019,129.47
MARKET VALUE AS OF SEPTEMBER 30, 2006	\$2,112,382.65
HCA 2006 ENDOWMENT RECEIPTS	\$23,412.00
ENDOWMENT TRANSFER FROM 2005	1,401.00
ENDOWMENT TRANSFER FROM 2006	20,506.00
TOTAL ENDOWMENT TRANSFERS	\$21,907.00
DUE TO BE TRANSFERRED FROM 2005	\$0.00
DUE TO BE TRANSFERRED FROM 2006	\$2,906.00
TOTAL TO BE TRANSFERRED	\$2,906.00
INCOME DRAWN DOWN FOR OPERATIONS IN 2006	\$25,000.00

# HCA BUDGET 2006 THROUGH SEPTEMBER 30

ITEM	TOTAL BUDGET	YTD BUDGET AMT	YTD ACTUAL	VAR vs YTD BUDGET AMT	% YTD vs TOTAL BUDGET
<b>REVENUES</b>					
MEMBERSHIP	46,825	35,119	34,375	-744	73.41%
NEWSLETTER ADS	4,260	3,195	2,693	-502	63.22%
CASH DONATIONS	20,000	15,000	32,129	17,129	160.65%
BOARD MEETING TELEPHONE REIMB	500	375	0	-375	0.00%
ACQUISITION DONATIONS	500	375	2,105	1,730	421.00%
SALES	66,000	49,500	23,174	-26,326	35.11%
SHIPPING/HANDLING CHARGES	4,375	3,281	2,493	-788	56.98%
ADMISSIONS	4,600	3,450	2,193	-1,257	47.67%
SPECIAL PROJ / ROYALTIES NET	10,000	7,500	148	-7,352	1.48%
INTEREST INCOME	100	75	84	9	84.00%
ARCHIVES	100	75	0	-75	0.00%
AUCTION NET	16,500	16,500	15,368	-1,132	93.14%
SELECT AUCTION NET	4,000	4,000	3,688	-312	92.20%
CONVENTION NET	12,500	12,500	7,101	-5,399	56.81%
<b>TOTAL INCOME</b>	<b>190,260</b>	<b>150,945</b>	<b>125,551</b>	<b>-25,394</b>	<b>65.99%</b>
RESERVE TRANSFER	42,055	31,541	25,000	-6,541	59.45%
<b>TOTAL AVAILABLE</b>	<b>232,315</b>	<b>182,486</b>	<b>150,551</b>	<b>150,551</b>	<b>64.80%</b>
<b>EXPENDITURES</b>					
ACCOUNTING EXPENSE	4,000	3,000	1,745	-1,255	43.63%
OFFICE SUPPLIES	10,000	7,500	4,898	-2,602	48.98%
REPAIRS / MAINTENANCE	12,500	9,375	7,070	-2,305	56.56%
GROUNDS MAINT.	2,800	2,100	1,745	-355	62.32%
LEGAL FEES/RETAINERS	500	375	200	-175	40.00%
MISCELLANEOUS	1,000	750	3,680	2,930	368.00%
BOARD MEETING TELEPHONE COSTS	500	375	0	-375	0.00%
UTILITIES	21,200	15,900	15,455	-445	72.90%
MUSEUM EXP./EQUIP REPL.	11,200	8,400	668	-7,732	5.96%
MEMBERSHIPS / SUBSCRIPTIONS	1,300	975	843	-132	64.85%
INSURANCE	10,600	7,950	9,761	1,811	92.08%
NEWSLETTER PRINT & POSTAGE	15,200	11,400	11,097	-303	73.01%
SHIPPING	3,500	2,625	2,179	-446	62.26%
COST OF GOODS SOLD	19,800	14,850	6,333	-8,517	31.98%
BANK CHARGES	2,000	1,500	1,043	-457	52.15%
ACQUISITIONS	500	375	925	550	185.00%
MEETINGS/DINNERS	100	75	0	-75	0.00%
ADVERTISING	4,000	3,000	2,631	-369	65.78%
COMPUTER MAINT	3,000	2,250	653	-1,597	21.77%
EMP/VOL RELATIONS	300	225	132	-93	44.00%
SALARIES	89,127	66,845	48,149	-18,696	54.02%
EMP HEALTH INSURANCE	11,780	8,835	7,889	-946	66.97%
PAYROLL TAXES	6,819	5,114	4,254	-860	62.38%
WORKER'S COMP	2,389	1,792	1,986	194	83.13%
<b>TOTAL EXPENDITURES</b>	<b>234,115</b>	<b>175,586</b>	<b>133,336</b>	<b>-42,250</b>	<b>56.95%</b>
LESS COST OF GOODS SOLD	19,800	14,850	6,333	-8,517	31.98%
PLUS INVENTORY PURCHASES	18,000	13,500	3,439	-10,061	19.11%
<b>FUNDS REQUIRED</b>	<b>232,315</b>	<b>174,236</b>	<b>130,442</b>	<b>-43,794</b>	<b>56.15%</b>

# 2007 ALL HEISEY BENEFIT AUCTION

Dave Spahr

We have not yet finalized the exact dates for the All Heisey Benefit Auction to be held at the Apple Tree Auction Center. We expect to hold it in late March or Mid April. Stay tuned.

The key date for you to remember is **January 15, 2007**. You have until that date to send in or deliver your auction glass to the Museum. It is not too early to start identifying the pieces you want to submit. You begin by submitting the **packing list**. A copy of it is in this Newsletter on page 21 and also online on the HCA museum site ([www.HeiseyMuseum.org](http://www.HeiseyMuseum.org)). You are then ready to pack up your glass and send/bring it to the Museum. Remember, **two copies** of the **Auction Contract** should be **signed** and **packed** along with your glass. The two page Auction Contract will be found on pages 19-20 and can also be downloaded from the website.

If you have never sent in glass before, please consider doing so this year! Our Benefit Auction generally brings good prices and is well attended and receives attention from absentee bidders nationwide! This auction is **YOUR** association's largest fund-raiser.

Your association is financially challenged this year and will be again in 2007. How can you individually help? By consigning or donating glass. FYI, we have several members donate a piece or two of the glass they send in for the benefit of HCA - a wonderful gesture.

**Study Clubs** often ask how they can help, particularly those far from Newark. Clubs can help by consigning glass for the auction. Better yet, we would like clubs to consider donating a piece or two! That way the sale amount goes 100% to HCA! Last year, the Heisey Collectors Club of Michigan issued a challenge to all study clubs and made a wonderful donation of the six favor vases as well as other pieces. Hopefully, more clubs will answer the challenge this time around.

One last point. **Good, clean, damage free** glass brings the best prices and the most benefit for you

and your association. We do the very best we can but damaged glass brings down prices for everyone's glass and makes buyers lose interest quickly. Remember that the auction committee is authorized to reject any glass not deemed acceptable to HCA standards for this auction.

There will be more about the auction in upcoming Newsletters. If you have some ideas, or you or your club would like to organize additional activities surrounding the auction to make the trip to Newark more enjoyable for everyone, please let me or another Board member know. If you have questions or comments, call me (937-372-7166) or e-mail ([masdgs@aol.com](mailto:masdgs@aol.com)).

Hope to see you at the Museum for the December open house and at the auction bidding on your Heisey Treasures! Happy Heisey Hunting! ♦



4 Puff Box



5 Puff Box

## Early Dresser Items Walter Ludwig



10 Cologne

Most of the early puff boxes that are found are marked and do not have glass lids. We do not know the original pattern numbers of most of these pieces because they never were illustrated in a catalog or price list.

But the number 4 and 5 puff boxes were illustrated in an early catalog and do have glass covers. As you see both shared the same cover although the patterns on the body of the jars differ. The number 5 can be found marked. The number 10 cologne has the identical pattern to the number 4 puff box. ♦

## 2007 HCA BENEFIT AUCTION CONTRACT



Heisey Collectors of America, Inc.  
169 West Church Street  
Newark, Ohio 43055  
Phone: 740-345-2932  
Fax: 740-345-9638  
www.HeiseyMuseum.org

This agreement is hereby entered into between (Please Print)

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

Address \_\_\_\_\_

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

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

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

**Auction Date: (To be Announced)**

**Auction Location: Apple Tree Auction Center, 1616 W. Church St., Newark, OH 43055**

### **Consignments:**

All items consigned for sale or donated are made by A. H. Heisey and Company, no reproductions by Imperial or others will be accepted, except as consigned by HCA. The owner / consignor / member, hereafter referred to as the owner, agrees to accept all responsibility for providing merchantable title for all glass sold.

Each owner may consign a maximum of twenty-five (25) lots to the auction. A list of glass being consigned or donated and prepared by the owner is attached as an integral part of this contract. There is no limit on the number of items in each lot, but HCA retains the right to increase / decrease size / make up of each lot. Each owner may donate an unlimited number of lots to HCA for sale at the auction. HCA, however, at its discretion, will consign donated items for auction, add donated items to the museum collection, and/or sell donated items in the Museum Gift Shop.

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

### **Commission:**

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

### **Settlement:**

Settlement for glass sold will be made in full not later than fifteen days after the completed auction from the HCA Auction escrow account. Said account is set up and operated consistent with ORC Section 4707.024. Collection of funds, bad checks, debts, and unpaid auction lots is the responsibility of HCA.

### **Responsibility:**

It is the responsibility of the owner to deliver the glassware to the National Heisey Glass Museum. HCA accepts responsibility for the glass after it is received at the Museum and until it is sold, except that any glass damaged in

shipment to the Museum will be referred to the shipper and owner. All glass damaged or lost while in the possession of HCA prior to sale will be valued by a qualified appraiser or appraisers and the owner will be paid on this basis, less commission.

**Bidding:**

The minimum opening bid on a lot will be at least \$5.00. The minimum incremental bid increase will be \$2.50. In the event no bid is received on a lot, that lot becomes a donation to HCA.

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

**Absolute Auction:**

All items are to be sold at an **absolute auction** and not at a reserve auction, **except** HCA and the owner agree there will be a minimum opening amount (see Bidding above) on all lots without exception. Owners cannot bid or have others bid on their behalf on their own items.

*"Absolute Auction " and "Reserve Auction" as defined by ORC. 4707.01:*

"Absolute Auction" means an auction of real or personal property to which all of the following apply:

- 1) The property is sold to the highest bidder without reserve.
- 2) The auction does not require a minimum bid.
- 3) The auction does not require competing bids of any type by the seller or an agent of the seller.
- 4) The seller of property cannot withdraw the property from auction after the auction is opened and there is a public solicitation or calling of bids.

"Reserve Auction" means an auction in which the seller or an agent of the seller reserves the right to establish a minimum bid, the right to reject or accept any or all bids, or the right to withdraw the real or personal property at any time prior to the completion of the auction by the auctioneer.

**General Auction Terms and Conditions:**

- 1) Payment: Cash, travelers check, certified check or personal check (if approved by HCA). MasterCard and Visa cards are accepted. 5% buyer's premium. Buyer's premium deleted for cash or check payment. Cash only payment may be specified for individual bidders at HCA's request.
- 2) HCA has endeavored to describe all items to the best of their ability; however this is not a warranty.
- 3) All items are sold as is and where is. The auctioneer has the right to make any verbal corrections at the time of sale and to provide additional information. Inspection is welcomed during preview and anytime before the item is sold.
- 4) In the case of a disputed bid the auctioneers have the authority to settle disputes to the best of their ability and their decision(s) is/are final.
- 5) The auctioneer has the right to reject any bid raise not in line with established bid increments.
- 6) All sales are final and all items must be paid for each day of sale.
- 7) All sales are subject to Ohio and Licking County sales tax unless purchased for resale and proper tax exemption form is signed with resale number.
- 8) Live telephone bidding may be available at HCA's option and under special terms (contact HCA).
- 9) HCA is licensed as an auction firm by the Ohio Department of Agriculture and bonded in favor of the state.
- 10) HCA will provide auctioneers licensed by the Ohio Department of Agriculture and bonded in favor of the state.
- 11) Buyers assume full responsibility for items once they are sold unless otherwise specified by HCA.
- 12) Bidding on any item indicates acceptance of these terms.

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

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

# 2007 HCA BENEFIT AUCTION CONSIGNOR PACKING LIST

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

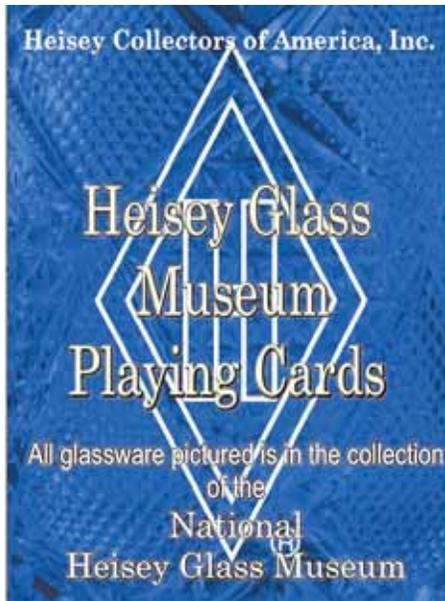


**SHIP TO:** HCA Auction, 169 W. Church St., Newark, OH 43055

**DEADLINE:** January 15, 2007

*Two signed copies of contract must accompany your auction glass (see pages 17-18).*  
 Please put a "D" beside the lot number if the lot is to be donated to HCA.

Lot #	Qty	Pattern #/ Name	Description	Cut / Etch	Color	H	Damage
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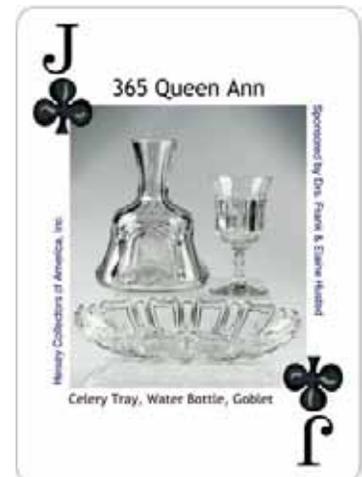
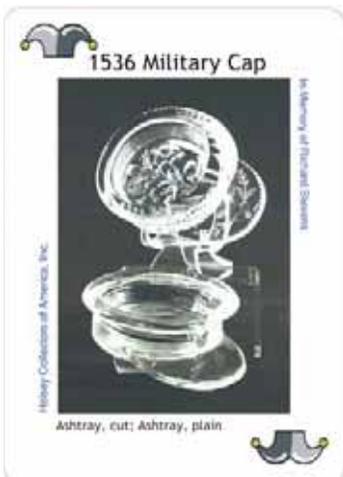
# HEISEY GLASS MUSEUM PLAYING CARDS

We are now taking orders for our new Heisey Glass Museum Playing Cards which we expect to receive in mid-November. In addition, we will have for sale a limited number of uncut sheets (29" x 19") which will be suitable for framing. The full color pictures are stunning and will make a good learning tool as well as a nice gift for all of your glass collecting friends. We will ship as soon as available.

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

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

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



# Study Club Directory



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

STUDY CLUB	MEET WHEN?	WHERE?	Email/Web Site	CONTACT
#4 Central Illinois Heisey Collectors Club	Four times a year	Members' homes or restaurants		Joyce Deany (815) 432-4310
#5 Bay State Heisey Collectors Club	2 <sup>nd</sup> Tuesday of each month except July, Aug., and Dec.	Follen Community Church	spescatore@houghton.com	Stephen Pescatore (978) 256-5418
#7 Dayton Area Heisey Collectors Club	3rd Tues. of the month Sept. to May, 6:30 p.m.	Huber Heights Library	LH937@aol.com	Joe Harner (937) 372-0852
#8 Heisey Heritage Society <i>NJ, Eastern PA and DE areas</i>	Bi-monthly	Members' homes	jpwelgan@att.net	Virginia Welgan (302) 736-6848
#13 Heisey Club of California	4th Sunday every month, 12:30	Members' homes	<a href="mailto:herbet@sbcglobal.net">herbet@sbcglobal.net</a> <a href="http://www.heiseyclubca.org">www.heiseyclubca.org</a>	Norval Heisey (818)-349-0945
#14 Northern Illinois Heisey Club	Four times a year	Members' homes	niheisey@comcast.net	Jeff Morrow (630) 833-4644
#15 Heisey Collectors Club of Michigan	Every six weeks, August to May	Members' homes	kilgoredesigns@att.net	Sue E. Kilgore (269)-345-3990
#16 Heisey Collectors of Texas	2nd Sat. of every other month, 1 p.m.	Members' homes	heiseytoo@att.net	Greg Freeman (817)-545-5889
#19 Heisey Collectors of the Rochester Area	10 meetings per year: Sunday, 2:30 p.m.	Members' homes		Susan Shafer (585)396-7310
#20 Buckeye Heisey Collectors Club <i>Newark, OH area</i>	September to May, 4th Monday	Members' homes or the Museum	bismarck4867@ yahoo.com	Karen Colwell (740) 323-3769
#22 Northwest Heisey Collectors	First Saturday of the month	Members' homes	bahama50@hotmail.com	Deborah de Jong (425) 868-0457
#25 Heisey 76'ers <i>Columbus, OH area</i>	Once a month, September to May	Members' homes	ldburg48@aol.com	Colleen Burgess (614) 882-1884
#31 Nassau Long Island Heisey Club	Generally every other month	Members' homes		Babs Kent (516) 228-8274
#32 Dairyland Heisey Club	Once every two months	Members' homes		Ray K. Courtmage (414) 962-9747
#33 Golden Gate Heisey Collectors Club <i>Northern California</i>	Quarterly	Members' homes		Russ Nicholas (707) 762-2494
#36 Heisey Club of Southern MA	April, June, September, December			Maria Martell (508) 833-0633
#38 North Carolina Heisey Study Group	6 meetings per year: Jan.; March, May, July, Sept., Nov.	Replacements Ltd Greensboro, NC	<a href="mailto:Nchsg@yahoo.com">Nchsg@yahoo.com</a> <a href="http://www.northcarolinaheiseystudygroup.org">www.northcarolinaheiseystudygroup.org</a>	Karen Taylo (252) 637-9985
#39 Florida Heisey Collectors Club	4 times per year: January – February-March-April	Westchester Country Club Boyton Beach, FL	Shirley400@aol.com	Everett Dunbar (772)-337-1558
#42 Gulf Coast Heisey Club of Florida	Nov., Jan. and March; 2 <sup>nd</sup> Thursday 11:00 am	Members' homes	JABiniasz@aol.com	Judy Biniasz (813)996-4384
#43 Tri-State Heisey Study Club <i>OH, IN, MI</i>	1st Sat. every 3rd month	Members' homes	Maxwellm@cktech.biz	Mike Maxwell (260) 925-3484
#44 National Capital Heisey Study Club	Monthly: September - May	Potomac Comm. Library	pres@capitalheiseyclub.org <a href="http://www.capitalheiseyclub.org">www.capitalheiseyclub.org</a>	John Martinez (703)-979-6718
#45 Hoosier Heisey Club	Four times a year	Warren Library, Indianapolis, IN		J. David Litsey, (317) 872-7800
#47 Oregon Trail Heisey Collectors Club	Odd number months, 2 <sup>nd</sup> Saturday, 2 p.m.	Members' homes	lariat_roundup@hotmail.com	Dennis Headrick (503) 538-9352
#48 Dixieland Heisey Study Club	Odd number months, 2 <sup>nd</sup> Saturday night	Members' homes	www.dixielandheisey.org	Craig German (770) 967-8733
#49 Great Plains Heisey Club	March, May, July, September, and November	Members' homes	cameron_mg@mchsi.com <a href="http://www.greatplainsheiseyclub.org">www.greatplainsheiseyclub.org</a>	Mary Cameron (515) 292-3743
#50 Northwoods Heisey Club of Minnesota	2 <sup>nd</sup> Sat., March, May, September and November	Members' homes	wheise@mn.rr.com	Bob Heise (952)-831-9335
#51 Heisey Club of Northeast Florida	2 <sup>nd</sup> Tuesday	Members' homes	Clasyglas2@aol.com	Barb Bartlett (904) 280-0450

# FRANKLY RHYMING

Frank Husted

As part of a fund-raising effort, Dr. Husted has agreed to create limericks, like the one below, for HCA members based on the pattern(s) of their choice. A donation to HCA would be appreciated for each limerick created. If you would like to learn more about this fund-raising project, you may contact Dr. Frank Husted by phone at (610) 469-1243 or via e-mail to [frankly.me@comcast.net](mailto:frankly.me@comcast.net).

## Tally Ho/Fox Chase

"TALLY HO!" and the trumpets did blare  
"We're out for reynard, not the hare!  
"We will, the FOX CHASE  
"Though our manner is base  
"And maybe come back with a pair!"



## AUTUMN HOLDBACK AUCTION RESULTS

1.	\$70	6	\$135	12..	\$60	17.	\$105
2.	75	8.	50	13.	35	18.	75
3.	175	9.	70	15.	400	19.	100
4.	45	11.	225	16.	75	20.	100
5.	150						

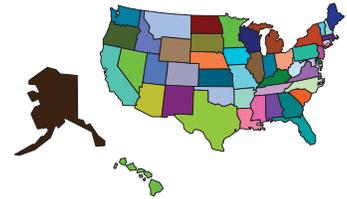
## HCA WELCOMES NEW MEMBERS FOR SEPTEMBER 2006

Carol Clark, NJ  
Jeff Lucove, MA

### TABLE OF CONTENTS (CONTINUED FROM PAGE 2)

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# CLUB NOTES



## Gulf Coast Heisey Club of Florida *Mary Kreimer*

Our club begins the winter season on November 9 at 11:00 am; we will meet at the home of Bob and Mary Kreimer in Ocala, Florida. Bob will present a program on two of the Colonial era variation patterns: 470 Intercepted Flute and 369 Hartman. Members and guests are urged to bring pieces in these patterns to share. We are aware that there are HCA members who live nearby who are not members of the club. You are cordially invited to come to a meeting; and as always winter visitors are welcome. Please call us at 352-873-8306 to let us know that you plan to attend. ♦

## Great Plains Heisey Club *Mary Cameron*

Twenty members attended the Great Plains Heisey Club meeting in Kansas City at the home of Tom and Kathy Files on September 23, 2006. Members drove to Kansas City in a variety of weather from sunny skies to rain. Everyone arrived by 12:00 and enjoyed a great lunch prepared by Kathy. We had a long meeting, so we needed nourishment to get started.

President Bucky Will called the meeting to order and Tom Files presented the program on Heisey Fakes, Look-A-Likes, and Sleepers. The HCA slides for this program are still missing, but Tom put together a great handout and presentation. Members brought items to share and there was great discussion. Hopefully, this information will be helpful to our members in their Heisey searches.

Show and Tell came next with many items, as usual. Items included were: 1255 Pineapple and Fan molasses; 310 Ring Band tray; 1280 Winged Scroll ring stand; 473 Narrow Flute with Rim cut cream and sugar; 354 Wide Flat Panel crushed fruit (anyone have a cover?); 3386 Albemarle champagne; 1184 Yeoman cream and sugar with 447 Empress Etch in Marigold; 360 Corby cream and covered sugar; 393 Narrow Flute cheese and cracker; 1540 Lariat covered dish; 353 Colonial 12 ounce syrup and much more.

Then, a large part of the meeting was used to finalize the details of the Percy and Vivian Moore dinner on October 20 and 21 in Omaha. John Mock, chair of the event led the discussion and reported on finalized issues. John obtained the dinner site and the host hotel. Tom Files wrote articles for the HCA News for the four months preceding the event. Mary and Gregg sent letters and brochures to all the study clubs. Trudy then updated everyone on menus and decorations. Marcie and Eric will have visitor packets for all participants. Gregg and Mary are doing the registration and the entertainment for Friday night and the "favors" for Saturday night. Pat and Rex are hosting a brunch from 10:30-1:00 on Saturday morning. Bucky is in charge of the fund-raisers and Tom is organizing the auction for Saturday night.

This was the club's last meeting of 2006. Elected officers for 2007 are: Bucky Will, President; Marcie Bergquist, Secretary; and Tom Files, Treasurer. ♦

**Nassau Long Island Heisey Club**  
*Rosalyn Kovit*

The Nassau Long Island Heisey Club met at the home of Barbara Lobel on a lovely Friday evening, September 29, 2006. Present were Bobby and Ralph Edwards, Babs and Harold Kent, and Rosalyn and Bern Kovit. Our study topic for the meeting was "Heisey Baskets."

We viewed and discussed examples of Barbara's collection including 477 Heisey Hairpin, 463 Bonnet, 460 Pinwheel and Fan, 459 7" and 9" Round Colonial, 465 Recessed Panel, and 464 Lokay. The Edwards brought a 465 Recessed Panel with a frosted cutting and the Kovits added a cut 458 Picket.

Ralph distributed copies of an article by Joe Lokay (Heisey News, April 1996) on "Heisey Baskets" which we used as a reference to what we were looking at. It also enabled us to focus on such unique baskets as the 472 Narrow Flute, which none of us had ever seen. Viewing the beautiful display, all agreed that Heisey baskets truly deserved their reputation as some of the company's most beautiful treasures.

After a discussion it was decided that the club would take up a special collection to meet Bryan Baker's challenge to raise money for urgent repairs to the King House. The sum of \$350 was raised to go to the general fund in memory of Helen Sparacio.

The meeting concluded with the members trying to unscramble a list of names of Heisey patterns and other familiar Heisey related things that Bern Kovit has put

together. This proved to be quite a challenge. (Editor's note: see page 12 for this fun quiz.). This was followed by the sampling of an array of delicious desserts beautifully served on sparkling Heisey glass by our gracious hostess, Barbara. We look forward to our next meeting on December 1, 2006. ♦

**HEISEY SCRAMBLERS ANSWERS (from page 12)**

- 1) IPSWICH 2) PIED PIPER 3) TUDOR 4) WABASH
- 5) NEWARK 6) CONVENTION 7) PRISM BAND
- 8) FLAMINGO 9) CARCASSONNE 10) STANHOPE
- 11) BANDED FLUTE 12) EMPRESS 13) WHIRLPOOL
- 14) GREEK KEY 15) QUATOR 16) PILLOWS
- 17) PEERLESS 18) IMPROMPTU 19) VICTORIAN
- 20) PLANTATION 21) ATHENA 22) MOONGLO
- 23) TYROLEAN 24) KOHINOOR 25) OCTAGON
- 26) CABOCHON 27) TOUJOURS 28) CONTINENTAL
- 29) HAWTHORNE 30) LOUISE REAM ♦

**Advertising Guidelines:**

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

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

Display Ads:	member	non member
1/8 page (12 lines)	\$ 20.00	\$ 30.00
¼ page (25 lines)	\$ 40.00	\$ 60.00
½ page (60 lines, horizontal or vertical)	\$ 80.00	\$120.00
Full page (120 lines)	\$160.00	\$240.00

A charge of \$1.60 will be added for each additional line.

Camera ready ads must follow specifications. Ads that do not correspond to the following measurements will be sized.

**Camera Ready Ad Specifications:**

- 1/8 page: 2¼" high by 3½" wide
- ¼ page: 4½" high by 3½" wide
- ½ page: 4½" high by 7½" wide or 9" high by 3½" wide
- Full page: 9" high by 7½" wide

Camera ready ads may be resized because of space concerns

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

**Abbreviations:** DF=Dolphin Foot NO=Narrow Optic  
DO=Diamond Optic SO=Spiral & Saturn Optic  
MO=Medium Optic WO=Wide Optic

**Karl & Ebbie Kolter**  
305 W. Adams St.

**1-260-724-4672**  
S & I Extra

**Decatur, IN 46733**

1503 Crystolite ind. cream/sugar/tray H	\$55
1503 Crystolite ftd. vase, 5 1/2" flared pr	60
1503 Crystolite covered puff box H	60
463 Bonnet 7" basket, floral cutting H	245
4002 Aqua Caliente cocktail, #1 Short Sailboat etch	110
1425 Victorian 3 ball jelly compote H	120
1231 Ribbed Octagon cream/sugar, Flamingo, floral etch set	80
1519 Waverly 12" celery, Heisey Rose etch H	65
1519 Waverly ind. cream/sugar Orchid etch H	60
367 Prism Band decanter, Moongleam	210
1420 Tulip vase, ext. cutting H	200
1420 Tulip vase, Sahara H	450
1430 Aristocrat covered candy, ext. cutting	895
458 Picket Hexagon 8" basket H	185
458 Picket Hexagon 8" basket, bottom wear H	170
1421 Hi Lo vase, 8" Cobalt	425
459 Round Colonial 8" basket, floral etch H	235
1235 Beaded Panel Sunburst punch bowl base only H	50
462 Plain Hexagon 8" basket floral etch H	175
462 Plain Hexagon 8" basket gold décor H	175
1506 Provincial covered candy, 8" H	85
1506 Provincial ind cream/sugar/tray H	85
465 Recessed Panel basket 7" H	175
465 Recessed Panel basket 8" H	175

◆ ***Paid Ad***

◆ ***Paid Ad***

**REAL HEISEY IN THE GIFT SHOP**

**All crystal and all prices are each unless noted.**

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

<b>Item</b>	<b>Price</b>
4 coaster H	\$ 5
33 Skirted Panel toy candlesticks H pr	55
150 Banded Flute cocktail (2 each) H	10
300 Peerless molasses, metal lid	75
300 Peerless water bottle	35
335 Prince of Wales Plumes punch cup H (5 each)	15
343 Sunburst punch cup H (2 each)	12
393 Narrow Flute bar H	10
411 Tudor cheese plate H (2 each)	8
411 Tudor preserve, 3 ftd	10
411 Tudor plate, 10 1/2" H	10
411 Tudor plate, 7" H (2 each)	8
411 Tudor celery, 12" H	20
411 Tudor comport, low footed, 8" with black/gold décor	30
413 Tudor sherbet, 5 1/2 oz	5
413 Tudor sherbet, 3 1/2 oz flared	5
413 Tudor champagne H (4 each)	10
1183 Revere cup/saucer H (4 each)	8
1184 Yeoman cup/saucer DO H	18
1184 Yeoman cup Mglm H	
447 Empress etch (5 each)	15
1184 Yeoman demi saucer, Flamingo H	5
1225 Plain Band toy creamer	12
1235 Beaded Panel Sunburst punch cup (2 each)	8
1295 Beaded Swag wine, ruby stain "Brocton Fair, 1902"	30
1295 Beaded Swag toothpick, ruby stain "Lake Benton"	30
1404 Old Sandwich cup H (2 each)	10
1404 Old Sandwich ashtray H	6
1425 Victorian champagne (2 each)	15
1469 Ridgeleigh ind jelly H (2 each)	10
1469 Ridgeleigh ind cream H	10
1469 Ridgeleigh mustard H	45
1469 Ridgeleigh wine	45
1489 Ridgeleigh cocktail	15
1469 Ridgeleigh champagnes (6 each)	15
1485 Saturn mustard H	35
1489 Puritan large cigarette box bottom only	10
1503 Crystolite oil	20
1503 1/2 Crystolite melon candleblocks pr	50
1506 Provincial candy lid only, Limelight	50
1509 Queen Ann plate, 8" H (4 each)	8
2401 Oakwood 1 oz bar	10
3333 Old Glory wine with 413 Renaissance etch	10
3355 Fairacre oyster cocktail (6 each)	12
3381 Creole bar, 2 1/2 oz Sahara (2 each)	70
5003 Crystolite sherbet (7 each)	7



# Dealer Directory

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

Contact the Editor to place your ad!



<p><b>KIM &amp; PAM CARLISLE</b> SHOWS &amp; MAILORDERS ONLY 28220 Lamong Rd. Dept. H Sheridan, IN 46069 (317) 758- 5767      <a href="mailto:kcarlisl@worldnet.att.net">kcarlisl@worldnet.att.net</a></p>	<p><b>SHIRLEY EUGENIA DUNBAR</b> Heisey a Specialty—Mail Order, Shows, Appraisals EMAIL: <a href="mailto:shirley400@aol.COM">shirley400@aol.COM</a> PO Box 8344, Port St. Lucie, FL 34952 Oct-May (772) 337-1558 PO Box 222, Naples, ME 04055 May-Oct (207) 647-5652</p>	<p><b>SUM OF LIFE</b> Elaine &amp; Frank Husted: 610-469-1243 147 Barton Dr., Spring City, PA 19475 Traveling through eastern PA Call, stop in, be a buyer or a browser!! E-mail: <a href="mailto:frankly.me@comcast.net">frankly.me@comcast.net</a></p>
<p><b>ALL HEISEY AUCTION</b> Consignments Welcome Apple Tree Auction Center 1616 W. Church, Newark, OH 43055 (740) 344-4282</p>	<p><b>MOUNDBUILDERS SECOND GENERATION</b> Barbara and Richard Bartlett Heisey Exclusively! 1-904-280-0450 PO Box 1931, Ponte Vedra Beach, FL 32082 Toll Free 1-888-434-7397(HEISEYS) EMAIL: <a href="mailto:CLASYGLAS2@AOL.COM">CLASYGLAS2@AOL.COM</a></p>	<p><b>EAGLES REST ANTIQUES</b> <i>Buying Heisey, China &amp; Pottery</i> Carl and Mary Evans 62 Fieldpoint Rd., Heath, OH 43056 (740) 522-2035</p>
<p><b>PAULA &amp; JEFF MORROW</b> Elegant Glassware and American Dinnerware 126 Clinton Avenue Elmhurst, IL 60126 (630) 833-4644      <a href="mailto:mor-fab@comcast.net">mor-fab@comcast.net</a></p>	<p><b>H &amp; R DIAMOND H</b> Helen &amp; Bob Rarey 1450 White Ash Dr. Columbus, OH 43204 (614) 279-0390 after 5:30</p>	<p><b>YOUR AD COULD BE HERE</b></p>
<p><b>REALMS IN GLASS</b> Roy Eggert Heisey Custom Stained Glass 12009 Fingerboard Rd, Monrovia, MD 21770 301-865-5196      <a href="mailto:royeggert7@cs.com">royeggert7@cs.com</a></p>	<p><b>PIECE BY PIECE ANTIQUES</b> Buy &amp; Sell Specializing in Heisey Glassware Bryan K. Baker Fairfax Station, VA 22039 (703) 250-6117      <a href="mailto:piecebypiece@verizon.net">piecebypiece@verizon.net</a></p>	<p><b>PATTON HOUSE ANTIQUES</b> Specializing in Glass*Heisey*Cambridge*Fostoria*Duncan* Factory Antique Mall, Verona, VA off I-81 Exit 227 Antiquers Mall, Booth 81, Rt. 29 N., Charlottesville, VA The Daniels, Box 547, Louisa, VA 23093 (540) 967-1181</p>
<p><b>C&amp;J ANTIQUES</b> Cole &amp; Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 (607) 642-9905</p>	<p><b>SIBYLS ANTIQUES &amp; COLLECTIBLES</b> Sibyl &amp; Ned Lavengood Newcastle Antique Center 606 Castle St. Wilmington, NC (910) 763-7157 or <a href="mailto:Sibylsantiques@bellsouth.net">Sibylsantiques@bellsouth.net</a></p>	<p><b>FRAN'S FANCY FINDS</b> Fran &amp; Jack Grenzebach 10534 Valencia Rd., Seminole, FL 33772-7511 (727) 391-5184 SHOWS      MAIL ORDERS</p>
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<p><b>CHARLES &amp; MILDRED FISHER</b> Heisey animals and Heisey By Imperial animals 991 Idlewilde, Newark, OH 43055 <a href="mailto:cffisher@adelphia.net">cffisher@adelphia.net</a>      (740) 522-5398</p>	<p><b>MARSH'S ANTIQUES</b> Dick and Virginia Marsh 4532 Newton Road Newark, OH 43055 <a href="http://swamp@alink.com">swamp@alink.com</a>      (740) 366-5608</p>	<p><b>MOONGLEAM ANTIQUES</b> Heisey Glassware &amp; American Art Pottery John Woytowicz and Peter Rivard 70 Pleasant St., Gardiner, ME 04345 (207) 582-9048 E-mail: <a href="mailto:jmwpwr@aol.com">jmwpwr@aol.com</a></p>
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