

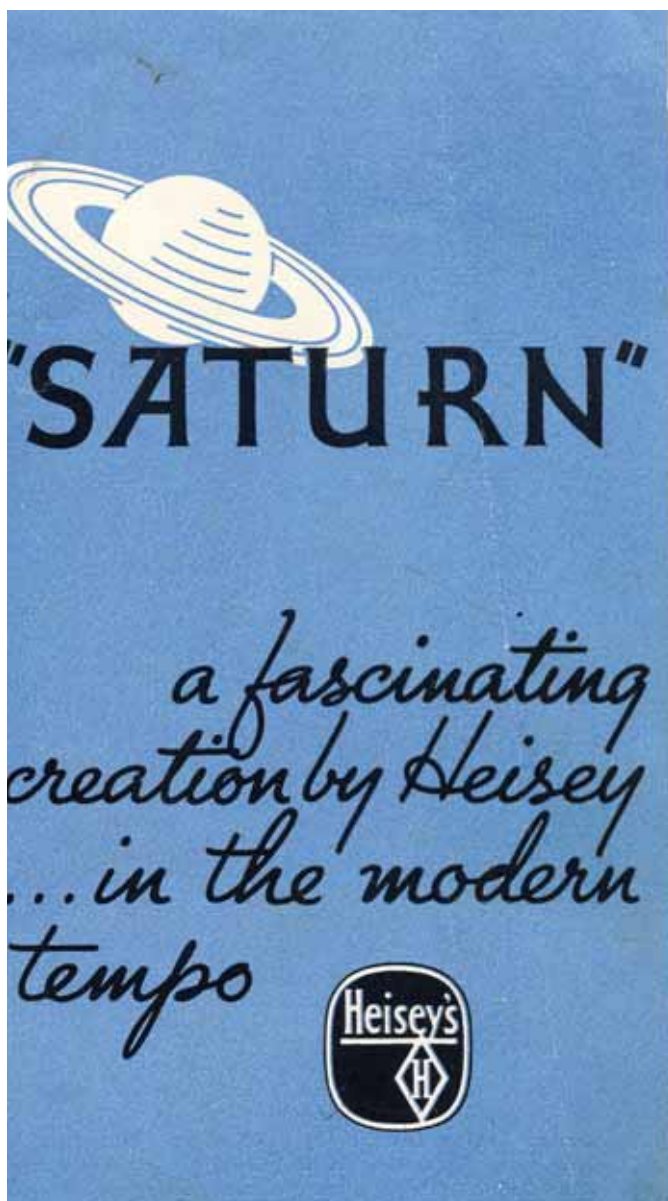
HEISEY NEWS

The Official Publication of Heisey Collectors of America, Inc.

Volume XXXVI No. 5

April 2007

ISSN 0731-8014



Saturn Brochure - Front

1485 SATURN BROCHURE

Walter Ludwig

This month we have one of the more interesting brochures that we have covered so far. This is for the 1485 Saturn pattern. The pattern was introduced in 1937 which saw the last of Heisey's Art Deco inspired patterns. One wonders whether the design came first with the inspired naming of the pattern Saturn or did someone say we should use the planet Saturn as the basis of a pattern and thus a beautiful pattern was born. The combination of the "Saturn" optic with the quirky handles on the cream and sugar, as well as the cup makes this one of Heisey's great design achievements. It is too bad that in the pattern's later life these great handles were redesigned to a much more pedestrian look.

The brochure has a much more streamlined and straightforward look than other brochures. This brochure is a single fold brochure giving us a front, back, and double panel inside. A single color, blue, is used to enhance the brochure front and back while the inside is printed in just black and white.

The cover is printed in a solid blue with an illustration of the planet with its rings appearing in the upper left. "Saturn" is printed boldly just

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 8:30 a.m. - 4:30 p.m.

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Advertising

Ads may be mailed to: HCA Advertising, 169 W. Church St., Newark, OH 43055; faxed to (740) 345-9638; or e-mailed to curator@HeiseyMuseum.org. Whenever possible, please e-mail your ad. 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.

2007

Heisey National Convention & Elegant Glass Show Newark, OH	June 13-16
Heisey Select Auction, Newark, OH	October 6
Percy and Vivian Moore Memorial Dinner, Newark, OH	October 6

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MESSAGE FROM THE PRESIDENT

Bryan Baker

As you are reading this, the Benefit Auction has come and gone. I hope all who attended were able to go home with a new treasure to add to their collection. As you know, this is a significant fund-raiser for HCA. Many thanks go out to the consignors, volunteers (including our volunteer auctioneers), and all those who came out and supported this important and fun event!

As you have read in my previous articles, HCA is putting on loan to the Ohio Governor's Mansion a table setting of Orchid stemware and various Orchid serving pieces. A call went out to the membership looking for donors to this effort. Once again our members came through – we have all we need, and will be presenting them to the Governor's Mansion sometime in April. Governor and Mrs. Strickland will be present to accept the glass, in addition to much needed publicity for HCA! Mrs. Strickland is also interested in touring our Museum during Convention and perhaps making an address during one of our events.

Speaking of Convention, have you begun making your plans to attend? This year is shaping up to be another memorable week – including the unveiling of our newly arranged collection of glass in the Museum. You will be “wowed” by the stunning displays all throughout the Museum. In addition, our chairs, Amy Jo Jones and Charlie Wade, have been hard at work filling every day with fun-filled events and good food. I hope you're looking forward to it as much as I am.

You may have seen signs that say “Pardon our mess,” but I am happy to report that we will be doing some interior painting in and around the King House very soon. This is to address some discoloration from a previous (and repaired) roof leak we had a while back. This will be done prior to Convention and the impact to visitors

will be kept to a minimum. On a larger scale, we are still in dire need to paint the exterior of the King House. As you know, our funds are limited, but this type of maintenance is critical; and waiting much longer will only cost us more in potential damage and/or repair. If you are able to help defray this expense, please contact me.

Our current projects are going well; we are still selling the Heisey Playing Cards and the Cobalt Card Case – get yours now while supplies last! We are also nearing the final stages of reproducing Heisey glass tumblers and filling them with wax (i.e. a candle!). Candles are becoming more and more popular, and should be a great addition to our Museum Shop. I hope to give the final details in next month's Newsletter.

In closing, I regret to inform you of the loss of two of our members. Jim Houghton died as a result of an unfortunate accident. Jim was a long-time HCA member. Walter Brock, husband of former board member Fran Brock, passed after a long illness. Our condolences go out to Tim Rector and the Houghton family and Fran and the Brock family.

Until Next Time,

Bryan Baker ♦

CURATOR'S REPORT

Walter Ludwig

We have had some glorious days here in Ohio during the beginning of March. But, just as we were getting used to an early spring, reality hit us again with another major winter blast. I was heading to Gaithersburg the day before that show and ran into a good 8” of ugly precipitation in southern Pennsylvania and northern Maryland. The only thing I can say is that it was well worth the effort to get to Gaithersburg and the great show put on by the National Capital Heisey Study Club to benefit

your Museum. There was Heisey covering every table and it was glorious. It made that gymnasium glow. There were rare items, there were common items – but it was all Heisey. Everyone had a great time and went home with an emptier wallet, but were far richer with their new Heisey acquisitions.

As a result of the project to get contributions for the Capital Fund by paying for naming rights to a Heisey Pattern (see February 2007 Newsletter, page 19), I am pleased to announce that another one of our unnamed patterns now has a proper name attached to it. Susanne Hunt, from Texas, has sent in a contribution to name the 16 puff box and hair receiver pattern, Susannah. We hereby acknowledge the 16 Susannah puff box and hair receiver.

It has been quite a while since we put out a plea to the membership for punch cups for our Holiday craft project. Response was so great last time we did that we had a several year supply. Well, the time has arrived when that supply is looking a bit thin and we are asking you again to send in those Heisey punch cups. We now use them not only for the Holiday craft project, but they are also good for some of the bus tours that come to the Museum. It has become a popular attraction on these bus tours to make them “gift” tours. For an additional fee, the participants get a “gift” at each stop they make on the tour. By using a Heisey punch cup as our “gift,” the person gets a truly unique item that will always remind them of their visit to the Museum. We are compensated for these “gifts” at the same amount as we are for the Holiday craft, so you will know that your donation of punch cups truly has multiple benefits to the Museum. If you are at an auction or flea market and see some Heisey punch cups selling at a very low amount, please remember your Museum.

During February, we gave the Museum’s collection a thorough reshuffling. Almost 4,000 pieces of glass were moved from one place in the Museum to another. A great group of volunteers spent many hours seeing that every

case was cleaned before glass was moved into the case. The group assisted in the moving, cleaning, arranging, and cataloging of the glass. I am happy to say that all the glass has found a new home. About 50 items that were on display have been put up into storage, but over 125 items were removed from storage and are now on display for the first time in a long while. We are still in the process of completing signage and adding more paper documentation to some of the displays. But I must say that the Museum looks spectacular. Those who were familiar with our collection and have seen the new arrangement are, without an exception, amazed. All have commented on pieces that they never noticed before even though they were on display for years. I know, when you see your “new” Museum, you are going to love it – plan to make Convention this year so that you too can rediscover the “Treasures of the Heisey Museum.” ♦

HEISEY WINS APPLAUSE with
Sparkling Gifts for Every Occasion
Hand-Wrought Crystal for Your Home



☆ Plates	☆ Serving Plates	☆ Stemware
☆ Bowls	☆ Smoker's Needs	☆ Tumblers
☆ Candlesticks	☆ Beverage Sets	☆ Figurines

BIG SAVINGS IN CLOSEOUTS AND SECONDS

Heisey Factory Glassware Store
On Oakwood Avenue off East Main Street (Rt. 16) in Near-by Newark
OPEN SUNDAYS AND EVERY DAY EXCEPT TUESDAY
Phone FAirfax 9-3681

Sunday: 11 a.m. to 7 p.m. Monday: 10 a.m. to 8:30 p.m.
Wednesday, Thursday, Friday and Saturday: 10 a.m. to 6 p.m.

The above ad was copied from the back page of a program for the Denison Summer Theatre’s presentation of “I Like It Here” by A.B. Shiffrrin. The productions were presented in the Tent Theater in Granville from July 13 to July 17, 1954. We were recently given programs for three different productions of this era. Two have this ad and the other changes the top banner to read “Heisey Stars Again with ...” Interestingly, listed as underwriters on the inside of the program are Elizabeth King of Newark and Mr. and Mrs. A.H. Heisey of Granville. ♦

1485 SATURN BROCHURE (Continued from front cover)

below the illustration followed by text in a flowing script that reads, "a fascinating creation by Heisey ... in the modern tempo."

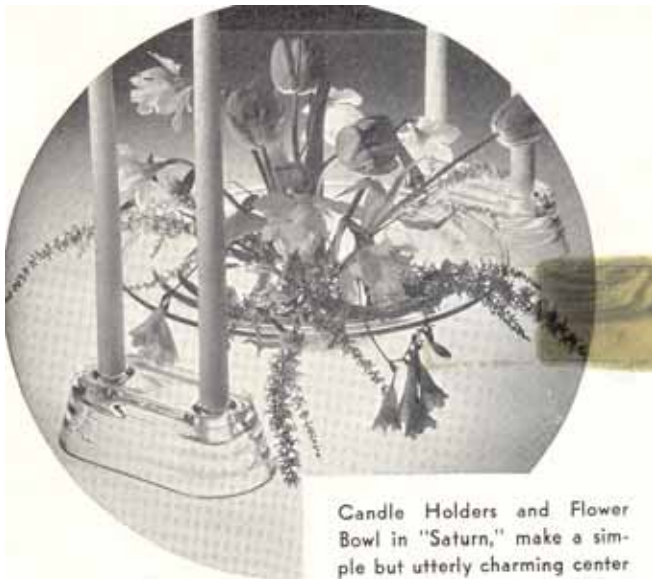
The text on the inside reads, "In "SATURN," Heisey's pure crystal is shaped to reveal fascinating and varied effects, as light is caught and bent to decorative purpose by the inwrought, ringed pattern of this glass. Saturn brings a sparkling brilliance to your table ... and practical serviceability for all occasions. Tableware, and other pieces for bright decoration, wherever you desire. Glassware of Heisey quality – smartly styled – is offered at modest price." There is a single picture showing a multitude of pieces in the pattern. The informality of the picture gave the copy writer problems with the identification of pieces; he worked with groupings from the bottom left of the display to the upper right. He identifies the luncheon tumbler, old fashioned and goblet in the foreground. Then goes on to the fruit bowl, rose bowl, and the mayonnaise on plate, cup and saucer, and violet vase. The next group is the torte plate, salad bowl and tidbit tray. Above the salad bowl are the baked apple, mayonnaise (different shape than the previously mentioned one), finger bowl, and flared nappy. The last two items are at the top of the picture: a rose bowl and floral bowl with "Saturn" wavy line optic. The items with wavy optic must have been offered for only a very short period because I have never seen either of them.

In the lower right on the inside is an inset showing a 4083 Stanhope goblet and a 4085 Kohinoor goblet. Since both echo the Saturn optic in the 1485 Saturn line, either would make a good blown glass stemware line to compliment a table set with the 1485 line.

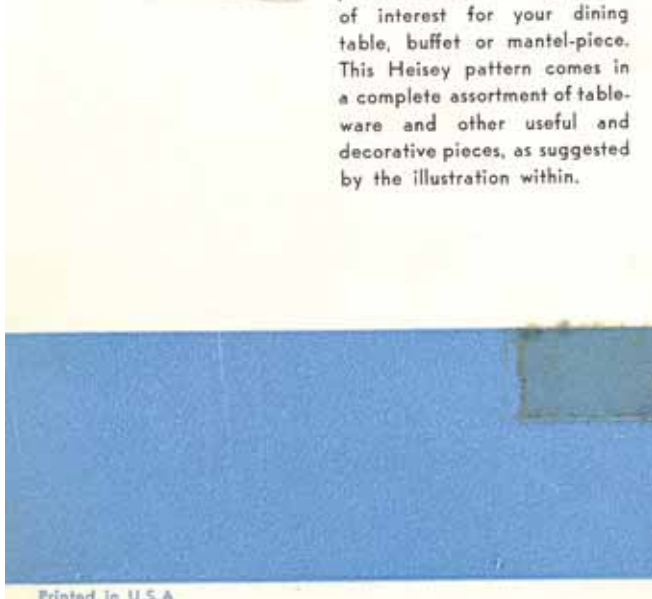
The back of the pamphlet shows an elegant floral arrangement in a Saturn floral bowl flanked by a pair of 1485 Saturn two light candleblocks. The text reads, "Candle Holders



Brochure – inside



Candle Holders and Flower Bowl in "Saturn," make a simple but utterly charming center of interest for your dining table, buffet or mantel-piece. This Heisey pattern comes in a complete assortment of tableware and other useful and decorative pieces, as suggested by the illustration within.



Printed in U.S.A.

Brochure – Back

and Flower Bowl in "Saturn," make a simple but utterly charming center of interest for your dining table, buffet or mantel-piece. This Heisey pattern comes in a complete assortment of tableware and other useful and decorative pieces, as suggested by the illustration within." The bottom of the back panel has an empty strip of the blue color used on the front page. No doubt this was available for a retail store to put its information in so the customer would know where to purchase the pattern. (Unfortunately, the only copy the Museum has of this brochure was marred with application of tapes on the back panel and these show up in the reproduction of that page.)

The simplicity and elegance of this pattern make it look as modern as today. Unfortunately, this is a major Heisey pattern that, even though it was produced for a long period of time, is actually fairly difficult to find pieces of. Many of the pieces were produced in Zircon and when those hit the market they quickly disappear. In crystal this would make an excellent utilitarian pattern. Your only problem will be finding the pieces. ♦

HEISEY JIGGERS

Joe Lokay

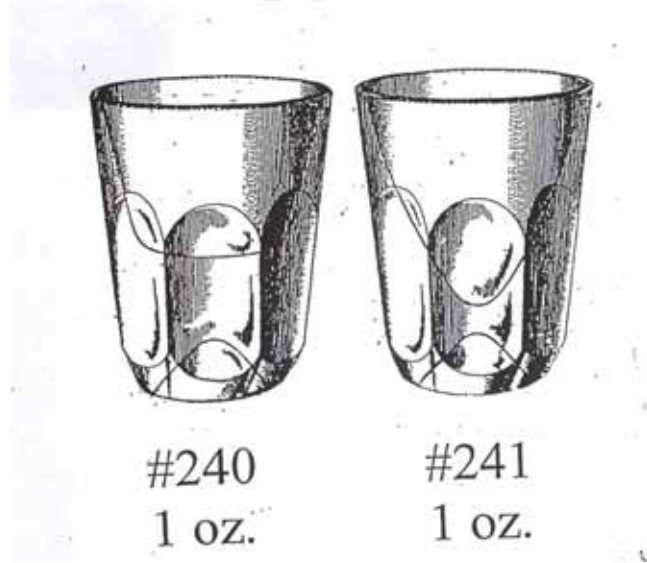
In about 1898, A. H. Heisey & Company came out with two types of Jiggers. A jigger is a measure used in mixing drinks. It holds 1 to 1 ½ ounces. The two Heisey jiggers were given pattern numbers 240 and 241.

From the outside, the two Heisey jiggers look the same. The difference is the shape of the inside surface. Note in their pictures, the lines that represent the inside surface. The volumes are listed as 1 ounce. However, jigger 241 looks like it might hold slightly more than 1 ounce. It is really how the bartender uses or fills the glass.

The jiggers were not listed by themselves. They were included in the Bar Tumblers category.

The line description for 240 and 241 call them Jiggers. Both have ground bottoms. The extra glass in each one makes one think of a sham. There was no mention of shams in any of the price listings.

Jiggers



The last price list to offer the 240 and 241 jiggers was #142, circa 1908. Thus, production of the two jiggers was for about 12 years. The beginning of the jiggers was before the Diamond H, so the early pieces are unmarked. Later production may be marked.

Does anyone have one of these? The design and heavy glass should make them easy to identify, if you should see one. ♦

713 AND 714 CENTER CAFE GOBLETS

Joe Lokay

In about 1901, A. H. Heisey & Company came out with two new goblets. They were listed in Heisey's price list under the category – Footed Ales, Beers, and Goblets. The line items were 713, 20 ounce goblet, light and 714, 18 ounce goblet with sham. The 2 ounces of lost volume in 714 is due to the sham that requires extra glass to form it. The extra glass for the sham in 714 also made it heavier than the 713. Perhaps, that is why 713 was referred to as

"light," meaning it was lighter than 714. Based on their volumes, I believe these two stemware patterns are more for ale or beer than for use as a goblet for water. (Editor's Note: The name Center Café got assigned to these goblets when Bradley, Ryan, and Ryan were putting together their definitive Heisey Stemware book back in the 1970s. Since this was a restaurant and tavern line, it (along with several other lines) was given the name of a, now gone, local eatery.)

Production of 713 and 714 lasted to about 1909. The last price list that included the 713 and 714 goblets was #142 (circa 1908). They were not listed in the next price list #155 (circa 1910). Thus, their production was for about eight years.

Since production started after Heisey adopted the Diamond H trademark, I believe these two goblets



Price List #60 (1902)

FOOTED ALES, BEERS and GOBLETs.

700,	4,	Derby Ale	40	35	19	125	15
701,	5,	"	45	37	15	120	15
701½,	8,	"	50	43	12	110	15
702,	10,	"	65	55	9	110	15
703,	12,	"	70	60	8	100	15
704,	10,	Keller Ale	50	43	8	100	15
705,	10,	Goblet St.	50	43	8	100	15
706,	10,	" Cupd.	50	43	8	100	15
707,	10,	" St.	50	43	9	100	15
708,	10,	" Cupd.	50	43	9	100	16
710,	20,	Schooner	50	1 35	4	100	16
711,	30,	Goblet	1 50	1 35	3½	120	16
712,	26,	" Sham	1 65	1 50	3½	135	16
713,	20,	"	1 25	1 10	4½	130	16
714,	18,	" Sham	1 50	1 35	4½	142	16
715,	10,	" Light	50	43	9	90	17
716,	10,	" "	50	43	9	90	17
804,	11,	Bismark Goblet	50	42	9	100	18
809,	6,	Hoffman House Gob.	40	35	16	98	17
810,	8,	" "	45	40	12	95	17
811,	10,	" "	50	43	9	90	17
811½,	13,	" "	55	50	7	85	17
811¾,	17,	" "	70	60	6	85	17
818,	10,	Fifth Ave	45	40	9	90	18
818½,	10,	" Light	45	40	9	90	18
823,	9,	Mitchell	45	40	9	93	19

#713

Light 20 oz.

#714

with sham 18 oz

will be marked. Does anyone have one of these goblets? A copy of the relevant page in price list #60 (1902) is printed with this article to show how the goblets were listed.

I have a question for you. What is a goblet? The dictionary says "A drinking glass with a stem and foot or base." It does not specify the volume of the bowl or the liquids that it is used for. To me, the volume is 7 to 9 ounces, and the liquids are water or milk. Why this? Because you have stemware called cordials, wines, clarets, champagnes, iced teas, etc. Of course, you can use a goblet anyway you want. What do you think when someone says goblet? ♦

HEISEY SALESMEN MEETING – 1939 (Part Six)

Walter Ludwig

This is the sixth, and final, part of the minutes taken at the June 5 – 6 meeting of Heisey's salesmen at the cabin of E. Wilson Heisey.

Lines beginning ** are official decisions made at a factory meeting. Text within [...] has been added for clarity by the editor.

SALES PLANS FOR 1939 AS WELL AS PROMOTION PLANS

This subject was introduced by a lengthy talk by R.C. Irwin on selling ideas, helps, hints, and so forth. Most of the men took their own notes on the ideas as presented.

It was pointed out that concentration should be put on an effort to increase all the 50% discount customers to the 50 & 10% discount list; of course, the way being to increase their sales and bring their purchases up to \$100.00. A point that was made and many times overlooked by the salesman is the great benefit of placing the line at an advantage over the others by knowing the sales girls in each and every store which they contact. After all, a bill of goods may be sold to the buyer, but he cannot do a conscientious job of buying from you again unless the merchandise moves from his shelves and it is the sales girls who sell it from the shelves.

1. The signs with the name "Heisey" on them were shown and the men liked one of them and the factory may or may not furnish these. [These may be the pedestal footed Diamond H signs.]

** We have a new Heisey sign and just as soon as it is adopted, samples will be sent.

2. A display unit, mirrored and decorated, etc. was designed by Mr. Baumgardner and shown to the men. This was liked and wanted by the sales force.

** This display unit is being investigated and information will be sent to you later.

3. It was suggested that little glass signs 3 ½" X 1 ½" be made with the pattern name on them. These are to be distributed to the dealers free to put on show cases and tables.

** This idea is being considered.

4. It was suggested that a "flyer" letter be sent to all buyers to watch for a new Heisey line and incorporate this in the letter advising of the factories annual close-down.

** A letter has gone out advising trade of the annual close-down.

5. It was thought a good idea that the factory advise all customers when a pattern is to be closed out and give them 90 days to match what they want before the lines are actually discontinued.

** Before we discontinue a pattern in the future, we will give you 90 days notice so you can contact your customers for matchings.

6. At this point of the meeting Mr. Olson appeared and went over the list of patterns that were to be discontinued. There were a few comments made and exception taken in the case of the #3416 [Barbara Fritchie] stemware, #4083 [Stanhope] and the #1485 [Saturn] stemware lines. There was a considerable questions raised about putting back these three patterns.

** Production records do not warrant our keeping these three lines. However, this was not decided upon at the meeting and you will be advised shortly as to the status of these three lines.

7. For 1940 as well as now, a concentrated sales effort should be made to sell the #1469 ½ [Ridgeleigh] 6" ash trays etched on the bottom to all prospects such as banks, insurance companies and all firms who use group-giving items. A price list of this item and some samples should be sent to each man at once, with full

information regarding this item. It should and will prove to be a volume proposition for the factory if we get started on it at once.

** You have the information and prices on the #1469 ½ [Ridgeleigh] 6" ash tray; also, #1489 [Puritan]. Get busy on this idea as it has large volume potentially.

8. It was generally discussed and agreed upon that the factory would not be amiss in making more glass figures such as horses, elephants, birds, fruit, etc., and get them on the market as soon as possible. There are very few types of items such as these on the market now.

** This is being given full consideration.

GENERAL POINTS OF DISCUSSION AND SUGGESTIONS

1. As a sales help for every individual, each man told of his methods, experiments and brought up questions to be answered that were important to him. Mr. Baumgardner gave a very enlightening talk on his method of selling and his relationship with his dealers as to sales policy, etc. He emphasized the control of placing Heisey ware in dealer's hands and his ideas of making Heisey first in any store where he sells it, as to display and sales effort. He has pointed out and proved the value of helping the dealer sell the merchandise by giving him simple suggestions of display and how to dramatize our wares.

2. The decline of the importance of the Department Store - and figures proved same - was pointed out. Every man present was aware of the evils present in the department store trade and agreed that naturally we should work with the department store to the best of our ability and not let up on any effort along that line, but for our own success, we as a sales organization should concentrate on developing the small dealers and look for a new source of outlet for our glass.

3. The roadside gift china and glass shop was presented as a new factor in the selling fields

(retail) and each man was cautioned to watch for the growing importance of this type of store as there are many of them very successful, but as is true of any new venture, some fail and some do not. Those that have been successful are worth many thousands of dollars of business and at no time should we overlook their possibilities.

4. Concentration by the sales force and cooperative attitude on the part of the factory may develop more hotel business. It was pointed out that we now enjoy a nice business on certain hotel items, and therefore, it might be well to increase the number of hotel items in commercial lines but at the same time the men must expand this phase of their selling.

5. SPECIAL MOULD WORK. More and more with the lack of import sources, we find that many firms need glass parts for lamps, mountings and decorations, and since they cannot get them from abroad, they are combing the American market. All contacts with these types of people should be made and followed up and the factory will cooperate to the best of their ability in making the item at the lowest possible cost in consideration of the volume which is often times a big factor in these cases. Mould charges for this type of business are high but it was pointed out that all of the factories have mould charges and that is just part of the game.

CLEAN UP SESSION ON WEDNESDAY MORNING

1. The factory was asked by the men to refer all requests for catalogs and price lists to them. In other words, distribution of the catalog should be up to the men to O.K. This has been the practice but we want the continuation of it to be sure. Each man is to send in a new list of buyers to whom he wishes the catalog and price list sent. Same to be done at once.

** The factory will send all requests for catalogues and price lists to you.

(1.-B. You were requested several times at the meeting to send in a list of customers that you

wish catalogs and price lists sent to. No catalogs or price lists will be sent without this list. You were also requested to send in a list of items you would like to see packed in gift boxes. It is now ten days since this request was made and so far we have only received two lists. If you want this gift box idea carried out, you had better get in a list immediately.)

2. Everybody wants Table Talk revived and a pledge of cooperation was made by the men to keep as accurate as possible the mailing list for this publication.

** It is doubtful at this time whether Table Talk will be revived this year as we have already made plans for our national publicity. We hope to have these publicity plans in your hands early in July, incorporated in a portfolio, showing just what we intend to do. More information will follow shortly on this.

3. Most of the men want only one or two of the plain pieces when the factory sends the etched or cut lines out. In other words, in the new #1511 [Toujours] plain pressed line that is to be etched and cut the men would like to have etched and cut pieces all right but only one or possibly two of the plain blank pieces. This does not hold true for the New York and Chicago offices where there is a permanent display of all new items.

** You will not get many plain samples — most of the new things will be decorated. Should you desire extra samples, you must put in an order for them.

4. A discussion was started in regard to the Rock Crystal problems again and specifically we are called together to help choose what patterns — New — we would want to select. It was voted that the new #5013 ½ [5013 is Shasta] goblet be adopted with cut #923 [we have no records of what this cutting might have been] on it so that it could retail for \$18.00 per dozen, or in other words, \$9.00 net, but it was pointed out that there should be a very small amount of cutting on the foot.

** It is impossible for us to produce any worth while rock crystal cuttings that will retail for \$12.00 per dozen. We have adopted several cuttings which are excellent values.

4-A. Also, on this shape the men voted that they wanted a high price cutting.

4-B. The #1511 [Toujours] pieces cut were all wanted.

5. The men want an \$18.00 retailer cutting on #3404 [Spanish] shape

** You will have this cutting a little later..

5-A. A rock crystal cut assortment is wanted. 12 pieces for \$25.00 net.

** NO rock crystal assortment has been decided on. If this is desirable, let us have your suggestions and comments immediately.

6. The new low shaped goblet was liked by all and the boys feel that it will sell if a little cheaper cutting could be put on it than the one shown us but more particularly this shape would sell better cut, if made at the regular weight; but it will also sell plain when made in the heavy weight as shown.

** The #5011 [Yorktown] shape will be made in regular weight and will have period cuttings that will retail at popular prices [This is the start of 5024 Oxford stemware]. This shape will also be made double thick and double sham perfectly plain for prestige trade.

This concludes the minutes of the sales and factory meeting and their decisions. We wish you would check over the minutes of our sales meeting and the minutes of the factory meeting and be guided accordingly wherever the subjects apply to you.

There is much work to be done as you can see. All of it will not be ready by July 1st, so be patient. We will do our best.

CONCLUSION

For the sake of the record and so that it may be duly recorded a motion was made and duly seconded and passed unanimously that a vote of thanks and appreciation be given to the factory for the splendid time what was provided for us during the entire meeting. This motion covered not only the social aspect and the marvelous facilities for our comfort, but was constructed to include the interest shown by the factory and its various members in helping to solve the business problems as they were presented, etc.

Close on the heels of the adoption of the above motion another was presented, duly seconded and passed unanimously thanking Mr. Irwin for all that he had done to make the Convention a success and for the efficient way in which the meeting was conducted. No praise could be too high for the thing as a whole under Mr. Irwin's direction.

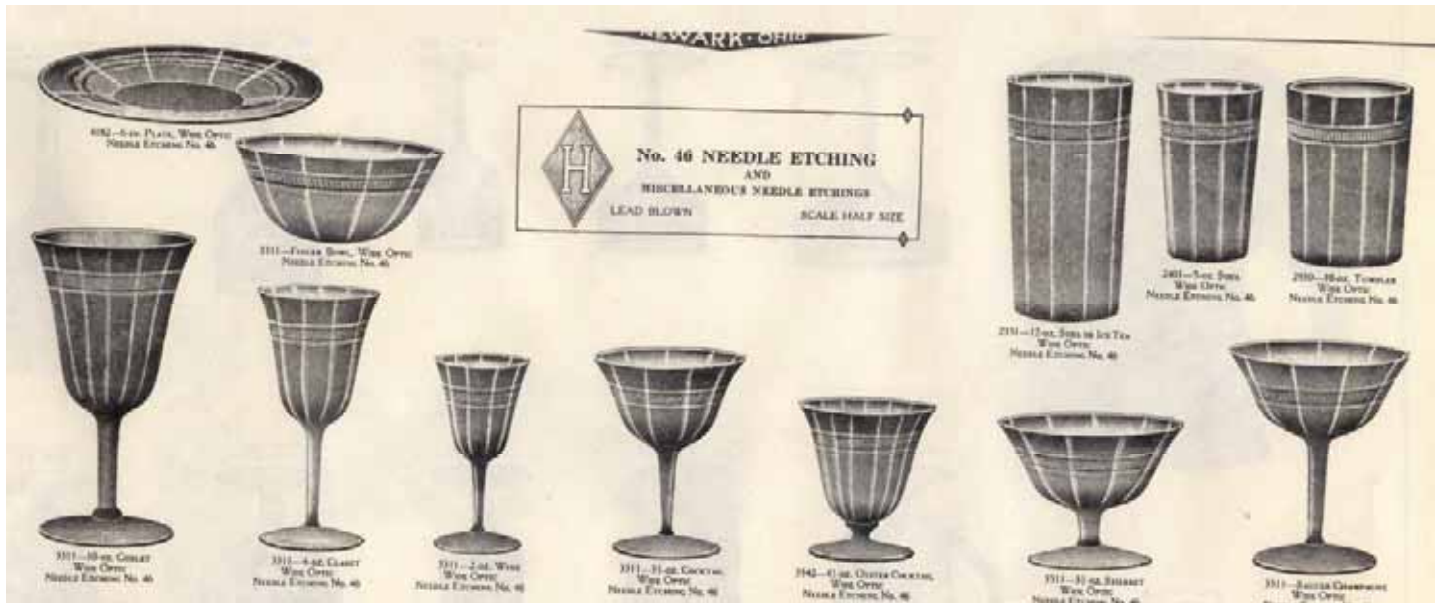
E. Lee Beardshear, Secy.

And so ends the notes of E. Lee Beardshear on this most interesting meeting of the Heisey sales force in 1938. ♦



Copy of Newspaper Picture from Article Covering Sales Meeting

Caption reads, "Holding the first general sales meeting in five years, representatives of the A.H. Heisey and Company yesterday opened a three day convention at the E. Wilson Heisey cabin, near Frazeyburg. Pictured above, first row, left to right, are: W.E. Babcock, Andover; Ray Cobel, Newark; Joe J. Lower, New York City; E. Lee Beardshear, Chicago, Ill.; R.C. Irwin, Chicago, Ill.; Conrad J. Wefel, Chicago, Ill.; H.M. Bortz, Philadelphia, Pa.; C.S. Whipple, Los Angeles, Calif.; George A. Granville, Boston, Mass.; second row, R. E. Phillips, Zanesville; E.F. Bokee, Baltimore, Md.; W.A. Weller, Newark; Howard S. Bokee, Baltimore, Md.; Hal M. Copeland, Baltimore, Md.; E. E. Olson, Newark; Fred Bosworth, New York City; A.W. Baumgardner, Kansas City, Mo; rear row, George Heisey, Newark; George I. Davis, Denver, Colo.; Ned W. Newman, Columbus; Holt Berni, Portland, Ore.; H.C. Mueller, Newark, and A.H. Heisey, Newark.



Catalog 3B - Page 43



Catalog 3B - Page 44



152 Apollo



160 Osage



162 Raleigh



163 Monticello

HEISEY DECORATIONS – CATALOG 3B

Walter Ludwig

This month we will conclude our investigation of Catalogs 2B (1921) and 3B (1924). Last month we looked at the decorations, both etchings and cuttings, covered in Catalog 2B and this month we will look at etchings and cuttings in Catalog 3B. There is a lot of repetition of patterns in the two catalogs, but what is not the same tells us when patterns were discontinued and started.

Catalog 3B has many of the same needle etches that we covered last month. Page 43 of the Catalog presented the needle etches which were still in production. On the top of page 12 of this Newsletter you will see a reproduction of the top of page 43 from the Catalog. What you are seeing is the only needle etching, number 46 [Weaver's Stripe (names in brackets are not original factory names)], that had not appeared in Catalog 2B. This catalog presents the full line of several of the etchings and you see the range of items that needle etching 46 was put on. The bottom of Catalog page 43 shows the goblets of several patterns of needle etching that we had seen in catalog 2B: number 18 [Spencerian] on

3308 Bob White, 19 [Double Loop] on 3312 Gayoso, 27 [Crochet] on 3316 Biltmore, 33 [Tatting] on 3317 Drake, 35 [Lacy Band] on 3311 Velvedere, and 41 [Braided Loop] on 3320 Biltmore. These needle etches were still in production in 1924.

Page 44 of Catalog 3B is shown at the bottom of page 12. The next six pages are devoted to six plate (or double plate) etchings. Each page shows a single etching on a wide variety of pieces that were made with that etching. All include a full stem line, flat sodas and tumblers, footed and handled ice teas, finger bowl and underplate, and jug. On catalog page 44 (bottom of page 12) is shown etching 366 Peacock using primarily 3308 Bob White stemware and the 4160 Ellen jug. Subsequent pages show other pages that we covered last month from Catalog 2B. Page 45 shows 413 Renaissance (double plate) etching on 3333 Old Glory and the 4164 Gallagher jug, page 46 is 429 Zodiac on 3335 Lady Leg and the 4164 Gallagher jug, and page 47 is 431 Victory etch and the 4164 Gallagher jug. Page 48 and 49 present two new etchings. Page 48 presents 439 [double plate] etch Pied Piper on 3350 Wabash stemware and 3350 Wabash jug and 4164 Gallagher jug. Page 49 shows 440 Frontenac etching on 3350 Wabash stems and jug.



Catalog 3B – Page 54

The next section of etches are in a new category that we had not seen in Catalog 2B. These etches were produced using the pantographic process. A pantograph is a machine in which you trace a pattern and the pattern is reproduced on a full set of glasses all of the same size. A pantograph is able to either enlarge or shrink the original drawing as it is traced. This reproduction is done through the acid resist on the glass and therefore makes the items ready for dipping in the acid bath to etch the pattern into the area no longer covered with the resist.

On the top of page 13, I have extracted the goblet from the next four catalog pages that presents the full line of the particular pantographic etch. From page 50 we have 152 Apollo on 3311 Velvedere stems and the 4160 Ellen jug. Page 51 has 160 Osage on 3344 Carolina and 4160 Ellen jug, page 52 has 162

Raleigh on 3316 Biltmore and the 4164 Gallagher jug, and page 53 has 163 Monticello on 3312 Gayoso with the 4164 Gallagher jug.

Catalog page 54 (shown at the top of this page) is the last page of etchings from this catalog. It is labeled Miscellaneous Etchings and includes both pantographic and plate etchings. In the lower left and right are shown two 3350 Wabash three pint squat jugs with cut necks. The one in the lower left has 439 Pied Piper etch while the one on the right has 440 Frontenac etch. Two 4191 Olympia vases are shown in the middle of the page. The one on the left has 306 [Spiral Vines] etch and the one on the right has 353 [Susan] etch.

Six goblets are shown with pantographic etches and three with plate etches. The pantographic etched ones are in the upper left: 155 Neptune



Catalog 3B – Page 55

on 3320 Ritz, 161 Somerset on 3333 Old Glory, and 164 Salem on 3312 Gayoso (Salem is identical to Monticello except for the lack of rectangles between the flowers); middle and bottom left of the page: 168 Adam on 3335 Lady Leg and on 3345 Mary N Virg; and on bottom right 169 Biltmore on 3345 Mary N Virg. The plate etched goblets (upper right) were all shown in catalog 2B. They are 410 Sabrina on 3314 Grandeur, 422 Cumberland on 3336 Lady Leg, and 433 Dutchess on 3320 Ritz.

The last page of the catalog (55) is headed Miscellaneous Cuttings and is the only page that shows cuttings. This page is shown above. Two of these cuttings we had seen in Catalog 2B. 679 Windsor is shown on a 3947 footed compote and cover and on a 3333 Old Glory goblet, while 693 Cloister is shown on a 4121 Glenn marmalade, a 3335 Lady Leg goblet and a 4156 half gallon jug. The six new cuttings are

only shown on goblets. In the upper left we have 724 Daffodil on 3322 Gamin and 725 El Dorado on 3335 Lady Leg. In the upper right is 740 Hermitage on 3345 Mary N Virg and 741 Chantilly on 3350 Wabash. The final two goblets are shown in center bottom: 745 Media on 3344 Carolina and 746 Mt. Vernon on 3350 Wabash.

We know very little about the decorating departments at Heisey in these early years and most of what we know comes from these two catalogs. The 1930s were the glory days of the Heisey cutting shop but these catalogs show that they were doing great work before that. The diversity of etchings and cuttings in this period is a testament to Heisey's creativity. This concludes our look at the fascinating catalogs 2B and 3B. I know I have learned a lot from these never published sources and I hope you did, too. ♦

BEHIND THE SCENES OF THE CONVENTION 2007

Amy Jo Jones

The phrase, *"It takes a village. . ."* was surely meant to refer to the many HCA members from across the country who are participating this year in staging the Convention. Let's take a look at some of the people you can thank for their work in making the Convention happen:

Registration: You will know you have arrived and have been expected when you see the smiling faces of Karen Taylo, registration chairman, and the merry band of the North Carolina study club as the welcoming party. Are you a newcomer? Got questions? These are the people in the know – no question is too difficult for them, just ask!

Premiere Glass Show – Sharon Orienter of New York and Russ Roepell of Virginia work throughout the year to line up the dealers with top-notch inventory that has defined the Convention show every year. Campus facilities are reserved, dealer contracts drawn up and distributed, new dealers recruited, electricians contacted to provide the lighting necessary to make the glass sparkle, table crew and porters are lined up – need we go on?

Mixer/Cookout – When you arrive there will be a large tent between the Buckingham House and the Sherwood-Davidson House in Veterans Park where the Museum is located. That is the site of the cookout on Wednesday night – the kick-off of the Convention. All the candidates for election to the Board of Directors will be there, and so will all your friends from all points east/west and north/south. All these people are the true stars here. Come, get reacquainted! You will need the fortification of the lavish cookout spread to get through the treasure hunt in the Museum following the cookout. Karen O'Hare, Walter Ludwig, and friends (at this point, they shall remain anonymous) are planning a most stimulating workout throughout the Museum in locating treasures, solving puzzles, meeting "people of the past" and who

knows what else they will come up with by June! There is another special surprise in store for you that evening, but I cannot reveal it – you will have to come in person!

Study Club Representatives Meeting – HCA has many study clubs. These people are vital to bring feedback to the Board of Directors. We strongly encourage all clubs to try to send at least one person to speak for their club and to take all the information discussed back to their groups. With these members from across the country, our national organization will continue to be strong and vital.

Annual Meeting: HCA President, Bryan Baker of Virginia, has been working on the agenda for the June general membership meeting. This is the meeting at which candidates for election to the Board of Directors are voted on, study clubs make their reports, HCA Treasurer Dave Spahr of Xenia, OH, will make a quarterly report on the general and endowment funds, and Bryan will brief the members on other issues of the day.

ID Panel: For many years this function has humorously (and fondly) been referred to as "Stump the Dummies." However, it is very challenging to get one past this sharp group of HCA members. This year, we would like to add another dimension to the event by having you bring a piece of glass you regard as one of the crown jewels resulting from your Heisey hunting. **Bring and Brag!** Just prove to all that it is still out there – and let the panel extol on its virtues, what makes it so special. I'm bringing my seventy-nine cent treasure found out in the West. I know what it is; the experts will be awed by it; match it! The challenge has been issued!

Remember, we have again hired Baker Media of Newark to set up monitors around the room for easier viewing of the items presented to the panelists. In addition, he videotapes the session at the same time and these are available for study clubs to check out of the Louise Ream Library. They make great programs for club members who were not able to attend.

Endowment Reception: A few years ago, HCA was fortunate to be invited to hold a reception at the Heisey cabin. The new owner invited us back and we were delighted to accept. All proceeds will benefit the Endowment Fund. Just imagine a salesman's meeting there when one topic of discussion perhaps was on the development of your favorite pattern. What stories this building could tell!

Centerpiece Banquet: Again this year, the banquet will be held in the Crystal Ballroom in downtown Newark. We have to have their stage for very special musical entertainment that is not to be believed. No announcement yet – just stay tuned! This bit of information will be under wraps for awhile longer – you won't believe your eyes when you read it, and anyway, there have to be surprises! Dick and Ginny Marsh are very enthusiastic in recommending this entertainment. Come see what it is all about.

We need centerpieces! Last year's banquet was very festive with the absolutely brilliant creations of our talented clubs and members. Remember the little train that ran round the track at the table of the North Carolinians? Or the basket filled with goodies from the Northwest that included a clock made from a Heisey plate? Phil and Sally Abrams' luscious looking wine and glasses; the Buckeye Club's Ohio themed piece; and Jean Will's (of Kansas) elegant silver tray with Flamingo Heisey. All raised more than \$900 for HCA. What treasures will tantalize us this year?

Seminars: Curator Walter Ludwig is going to lead walking tours throughout the Museum to talk on the newly restaged collection and to point out various pieces and the story of how they fit that particular section. These will be presented three times during the Convention so you can join in when it suits your schedule best. Same familiar story, different chapter! You will be amazed by Walter's phenomenal recall of pattern names and numbers, stories of pattern origins, production, and history of its life in the Heisey line. How does he do that?

There absolutely has to be time in your schedule to attend the seminar to be given by Joe Lokay (from Pennsylvania) tentatively titled "Heisey and the Duncan Connection." Joe's presentations are always highly informative and fun. Long a researcher, Joe can speak authoritatively on just about any Heisey topic.

Hospitality Room: No place in town during Convention week will have better refreshments than the hospitality lounge. We are looking forward to the Texas pecans, Tennessee Moon Pies, and cookies freshly baked from members' kitchens around the country. There will not be a better place to relax, and refresh, and get reacquainted with your friends.

Social and Blind Auction: Sue and Dan Kilgore of Michigan with a very enthusiastic cadre from their study club have made plans to bring to you the most rollicking of Blind Auctions yet! Although you must be registered for the Convention, there is no admission fee to the event. And, there are yet some surprises with which Sue is tantalizing me. This is a fund-raiser for our Museum – therefore, what piece can you donate for the auction that will be a treasure for someone? Nobody could sum it up better than the Michigan club with this invitation:

COME ONE, COME ALL,
YOU WILL BE SORRY IF YOU MISS THIS ONE!

THE BLIND AUCTION WILL BE FUN, FUNNY
AND FABULOUS!

COME IN PIRATES COSTUME, READY TO
HEAVE HO, MATE AND "STEAL" THE
TREASURES OF THE NIGHT!
WEAR YOUR PEG LEG OR EYE PATCH OR
"HOOK"!

YOU CAN TREAT YOURSELF TO DESSERT
AND DRINKS,
WHILE BIDDING ON SOME OF THE
"BEAUTIES" HIDDEN THERE.

SAIL AWAY FOR SOME HEISEY TREASURES
AND LOTS OF FUN!

Don't forget to bring your doubloons! ♦

36th Annual Convention
HEISEY COLLECTORS OF AMERICA, INC.
June 13-16, 2007

“Treasures of the National Heisey Glass Museum”

FEATURING THE PREMIERE GLASS SHOW

SCHEDULE OF EVENTS

Date & Time	Event	Location
WEDNESDAY, June 13		
6:30 p.m.	Mixer/Cookout, Meet the Candidates	Museum Grounds
8:00 p.m.	<i>Museum Treasure Hunt!</i>	Museum
THURSDAY, June 14		
9:00 a.m. – 10:15 am	Seminar – a walking tour of the Museum	Museum
10:30 a.m.	Glass Show ticket sales start	Adena Hall, OSUN/COTC
11:00 a.m. – Noon	Show Preview <i>For Convention Registrants Only</i>	Adena Hall
Noon – 5:00 p.m.	Glass Show open – general admission	Adena Hall
3:00 - 4:00 p.m.	Study Club Representatives Meeting	Founder’s Hall
3:00 – 4:15 p.m.	Seminar – a walking tour of the Museum	Museum
7:00 p.m.	Blind Auction	Hopewell Hall
FRIDAY, June 15		
8:00 a.m.	Annual General Membership Meeting (Polls open 8– 8:30 a.m.)	Hopewell Hall
9:30 a.m.	ID Panel <i>(Cash & Carry Breakfast Available)</i>	Hopewell Hall
12:00 noon – 5:00 p.m.	Glass Show open	Adena Hall
1:00 p.m. – 2:00 p.m.	Seminar – Joe Lokay	Founder’s Hall
3:30 p.m.	Endowment Reception	Heisey Cabin
6:30 p.m.	Heisey Social (cash bar) & Centerpiece Banquet	The Crystal Ballroom, Downtown Newark
SATURDAY, June 16		
7:00 a.m. – 3:00 p.m.	Flea Market	Courthouse Square Downtown Newark
11:00 a.m – 12:15 p.m	Seminar – a walking tour of the Museum	Museum
Noon – 5:00 p.m.	Glass Show	Adena Hall
1 p.m. – 2:00 p.m.	Former Heisey Employees Reception	Museum

The National Heisey Glass Museum will hold an Open House

Tuesday – Saturday, June 12-16, 10:00 a.m. to 4:00 p.m.

Sunday, June 17, 1:00 to 4:00 p.m.

HCA CONVENTION 2007 REGISTRATION FORM - Deadline June 1

Don't miss the 2007 HCA Convention!

To register, stop by the Museum, phone (740-345-2932), fax (740-345-9638), register online (www.heiseymuseum.org), or mail your form to: Convention Registration, 169 W. Church St., Newark, OH 43055.

- If you want notice of confirmation, you must include a SASE or provide an e-mail address.

Registration deadline Monday, June 1 for all food events. *Sorry, no registration refunds after June 6 when final counts are taken!*

If you are not registering the same people for all events, please fill out separate forms for each person.

List each name as it should appear on their badge:

Name(s): _____

Address: _____

City/State/Zip: _____

Phone: _____ E-mail: _____

Check here to receive e-mail confirmation of your registration.

Payment: Cash Check # _____

MasterCard Visa # _____ exp. _____

Event	How Many	Cost	Subtotal
Registration Fee Prior to June 1	_____ X	\$20.00	= \$ _____
Registration Fee After June 1	_____ X	\$25.00	= \$ _____
Mixer/Cookout Wed 6:30 p.m., Museum Grounds	_____ X	\$15.00	= \$ _____
Blind Auction Thurs. 7:00 p.m. (Free to Convention registrants!)	_____	no charge	
ID session Fri. 9:30 a.m. (cash and carry breakfast available)	_____ X	\$5.00	= \$ _____
Endowment Reception 3:30 p.m. Friday – Heisey Cabin	_____ X	\$35.00	= \$ _____
Heisey Social & Centerpiece Banquet Fri. 6:30 p.m.	_____ X	\$25.00	= \$ _____
Thursday walking tours of Museum: Walter Ludwig			
9:00 a.m.	_____	no charge	
3:00 p.m.	_____	no charge	
Friday Seminar: Joe Lokay. 1:00 p.m.	_____	no charge	
Saturday walking tour of Museum, Walter Ludwig 11:00 a.m.	_____	no charge	
Former Employees Reception, Sat. 1:00 p.m.	_____	no charge	

You must be registered to attend any event above!

TOTAL = \$ _____

Annual Meeting Open to all HCA Members

2007 THIRD ANNUAL HEISEY SELECT AUCTION

Dave Spahr

We are announcing our Third Annual Heisey Select Auction! We are holding it thanks to the great support you all have given for this relatively new event for HCA. We have also just set the date for the auction as well - **October 6, 2007**. It will be a main event for the Annual Percy & Vivian Moore Dinner to be held in Newark this year. There will be articles about that event in future Newsletters.

The first thing you can do is to prepare a **list** of glass you would like us to **select** from for this auction. A blank list for you to use is on page 21 of this Newsletter. Please note the blank list contains space for twenty lots - each member is allowed to submit **forty lots** for the committee to select from. Use the list twice! Remember, this auction benefits your association. Consider making a donation of a piece - 100% goes to support HCA and the Museum. Donations do not count towards your 40 lot limit. We hope Study Clubs will donate glass for the auction - a great project for them!

As in the last two years, the consignment fee for each lot will be 20% with a minimum consignment fee of \$5. This means for anything that sells for under \$25, the consignment fee will be \$5. As you prepare your lists, please make them as descriptive as possible since the committee will be using them to select glass for the auction. In particular, please check for damage - we are selecting only undamaged glass for this special auction. The **deadline** for submitting your completed lists to us is **May 15, 2007**. Remember- send in NO glass - just the list with up to forty lots.

The committee's target is to have an auction with two hundred (200) lots. How can you get your glass selected? Here are some clues. Consideration will be given to include diversity in color, etching, cutting, and pattern. A main goal in the selection will be not to have any

duplication of lots. We would like glass for the experienced collector who wants that exotic piece of Heisey and glass also for the fledgling collector just starting out. As mentioned earlier, we will not select damaged glass.

The selection committee will be busy after May 15 and contact you on or about June 1 to let you know the glass it has selected. Hopefully, you will be able to bring your glass to Newark and drop it off at the Museum when you come to the Convention on June 13-16. The auction will be held in the lower level in the Museum in the multi-purpose room.

Please look over your glass and begin your lists soon. May 15 will be here before you know it!

This event has been a success for both consignors and those purchasing wonderful Heisey glass. Plan on attending and participating in this auction for the benefit of your Museum.

If you have any questions, please e-mail or call Dave Spahr, masdgs@aol.com or (937)-372-7166. Happy Heisey Hunting! ♦

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.

CRYSTOLITE

Let's see now, let's just get it right
You say this is called CRYSTOLITE
They made thousands of turns
From the molds and the churns?
An exceedingly beautiful sight!



2007 SELECT AUCTION GLASS LIST

FOR THE BENEFIT OF HCA

Consignor/ Owner: _____

Address: _____

Daytime Phone: (____)-____-____ Fax or E-mail _____

SEND LIST ONLY TO: Select Auction, c/o HCA, 169 W. Church St., Newark, OH 43055

DEADLINE: List must be received by May 15, 2007

Lot #	Qty	Pattern #/ Name	Description	Cut/Etch	Color	H	Damage
1							
2							
3							
4							
5							
6							
7							
8							
9							
10							
11							
12							
13							
14							
15							
16							
17							
18							
19							
20							

Please put a "D" beside the lot number if the lot is to be donated to HCA.
Each consignor may submit up to 40 lots.

HEISEY GLASS MUSEUM PLAYING CARDS AND CARD BOX

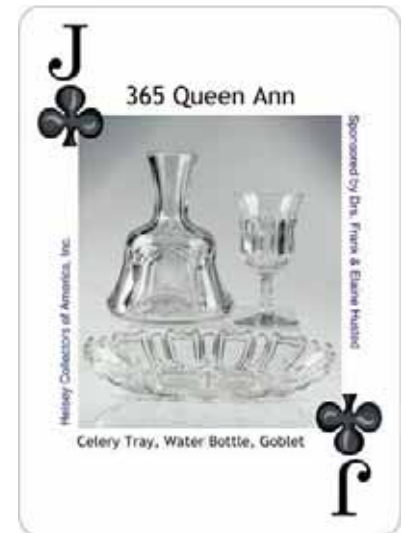


We now have in stock our new Heisey Glass Museum Playing Cards. The full color pictures are stunning and will make a good learning tool as well as a nice gift for all of your glass collecting friends. The 1508 Heisey Card Cases in Cobalt are now in and ready for shipment. They will make a wonderful place for you to store your playing cards.

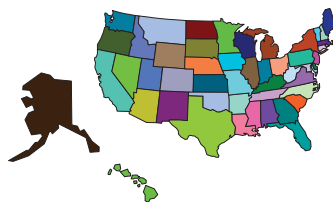
Name _____
 Address _____
 City _____ State _____ Zip _____
 Phone and/or E-mail _____

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) 1508 Card case in Cobalt @ \$24.95 each	_____
Shipping per card case @ \$6.00 each (can be picked up at Gift Shop)	_____
Grand Total (tax will be added when appropriate)	_____

Check # _____ Visa _____ Master Card _____
 Card Number _____ Exp _____

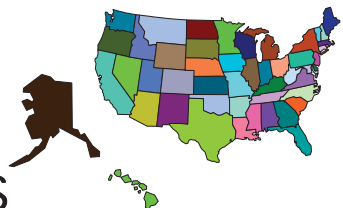


Study Club Directory



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 Deary (815) 432-4310
#5 Bay State Heisey Collectors Club	2 nd 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	herbet@sbcglobal.net www.heiseyclubca.org	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. Courtneage (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	Nchsg@yahoo.com www.northcarolinaheiseystudygroup.org	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 nd Thursday 11:00 am	Members' homes		Jack Grenzenach (727)-391-5784
#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	MD and VA Libraries	pres@capitalheiseyclub.org www.capitalheiseyclub.org	Ted Sheets (703)-346-5000
#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 nd Saturday, 2 p.m.	Members' homes	lariat_roundup@hotmail.com	Dennis Headrick (503) 538-9352
#48 Dixieland Heisey Study Club	Odd number months, 2 nd 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 www.greatplainsheiseyclub.org	Mary Cameron (515) 292-3743
#50 Northwoods Heisey Club of Minnesota	2 nd Sat., March, May, September and November	Members' homes	wheise@mn.rr.com	Bob Heise (952)-831-9335
#51 Heisey Club of Northeast Florida	2 nd Tuesday	Members' homes	Clasyglas2@aol.com	Barb Bartlett (904) 280-0450



CLUB NOTES

HEISEY CLUBCLIPS
Edited by Sue Kilgore

Heisey Collectors Club of Michigan
Sue Kilgore

WELCOME TO ALL INTERESTED CLUBS AND MEMBERS OF THE HCA

We are presenting, in this space, news from you or your club.

We are hoping to hear from more of you.

- Please feel free to send in ideas on:
- fun studies you have had
- great recipes you have served
- funny (clean) jokes you have heard
- fund-raisers that have been successful

news on members who might need a prayer or two

\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5
\$5																			\$5
\$5	DO ALL OF THE HCA MEMBERS																		\$5
\$5	HAVE AN EXTRA \$5 A MONTH?																		\$5
\$5	IF WE DID & WE GAVE IT TO THE HCA																		\$5
\$5	THAT WOULD BE MORE THAN																		\$5
\$5	\$6,000 PER MONTH OR																		\$5
\$5	\$72,000 PER YEAR OR																		\$5
\$5	1/3 OF THE ANNUAL BUDGET FOR HCA																		\$5
\$5	DO YOU KNOW WHAT																		\$5
\$5	THAT COULD MEAN?																		\$5
\$5	THINK ABOUT IT!																		\$5
\$5																			\$5
\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5	\$5

Because of winter weather and road conditions we were unable to meet for almost three months. But that was rectified on March 4 when our club met at Clara’s on the River (a renovated train station restaurant) in Battle Creek. Everyone was present except Don and Betsy Hanna. Betsy had been having some heart trouble and it was Don’s birthday celebration with their family. Stay well Betsy and Happy Birthday Don! We missed you.

We reviewed our 2008 Vivian and Percy Moore Weekend plans, expenses, display schedule and dreams for what we can do to promote HCA and the Museum. We handed in our inventory list so that a master list could be made. From that, a final list will be created for the two month long display that we are doing starting in July of 2008 and ending during the Moore Weekend. We will be giving the membership little pieces of information to tantalize them in the next year and a half. STAY TUNED!!!

The Convention blind auction plans are developing nicely. Everyone should be planning on attending this one!!!

We are discussing fund-raising ideas for the future.

Our “study” was nut cups and we had over twenty different patterns and colors represented. They are so cute, aren’t they? How many do you have?

Our next meeting will be in Rochester Hills on April 15.

We hope to see a lot of the Heisey family at the benefit auction in another week. Travel safely and enjoy the spring to come. ♦

FRIENDLY REMINDER –
The Heisey Collectors Club of Michigan is asking for BLIND AUCTION donations. We are sure that we will be seeing some donations arrive during the Benefit Auction. Don’t let that stop you though, we can always use more.

Is all of the information about your study club correct in the newsletter? Please take a minute to check it and e-mail or send in any corrections.

Heisey Club of California
Bill Brakemeyer

We had a wonderful meeting in Northridge in February with great food including roast turkey, other luscious entrees, and birthday cake. We also had an informative program on mugs, with excellent examples including 1951A Amber Elephant Handled mug, large and small 1404 Old Sandwich mugs in Cobalt, Amber, Moongleam, and Sahara, and other mugs with handles. Gordon Clark provided a handout for members to review and use in their future hunts.

For the business part of the meeting, it was decided that we would do a raffle this year as our HCA fund-raiser rather than our traditional auction. This was greeted with great enthusiasm and before the meeting was over we had sold over \$400 in tickets.

We were all saddened to learn of the passing of longtime member Walter Brock. We remember with fondness the wonderful meeting we had at the Brocks' home in San Dimas. We extend our sympathy to Fran and the family.

Show and Tell at this meeting was extensive with a Moongleam candlesticks in 107 Wellington and 104 Big Bertha, 1201 Fandango bar glass, 473 Narrow Flute with Rim baked apple, 1469 Ridgeleigh decanter, and 411 Tudor sugar pourer with Gorham silver lid. Also, among the goodies was a 1 Pouter Pigeon, 315 Paneled Cane molasses can, 1185 Yeoman mayonnaise with 697 Cloister cutting, 1205 Fancy Loop water bottle, 1540 Lariat basket, 1554 Fish bookend, and a 3408 Jamestown goblet with 456 Titania etch. That will have to satisfy you for now because I am out of room. ♦

**HCA WELCOMES
NEW MEMBERS
FOR
February 2007**

James Williams and Mark Babb, FL

Advertising Guidelines:

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

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

Display Ads:	member	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

Heisey Collectors of America, Inc.
37th Annual
PREMIERE GLASS SHOW
Featuring 40 prominent elegant glass dealers from across the U.S.
Thursday, June 14, 12:00 noon - 5:00 p.m., \$5.00
(Ticket sales start at 10:30 a.m.)
Friday, June 15, 12:00 noon - 5:00 p.m., \$5.00
Saturday, June 16, 12:00 noon - 5:00 p.m., FREE
OSUN/COTC Campus, Country Club Drive, Newark, OH
30 miles east of Columbus off St. Rt. 16
36th National HCA Convention
"Treasures of the National Heisey Glass Museum"
June 13-16, 2007
Convention events include Annual Meeting, ID session,
Blind Auction, Former Heisey Employees' Reception
Museum Open House with FREE admission
Tuesday, June 12 - Sunday, June 17
169 W. Church St, Newark, OH 43055
For more information: (740) 345-2932
www.heiseymuseum.org
Proceeds benefit the National Heisey Glass Museum

REAL HEISEY IN THE GIFT SHOP

All crystal and all prices are each unless noted.

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

Item	Price
10 muddler	\$20
369 Hartman punch cup, H	10
406 Coarse Rib plates, 9" H (8 each)	8
413 Tudor champagne H (4 each)	10
1184 Yeoman goblet, Flamingo H	20
1238 Beehive plate, 5"	10
1252 Twist Newark Sesquicentennial platter	20
1404 Old Sandwich cup (2 each)	10
1469 Ridgeleigh mustard H	45
1469 Ridgeleigh cocktail	15
1469 Ridgeleigh wine	45
1503 Crystolite pitcher	85
1506 Provincial candy lid only, Limelight	50
1519 Waverly plate, 7", 507 Orchid etch (6 each)	15
1590 Zodiac candy lid only	14
1951 Cabochon sugar H (2 each)	12
3355 Fairacre oyster cocktail (6 each)	12
3381 Creole bar, 2 1/2 oz Sahara (2 each)	70
4052 National soda, 10 oz,	
980 Moonglo cut, (8 each)	10
5003 Crystolite sherbets (8 each)	7
5082 Mid Century sherbet, paper label	12

◆

Find the Best of Heisey Glass...

...with popular patterns like Orchid, Heisey Rose, Minuet, and hundreds more. We also carry other fine crystal and depression glass from Cambridge, Fostoria, Imperial, Duncan & Miller, and more. The world's largest supplier of old and new china, crystal, flatware and collectibles, Replacements, Ltd. carries over 11 million pieces in inventory in over 250,000 patterns.

If you're looking to add to your collection, or if you're looking to sell — call us toll-free. We're always looking for more.

 **REPLACEMENTS, LTD.**
China, Crystal & Silver • Old & New
Dept. HS, PO Box 26029, Greensboro, NC 27420
www.replacements.com

1-800-REPLACE (1-800-737-5223)

◆ Paid Ad

OPEN HOUSE

Mrs. HAROLD (MILDRED) WILLEY
WILLEY'S HEISEY GLASS MUSEUM

11110 Cannon Rd.,
Frazeyburg, OH 43822
12 MILES EAST OF NEWARK, OH

OPEN FOR SALES

June 10-16, 2007

9 a.m. – 5 p.m.

Fostoria, Cambridge, Tiffin, plus lots of Heisey and more at reduced prices. Alexandrite, Cobalt, Tangerine, Marigold, etchings, candelabras, lots of orchid, and more!

From Newark, Take Rt. 16 to Rt. 586. Go left (north), cross the new highway. Turn right on Raiders Rd. (old 16) to Cannon Rd. Turn left. Proceed 1.2 miles. We are on the right. Our name is on the mailbox.

If you get lost, call 740/828-2557

WE WILL NOT BE AT GRANVILLE OR NEWARK THIS YEAR

Our Museum will open for you to enjoy with over 3500 pieces, including many rare pieces.

COME SEE US!

Paid Ad ◆

Dealer Directory

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

Contact the Editor to place your ad!



<p>KIM & PAM CARLISLE SHOWS & MAILORDERS ONLY 28220 Lamong Rd. Dept. H Sheridan, IN 46069 (317) 758- 5767 kcarlisi@worldnet.att.net</p>	<p>SHIRLEY EUGENIA DUNBAR Heisey a Specialty—Mail Order, Shows, Appraisals EMAIL: shirley400@aol.com 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>SUM OF LIFE Elaine & 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: frankly.me@comcast.net</p>
<p>ALL HEISEY AUCTION Consignments Welcome Apple Tree Auction Center 1616 W. Church, Newark, OH 43055 (740) 344-4282</p>	<p>MOUNDBUILDERS SECOND GENERATION Barbara and Richard Bartlett Heisey Exclusively! 1-904-280-0450 PO Box 1931, Ponte Vedra Beach, FL 32082 Toll Free 1-888-434-7397(HEISEYS) EMAIL: CLASYGLAS2@AOL.COM</p>	<p>EAGLES REST ANTIQUES <i>Buying Heisey, China & Pottery</i> Carl and Mary Evans 62 Fieldpoint Rd., Heath, OH 43056 (740) 522-2035</p>
<p>PAULA & JEFF MORROW Elegant Glassware and American Dinnerware 126 Clinton Avenue Elmhurst, IL 60126 (630) 833-4644 mor-fab@comcast.net</p>	<p>H & R DIAMOND H Helen & Bob Rarey 1450 White Ash Dr. Columbus, OH 43204 (614) 279-0390 after 5:30</p>	<p>The American Bell Association P.O. Box 19443 Indianapolis, IN 46219-0443 www.americanbell.org</p>
<p>REALMS IN GLASS Roy Eggert Heisey Custom Stained Glass 12009 Fingerboard Rd, Monrovia, MD 21770 301-865-5196 royeggert7@cs.com</p>	<p>PIECE BY PIECE ANTIQUES Buy & Sell Specializing in Heisey Glassware Bryan K. Baker Fairfax Station, VA 22039 (703) 250-6117 piecebypiece@verizon.net</p>	<p>PATTON HOUSE ANTIQUES 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>C&J ANTIQUES Cole & Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 (607) 642-9905</p>	<p>SIBYLS ANTIQUES & COLLECTIBLES Sibyl & Ned Lavengood Newcastle Antique Center 606 Castle St. Wilmington, NC (910) 763-7157 or Sibylsantiques@bellsouth.net</p>	<p>FRAN'S FANCY FINDS Fran & Jack Grenzebach 10534 Valencia Rd., Seminole, FL 33772-7511 (727) 391-5184 SHOWS MAIL ORDERS</p>
<p>CRYSTAL LADY Bill, Joann & Marcie Hagerty Specializing in elegant depression glassware 1817 Vinton St., Omaha, NE 68108 Shop (402) 341-0643 or Home (402) 391-6730 Email: ejhagerty@aol.com website:www.crystalladyantiques.com</p>	<p>WHALEY'S PRICE LIST 2004-2005 185 Pages of Heisey Glass ONLY \$25.00 @ includes first class postage Send Check to B.WHALEY, 48 RENWICK DR. FFG-CROSSVILLE, TN 38558</p>	<p>WILLEY'S ANTIQUES & MUSEUM Specializing in Heisey 11110 Cannon Rd., Frazeeburg, OH 43822 16 miles east of Newark, OH (740) 828-2557</p>
<p>CHARLES & MILDRED FISHER Heisey animals and Heisey By Imperial animals 991 Idlewilde, Newark, OH 43055 cffisher@adelphia.net (740) 522-5398</p>	<p>MARSH'S ANTIQUES Dick and Virginia Marsh 4532 Newton Road Newark, OH 43055 swamp@alink.com (740) 366-5608</p>	<p>MOONGLEAM ANTIQUES Heisey Glassware & American Art Pottery John Woytowicz and Peter Rivard 70 Pleasant St., Gardiner, ME 04345 (207) 582-9048 E-mail: jmwpwr@aol.com</p>
<p>ROBERT M. LOCH Voting Member HCA and NWHC Pacific Interstate Glassware Co. PO BOX 469 Custer, WA 98240 360-366-3166</p>	<p>CRESTONE MANOR UNIQUES Harold & Loleta Hammtree 3317 Crestone Circle, Chattanooga, TN 37411 423-629-1274 hammonl@bellsouth.net Heisey Only</p>	<p>APPLE VALLEY COLLECTIBLES Richard Garnett & Marilyn Faxon— Owners Shows/ Mail Order (845) 691-6308 Email: diamondH95@aol.com</p>
<p>JOAN'S ANTIQUES Buy & Sell Heisey by Imperial Joe & Joan Cimini 67183 Stein Rd. Belmont, OH 43718 (740) 782-1327 upperigladylady@windstream.net</p>	<p>THE CRYSTAL REPAIR DOCTOR Repairs to Damaged Crystal John T. Forrester PO Box 795, Kotzebue, AK 99752-0795 (907) 442-2680 crystalrepairdr@yahoo.com</p>	<p>WATERSEDGE ANTIQUES Norene & Don Walzer Shows & Mail Order 25089 Riverwalk Drive Leesburg, FL 34748 (352) 314-8975 dnnwalzer@earthlink.net</p>
<p>JERRYS' ANTIQUES Shows Only Glassware and Other Fine Collectables PO Box 4485, Davenport, IA 52808 563-340-1871 jerrysantiques@mchsi.com</p>	<p>ONCE AND FUTURE ANTIQUES Susan & Stephen Pescatore 9 Donna Rd. Chelmsford, MA 01824 (978) 256-5418</p>	<p>BOB & MARY KREIMER Specializing in Heisey Glass 7044 SW 116th Loop, Ocala, FL 34476 (352) 873-8306 email: rkreimer@earthlink.net. Shows and Mail Orders Only</p>
<p>J & L TREASURES Specializing in Heisey, Cambridge, Fostoria, Tiffin, Morgantown, etc Linda Kilburn, PO Box 1257, Burlington, CT 860-673-4088 jltreasures@comcast.net</p>	<p>GW ANTIQUES Robert Gindhart & Gary Wimmershoff Santa Rosa, CA (707) 575-8706 gwant@sonic.net</p>	<p>YELLOW BRICK ROAD ANTIQUES Shows and Estate Sales Jean Will Leavenworth, KS 66048 (913) 682-4831</p>

When Renewing Your Membership

Help ensure the future of your Museum. When you renew your membership at one of the levels below, any amount beyond the regular Associate dues — \$30.00 plus \$5.00 for each additional household member — goes into the Endowment Fund.

<i>Individual Voting Privilege (onetime fee)</i>	<i>\$25</i>
<i>Individual Contributing, one person in household</i>	<i>\$50</i>
<i>Joint Contributing, two people in one household</i>	<i>\$60</i>
<i>Family Contributing, parents and children under 18</i>	<i>\$75</i>
<i>Patron</i>	<i>\$125</i>
<i>Sponsor</i>	<i>\$250</i>
<i>Benefactor</i>	<i>\$500</i>

Visit The
National
Heisey
Glass
Museum



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

Facilities are air-conditioned and handicapped accessible. Hours are 10:00 a.m. to 4:00 p.m. Tuesday through Saturday, 1:00 to 4:00 p.m. Sunday. Members are admitted free, regular admission is \$4. Office hours are 8:00 a.m. to 4:30 p.m. weekdays.

Membership Renewal Notice: Check the date above your name and address on the mailing label. This is your expiration date. If it reads 4-10-07 make sure your dues are paid soon in order to receive next month's issue of *Heisey News*.

Contact the HCA Administrative Office at (740) 345-2932 for more information. The Endowment Committee wishes to thank those who have become Endowment Members and all of the individuals and study clubs that have so generously supported the HCA Endowment Fund. All members who have supported the fund are recognized each year in the February issue of the Newsletter. Your support will make the Museum self-sustaining in the years to come. Thank You all! ♦

Shipping & Handling Fees for Outside US

Additional shipping charges are required for members living outside the U.S. Current rates are Canada \$20; Mexico \$22; and other Countries \$44. These rates are subject to change at any time due to rate changes made by the US Postal Service. To verify current rates, call (740) 345-2932 or E-mail business@HeiseyMuseum.org

Museum Volunteers for February 2007

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Frank Kuhlmann
Dick and Virginia Marsh
Phyllis McClain
Don & Pat Moore
Karen O'Hare
Mac & Georgia Otten
Ginny Priest
Bob Rarey
Russ Roepell
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