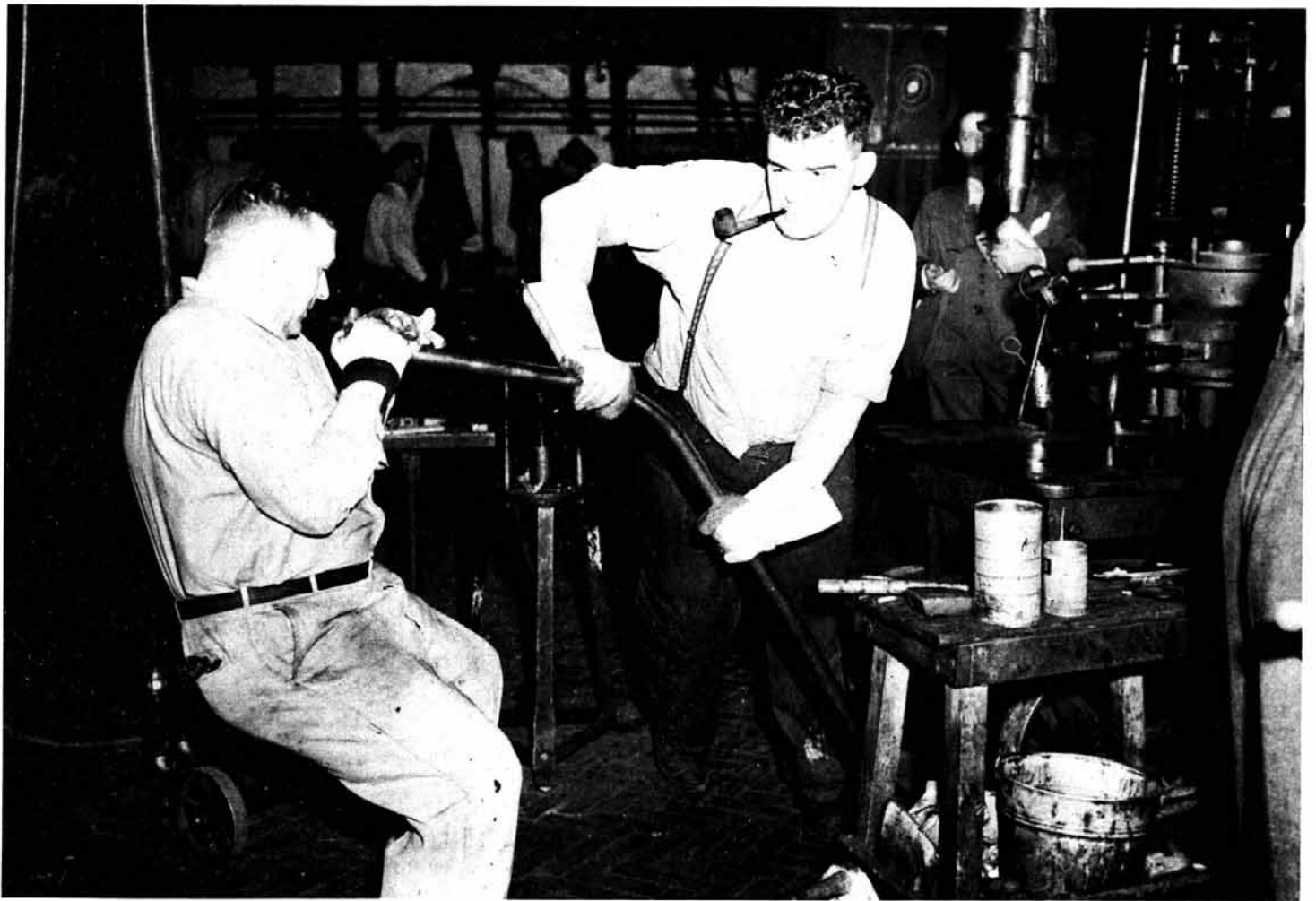


HEISEY *news*

OFFICIAL PUBLICATION HEISEY COLLECTORS OF AMERICA
© Heisey Collectors of America, Inc.
All Right Reserved 1988

VOLUME XVII NO. 7

JULY, 1988 ISSN 0731-8014



HEISEY NEWS

P.O. Box 4367, Newark, OH 43055

CLUB OFFICERS:

President - Bob Rarey (614) 279-0390
Vice President - George Schamel (301) 432-6285
Secretary - Liz Stickle (614) 323-2250
Treasurer - Mary McWilliams (614) 345-4380
Curator - Louise Ream

Editor: Louise Ream

P.O. Box 4367, Newark, Ohio 43055
PH: (614) 345-2932

Assistant Editor: Neila Bredehoff

P.O. Box 4367, Newark, Ohio 43055
PH: (614) 345-2932

Published in Newark, Ohio, Printed in Newark, Ohio.

\$15.00 per year - \$1.25 per copy

Back Issues - Each Volume (12 issues) year - \$9.00
Volume V, VIII, IX, X, XI, XII, XIII, XIV, XV, XVI

Heisey Collectors of America, Inc. is a non-profit corporation with tax exempt status. Owners and operators of National Heisey Glass Museum, 6th and Church Streets, Newark, Ohio.

Open daily 1-4 p.m. except holidays. Other hours by appointment. Members admitted free.

HEISEY NEWS

Heisey Collectors of America, Inc.

All Rights Reserved 1988 - ISSN 0731-8014

Published monthly by Heisey Collectors of America, Inc., Newark, OH 43055. Second Class postage paid, Newark, Ohio 43055. Club membership (includes 12 issues of Heisey News and participation in all club activities) \$15.00 per year plus \$2.50 for each additional family member in same household who wishes a membership card. For Voting Membership add \$25.00 one time only fee.

POSTMASTER: Send address change to:
HCA, P.O. Box 4367, Newark, OH 43055

When requesting information, please enclose a self-addressed, stamped envelope (SASE).

ADVERTISING - Send all ads to: HCA - Advertising
P.O. Box 4367
Newark, Ohio 43055

DOUBLE SPACE ALL ADS

Rates:

CLASSIFIED: 15¢ per word. \$1.50 minimum.

ABBREVIATIONS AND INITIALS COUNT AS WORDS

DEALER DIRECTOR: \$25 per year.

Display:	Members:	Non-Members:
1/8 page (9 items)	\$20.00	\$ 30.00
1/4 page (20 items)	30.00	45.00
1/2 page (20 items) Hor.	45.00	67.00
1/2 page (50 items) Vert.	60.00	90.00
1 page (50 items)	75.00	112.50

Personal ads limited to 1/8 space.

ALL ADS MUST BE PREPAID. Ad copy must be received by the 5th of the month preceding the publication date-i.e. April 5th for May issue. Ads containing reproductions will not knowingly be accepted unless clearly stated (i.e. Heisey by Imperial, etc.). HEISEY NEWS assumes no responsibility for false advertising or misleading information. In the event of typographical error, the incorrect portion of the ad will be run in the following issue, but HEISEY NEWS assumes no further liability.

The opinions expressed in articles in HEISEY NEWS are those of the authors and not necessarily those of the organization. The Editorial Staff reserves the right to edit or refuse any material submitted for publication. When requesting information, please enclose a self-addressed stamped envelope (SASE).

FEATURES IN THIS ISSUE

	PAGE
ADS.....	19, 22, 23
BANDED FLUTE BED ROOM SETS.....	19
BOOK LIST.....	20
CALENDAR FOR JULY.....	24
CREATIONS BY HEISEY.....	9
DEALERS' DIRECTORY.....	21
DIAMOND H, SYMBOL OF QUALITY!.....	13
DIAMONDS ARE FOREVER.....	5
ELEPHANTS.....	14
FROM YOUR PRESIDENT.....	3
HEISEY NEWS IN HEISEYLAND.....	14
LAVELLE, WILLIAM H.....	3
LETTER.....	7
LETTERS, WE GET LETTERS.....	6
NARROW FLUTE WITH RIM.....	15
ORCHID PRICES UPDATED.....	3
PATTERNS, 602 & 602½.....	13
PICNIC IN THE PARK.....	4
SEPTEMBER MINI-SHOW.....	3
THANKS VOLUNTEERS.....	6

JULY HEISEY NEWS

You may notice some difference in this month's issue of HEISEY NEWS. Louise is on vacation and attending her grandson's graduation. Because of the time frame needed by the printer, the newsletter is due by the 15th. of the month. Bob felt that we could relieve Louise of much of the pressure to do the newsletter during the week immediately before convention when many people are already arriving and there are many demands on her time.

Anyway, to make a long story short, we will present her with what we hope will be a pleasant surprise--a completed July HEISEY NEWS.

News about the newly-elected members of the Board of Directors will be in the August issue. We are sure that Louise will have lots of Convention News then also. The August issue will be sure to have her inimitable style.

Neila



FROM YOUR PRESIDENT

Dear HCA Members,

This is being written a couple of weeks prior to Convention and you'll be reading my comments a couple of weeks after the Convention has closed, so I'm not able to discuss the Annual Meeting or Convention until the next issue of the Heisey News. Plans are in place for a great Convention as of this date.

The "Open House" held on May 20, together with the Buckingham House, for the Ohio Tour Directors was very successful. In addition to Ohio, we had Tour Directors from Indiana, Pennsylvania and Kentucky. Marge Steele, manager of the Buckingham House, prepared and served lunch to the group. She feels she can accommodate as many as two bus loads for lunch if needed. Two tours have been booked as a result of this cooperative effort.

I want to mention again the Clubs participation in the Old Towne West Association function billed as "Picnic in the Park" on Sunday, July 31. Guests are invited to bring a picnic basket, enjoy the music of the Licking County 4H Band and partake in the Ice Cream Social. It will be "Open House" at the Museum that day and we'll need volunteers for docent duty. Hope you can attend.

HCA and the Historical Society have agreed to a reciprocal recognition of each others membership. Now HCA members need only show their membership card for admission to the Davidson House and Historical Society members may do the same at the HCA Museum.

Our other major projects are slowly progressing, the Museum Restoration and the physical inventory of the Museum glass. These kinds of projects always seem to take much longer than anticipated or desired. We, the Executive Committee, and the Board of Directors, will keep you informed of progress.

Next month I expect to cover in depth the Annual Meeting of HCA and Convention highlights for those unable to attend.

Happy Collecting,

Bob Rarey

SEPTEMBER MINI-SHOW

The soon to be chartered Tri-State Area Study Club of Indiana, Michigan and Ohio have agreed to do the September Souvenir Dinner and Mini Show.

They will be sending out the Contracts for the Mini Show the last of May. If anyone who does not receive a contract and wishes to do the Show, contact Tracy Wilson, Rt 5, Box 229, Angola, IN 46703 or 219-665-5405.

ABOUT THE COVER

WILLIAM H. LAVELLE

William H. Lavelle was better known to his fellow employees as "Sarge" or "Peaser" during the 30 years he was the head shop presser at the Heisey Plant. He worked from 1927 until the factory closed in 1957, coming to Newark from Jeannette, Pennsylvania where so many of the other employees came from. His father and six brothers were all glass-workers.

Mr. Lavelle made all big ware such as punch bowls, plates and other large pieces. The lever helper (who was necessary because of the large amount of glass in the mould) worked on this shop and shown in the picture is "Fat" Jackson.*

After the plant closed, Mr. Lavelle went to Imperial Glass in Bellaire for approximately one year to show them how to make Heisey Glass. When they did not follow Heisey procedure and took shortcuts, Mr. Lavelle retired to his home at 274 N. Cedar Street in Newark. He passed away in 1975 at the age of 80.

The above information was supplied by his son, William P. Lavelle, 966 W. Main Street, Newark.

The picture was taken in the late 1940's. The gentleman dressed in the suit in the background is Clarence Heisey. The picture shows a good view of the press and mould actually being used in production.

* If anyone knows this man's first name, please let us know.



ORCHID PRICES UPDATED

New, up-dated prices are now available for the Orchid booklet. We have not revised these since 1983, so there are quite a few changes. Price guides are free with the purchase of the booklet, or \$1.00 plus an SASE (self-addressed stamped envelope).



The Buckingham house

VETERAN'S PARK
Cor. 6th and Church Sts

OPEN
TO THE PUBLIC



the Sherwood-Davidson house museum

**FIRST ANNUAL
PICNIC IN THE PARK
Sunday, July 31, 1988
1:00 PM to 6:00 PM**

CONCERTS BY THE LICKING COUNTY 4-H BAND
2:00 PM and 3:00 PM

SINGING BY THE NEWARK MAENNERCHOR AND DAMENCHOR
4:30 PM

SANDWICHES - ICE CREAM - SOFT DRINKS
AVAILABLE

YOU MAY BRING YOUR OWN PICNIC BASKET
AND HAVE YOUR OWN FAMILY PICNIC

TABLES AND CHAIRS AVAILABLE
OR BRING YOUR OWN LAWN CHAIR



National Heisey Glass Museum

OPEN HOUSE
DAVIDSON HOUSE
HEISEY MUSEUM

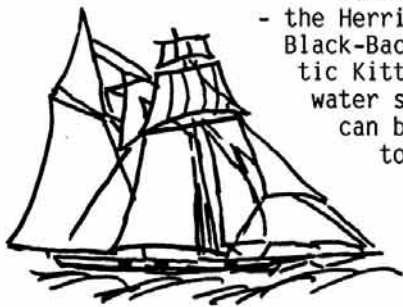
1:00 PM to 6:00 PM



The
Old Truene West
S.O.C.I.E.T.Y.

diamonds are forever.....

By Janet M. Caswell



Sea Birds here are numerous - the Herring Gull, the Great Black-Backed Gull, the Atlantic Kittiwak and several other water species. Marblehead can boast of Sandpipers, too, especially the purple species that add color to the autumn shore. Common birds abound, sparrows, crows and starlings to name but

three families. Since Marblehead is a natural aerial flyway, many, many flocks of birds stop on our shores on their journeys south. A century and a half ago the Bald Eagle frequented the next town to ours, not seen here however. Nevertheless, in recent years, the snowy owl has been a visitor and countless "southern" birds spend the year round in various places about our town, such as the Mockingbird, Cardinal and Tufted Titmouse. We have a seventeen acre Audubon Sanctuary on the Neck. The Ringneck Pheasants that may be found in Marblehead have always been protected, their strident call is often heard and wakes many a resident.

In winter, the Seals from further north play in our harbor and the sea produces many fishes, pollock, cod, flounder, clams and lobster as well as those that are not edible, some whales and sharks. Marblehead prides itself as a mecca for the naturalist and the ecologist.

When I tell you about the fish in our harbor, I think of "the Preacher and his Missus" (OH) - they jumped into their "Heavenly Honda" and headed for a little salmon fishing in Michigan. The fish weren't very cooperative so they decided to go to a Mall Show, very good idea! There they found a three light Lariat candlestick which the dealer had marked "art deco" it was admired greatly and a "deal" was made that couldn't be refused. At the same mall they also "roped" a Lariat Fan Vase and the footed handled Basket. What a day you had, hope you got some salmon the next day!

My "Rebel Cousins" (KY) report finding a couple of choice things: two #359 1½ oz Burgundies, optic and a #1200 Cut Block ½ pint Tankard - crystal - "BPQE".

Did you know that "the Hanging Judge" (MA) decided that since he had parolled a few of his "inmates" that he needed desperately to capture, and detain behind glass doors, a few more things to take their place, so he scouted around and brought back the #333 Waldorf Astoria 2 oz cruet; a #352 Flat Panel 4 oz cruet and the #500 Octagon 5" moonbeam basket.

From the Wolverine State (MI) it was reported that a crystal Frog plate was "foisted" on them by a shop owner who noticed that they were interested in glass and crystal. The shop keeper asked if they had seen the Frog plate and they said no and proceeded to immediately to purchase same. Also a friend of theirs grabbed on to a pair of #117 Bamboo candlesticks with Flamingo candleholders and crystal stem and foot.

Heard that in Alberta Springs, LA at a garage sale two glistening Whirlpool (Provincial) double marked cruets were found, the price? It was right! The lady of the pair picked them up very slowly, as to not show how excited she was, showed them to the gentleman and they agreed to purchase the little beauties. What a "steal". I wonder, do we ever feel guilty when these occasions arise? No, not at all!

"Ole and Minnie" want to finish vot they started to tell me a vile ago. Vell, here goes: #1252 Twist Marigold ice tub; #1485 Saturn Zircon champagne; #1503 Crystalite divided handled relish and the Crystalite pitcher and a beautifully cut Empress #1401 three part relish. In #1280 Winged Scroll they picked up the toothpick in Emerald and Gold. "Vell, how about them apples?"

Since it isn't time to harvest as yet, "the Farmer" (MA) has a little time on his hands. But needless to say, the hands must not be idle, so he decided to harvest a little Heisey: #6 salt; #3 salt; the #350 Pinwheel and Fan hotel sugar; three salad nuts in #473 Narrow Flute with Rim in flamingo plus three individual ash trays in #1404 Old Sandwich, crystal.

The "Az Heisey-holic" added a couple more pieces that are certainly more than worthy of a little space: #1401 Empress 13" celery tray in Sahara with Old Colony etch plus the #1509 Queen Ann 6½" oval lemon dish with dolphin finial in crystal.

From "the Point" the #2401 Old fashioned with Nimrod carving was found along with a Medium Flat Panel individual almond. The almond was in sahara and completes her set in color. An ivy leaf individual nut dish was also confiscated.

"The Scribe" (NJ) reports a #1469½ Ridgeleigh 8" crystal centerpiece while "Mountain Grandma" listed the #1401 Empress individual crystal mint and two of the #1225 Plain Band 4" nappies to her list.

From "a Friend in Deed" there is good news of the #1210 Duplex Confection tray; the #357 Prison Stripe toothpick and the #3480 Koors soda - hawthorne, checker optic.

"The Midnight Rider" (MA) has a #325 Pillows 4" footed rose bowl and the #1632 Lodestar sugar in dawn.

"The Wiz" (MA) mentioned something to me as he rushed by at an antique show about a #433 Greek Key pickle jar and a pair of #2 9" candlesticks, he said something else but he was in such a hurry to get to a booth in the next aisle that I really couldn't hear what he was mumbling about. Hopefully, he'll tell me about it another time.

"Shy Gal" has the #1210 Flamingo Frog dish and "That High Steppin' Couple" report four (4) #1485 Saturn mayos with paper labels.

"Rosie" has a #393 Narrow Flute individual cream in moonbeam plus the #353 Medium Flat Panel individual almond in sahara.

"The Magnanimous Chieftain" reported a Flat Panel flamingo 4 oz tumbler while the "Energetic Countess" bragged about a #150 Banded Flute flamingo (and well she mihgt) tray and also a moonbeam one.

diamonds are forever, continued

As far as yours truly is concerned what would you say if I reported the #1445 Grape Cluster center bowl in crystal or even a pair of #31 Toy candlesticks in crystal. Thank you, I think that they are real nice too.

"The Cardinal" reports adding a Navy glass to his growing collection, (that one has a Cobalt foot) and also a crystal #1404 Old Sandwich 8 oz tumbler.

Isaac Bashevis Singer said "Two important things are to have a genuine interest in people and to be kind to them. Kindness I've discovered, is everything in life."

Let me take this moment to thank each and everyone of you for taking the time to be kind to me during the Convention. While I was at the Display it was heart-warming having so many of you speak to me so kindly. This was a very difficult time for me without Lloyd, thank you for your help and concern. My son Donald came to the Convention with me this year, and hopefully for many more to come, and he is a great help and support for me.

Please take time to send me a list of all the pretty things you bought during your hectic days at Convention. Let me add them to "diamonds are forever" and see your finds in print. Everyone can then enjoy them also.

LETTERS, WE GET LETTERS

In separate envelope are 34 checks totaling \$2,038.19.

Our HCA booth and display were very successful and we feel did educate the public about our glass and made available the material which is seldom seen outside Ohio (Newark). We received many compliments concerning the availability of the books and glass items.

Ann Montague
Massachusetts

I am new to Heisey collecting (second year member) and whenever my husband and I travel your "1925-38 Encyclopedia", Mr. Vogel's four volumes, Yeakley's Color Book, plus whatever else I can carry, go with me.

Two weeks ago I visited the Sandwich Museum in Massachusetts. In one case I saw a wooden Sandwich model and the completed glass piece near it. It was an oval shaped nappie. Near the wooden model was a card which read "Donated by Mr. Clarence Heisey". I remembered your pages 11 and 12, regarding the wooden models.

I feel sure someone with more experience has passed this information on to you. I was told the Sandwich Museum was redecorated last year. If there were other wooden models, I didn't see them. But, like my first trip to our Museum and the Heisey Convention last year, the sight of so much lovely glass was overwhelming.

P.S. Sandwich is nice, but I prefer our Heisey.

Nancy Thomas
Cincinnati, Ohio

We the Board and Members of the Old Towne West Society wish to thank you and all the Heisey Staff for your help both financially and otherwise in making our Annual Yard Sale a success.

We are looking forward to working with you on the up and coming Ice Cream Social.

We appreciate your interest in Old Towne West. This is just one more step in making our area a place for everyone to be proud of.

Marge Burger
Old Towne West Society

I was pleased to receive the \$50 I won from your Annual 200 Benefit Dinner. I'm glad this fund raising event was such a success and that I was able to participate.

Best wishes to your group.

Jerry McClain
Granville, Ohio

THANKS VOLUNTEERS

I would like to personally thank each and everyone of you who so generously gave of your time during the Convention.

Once again our faithful Members made things possible. As you know I'm writing this prior to the Convention. I know we will be taking home alot of good memories of our new friends we met by Volunteering. Thanks again in advance.

Ray Stadle, Jr.



No. 473—8 IN. BASKET VASE
SHOWING EFFECT WHEN FILLED WITH FLOWERS
PATENTED

LETTER

The following letter is from the original material donated to HCA by Harold Dunham. We find it an interesting comment on how the glass industry was trying to combat foreign imports. It is printed on a Heisey letterhead even though it is signed by Denson-Frey - apparently an advertising firm.

September, 1951

Dear GCA Member:

Somewhere, somehow, sometime, arose the idea that hand-made glass is high-priced. This idea evidently has become pretty firmly embedded in the minds of store people and of some segments of the consumer public. Apparently, no vigorous, aggressive, positive drive has ever been made to counteract it.

We believe the time has come for the industry, its sales and promotion staff and Denson-Frey to embark on a good stiff campaign to get across the idea that fine glass is a good investment; that there is beautiful glass to fit every interior, every occasion and every budget; that its usefulness (coupled with its other qualities) ranks it as one of the best investments among all home furnishings lines; that its great versatility means that it will pay its own way all around the clock; that if one knows how to select it properly, buying it can be an adventure as well as a shrewd investment; that technological methods have been improved so that costs have been kept down and today we are able to have beautiful glassware which once only royalty could afford; that glass is one of the few traditionally hand-made household items still available which will fit even a lean budget.

The foregoing are phrases taken from our recent and current radio, newspaper and magazine material. They are all geared to re-educate the thinking of anyone who associates handmade glass in his or her mind with high cost.

We believe that a concerted, sustained effort on the part of GCA and all its members, all the personnel of all members, right down the line, will re-train the thinking of buyers, salespeople and consumer along these lines. This fact about glass should become part and parcel of the glass salesman's selling talk, just as surely as points about its beauty, availability, etc., are selling points. It should become part and parcel of the salesclerk's selling talk with her customer, just as surely as she talks about design, style and brilliance. It should be given out freely -- not have to be pumped out of the salesperson by the customer.

We have never considered handmade glass expensive. It is a product of hand skills, art and craftsmanship. It is beautiful, its quality, charm and superiority are obvious and evident, just as they are absent in ordinary glass. Women are fashion-conscious, interior-decoration-conscious, prestige-conscious, as they have never been before in history. They want and need glass in their daily living; they will immediately get the point of glassware's value as an investment if it is given to them often enough, soon enough and long enough.

By what comparison, by whose standards, is handmade glass expensive? Only by comparison with prices

of some cheap lines of glass. Compared with other home furnishings lines, glass is downright inexpensive. In view of the limited contribution made to the home by other home furnishings lines, glass is amazing. In view of the deterioration that sets in with other lines (wood wears, fabrics fade and become threadbare, etc., etc.) glass is miraculous. A chair is useful only for sitting; curtains are useful only for hanging at windows; a lamp is useful only for lighting the room a few hours in the evening; knives, forks and spoons are useful only when you eat -- yet all those things are expensive and nobody minds.

Who says people can't afford handmade glass? For years they have paid \$20 for a seat to "South Pacific;" \$100 to \$500 each for millions of television sets; etc., etc. This is America, most envied country in the world's history, whose living standards make it a promised land for peoples of all other countries. We have more and better clothes, more and better homes, more and better home furnishings, more and better appliances, more and better everything, than any other people. Especially do we have more and better money. Why then, should we let competitors, merchandise people, buyers, salespeople, consumers or anyone else continue to build up the false conception that handmade glass is expensive?

You can't buy it for a dime; but it doesn't make sense to label it "expensive" for that reason, just as it wouldn't make sense to say an air mail stamp is expensive -- an air mail stamp merely costs more than an ordinary 3¢ stamp, that's all. It all depends on what standard of comparison you use, since everything is relative.

It's an erroneous statement and a specious argument for a buyer (anonymous) to state, as quoted in "Retailing Daily" on Monday, September 24, that "with each domestic (glass) price increase, European glassware becomes just that much more desirable." There are of course some cheaper grades and types of imported glass, but there are certainly many expensive ones; including glass shown and sold at Macy's Italian fair...such as a zebra-striped torso-shaped vase at \$39.95. How many American homes are proper setting for zebra stripes, and how many tastes geared to a torso-shaped vase? So, like all blanket statements, we submit that it is erroneous to say flatfootedly that "European glassware becomes just that much more desirable." You have to analyze and weigh in the balance all the factors involved, when making statements about the cost of glass, just as you do in everything else.

If all this sounds like a Philadelphia lawyer on a soapbox, please forgive us. We only wish to get GCA members started to thinking along new lines about price, with a view to re-training consumer and retailer thinking on the subject.

We see no logical reason for expecting handmade glass prices to remain at a standstill while prices of everything else rise. The economy under which we are all operating at present is an inflated economy. Consumers are paying more for everything they buy: but at the same time consumers today have more disposable income than at

SEPTEMBER, 1951

Seventeen magazine's September teacher-aid manual, *Seventeen at School*, suggests to high school teachers that they build lessons around American handmade glass, show girls how to judge it, how to recognize it, how to care for it, how to select a glassware pattern for their hope-chest purchases. If local teachers ask you to lend them items of American handmade glass for these demonstrations, or wish to bring classes to your store to inspect your stock of American handmade glass, we suggest that it will be worth your while to cooperate with them. Many stores have already found that girls often select a glassware pattern for their hope-chests while in jr or sr high school...

American China & Glass Show, "a salute to the creative genius of American designers & craftsmen." Altman's, NYC, is a special Fall showing of 21 beautiful table-settings featuring American handmade glass, plus fascinating live demonstrations showing hand-blowing & finishing of glass, & hand-cutting of designs on glass, with skilled artisans from American glasshouses demonstrating these intricate techniques. The finest glass made in America today, mainly the products of member-firms of Glass Crafts of America, is featured. The versatility & fresh point of view of American glass are set forth in original table-settings. Color schemes are gay: persimmon red with green; dark green with pink, purple & mauve; black, white, red; black, white, gold. Centerpieces feature the unexpected: red flowers in a polished brass coal bucket; old pine doll cradle holding green pine branches; milk-glass hen-on-nest dishes standing on red wagon-wheel Lazy Susan. On formal dinner table, long-stemmed hand-cut goblets; on informal luncheon table, spruce green hand-blown tumblers; on table with centerpiece of carved wood ducks & cat-tails, simple low-stemmed goblets; white & chartreuse plaid cloth teamed with chartreuse glassware...

PROMOTIONAL AD BY THE
GLASS CRAFTS OF AMERICA
REFERRED TO IN THE ACCOMPANING LETTER.



Household magazine's cartoon is significant. Women love glassware! To them it represents beauty, romance, glamour, prestige. A Chicago store sells featured items (such as vases, bowls, epergnes) by showing them with fresh flowers; women can't resist the strong appeal...

Suggesting double-duty uses for glassware items also ups sales. **IF YOU WANT TO SELL MORE GLASS, WRITE FOR OUR FREE SEPTEMBER MERCHANDISING AID. "28 NEW WAYS TO USE GLASS."** ADDRESS YOUR REQUEST TO GLASS CRAFTS OF AMERICA, 19 W. 44 ST., N. Y. C...

House & Garden carries story on cut-glass in Oct. issue; great sales stimulant for American handmade glass. This influential home service magazine is now planning another article on American handmade glass. Editor says "American glass is getting better all the time & we are glad to recommend it wholeheartedly to our readers"... Watch for story on glass merchandising, October *Gift & Art Buyer*...

Iowa State College, at Ames, getting ready to hold big American Handmade Glass Show, for benefit of its 8,900 students & other thousands throughout the community...

American handmade glass tops all lines of home furnishings in offering so much for so little beauty, craftsmanship, usefulness: with strong promotion 52 weeks a year that sends pre-sold customers to your store. Backed up by American Flint Glass Workers' Union, top glasshouses united in this great merchandising campaign designed to help you sell more glass are: **BLINKO, CAMBRIDGE, DUNBAR, DUNCAN & MILLER, ERICKSON, FENTON, FOSTORIA, HEISEY, IMPERIAL, INDIANA, MORGANTOWN GLASSWARE GUILD, SENECA, VIKING, WEST VIRGINIA GLASS SPECIALTY.** When you buy glassware, make sure it is the product of a member of Glass Crafts of America. Their labels assure you of top quality, design and promotion...



CIRCULATE THIS NEWSLETTER AMONG YOUR SALES & PROMOTION STAFF

LETTER, continued

any other period. Simple logic shows one that glass cannot be an exception to price rises. The vital one step further in trade and consumer thinking (that glass is an investment, etc., see page 1) will help to offset the false high-price legend which has existed.

Since our August report, we have been engaged in:

(1) A drive to increase the number of daily newspapers receiving and using our regular mailings of special articles on AHG.

(2) A drive to increase the number of radio stations receiving and using our special scripts on AHG.

(3) Devising, with magazine editors, new approaches for articles on AHG in the magazines, such as TODAY'S WOMAN, HOUSE & GARDEN, WOMAN'S DAY, GOOD HOUSEKEEPING, AMERICAN HOME, etc.

(4) Developing new merchandising helps for retailers (see September Newsletter offering "28 New Ways to Use Glass").

(5) Working out details of several promotional plans to present to GCA members at the October meeting.

(6) Working with trade magazine editors on new stories ("China, Glass & Decorative Accessor-

ies," "Gift & Art Buyer," etc.)

(7) We sent a representative from our office to one or two Pennsylvania stores including Christman's Pottstown, to obtain background information for trade magazine articles along the lines of the glass department "case histories" which we have been writing for these magazines. We shall be very glad to receive from you the name of any store you wish to suggest for a "case history" story.

Indications are that the October 23rd. GCA meeting will be well attended, and from our viewpoint, important, since we will make an interesting report and some suggestions that will be worth considering for industry promotion.

We hope the 14 member-firms will all be represented at the meeting, to strengthen the feeling of a closely-knit industry, to jointly consider industry procedure, and to hear an up-to-date account of our activities on behalf of the industry.

Meanwhile, we have endeavored and shall continue to endeavor to keep you informed of developments as they arise during the month.

The following account of how Heisey Glass was made was found in rough form in the material donated by Harold Dunham. He is possibly the Author. This does not appear to be the final product, but a rough draft product, with many corrections.

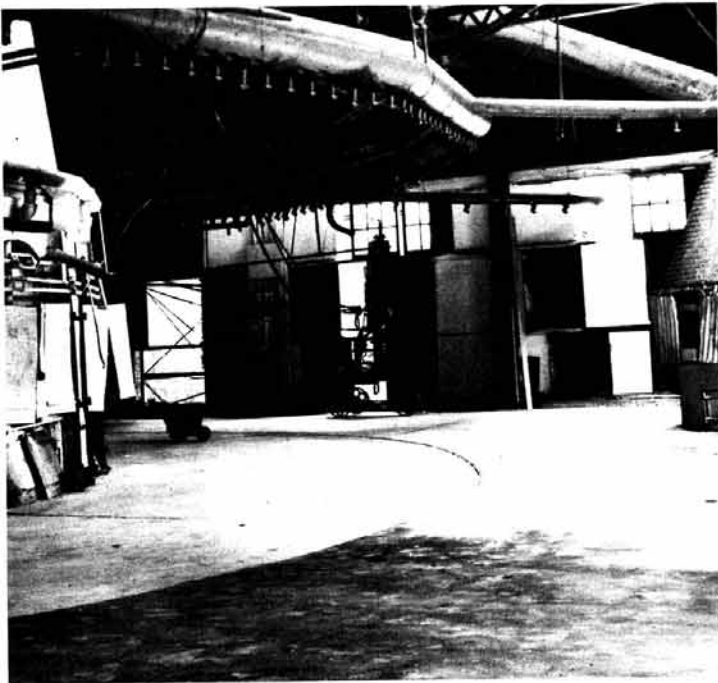
CREATIONS BY HEISEY

One of the open secrets of Heisey quality is the artistry and skill which go into the making of Diamond H "masterpieces" in crystal.

The story begins with the selection of sand and other raw materials from which all glass is manufactured according to formula. The cheaper grades of glass are made with more lime; the better grades with more lead, potash and other chemicals to give the blown crystal brilliance, a bell-like ring and other characteristics.

The quality of ingredients is just as important in making fine glassware as in baking a cake. Heisey experts get off to a good start by insisting on maximum purity of sand and other raw materials they buy. But even this isn't enough. They go one step more, and further purify the refined products by their own process. This pays in crystal, clear as spring water.

The purified sand and other components are thoroughly mixed, then shoveled into one of the 16 gas-heated pots comprising a glass melting furnace. Allowing time for melting and "boiling out" of impurities, the "batch" is ready for hand-working within 20 to 40 hours. Shaping the molten glass, or "metal" as it is known in the industry, is now up to a "shop" of workers, the smallest group needed to make a particular item.



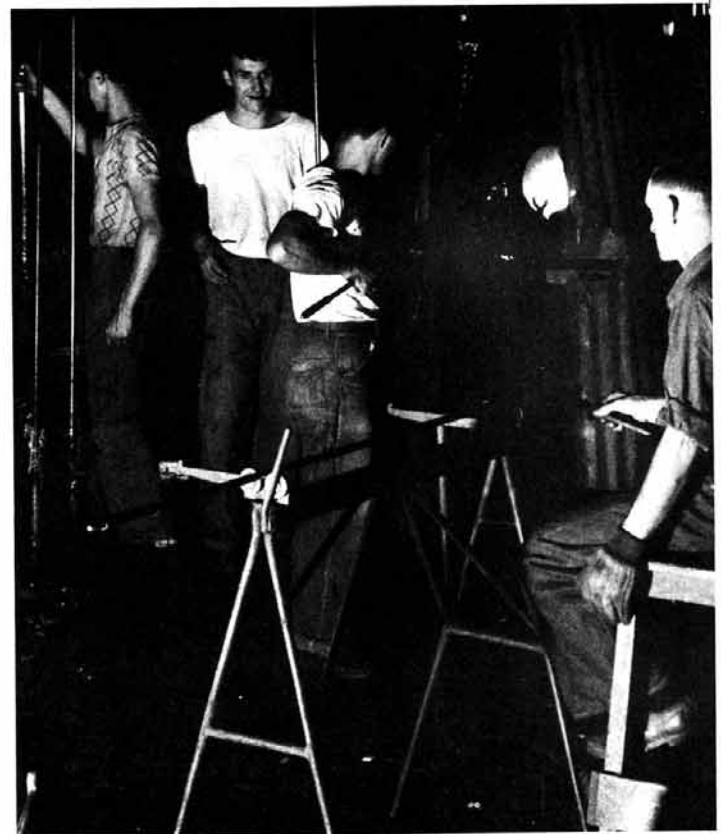
FURNACES AT THE HEISEY FACTORY

The number of persons in a "shop" varies from four to twelve, depending on the piece being made, but it is always a smooth-working team in every sense of the word. Like a bomber crew, they enjoy a unique comradeship and take considerable pride in their record.

A "shop" works with precision to keep each member supplied with the right amount of hot glass at the right time and temperature for best results. What is more, each shop must integrate its own activities with numerous other shops on the floor at the same time. The job is further complicated by the fact that the hot glass is always handled with special tools, which are often five feet long.

The coordination of skilled glass-makers embodies true rhythm, all the more remarkable because the glass being formed is more than just a "hot potato." It has fluid motion, rapidly changing colors that mean things to trained eyes and, of course, fragility.

Team-work in a "blown-ware shop" begins when a "gatherer," as he is called, thrusts a long blow-pipe into the mouth of a gleaming pot to collect a ball of white-hot glass by turning the "pipe". Molten glass can be "gathered" in this way, without a ladle, because it is more like bread dough than molten metal in consistency. Withdrawing his glass-studded pipe from the pot, the "gatherer" swings it over to a horizontal table, known as a "marvel," where he rolls the glass on the end of the pipe to give it uniform shape. Chances are, the "gatherer" will also puff through the pipe to advance the shape of the glass, before passing it on, pipe and all, to the "blower".



WORKER PREPARING TO MARVEL GLASS BEING REHEATED IN GLORY HOLE BY ANOTHER WORKER

With speed and dexterity, this skilled artisan shapes the ball of glass on his pipe by turning it in a hollowed block full of water, and then blowing on the pipe to expand the dangling glass bubble.

The blower, standing on a low platform, lowers the glowing glass into a mold at his feet. Now he really blows his pipe in earnest, twirling it all the while with his hands until the glass has assumed the shape of the mold.



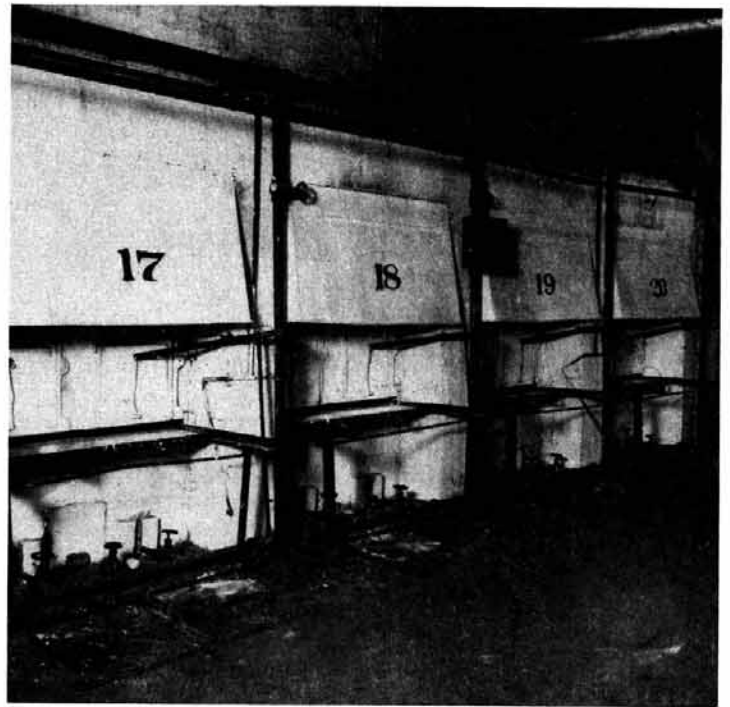
THE BLOWER BEGINNING TO BLOW GLASS THROUGH THE HOLLOW BLOWPIPE.

If the shop is making pressed ware, the gatherer uses a solid "pundy" instead of a hollow blow-pipe to gather the molten glass. He deftly swings the hot glass over to an open mold nearby, and a "presser" snips off the right amount from the pundy with a pair of shears, closes the mold and brings down the handle of a plunger to force glass into the mold pattern.

After the glass--blown or pressed--is released from the mold, it is reheated in small furnaces, or "glory holes," to fire polish it for a high finish, as well as make it hot enough for further fashioning at the hands of other craftsmen.

Glowing, pliable glass from the "glory hole" is passed along to Heisey "finishers," who shape it with wooden paddles or tongs as they twirl it like putty in a lathe, on two runners of a horizontal finishing table.

Sometimes, both pressing and blowing precede hand-finishing operations. Pressed stems, hot out of the mold, for example, are skillfully stuck on the blown bowls of goblets-to-be; then a gob of molten glass is dropped from a pundy on the end of each stem to be miraculously whirl-fashioned into the foot of the goblet.



LEHRS AT HEISEY'S

When the shape has thus been formed, the still-hot crystal is carried to the "lehrs," or long ovens with conveyer-belt floors, which carry the glassware through a gradual increase and lowering of temperatures to temper the glass and relieve internal strains.

When it comes out of the lehr, the crystal is carefully inspected to make sure that it comes up to the high standards of Diamond H ware. Some of the items are then ready for packing and shipping, but most of them are ear-marked for still more expert attention. The tops of goblets must be cut down and polished, and the bottoms of other pieces must be ground to assure solid footing or enhance the beauty of the crystal. Some items are sent to other departments for etching or cutting.

Etching involves the application of a wax stencil to the glassware, and then immersion in hydrofluoric acid, which eats intricate patterns in the exposed crystal.

Cutting brings out the long acquired skill of another group of true craftsmen--the cutters, who engrave their regal designs on crystal with grinding wheels. This art work is either left with a grayish tone as it comes from the wheel, or polished by acid to give it diamond-like clarity.

Glassware with acid-polished cuttings is referred to as "rock crystal," because of its close resemblance to the cut and polished items made from real crystal quartz by old masters of the art.

Cutting, etching and other finishing or decorative touches add to the value of the crystal in direct ratio to the workmanship involved. The quality of the glass itself, however, is always high, whether in plain or decorated lines.

Pressed, blown, etched or cut--all Heisey crystal is painstakingly created by hand to maintain the high standard that has made the Diamond H brand famous for more than 50 years.



GRINDING THE TOP OF A GOBLET

The original caption reads:

Blown stemware looks like bottles until the neck at the top where the blowpipe is attached is "cracked off". The rough rim of the bowl is then ground smooth before the rim is polished to complete the plain blown item,



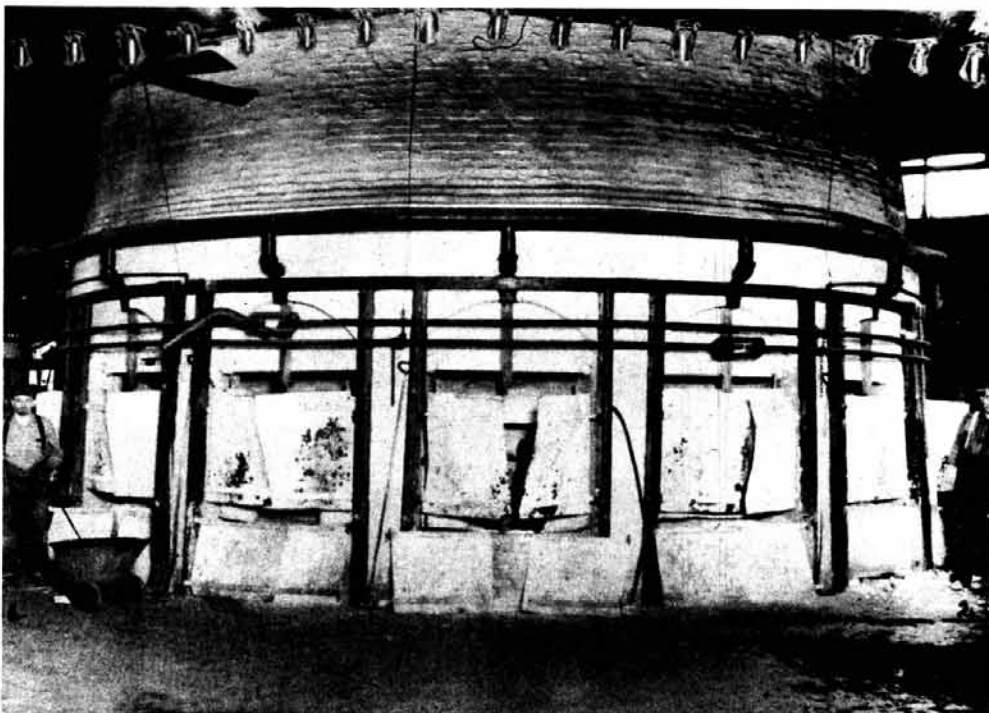
CUTTING & ENGRAVING

A METHOD OF DECORATING GLASS BY CUTTING DESIGNS DIRECTLY UPON THE WARE WITH ABRASIVE STONE WHEELS MOUNTED ON MOTOR-DRIVEN LATHES. EACH PIECE IS WORKED DIRECTLY BY HAND.

ETCHING

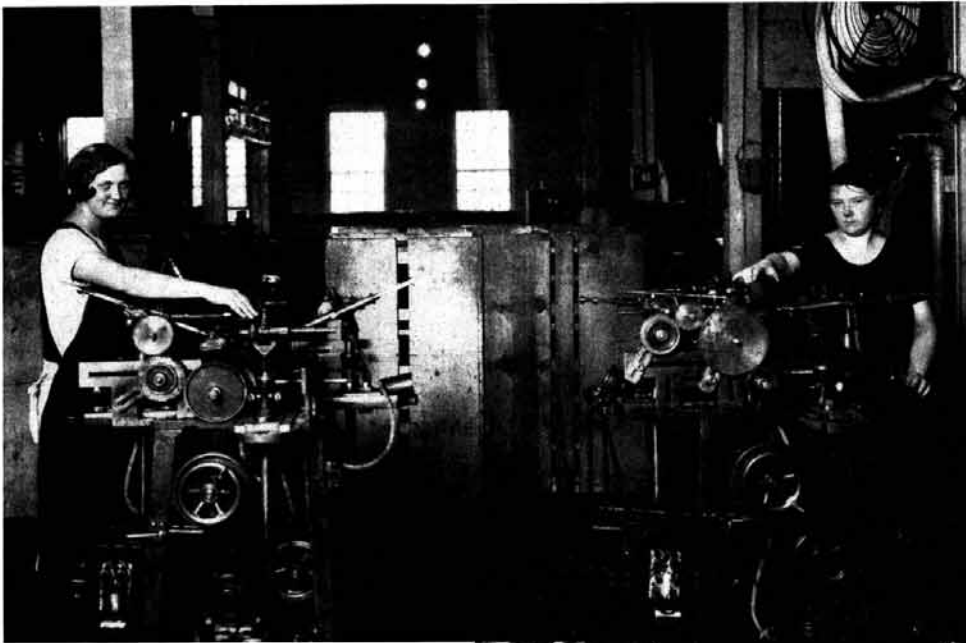
A METHOD OF DECORATING GLASS BY APPLYING TRANSFERS OF ACID-RESISTING PRINTS FROM ENGRAVED STEEL PLATES. THE REMAINING EXPOSED PARTS ARE HAND-FINISHED WITH RESISTING

WAX, AND THE WARE IS THEN PLACED IN AN ACID BATH AND ETCHED.



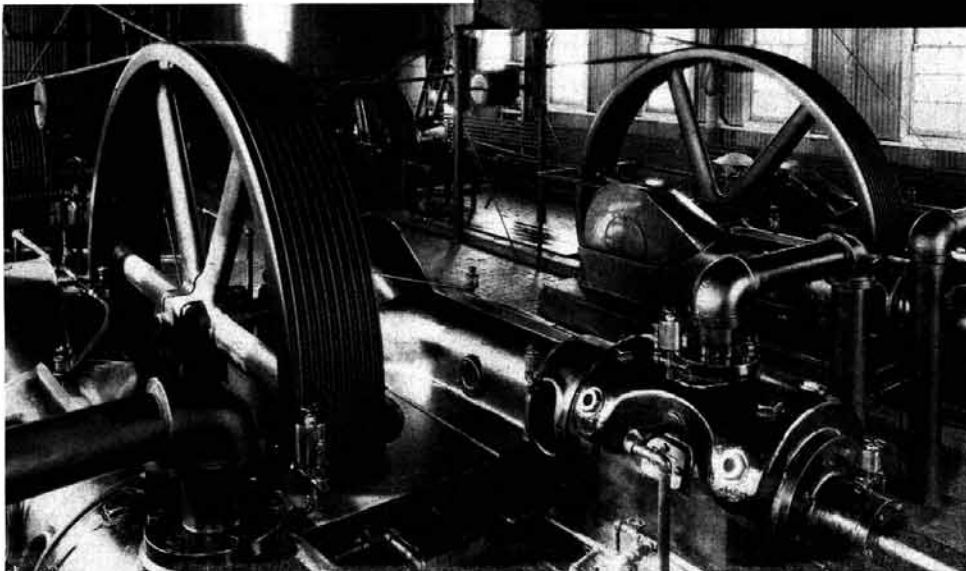
THE 16 POT EAST FURNACE AT THE HEISEY PLANT. THE 16 POTS ARE NUMBERED ABOVE THE POT OPENING. THE FIRE IS ON THE FIRST FLOOR UNDER THE POTS. THIS PICTURE WAS TAKEN ABOUT THE YEAR 1935. MAN NO. 1 IS AUGIE FEURRIEGE AND MAN NO. 2 ON THE RIGHT IS ELMER WARMAN, FATHER OF VIOLA ARMENTROUT. MRS. ARMENTROUT REPORTS THAT HER FATHER ALWAYS CAME HOME FROM THIS JOB WITH ALL HIS CLOTHES SOAKING WET.

SEVERAL OF THE PICTURES ILLUSTRATED IN THIS ARTICLE WERE LOANED BY VI AND OLLIE ARMENTROUT.



NEEDLE ETCHING MACHINES

SECTION OF ETCHING ROOM.
SHOWS BLACK WAX BEING
APPLIED TO DESIGN PLATE -
ALSO BEING APPLIED TO
GOBLET.



SECTION OF THE HEISEY POWER
PLANT

Another segment of Heisey history contained in the Harold Dunham material. Apparently this was written about 1946 after World War II had ended.

DIAMOND H, SYMBOL OF QUALITY !

The Diamond H trade-mark of the A. H. Heisey & Company, Newark, Ohio, has identified ultimate quality in fine crystal for more than 50 years. That such a reputation stems from no accident, is shown by the history of this typically American firm, founded and guided by youthful ambition and a pioneering spirit.

After serving in the Union Army for four years in the Civil War, Major A. H. Heisey, founder of the company which today bears his name, began his career in the glass industry with the King Glass Company, of Pittsburgh, Pennsylvania. Subsequently, Major Heisey gained additional know-how in the industry as an executive with the George Duncan & Sons Company, founded in Pittsburgh by his father-in-law, and with the U.S. Glass Company, which purchased the Duncan firm toward the latter part of the 1880's. *

It was along about this time that the Major decided to satisfy a pioneer yearning to enter the mining and ceramic business in Arizona and Colorado. After building an adequate financial reserve in this field, ambitious Major Heisey determined to establish his own glass house back East. Looking around for a suitable site, he chose Newark, Ohio because of its proximity to natural resources of fuel and fine sand, its transportation facilities and industrious workers.

Production at the A. H. Heisey & Company began in 1895, and the famous Diamond H trade-mark was introduced--the first recognized trade-mark in the glassware industry. **

At the turn of the century, just about every American glass house was producing fancy, lavish patterns resembling "geometric pinwheels". Not content with this monotonous theme, the Heisey Company thought it was time to revive the simpler Colonial glassware, and did so, despite the contemporaries. This trend proved tremendously popular, and it wasn't long before other glass-makers were following Heisey's lead.

Despite the swing to Colonial lines, Heisey's experienced very little competition at this point, because of the high quality of their crystal and the way it was finished by cutting or grinding--something new again in fine hand-wrought glassware. What is more, Heisey made everything in a pattern from goblets to finger bowls.

It cannot be said that Heisey's hid their "highlights" under a bushel either, for they were the first glassware firm to advertise nationally about 1910.

In 1914, the Heisey Company began to make blown stemware in the trend of that day, but here again, Major Heisey and his sons, now in business with him, were not satisfied with the status quo. Instead of the traditional pulled stems for stemware, they started making fancy pressed stems. The idea met with universal approval, and today, it is safe to say that practically all of the best hand-wrought stemware is made with pressed stems.

The popularity of sparkling colored glassware from 1923 to 1930 was a direct result of pioneering by the A. H. Heisey & Company. New, appealing colors introduced by Heisey's included Moongleam, an unusual green; Alexandrite, a true orchid color; Flamingo, a gorgeous pink; Tangerine, the only orange color

produced; and Zircon, the true natural color. Among other colors made under the Heisey trademark was Sahara, a golden yellow.

At the outset of World War II, the Newark industry foresaw a demand for figurines and cut glassware to replace the supply that would be cut off if the fighting spread. When the worst did come, Heisey's filled the assignment with distinction. Today, there are no finer figurines and table settings made in all the world.

War was more than just a change in the market for the Heisey Company. Sons, husbands and brothers of Heisey workers marched off to war. Employees, too, joined the colors, or entered war industries. More power to them! It just meant that for the duration, fewer demands for Heisey crystal could be satisfied.

In a world at peace, Heisey leadership continues to hinge not on an assembly line, but on the individual skill and personality of Heisey craftsmen--men and women who have grown up in the business.

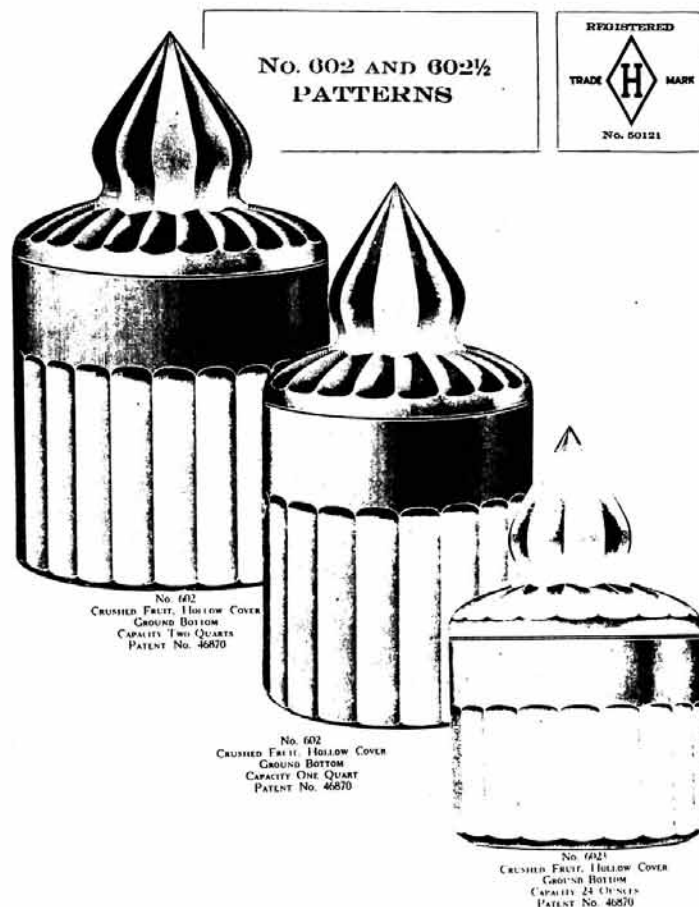
It is not unusual for a Heisey "old-timer" to have over 40 years service with the company. Twenty-five year veterans are comparatively common. As for families employed at the firm, it is often a tradition that a son follow in his father's footsteps.

Today, for example, the president of the company is T. Clarence Heisey, son of Founder A. H. Heisey.

Manpower, heritage, tradition, experience! These are reasons why the A. H. Heisey & Company can look forward to maintaining aggressive leadership in the glassware industry.

* Actually, in early 1891.

** The company actually began producing glass in 1896. NB



HEISEY NEWS IN HEISEYLAND

Several things have and will be happening to publicize Heisey Glass and the Heisey Museum in and around Newark.

The Pataskala Public Library requested a display of Heisey Glass for the month of May. Betty and Burl Whaley, who live in Pataskala, responded with a great display from their collection. The Library is very pleased.

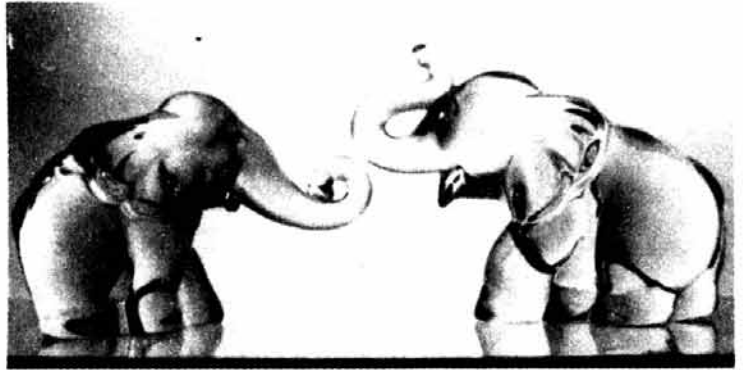
Talking about libraries, Martin Haffey, associated with the Newark Public Library, visited our library recently and invited us to participate in a county-wide library organization. While here, he casually looked over our library and was quite impressed by its extent. This resulted in his asking Neila Bredehoff to appear on his program about county libraries on WHTH radio on May 25.

The Heisey Museum is beginning a co-operative effort with the Licking County Historical Society to publicize and promote the Heisey Museum, the Sherwood-Davidson House Museum and the Buckingham House as a "one-stop" tour complete with luncheons available to group tours. We are also now involved in Old Towne West and received many Museum visitors--almost 200--during its annual Tour of Homes in May.

Our up-coming Picnic In The Park on July 31 is co-sponsored by all these groups. Any Heisey members in the area or traveling are most welcome to attend, as is the general public. Entertainment is available, as are soft drinks, ice cream and sandwiches. See page 4 for more details.

In addition, Liz Stickle, Louise Ream, Wanda Lybarger and Mary McWilliams have attended various eye-openers and after-hours meetings sponsored by the Newark Chamber of Commerce. They also attended a recognition dinner sponsored by the Newark Downtown Association, who also sponsor the Strawberry Festival held annually the weekend preceding our Conventions in conjunction with the Flea Market on the Square.

So, you can see, that in addition to the Convention, Flea Markets, the on-going inventory and the more mundane work of daily operations, the Museum has been busy being involved in the local community. We ARE involved and becoming more visible.



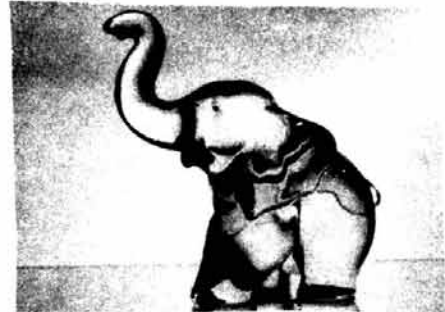
LARGE ELEPHANT

This item was made in crystal, crystal frosted and amber. It is one of the larger animals being 5 inches tall, 6 inches long, and 2 inches across. When marked, the Diamond H appears between the legs on the left side.

The bottom is ground and polished. The left front leg is shown well in front of the right front leg and slants back as it rises. The right front leg rises nearly straight up swelling out at the shoulder area. The left rear leg is in front of the right rear leg and is nearly straight up with fullness in the flanks. The right rear leg rises to the knee where it slants forward. The tail is oblong and lays on the back side. Its ears are large and cover about half of the body. He has a large head with small dots for eyes. His mouth is shown open. The trunk extends straight out then turns back to the head curving up and forward again.

MIDDLE ELEPHANT

She has her trunk down. She is a mid-sized item being 4 inches tall, 6 inches long, and 2 inches across. She was also made in crystal, crystal frosted and amber. When marked, the Diamond H is between the legs on her left side. Her legs, body, ears and head are like the large elephant but smaller. Her trunk extends out and down, curling back over and tucking itself.



SMALL ELEPHANT

This little fellow is 4 1/4 inches tall, 4 1/2 inches long and 1 3/4 inches across. He was made in crystal, crystal frosted and amber. When marked, it is between the legs on the left side. The legs, body, ears and head are like the other two, but smaller. He is taking after Daddy as his trunk extends out, then curves to nearly straight up before turning out again and slightly down.

HEISEY ANIMALS

ELEPHANTS

BY DICK MARSH

(This article was first printed in June, 1976 HEISEY NEWS. With the new Opalescent Elephants we have available, we thought you might enjoy being re-introduced to the Elephant family.)

The TV show, American Sportsman, must remember that this is an election year and if any Democrats go to Africa and shoot an elephant, the Republicans will demand equal time (under the Fairness Doctrine) to go and shoot a donkey!

#472, 473, 474 & 475 NARROW FLUTE WITH RIM

Dates: 1915-1933. #475 nut dish remained until 1935.

Colors: A few items were made in flamingo and moongleam. The #475 nut dish was also made in hawthorne. A few items are known in vaseline, but these are scarce.

Decorations: Occasionally some pieces are found with a simple cutting on the plain band around the top. Some items are also found with various colored stains applied by other firms.

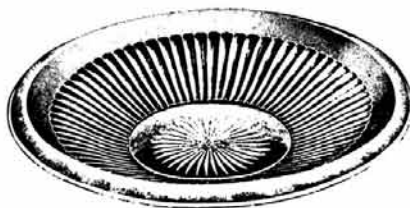
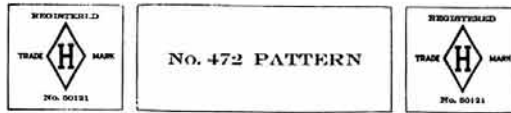
Marked: Usually. The #475 nut dish sometimes contains a patent date as does the dice sugar.

Comments: An interesting pattern containing many unusual items. Colored items are desirable, especially since this pattern is basically colonial in nature and thus most production was only in crystal. Other companies made similar items, especially the dice sugar and cream, so it is best to buy these items only with the Diamond H. A dice sugar has been seen with the mark on one of the small panels, rather than in the bottom as is usual.

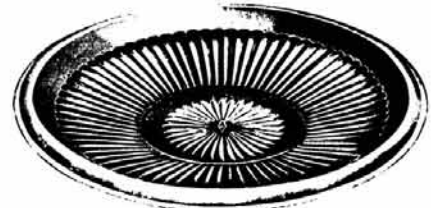
Patents: #47738 for basket applied for 3/1/15 and granted 8/17/15. #49224 for 2-handled tray applied for 6/11/15 and granted 6/20/16. #48614 for #475 fruit dish applied for 11/3/15 and granted 2/22/15. Andrew J. Sanford listed as designer for all patents

Imperial Reissues: None

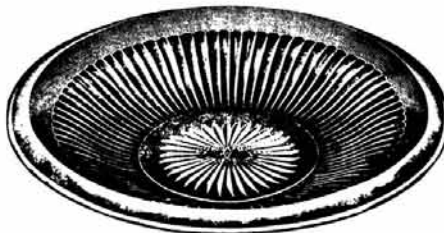
Availability: Moderately available



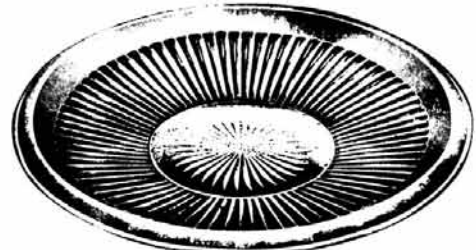
10" in. SALAD BOWL
Concave Bottom



11" in. SANDWICH PLATE
Concave Bottom

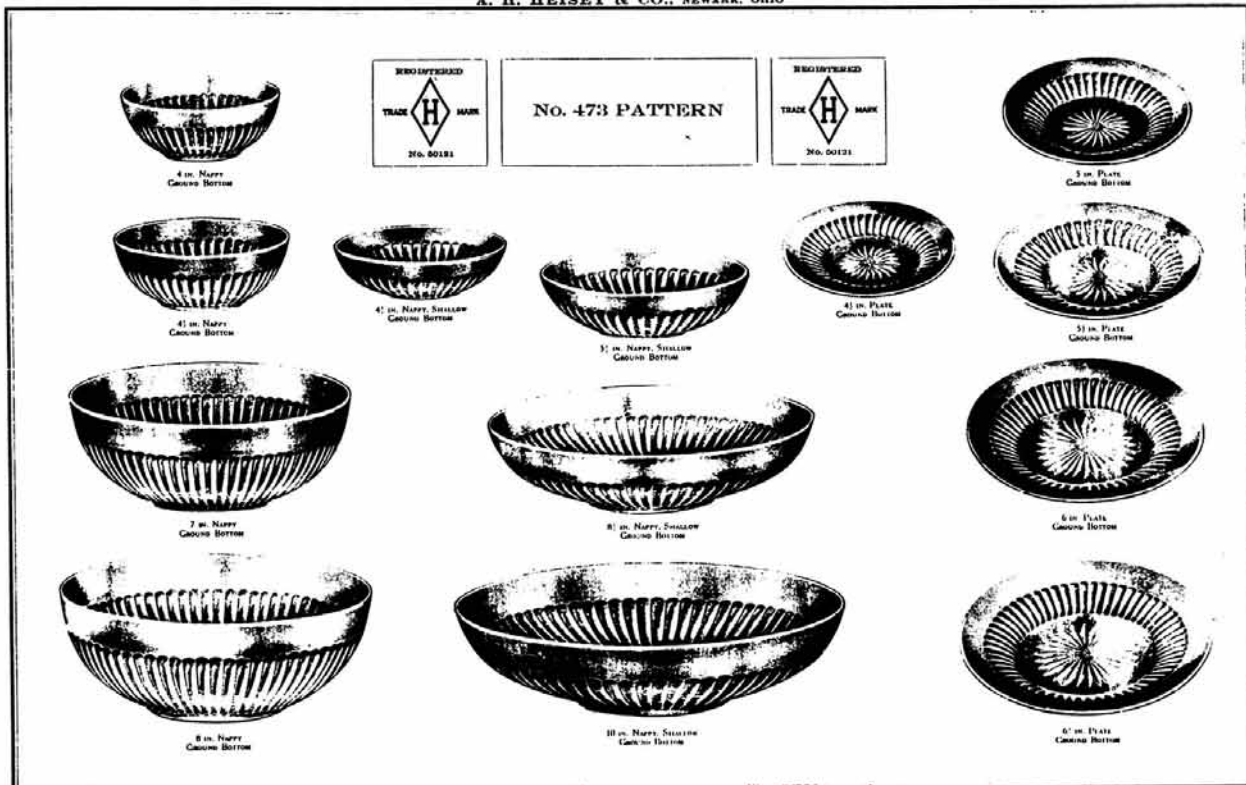


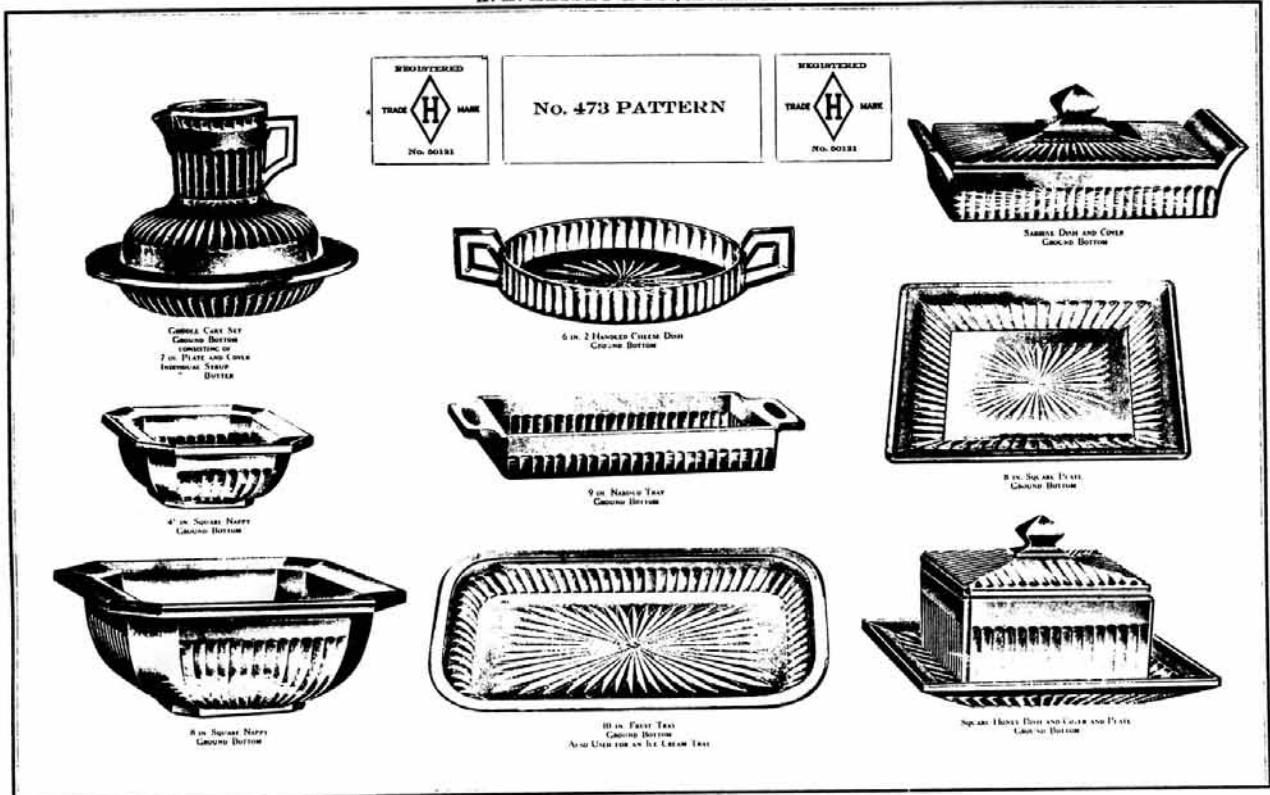
11" in. SALAD BOWL
Concave Bottom



12" in. SANDWICH PLATE
Concave Bottom

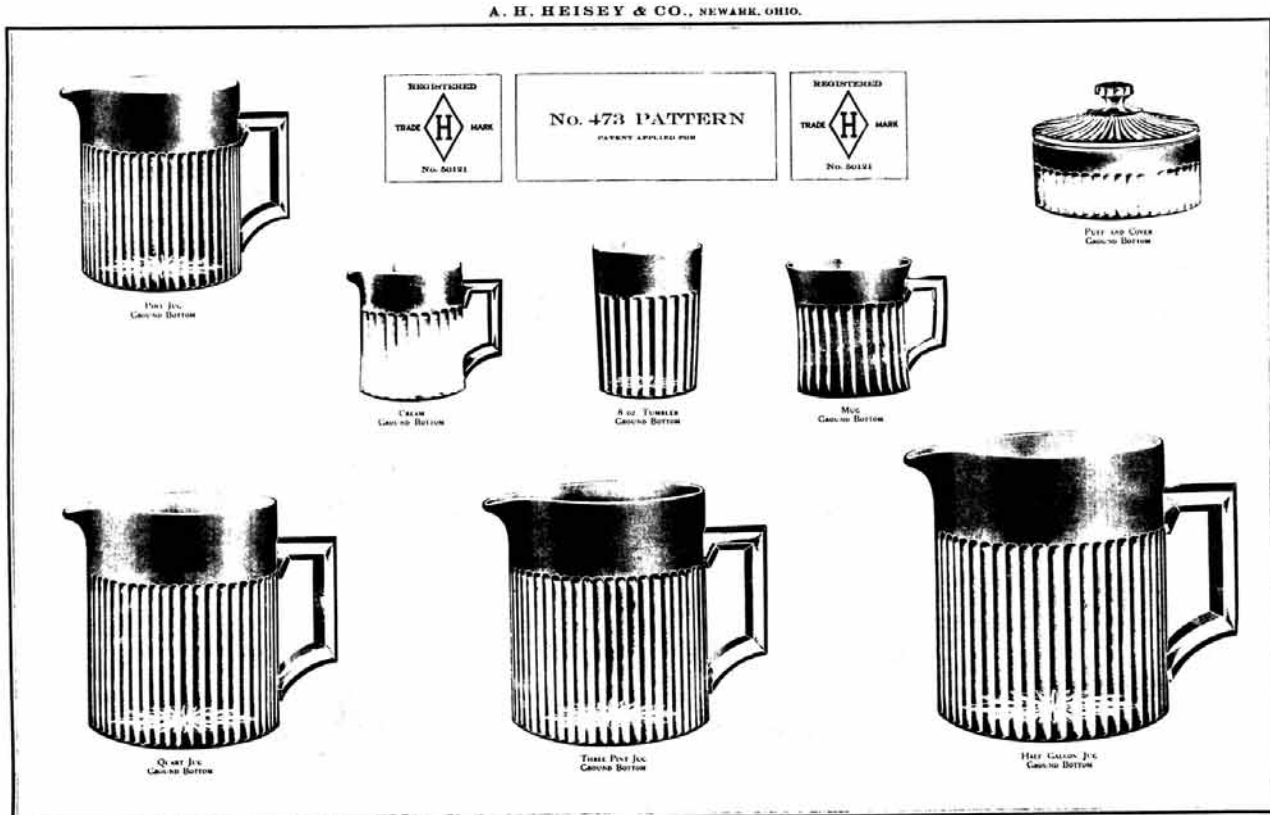
A. H. HEISEY & CO., NEWARK, OHIO

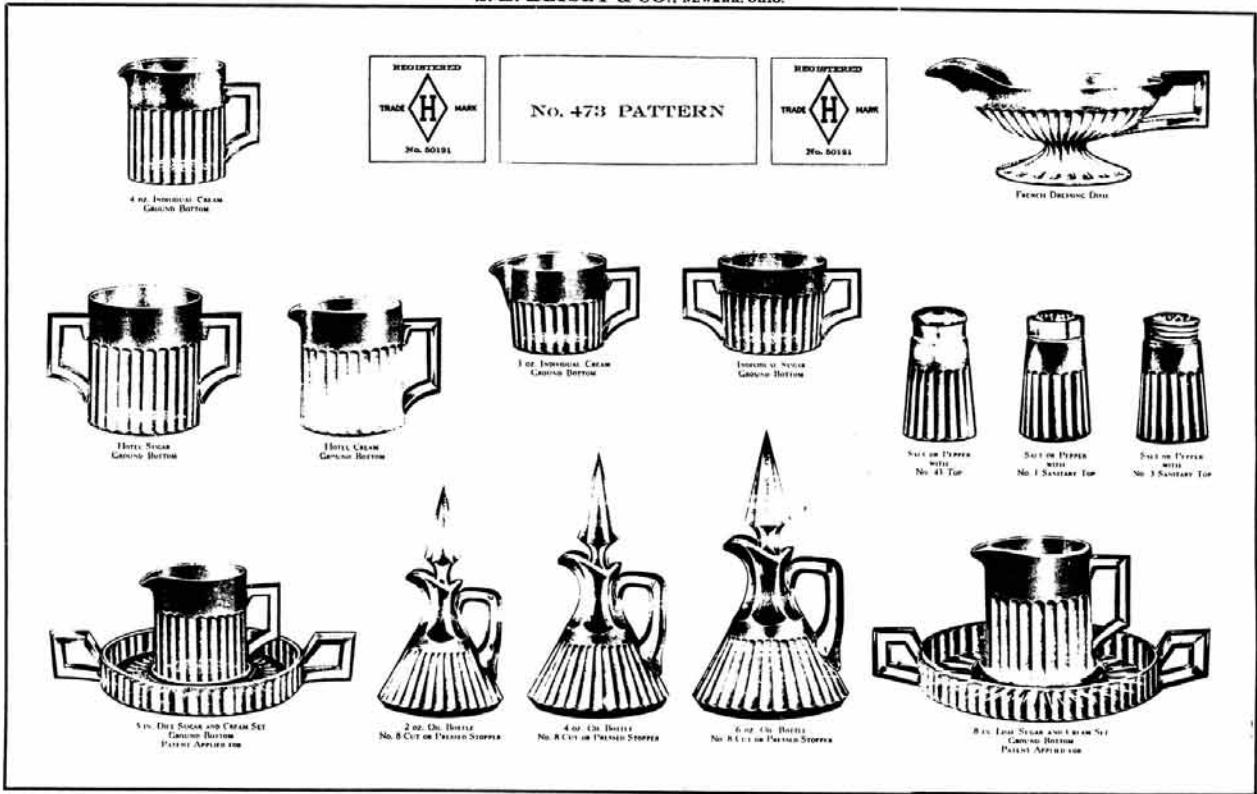




Notice especially the sardine box and the griddle cake set

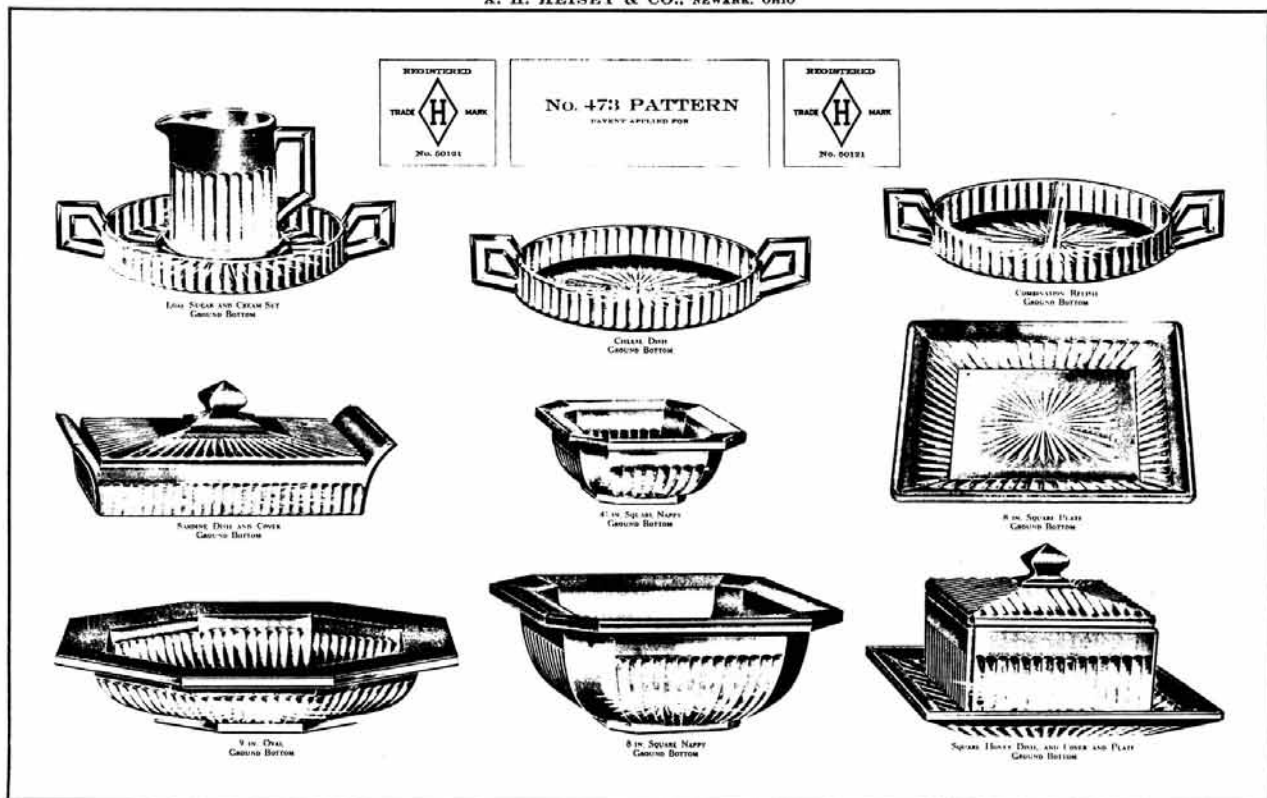
There is another large puff and cover with rounded top and bottom. A soap dish, with ridges in the base, is known similar to the puff box shown.





There is also a little stack set cream and sugar with rounded handles not shown.

Some items shown below are duplication, but others differ from those shown on Page 16.





No. 474-4 IN. NAPPY
GROUND BOTTOM



No. 474-4 1/2 IN. NAPPY
GROUND BOTTOM



No. 474-5 IN. NAPPY
GROUND BOTTOM



No. 474-5 1/2 IN. NAPPY
GROUND BOTTOM



No. 474-6 IN. NAPPY
GROUND BOTTOM

Items on left are #474.

Items on right are #475.



No. 475-3 1/2 IN. SALTED NUT DISH
GROUND BOTTOM
PATENT APPLIED FOR



No. 475-4 1/2 IN. CHOW CHOW DISH
GROUND BOTTOM
PATENT APPLIED FOR



No. 475-5 1/2 IN. LEMON DISH
GROUND BOTTOM
PATENT APPLIED FOR



No. 475-6 1/2 IN. PRESERVE DISH
GROUND BOTTOM
PATENT APPLIED FOR



No. 475-9 IN. FRUIT DISH
GROUND BOTTOM
PATENT APPLIED FOR

Catalog pages illustrating **NARROW FLUTE WITH RIM** are from Catalog 76, circa 1915.



No. 473 B IN. VASE

No. 473 VASES
MADE IN D, F, AND B IN. SIZES
REGULAR, FLARED, CRIMPED, AND CUPPED



No. 473-7 IN. TWO PIECE VASE
WITH PERFORATED FLOWER HOLDER
GROUND BOTTOM



No. 473-8 IN. VASE
CRIMPED



No. 150
BED ROOM SETS



No. 150-No. 1 Bed Room Set consists of
1 10-IN. TRAY, GROUND BOTTOM
1 10-L. TANKARD
1 10" QUART JUG
1 TUMBLER



No. 150-No. 1 Bed Room Set

No. 150-No. 2 Bed Room Set consists of
1 10-IN. TRAY, FIRE POLISHED BOTTOM
1 PINT TANKARD AND COVER
1 TUMBLER
1 MATCH BOX AND COVER
1 NAUGHTY FOOT CANDLESTICK

No. 150-No. 4 Bed Room Set
LIKE NO. 2, TRAY GROUND BOTTOM



No. 150-No. 2 Bed Room Set



No. 150-No. 3 Bed Room Set

No. 150-No. 3 Bed Room Set consists of
1 10-IN. TRAY, FIRE POLISHED BOTTOM
1 PINT TANKARD AND COVER
1 TUMBLER
1 MATCH STAND
1 NAUGHTY FOOT CANDLESTICK

No. 150-No. 5 Bed Room Set
LIKE NO. 3, TRAY GROUND BOTTOM

AUCTION

AUCTION

AUCTION

UNION, OHIO

AT VFW GROUNDS 116 N. MAIN ST. UNION, OH
10 MILES NORTH OF DAYTON, OHIO, 3 MILES NORTH I-70 ON SR #48

SALE UNDER COVER
SUNDAY JULY 10, 1:00 PM

CARAMEL SLAG

50+ Pieces: 4 Airedale Dogs, 7 Mallards 2 w/wings down, 6 Elephants, 7 Sparkys, 2 Scotty Dogs, 2 Kicking Ponys, 1 Bulking Pony, 5 Wood Ducks, Pair candleholders, 2 Candy Jars, (Seahorse handles), 2 Donkeys, 3 Groundhogs, 2 Parlor Pups, 4 Standing Ponys, etc.

HALEY - FOSTORIA - HEISEY - NEW MARTINSVILLE - IMPERIAL, ETC.

200 Pieces more or less: Prince of Wales Plumes half gallon pitcher, 8" cut glass bowl, 3 Lalique birds, Heisey Fish bowl, Heisey Show Horse, 6 Imperial Parlor Pups, 2 Heisey Sparkys, Heisey Bulky, Heisey Standing Pony, Scotty Dog, Heisey Rabbit paperweight, Heisey Mallard half wing, Sunburst bowl, Candy Ribbon bowl, Pinwheel & Fan bowl, Duckling, Plates and bowls in Moonglean, Flamingo and Clear, 2 Verlys ash trays (frosted), Heisey frosted Horse Head, Pr. Cambridge frosted Lion book ends, Duncan Miller Hunter and Heron, Pair 11 1/2" Amber Standing Horses, Pig, 4 Madonnas and lots of other animals, book ends, etc. Mostly clear glass. Signed Fostoria Whale.

Owner: JULIA KARNES
IDA HAWKINS P.O.A.

Auctioneer: RAY E. JONES, Real Estate Sales
Vandalia, OH 513-898-2287

Auctioneers Note: This is a 40 year collection. Plan to be with us for a fine sale.
Lic. BOnDED favor State of Ohio.

HEISEY COLLECTORS OF AMERICA, INC.

P. O. BOX 4367 NEWARK, OHIO 43055 • TELEPHONE 614-345-2932

1. HEISEY'S GLASSWARE OF DISTINCTION: By Mary Louise Burns. Condensed and updated. Includes price guide. Contains all major patterns with pictures for easy identification.....\$11.95
2. HEISEY BY IMPERIAL: By Newark Heisey Collectors Club. 2nd Edition. Includes price guide and color plate. Every piece of every pattern made by Imperial is listed and priced in all colors used for the pattern..\$ 6.95
3. HEISEY GLASSWARE: By Heisey Collectors of America, Inc. Reprint of Catalog #76, The 1915 supplement to Catalog #75. 58 pages. Many items never shown in books or catalogs. Includes all the kerosene lamps and many electric lamps. With price guide.....\$ 6.95
4. HEISEY TOOTHPICK HOLDERS: By Nancy & David Jones, Published by HCA. Complete information on all Heisey toothpick holders. Contains photographs of each. Section on confusing items and fakes. With price guide.....\$ 4.95
5. HEISEY ORCHID ETCH: By Neila Bredehoff, published by HCA. 24 page booklet. Heisey's most popular etching. 230 pieces listed and dated individually. Includes a history of the etching and many early ads. With price guide.....\$ 4.95
6. HEISEY ROSE: By Neila Bredehoff, Published by HCA. 24 page booklet. All known pieces listed and dated. Includes history and many copies of ads. With price guide.....\$ 4.95
7. HEISEY CANDLESTICKS, CANDELABRA AND LAMPS: By Tom Felt and Bob O'Grady assisted by Jack Metcalf. A definitive survey of the history and manufacture of candlesticks and other lighting devices made by A H Heisey & Co., 1896-1957 with over 350 illustrations of all known candlesticks, including 25 in full color. Published by HCA. 436 pages. . . . \$24.95
8. COMPLETE PRICE GUIDE FOR HEISEY CANDLESTICKS.....\$ 2.50
9. HEISEY'S LARIAT AND ATHENA PATTERNS: By Tom Felt. With price guide.....\$ 5.95
10. HEISEY'S CLASSIC RIDGELEIGH GLASSWARE: By Jim Jones & Vince Sparacio. Includes dates of production for each piece. Complete item listing, decorations, ads and several illustrations. Shows confusing items made by other companies and proposed production items.....\$ 5.95
11. WESTMORELAND SPECIALTY CO: Reprint of 1912 Catalog. Several patterns shown. Items easily confused with Heisey illustrated. Includes candlesticks, toy sets, etc.....\$ 6.95
Published by HCA.

The above books are all published by HCA. They are valuable reference books written by knowledgeable members. They also make great gifts. Order them today for your summer travels in search of Heisey.

ORDER FROM: HCA SALES
BOX 4367
NEWARK, OHIO 43055

MASTERCARD AND VISA
ACCEPTED

Please include number and
and expiration date.

SHIPPING CHARGES: 10% with \$1 minimum
Ohio residents add 6% sales tax.

SPECIAL: THE UPDATED ORCHID PRICES -- \$1.00 PLUS A SELF ADDRESSED, STAMPED
ENVELOPE.

DEALERS DIRECTORY MAX. 5 LINES/12 MONTHS/\$25.00

We assume no responsibility for error in these ads after the first printing - Editor
For Changes in ads during the year, please send \$2.00 per line.

<p>A.W. PARKER Heisey & Pattern Glass Shows or Appointment Magalia, CA 95954 PH: (916) 873-2326</p>	<p>GLASS WITH CLASS Lenore A Shelley, GGHCC 1336 Lincoln Avenue San Jose, CA 95125 PH: (408) 286-8098</p>	<p>OLDE LOVED THINGS 900 Ridgewood Ave. (Holly Hill) Daytona Beach, FL 32017 (904) 252-7960 Hours: Sat., Sun., & Mon., 10-4</p>
<p>ALL HEISEY AUCTION Consignments Welcome Apple Tree Auction Center 1616 W. Church, Newark, OH 43055 PH: (614) 344-9449</p>	<p>GREEN ACRES FARMS Antiques, Crystal Glass & Collectibles 2678 Hazelton-Etna Rd., SW (S.R. 310-N) Pataskala, OH 43062 Sat. or Sun. PM or call (614) 927-1882</p>	<p>OUR PLACE AND MEMORY LANE ANTIQUES 1234 Newark Rd., Granville, Ohio 43023 (614) 587-4601, Open every day 12-5 Heisey, general line of antiques and collectibles</p>
<p>ALFA I CARRIAGE HOUSE ANTIQUES Featuring Depression & Elegant Glassware Al & Faye Maness 508 E. Cary Street Richmond, VA 23219 PH: (804) 788-1630</p>	<p>H & R DIAMOND H Helen & Robert Rarey 1450 White Ash Dr. Columbus, OH 43204 PH: (614) 279-0390 after 5:30</p>	<p>PARRETT'S ANTIQUES Heisey 4994 Mapledale Rd. OR 1215 Greenwood Ave. Jackson, Mich. 49201 PH: (517) 784-7319 OR (517) 783-3289</p>
<p>ANTIQUES - THE SHULTZES 206-208 East Main St. Newmanstown, PA 17073 15 Miles West of Reading, PA PH: (215) 589-2819</p>	<p>"HAPPINESS IS" - THE STULTZS 3106 Warren Court, Glen Allen, VA 23060 Shows and Mail Order PH: (804) 262-1273 GLASS CIRCA 1890-1960</p>	<p>PATTON HOUSE Heisey & Duncan Miller Rocky's Mall, 1-81 & US 11 Weyer's Cave, VA 24486 PH: (703) 967-1181</p>
<p>C & J ANTIQUES Cole & Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 PH: (607) 642-9905</p>	<p>HARRALSON'S HEISEY HUNTERS Sponsor: S.W. MO's Antique Shows 78 Quality Dealers From 14 States 1988 Dates: May 13-15 & Oct. 28-30 Info: 1426 W. Highland, Springfield, MO 65807 PH: (417) 883-2449</p>	
<p>C.E. HIGGINS (S.F. Bay Area) Shows and Mail Order P.O. Box 2723 Menlo Park, CA 94025 PH: (415) 322-0192 Evenings</p>	<p>HELEN & JIM KENNON Heisey, Cambridge, Fostoria, Duncan, Imperial, Fenton, Tiffin P.O. Box 114 Brookville, OH 45309 PH: (513) 833-5406 SHOWS ONLY</p>	<p>R & L ANTIQUES-SAN FRANCISCO Members of the Golden Gate Heisey Club 3690 Bodega Ave. Petaluma, CA 94952 PH: Petaluma (707) 762-2494 PH: San Francisco (415) 621-6693</p>
<p>CHARLES & MILDRED FISHER Heisey, Degenhart, Imperial, Antiques, Collectibles, General Line 991 Idlewilde, Newark, OH 43055 PH: (614) 522-5398</p>	<p>J.J. & BOB MC KEE Pottery Glassware Collectibles 334 W. 75th St. Kansas City, MO 64114 Wed.-Sun. 10-5 PH: (816) 361-8719</p>	<p>RAY ZIEGLER Glass Repair 185 County Line Westerville, OH 43081 PH: (614) 891-9796</p>
<p>DAVE'S ANTIQUES Specializing in Heisey Shows & Mail Order 1403 E. Knollwood St. Tampa, Fl. 33604 (813) 237-5550</p>	<p>J. & M. WALTER ANTIQUES Heisey, Duncan, Cambridge, other glass c/o Sir Speedy, 431 Main St. Woburn, MA 01801, Mail order-SASE PH: (617) 245-2532 after 7:30 dys-wknds</p>	<p>SCHWAN'S ANTIQUES SHOWS & MAILORDER 77 Lagos del Norte Ft. Pierce, FL 33451 PH: (305) 461-5940</p>
<p>DIAMOND H PLUS Mail Orders & Shows George & Eileen Schamel Rt. 3, Box 171, Boonsboro, MD 21713 PH: (301) 432-6285</p>	<p>J. & R. COLLECTIBLES Shows, SASE, Mail Order list June & Ray Lukasko P.O. Box 1030, Newark, OH 43055 PH: (614) 344-9719</p>	<p>SHOW AND TELL ANTIQUES Art, Cut, Heisey and Pattern Glass 1525 Morrow Ave., Wavo TX 76707 Tues-Sat 10:30-4:30 PH: (817) 752-5372 Also: Mail Order and Shows Member NADA</p>
<p>ETTELMAN'S DISCONTINUED CHINA & CRYSTAL HEISEY a SPECIALTY P.O. Box 6491-HN Corpus Christi, TX 78411 PH: (512) 888-8391 Include SASE</p>	<p>MOSTLY HEISEY Rhoda Curley 16 Clayton PL, Albany, NY 12209 Shop and Mail Order PH: (518) 482-6272</p>	<p>SINGLETREE ANTIQUES Cut, Pattern & Heisey Glass 10717 Staples Mill Rd. Glenn Allen, VA 23060 Chance or appointment PH: (804) 266-3795</p>
<p>FOREVER HEISEY Jan & Norm Thran Mail Order, Shows, Appraisal Service 1663 Londondale Pkwy., Newark, OH 43055 PH: (614) 344-5955</p>	<p>MOUND BUILDERS ANTIQUES Heisey & Animals, General Antiques Irene Rauck 1138 Moundview, Newark, OH 43055 PH: (614) 344-6043</p>	<p>WILEY'S ANTIQUES & MUSEUM Specializing in Heisey 11110 Cannon Rd., Frazeytsburg, OH 43822 16 miles east of Newark, OH PH: (614) 828-2557</p>
<p>GERT'S GLASS Heisey & Duncan Gertrude & Russell Swetnam 1926 Saratoga Dr., Adelphi, MD 20783 PH: (301) 434-5113</p>	<p>THE MUTED SWAN ANTIQUES 5486 Peachtree Rd., Chamblee, GA 30341 Heart of Chamblee Antique Row Specializing in Heisey & Cambridge Bill & Pat Miller PH: (404) 451-7620</p>	<p>THE WOODEN SHOE Antiques & Collectibles Jim & Sheri VanEs by Appt. 810 Elden, Herndon, VA 22070 PH: (703) 435-9045</p>
<p>GLASS 'N' GLASS Virginia & Odell Johnson Rt. 1, Box 1324 Hayward, WI 54843</p>	<p>NANCY'S ANTIQUES Heisey, Cambridge, Fostoria, Fenton Mail Order 906 44th St. NW, Canton, OH 44709 216-492-2595. Shop Union Station Antiques 12622 Cleveland Ave., Uniontown, OH Daily</p>	<p>JAMES S. HARRIS ANTIQUES/APPRISALS Box 672 Richmond, KY 40475-0672 PH: (606) 623-9100 Buying and Selling by Mail</p>

HEISEY CANDLESTICK COLLECTORS

MAIL BID AUCTION.

MOONGLEAM #137 CONCAVE CIRCLE

Starting Bid: \$425.00 pair

THE CANDLESTICK BOOK WAS PUBLISHED BEFORE H.C.A. PURCHASED THE HEISEY MOULDS. THE #137 CANDLESTICK MOULD WAS FOUND WITH THE MOULDS SO IT IS DEFINITELY HEISEY.

In the event of 2 matching bids, the earliest postmark will take precedence. Check date should coincide with postmark date; no post-dated checks will be considered. All bids/checks must be received by JULY 15, 1988. High Bidder will be notified, by phone, on JULY 15, 1988. Voided checks will be returned to low bidders on the same date.

ENCLOSE WITH CHECK

Name of Bidder
Street/RFD Address (No PO Box
Numbers; UPS shipment only.)
City, State, Zip Code
Area Code/Telephone Number
STAMPED, SELF-ADDRESSED ENVELOPE
to return voided checks to un-
successful bidders.

SEND CHECKS TO

Jerry Gallagher



RED HORSE INN

420 first avenue n.w.
plainview, minnesota, 55964
phone (507) 534-3511

These rare candlesticks may be seen in BOOTH #5 at the 18th Annual HCA Show & Sale in the OSU Gym, Newark, Ohio, from June 16th to 19th. This is the 18th year for RED HORSE INN, too, having displayed and sold Heisey in Booth #5 since 1971! If you wish, sealed bids may be submitted to me there, in Booth #5, during the June show hours.

H & R DIAMOND H
HELEN-BOB RAREY
1450 WHITE ASH DR.
COLUMBUS, OH 43204

PH: 614-279-0390
after 5:30 PM
UPS & INS. EXTRA
* MARKED

WILLEY'S ANTIQUES
11110 CANNON ROAD
FRAZEYSBURG, OH 43822

PH: 614-828-2557

300	PEERLESS flat bottom sherbet*	6...ea	\$ 7.50
341½	PURITAN finger bowl*	2.....ea	12.50
356	Ashtray w/match box stand*.....		39.50
393	NARROW FLUTE 5½" 2 hldd jelly*.....		37.50
411	TUDOR lid for table sugar*.....		12.50
451	CROSS LINED FLUTE 8" bowl* pat. 2/8/16		37.50
1183	REVERE 5" hldd jelly* cut.....		19.50
1184	YEOMAN cup & saucer* Empress etch 4 ea		12.50
1229	OCTAGON 6" hldd jelly, Hawthorne.....		22.50
1401	EMPRESS 7" rd relish*, Empress Etch..		29.50
1469	RIDGELEIGH 6" vase* 2.....ea.		21.50
1486	COLEPORT cig holder , 2 ashtrays* set		42.50
1489	PURITAN 4½" ashtray, paper label.....		15.00
1503	CRYSTOLITE 9" 4 part clover leaf rel		32.50
1503	CRYSTOLITE rd candleblock 2.....ea		10.00
1506	WHIRLPOOL 3 lite candlestick, pr.....		145.00
1509	QUEEN ANN 8" df bowl*.....		22.50
1519	WAVERLY cov'd chocolate box*.....		52.50
1540	LARIAT coaster 6.....ea		10.00
4045	4" WO Ball vase.....		19.50

Over 2,000 pieces of Heisey for sale. Heisey stemware and dinnerware matching service. Send want list and SASE. All letters answered if an SASE is enclosed.

SHOW DATES

We are coming your way with lots of beautiful HEISEY.

JULY 9 - 10 John Q. Hammons Trade Center Denver, CO

AUGUST 13 - 14 Fairgrounds Belleville, IL

Classified Ads

BUYING: Caprice blue or Rosepoint by Cambridge; Rose or Orchid by Heisey; American, June, Fairfax, Versailles, Trojan, etc., by Fostoria; and Depression Glass in crystal or colors. NADINE PANKOW, 206 S. Oakwood, Willow Springs, IL 60480 312-839-5231.

WANTED: 1983 Ruby Oscar !! If you have one and would want to sell it, send me your price. G. W. DYE, Box 121, Wildwood, NJ 08260.

WANTED: 365 Old Queen Ann Punch cups. Need 5. Call or write MERIAM VOIGT, 67 North Bayard Lane, Mahwah, NJ 07430 (201) 934-1428.

FOR SALE: Greek Key flamingo 21" round under-plate with 3/8" pedestal. Large Diamond. \$325. SHRADER ANTIQUES, 2025 Highway 199, Crescent City, CA 95531. Tel. (707) 458-3525.

DONALD P. BEAN
36 HARDING ST.
MILFORD, MA 01757

PH: 617-473-0561
NEW AREA CODE AFTER
JULY 15th 508-473-0561
UPS EXTRA *-MARKED

1405 IPSWICH 10 oz goblets*..6.....all	\$ 100.00
1405 IPSWICH saucer champs* 4.....ea	13.50
150 BANDED FLUTE 4" hdl'd chamberstick*	35.00
150 BANDED FLUTE pint tankard*.....	42.50
10 Muddler.....	15.00
1503 CRYSTOLITE punch cups* 8.....ea	7.00
1205 FANCY LOOP toothpick.....	50.00
1540 LARIAT mayo*,plate, ladle not Heisey	35.00
341 Cheese plate* & dome.....	40.00

STILL NEED COVER FOR LG 1205 POTPOURRI JAR

3RD ANNUAL ANTIQUÉ GLASS SHOW AND SALE

Yankee Drummer Inn, Rte. 12N, Auburn MA
(Exit 10, off Mass. Turnpike)

Sat. Oct. 1, 1988 Sun. Oct. 2, 1988
10:00 A.M. — 5:00 P.M. 10:00 A.M. — 4:00 P.M.

GLASS OF ALL PERIODS

SPONSOR

Heisey Club of Southeastern Mass.
Donation \$3.00 — with Card \$2.50
Benefit — Heisey Glass Museum

GLASS REPAIR

GLASS IDENTIFICATION

GLASS AND POTTERY - SHOW AND SALE Over 40 Dealers

6th Annual Depression Era Glass and Pottery Show
St. Clair Fairgrounds (Air Conditioned Building)
Belleville, Illinois

Saturday, August 13 - 10 a.m. to 5 p.m.
Sunday, August 14 - 10 a.m. to 4 p.m.

SPECIAL GUESTS:

Gene Florence, Noted Author
Louise Ream, Nationally known Heisey Authority

Special Displays: Heisey, Cambridge, Fostoria, Imperial, Fenton
Glass Repair (grinding) Available.

Door Prizes

Admission: \$1.25 (Good for Both Days)

Sponsored by: Southern Illinois Diamond II Seekers



FOURTEENTH ANNUAL CONVENTION SHOW AND SALE

DENVER, COLORADO

Holiday Inn Denver I-70 East — John Q. Hammons Trade Center
(I-70 at Chambers Road Exit -- 15500 E. 40th Ave.)

JULY 9 & 10, 1988

Sat: 10 a.m. to 6 p.m. Sun: 11 a.m. to 5 p.m.

Admission: \$2.50 (good both days)

36 top quality dealers from across the United States
present an outstanding display of Depression Era Glassware
including Cambridge, Heisey, Fenton & Fostoria; china; pottery
and related items of the era.

DISPLAYS! SLIDE PROGRAMS! SEMINARS! SPECIAL GUESTS! DOOR PRIZES!

Information: John Scott
P.O. Box 11123
Springfield, MO 65808 (417) 887-2191



*The National Duncan
Glass Society*



Thirteenth Annual Duncan Convention and Show
FEATURING DUNCAN, HEISEY, CAMBRIDGE,
FOSTORIA AND OTHER ELEGANT GLASS.

July 23 11:00 A.M. to 5:00 P.M. July 24 11:00 A.M. to 5:00 P.M.

HOLIDAY INN MEADOWLANDS

WASHINGTON, PENNSYLVANIA
I 79 N. of Washington, PA Racetrack Rd. Exit

Guest Author & Lecturer William Heacock

ADMISSION: \$2.50

For Information Call: 222-7637

MUSEUM CALENDAR OF EVENTS

JULY, 1988

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1	2
3	4	5	MUSEUM TOUR 6	7	EXECUTIVE COMMITTEE MEETING 8	9
10	11	12	MUSEUM TOUR 13	LICKING CO. HISTOR. SOC. MEMBERSHIP TEA 14	15	16
17	18	19	MUSEUM TOUR 20	21	22	LICKING CO. HISTOR. SOC. ANNUAL MEETING 23
24 PIC-NIC IN THE PARK 31	25	26	27	28	29	30

AUCTION

Heisey - Cambridge - Fostoria - Imperial
Fenton Glass

July 9, 1988 10:00 A.M.

Peddicord-Rice Auctioneers

Alfred Riley 622-1591

904 Fairview Blvd, Rt 541 S.E. in Coshocton
Lincoln School, turn left, 2 blocks,
right 1 block

Glass Collector's Digest



... the quality
color magazine
devoted to all types
of collectible glass.

SAVE 30% off the cover price
1 yr. — \$16 2 yrs. — \$29 3 yrs. — \$42

6 issues yearly — Satisfaction Guaranteed

Send check to: GCD, Dept. HN,
P.O. Box 553, Marietta, Ohio 45750.

Or use charge card by calling
1-800-533-3433 or 1-614-373-9959

National Heisey Glass Museum

Eight rooms and complete lower level displaying the beautiful hand made glass produced in Newark by the A.H. Heisey and Co. from 1896-1957. Corner of West Church & North Sixth Streets Newark, Ohio 43055



Phone: (614) 345-2932

Hours: Daily 1pm-4pm Closed Holidays

OHIO
the heart of it all! SM

Membership Renewal Notice

The date above your name and address is your renewal date. This is your last issue of the Heisey News if it reads 7-31-88

PLEASE DISREGARD THIS NOTICE IF YOU HAVE RECENTLY PAID YOUR DUES.

POSTMASTER SEND FORM 3579 TO:



SECOND CLASS