

HEISEY news

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HEISEY NEWS

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HEISEY NEWS

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DATES TO REMEMEMBER

- March 5 - 6 All Glass, China & Pottery Show. Golden Gate HCC. San Mateo Fairgrounds.
- March 11 Preview of HCA Auction, Newark, OH 8 - 10 P.M.
- March 12 Museum Benefit Auction. Newark, OH. Opens at 8 A.M., Sale begins at 9 A.M.
- March 13 Starlight Antique Show & Flea Market, Newark. Land of Legend HCC. Starlight School.
- March 19 - 20 All Heisey Show. National Capital HCC. Armory Place, Silver Spring, MD.
- April 23 200 Dinner, Newark Maennerchor sponsored by HCA. Write us about this.
- April 30 - May 1 Antique Show & Sale. Waltham High School, Waltham, MA. Bay State HCC.
- June 11 - 12 Flea Market On the Square. Newark, OH HCA
- June 16 - 19 Convention. Newark, OH.
- June 18 - 19 Flea Market on the Square. Newark, OH.
- All Benefit The National Heisey Glass Museum.

ABOUT THE COVER

301 3 lt. Girandoles with "A" Prisms and four strands of buttons

Consists of

- 1 -- 301 -- 3 lt. Base
- 1 -- 300 -- 3 lt. Arm
- 3 -- 300 -- Bobache
- 3 -- 300 -- Candleholder
- 1 -- 51 -- Ferrule
- 3 -- 54 -- Ferrule
- 22 -- "A" -- Prisms
- 4 -- 16 buttons strands
(Height 10½" - Spread 13").

Pictured in Catalog 212-17



FROM YOUR PRESIDENT

Dear HCA Members,

I hope all of you have taken the time to study the Museum Benefit Auction list in the February HEISEY NEWS. I'm sure there is something listed that will excite each of you. Bob Ryan, Auction Chairman, has some special features planned. He feels the quality is better overall than in recent years. Since only 741 lots were consigned, it was felt advisable to have a one day auction on Saturday, March 12. A preview will be held on Friday, March 11 from 8 to 10 PM. We plan to break briefly about 12 noon on March 12 for the Quarterly Meeting. A reminder, any matter of business to be considered at the meeting must be handled first through the Board of Directors.

As in previous years, those who desire may make reservations for dinner following the Auction at the Best Western in downtown Newark. It will be a prime rib buffet. The time 6:00 PM. The cost \$12.50 per person. The Quarterly Board of Directors meeting will follow the dinner at 8:00 PM. We must have your dinner reservation by the start of the Auction on Saturday morning.

We expect to have copies of the revised HCA Constitution available to those attending the Benefit Auction and for those who request a copy by mail. It is now being proof-read by the By-Laws Committee.

Not much else to report that is news. The weather has halted the Museum Restoration work. The Museum inventory is nearly complete and is being put on the computer. The mirrors will be in place in Room 5 by the time this is in print. Don't forget the Starlight Show on March 13.

Happy Collecting,

Bob Ryan



A table made by Ollie Armentrout, using a 15" Beehive plate as a top. Part of the pattern on the plate is repeated on the legs of the table. This is the table mentioned in a recent issue.

CORRECTIONS TO THE AUCTION LIST

- 335. 99 LITTLE SQUATTER CANDLE BLOCK, AMBER
- 389. 4191 OLYMPIA 12" VASE, ORCHID ETCH 2 H
- 462. 1428 WARWICK 2 LT CANDLESTICK PR H COBALT
- 463. 1252 TWIST CANDLESTICK H FLAMINGO
- 486. 1225 RIDGE & STAR 8" PLATE 6 H
- *511. 353 MEDIUM FLAT PANEL 2QT. SANITARY CRUSHED FRUIT JAR

(This is the one with a large domed cover with a cutout place for the spoon).

* The Consignor of this item asked for this correction since there are several types of Crushed Fruit Jars.

Please note the letter D before some pattern numbers. The D indicates that the item is donated. HCA will get all of the money for these items.

COMING TO THE AUCTION - Take Note

March Auction Preview 8 to 10 P.M. On March 11. Refreshments. This should be fun.

Doors open for the Auction at 8 A.M., Saturday, March 12. Selling begins at 9 A.M. Be sure to make reservations for the Prime Rib Buffet at Newark Inn. The dinner is at 6 P.M., the price is \$12.50 including tax and tip. Don't call the Inn, give your reservations to Liz or Louise on Saturday morning, early. We had a great time last year at the dinner. Come and meet your fellow collectors.

HEISEY BENEFIT AUCTION

Time is running out on mailing your bids in for the Benefit Auction. Loren Yeakley needs your bids by the 6th. of March so he can organize them and execute them for you.

Absentee bids are great but if at all possible, come to the auction. Just to see some of the great pieces of Heisey in this auction will have you bidding \$\$ more than you'd planned. There are many items that great. To see them is to really appreciate them, and just think, you can buy them. Great investment; there were some new highs realized at the last auction.

If I look over the list one more time and change my priorities I will be the most confused bidder in the place. I probably will be anyway. It seems that I hardly ever come home with what was checked on my list.

Check your list, prepare for a great time, come and enjoy. See ya!!

Bob Ryan, Chairman

HEISEY IN THE TRADE JOURNALS -

#1205 FANCY LOOP by Tom Felt

The September 9th., 1896 issue of China, Glass and Lamps contained the following report:

The factory of A. H. Heisey & Co. has been having a good run since starting, and while the new patterns of imitation cut ware this firm started out with have by no means become slow sellers, another very fine set of tableware has been put upon the market for the fall run. No old molds are being worked because the firm has no old or second hand molds, but proposes to put a new set on the market at least every six months, or as fast as new molds can be designed and executed in their shop. For years to come, therefore, Mr. Heisey will be able to supply his patrons with new goods constantly

The new pattern referred to was probably either #1205 or #1225, since both were new around this time, continuing Heisey's initial strategy of releasing two patterns at once, one with an imitation-cut glass pattern and the other plain, suitable for engraving.¹ In this case, #1205 was the imitation-cut line, described in a later issue of the same journal (January 13, 1987) as characterized by "the beaded or pillar line of light (word missing?), supplemented with diamond pointed double incut parallel and cross lines, filled in with faceted hobnails, and quartered faceted squares, which, by their deep cutting and angular structure, show off the crystal to fine advantage". The January 6th. issue contained a full-page advertisement showing the punch bowl, a footed punch glass and a custard (which is what we would ordinarily refer to as a punch cup). This, in itself, is somewhat unusual since most advertisements for a new pattern always featured the table set, the four pieces which were considered most essential. Being a complete line, #1205, of course, included a table set and yet Heisey continued to run the punch bowl ad throughout most of the following year.

The pattern was a large one, with one early price list offering over 160 items. It was named "Fancy Loop" by Minnie Watson Kamm, because of the loops which are such a predominant feature of the design -- however, as can be seen from the accompanying ad, this is not necessarily an identifying feature, since of the three pieces pictured, only the punch cup has the loops. In fact, many people refer to Fancy Loop as a "pattern of variants" since so many of the pieces either have the motif reversed or missing altogether.

Mrs. Kamm also mentioned the close resemblance between Heisey's #1205 and Northwood's extensive "Crystal Queen" pattern, which also has loops and diamond point. It's impossible to know whether one company copied the other or whether they were both simply inspired by a

cut glass original, since the advertisement for Northwood's line (shown here) appeared for the first time in the January 13th. issue of China, Glass and Lamps, just a week after Heisey's ad for Fancy Loop.²

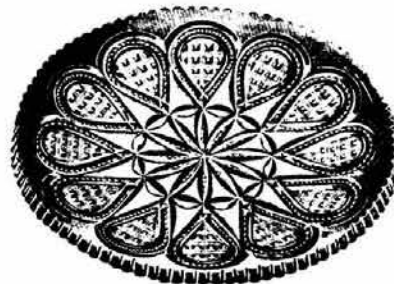
Heisey's pattern was well-received. Again, according to the same trade journal: "The nappies and square dishes of the set are exceptionally fine, are without mold mark, and are made to deliver in a manner which has puzzled the oldest glass makers. The pattern in the square dish has an exceptionally bright, pearly square line crossing the pattern, which has been admitted by rivals to be among the choicest pieces of pressed ware ever made." In a similar vein, the Sears, Roebuck catalogue for 1897 offered the table set in Fancy Loop, calling it "extra heavy, imitation cut glass; none but an expert can tell the difference between this set and the genuine article." Well, maybe the price would have given it away: 90 cents for the four-piece set, consisting of the covered sugar, spoon, covered butter, and cream! The same catalogue also offered a berry bowl with six nappies for 70 cents or with twelve nappies for 95 cents.

The pattern is easiest to find in crystal, though it was also made in emerald. Both colors are often seen with a gold decoration on the rim; the crystal pieces are also found with ruby or orange stain.

Generally speaking, because it is such an early pattern, Fancy Loop will never be found marked with the Diamond H. The one exception to this are the tumblers which remained in production much longer than the remainder of the line. By 1905 there were only 5 items still being made (including two styles of tumblers) and these were all discontinued shortly thereafter.

¹ No. 1220 Puntty Band also came out at the same time, but was not advertised in the trade Journals as the other two patterns were. It is also possible that the reference in the trade journal is to #160 Locket on Chain, which may date to as early as mid-1896.

² Crystal Queen was also later made by Cambridge as their #2589 pattern.



Ads from China, Glass and Lamps on next page.

A. H. HEISEY & CO

NEWARK, OHIO.

No. 1205 WARE.

MADE PLAIN, GOLD AND LUSTRE DECORATIONS.



14 inch Punch Bowl, Footed; Crimped and Flared. Also made without foot.



Punch Glass—straight or cupped.



REPRESENTATIVES.

West, W. B. Lindsay.
East, A. A. Gracer.

New England and Penna, Joe. Tomkinson. Pacific Coast, C. D. Helwig.

New York Office, Marler & Parmelee.
Baltimore Office, Green & Seaman.



Custard.

THE "CRYSTAL QUEEN" PATTERN

125 PIECES.



Spoon.



Sugar.



Cream.



Butter.

THE NORTHWOOD CO.,

INDIANA, PA.

Room 155 Monongahela House.

NEW YORK, Alex. Manzie, 46 West Broadway.

PHILADELPHIA, Fitzpatrick & Pascon, 990 Arch Street.

BALTIMORE, J. Bolwanger, Jr. & Co.

DIAMONDS ARE FOREVER

One of the finest examples of Georgian Architecture in America is the Colonel Jeremiah Lee Mansion built in 1768 by Lee. Lee was a wealthy merchant and distinguished patriot. The Lee Mansion is a superb example of pre-revolutionary living, furnished with authentic colonial furniture and decoration. Much of the material was imported from all over the world, including rare wood for paneling, and wall-paper designed in England. These things were brought to America in Colonel Lee's ships. The people who lived in the Mansion enjoyed beautiful gardens, tiled fireplaces, splendid doorways, ate well, drank imported wines and dressed elegantly in colorful European clothing.

The first bank was housed in the Lee Mansion. It was in the year 1804 and there was quite a hope for prosperity. A water bucket for the highway crew cost 25¢; brooms, three for 37½¢; gunpowder 28¢ and 32½ gallons of rum at \$1.00 per gallon. A male teacher in the school system made a grand total of \$33.33 per month, while a woman teacher made half that amount. Students bought their own books until 1875 when the Yachting Center became the first town to supply free books to its pupils.

Things are much dearer today than they were in "Yesteryear", as our Heisey fanatics can attest to, I'm sure. Here goes!

"Thistle Dew" reports a bewitching #1401 Empress Sahara Dolphin footed Pitcher with six (6) matching 8 oz Dolphin footed Tumblers. This is a real nice set, I especially enjoy the D.F. tumblers! They are special.

"The Cardinal" was out there just "a-singing" away, even though it isn't quite Spring yet, for he added several tumblers to his growing collection: the #1503 Crystolite 8 oz goblet (two of them); one #158 8½ oz Tumbler (this one is completely plain, which makes it just a lovely piece, but it is marked beautifully); one 9 oz Saturn goblet and the #1469½ Ridgeleigh 12 oz flared soda (this one had a few minute dings, but nevertheless he was extremely joyous).

"The Hanging Judge" (ma) doesn't seem to have enough to keep his mind occupied at home these days, he isn't happy unless he is out there bringing in, and putting in safe custody a few minor items, such as; the #1519 Waverly 12½" footed salver with Orchid etch plus a pair of #135 one-light candlesticks in flamingo.

"The Felicitous Flamingo Hunter" has such things as; a #1466 five compartment (star) relish; the bottom to a #1000 Marmalade; an #1184 Yeoman individual salt in flamingo plus three #500 Frozen deserts in moongleam.

As far as "Yours Truly" is concerned I still have not done a great deal of Heisey hunting but I can report two (2) #3350 Wabash 6 oz Saucer Champagnes; a second Horsehead Bookend; (these are sitting proudly on my piano with two special books nestled between them); the #411 Tudor sugar shaker - for restaurant - which I cannot find in any catalog, that I have, and a pair of #352 Flat Panel salt and peppers.

I did venture out a couple of weeks ago and spied the Bull, a perfect little beauty, but very dear. I also saw a #501 8" x 3" Flower Box in crystal, the #1001 Caswell sugar sifter and creamer, in moongleam and the #463 7" Bonnet Basket, perfectly plain. There was a terrific price tag on this one, but it would have been a splendid piece to add to my basket collection; oh well, will have to do without for the time being.

"The South Jersey Troops" (nj) mumbled something about the #1405 Ipswich oil bottle while "Little Colleen" (oh) wrote me in very "large print" when she reported the #1428 Warwick 7" vase in crystal. This she purchased at an estate sale, on the last day, at half price. She passed the sale sign and seeing it was the last day almost decided not to bother at all, but did stop and entered anyway, much to her delight and great joy!

"Cruet Man" (ca) found a #4043 Blown cruet*, quite cute 3 oz footed cruet pictured by Clarence Vogel several years ago in one of his Newscasters. It was produced by Heisey in about 1929.

With all the snow and cold weather we have been having here in the Bay State, "The Farmer" can't seem to keep his plow running so he spent some constructive time in his truck and picked up the following; #433 Greek Key Punch Bowl, base and twelve (12) cups; #1519 Waverly 13" Gardenia bowl; #1776 Kalonyal Punch bowl, base and twelve (12) cups and a clear #1252 Twist 6" two handled bon-bon. Time for a party, I guess.

A couple of days ago I was feeling in a rather "Blue" mood when the phone rang, tripped over by own feet trying to reach the receiver before my tape machine went on (people don't seem to enjoy talking to a machine very much) - it was a pleasurable surprise to hear from a real nice lady from Michigan. "Visionary Victorian" is her name. She wanted to share her new found happiness with me. Let me share a couple of things she told me with you; she found eleven (11) 8 oz #3350 Wabash goblets with Pied Piper etch plus five (5) wines also with Pied Piper etch. I was so delighted she took the time to call me and turn a "blue" moment into one of joy.

After a summer of "Slim Pickins" my "Rebel Cousins" (ky) finally "fattened" up their larder with a #315 Paneled Cane Molasses can in beautiful condition, and at a Flea market - no less; while at an auction in a nearby city, an 8037 Fluted Diamond Foot 8" Comport was scooped up. Louise says it is a rare item* *

"The Scribe" (nj) - first let me thank you for such a nice long letter, I enjoyed each and every page and I surely hope you keep those letters coming. Now regarding that #1534 Handled Jelly - finding one would have been quite nice but to find ten (10) of those little beauties was quite a haul. She also has the #465 Recessed Panel 1 lb. candy jar with lid in crystal with unknown rose and leaf cutting. I am so lucky to have found another friend. Until next month,

"Star light, star bright
first star I've seen tonight
wish I might, I wish I may
Have the wish I wish tonight"

Write or call but please send me your input.

* Also pictured in Heisey News several years ago.

Love and Happy Heisey
Hunting

Janet Caswell

* *

Ed. Note: This item and its "sister pattern" 8025 Banded Diamond Foot are both uncataloged and are scarce. However, scarcity does not always mean "high priced". Desirability and demand control the price. Both numbers were assigned by HCA. L.R.

MINUTES OF THE HEISEY SALES CONVENTION

JUNE 29th., JUNE 30th., JULY 1st., - 1941

A general sales meeting of all the representatives was held on the above dates at the "Bon Air" cabin of E. Wilson Heisey. The first session was called to order by the Sales Manager, Mr. R. C. Irwin, at nine o'clock, Sunday morning, June 29th.

A lay-out of the plans and purposes of the meeting were presented by Mr. Irwin in the opening address and a word of welcome was included. The appointment of Mr. E. Leo Beardshear as secretary was made. With the usual formalities of welcome, etc., dispensed with, the meeting was started.

One of the main and most interesting events in the Convention, and of particular interest to the men was the showing and the discussion surrounding the new items which the factory is offering to the trade for this Fall. Let it be said right here that the men were very well impressed with the new lines as a whole and greeted them with enthusiasm.

Every item was gone over and the following notes were made in regard to a few items:

1. #419 (Sussex) goblet was voted to be reinstated along with the other stemware pieces to add to the sodas which are already in the line. The boys want this goblet brought out and made in lime at \$4.00 per dozen list and not made in lead at \$12.00 per dozen list as proposed. (Okay if they want to make new moulds.)
2. The #3424 (Admiralty) line plain was well liked and wanted at \$12.00 per dozen list. Mr. Babcock and Mr. Baumgartner were appointed as a committee to develop a cutting on this shape in cooperation with the factory. (Approved.)
3. No. 4004 Polkadot (Spot Optic) line was presented and it was unanimously voted on the part of the men to put this in the line at \$9.00 per dozen list. (Approved.)
4. #1503 Shell Praline Dish is now \$15.00 per dozen list and the boys by comparison thought this was too high. They would like it at \$12.00 per dozen list. (Rejected.)
5. Three new small items in 1503 which are now \$5.40 list should be raised to \$6.00 per dozen list. (Approved.)

**It shall be the purpose of these Minutes to report reactions and results of discussions rather than the discussions themselves.



6. No. 1503 (Crystolite) two Compt. Mayonnaise at \$18.00 per dozen list was well liked, but the boys would like to see two ladles included with this mayonnaise at \$24.00 per dozen list. (Approved.)
7. The #1489 (Puritan) French Dressing Bottle (Oil & Vinegar) is wanted etched with the words Oil and Vinegar on it. Also, the #4031. (Also an Oil & Vinegar, etched with #507 Orchid.)

ATTENTION - - - T. C. Heisey

After viewing the French Dressing Bottle, there was considerable discussion as to the



need of making a caster set. It was thought it would make a good item.

8. The #1489 (Puritan) Candy Box & Cover was well liked at \$36.00 per dozen list. (Approved.)
9. The boys like the #1489 (Puritan) 6" Cigarette Box with the Horses Head at \$24.00 per dozen list, but would also, like to have a Horse Head on the 4½" size box. (Approved.)
10. The new Spark Plug figure was very popular and the boys would like to see it named "Oscar". (Approved.)
11. The Scotty figure was liked and should be named "Scotty". (Approved.)
12. No. 1502 (Crystolite) candleblock was well liked and was adopted as was the new cocktail shaker. (#4036 - Cocktail Shaker - etched 507, Orchid.) (Approved.)
13. The epergnes were both liked, but a vote was taken to show only the shallow bowled one and the boys would like this one etched with Orchid Etching. (Cupped one, not flared.) (Cupped Approved.)
14. No. 5012 (Urn) new Bud Vase was well received. (Approved.)
15. The new plain book-end was voted as being a good and needed item, but should not be brought out unless it is made competitive with Cambridge's plain book-end.
16. The #1533 (Wampum) Specials at \$13.35 list was well liked. (Approved.)
 - A. It was voted to pre-pack every item in #1533 in one dozen lots.
 - B. The Gardenia Bowl in #1533 should have the bottom changed so that the candlestick base would fit into the bowl to make an epergne set.
 - C. The #1533 handled basket was voted as not being a salable item. (Decided not to make this.)
 - D. Mr. Irwin at this point announced that all SPECIALS existing now would be withdrawn completely by July 15th. (Approved.)
17. Etching #511 (Gardenia) is wanted applied on #1509 (Queen Ann) footed floral bowl and the #134 two Lt. Candlestick. Also, wanted on the #1519 Gardenia Bowl and Torte Plate (approved)
18. The Etched #511 Console Sets are wanted pre-packed in one-half dozen lots.
19. The boys want the #1519 (Waverly) Torte Plate etched #511 (Gardenia) as a special.
20. The men desire for various reasons, better commissions on the specials, even if said increase must be added to the price of the items.

GIFT BOXES were discussed and Mr. Woelfel was appointed as a committee of one to prepare a list of the items that the various men want pre-packed in Gift Boxes; Said list to be given to the proper persons for consideration. (Mueller has the list.)

ETCHINGS were discussed and we all believe that Orchid has a great future. In order to aid the growth of Orchid Etching the following things were brought out in the discussion.

1. We need a jug and water tumbler, flip vases and also, some \$1.00, \$1.25 and \$1.50 retail items.
2. The #1509 (Queen Ann) Small Torte Plates should be etched in Orchid as well as the new Epergne. (Approved.)
3. All #4191 Bud Vases should be etched in Orchid, but the factory should watch the prices to keep them competitive on this standard shape bud vase.
4. There is also, needed in Orchid a candy box which is not too high priced and a large size relish. (#1519)
5. #1519 (Waverly) Crimped Bowl in Orchid Etching is wanted.
6. The boys would all like to have a Wine Set Etched in Orchid. They suggested 2/3 dozen #3311 (Velvedere) 2½ oz. Sherry and 1/12 dozen #4036 Decanter. (Approved.)
7. A gardenia and camellis motif of design might be worth considering for the proposed new etching wanted for January.

MINUET ETCHING was discussed and it is believed that this pattern can be made more and more important if more new pieces were added to it to make it comparable to the Orchid line.

ADDRESS OF E. WILSON HEISEY

Mr. E. Wilson Heisey, President of A. H. Heisey & Company, at this point took the floor on invitation from the Chairman of the meeting and made a few remarks to the assembly which included the official word of welcome. He passed complimentary remarks to the group as a whole and called to our attention the fact that the factory and he were very glad to have us assemble in Convention as he believes it would be mutually beneficial to the organization and to the men.

One of the high points of the Convention then took place as Mr. Heisey presented the checks to the Quota Busters for the first six months of 1941. The Diamond H. Club members are as follows:

Holt Berni	J. J. Lower
E. Lee Beardshear	W. E. Babcock
Conrad Joelfel	Chas. L. Haslop
Geo. A. Granville	A. W. Baumgartner
C. S. Whipple	

These are the men who went over their quotes.

From this group there was named the High C man who was Holt Berni. Congratulations were extended to these men by the officials of the Company as well as other salesmen.

Mr. Heisey called to our attention the fact that one Quota Buster was absent by the name of Whipple and proposed that the Convention send him a telegram congratulating him on being a Quota Buster and expressing a true regret that he was not present at the meeting. The Secretary was instructed to do this and a motion was duly made, seconded and passed that such a telegram be sent.

CUTTINGS

Cuttings were the next topic of discussion and as this was very lengthy, we will eliminate reference to details and record only the decisions.

1. #5024 (Oxford) shape cut #2 at \$18.00 per dozen list is wanted.
2. The #3408 (Jamestown) shape cut #941 (Barcelona) at \$15.00 list is wanted and a sample sent to each salesman.
3. Everyone wants a new Rock Crystal Cut Assortment with the items to retail not over \$5.00 and the following items and the pieces selected to be cut NO. 19 and put in an assortment.
 - A. #1519 Torte Plate
 - B. 1/6 dozen #134 2 Lt. Candlestick
 - C. #1519 Gardenia Bowl
 - D. #1519 Crimped Floral Bowl
 - E. 1/6 dozen #1519 Honey Dishes
 - F. #1519 3 Section Relish

The #3408 stemware line should be cut to match this Assortment at \$12.00 per dozen list if possible.

The above assortment pieces are to be pre-packed one of each in package with exception of candlestick and footed honey dishes which are to be 1/6 dozen.

4. The boys think they could sell the #500 Variety Tray with a cutting on it so it would retail at \$5.00. Good volume could be had if possible. Send samples to each salesman if developed.

In regard to the Assortment and all the Specials, it was decided that if a stock could be built on these Special Items the volume could be stepped up tremendously. That the salesmen are willing to cooperate in stressing volume was best exemplified by the signed letter given to the factory stating that 232 Rock Crystal Cut Assortments would be guaranteed sold by the salesmen if made up and ready to be shipped at once. Each salesman affixed his signature to this written promise and said instrument was given to Mr. T. C. Heisey.

In other words, a concentrated selling effort will be made on the Specials early in order to give an indication to the factory of their salability so that they can be made up and stocked, and thus, not interfere with the production of regular merchandise during the peak periods in November and December.

All Specials and Special Priced Merchandise may be withdrawn at any time. Factory production will determine this.

There were no lines to be discontinued in the opinion of the salesmen although, by January 1st., the factory should determine what they do wish to make and give us and their customers such notification at that time.

When an analysis is made of the slow-moving items, this list should be sent to the salesmen at once so that they can advise the trade of the pending discontinuance of said items.

To be continued.

By Neila Bredehoft



458 Olympiad Etch

LETTERS WE GET LETTERS.....

Thanks for running our notice about starting a new study club or meeting for collectors in our area. We have had no response thus far.

I wrote you some time ago inquiring about the best cut you had of the Olympiad deep plate etching. You sent a cut of the No. 3404 goblet from one of the museum catalogues. Using that design we had a young man on our island enlarge the design and etch it on a panel of glass. It serves as the central scene in a Victorian window adjacent to our front door. We have enclosed two pictures showing the finished product. We are very proud of it and this can serve as a way of presenting Heisey to our visitors and friends. I think you will be pleased.

We are excited about "Heisey Olympics" being selected as the theme for the Convention. It is probably safe to say that the Olympiad pattern will find its way into some of the displays. It is one of our favorites.

***** David and Johnnie Lee Witt
South Carolina



I felt that the following three letters, all written within a month, would help everyone understand about some of the decisions that were made and just how the Heisey Company planned to merchandise their wares.

The November 1 letter does not say, but implies that the company needs orders immediately - "We have no back-log. We however, have the best inventory in our history in all categories." Apparently the company had not had the seasonal rush of orders it had anticipated and had been keeping the employees busy on making stock.

From looking through the price lists and catalogs for early 1952 and late 1951, I don't feel the company was in a particularly good position. Very few new lines were being brought out. Some of the new items were #1519 Block Five candlestick, #1621 Cylinder candlestick, #1624 Patio sodas, #5086 Plantation Ivy stemware, #5087 Comet barware, #5089 Princess stemware, and #5092 Empress Lily stemware. Judging from today's availability of these items, it would seem as though none of them could have been a financial success. In both the November 6 and November 28 letters, Mr. Irwin seems to be concentrating on old standbys for sales - Cabochon, Heisey Rose, Moonglo, Arcadia and Dolly Madison Rose.

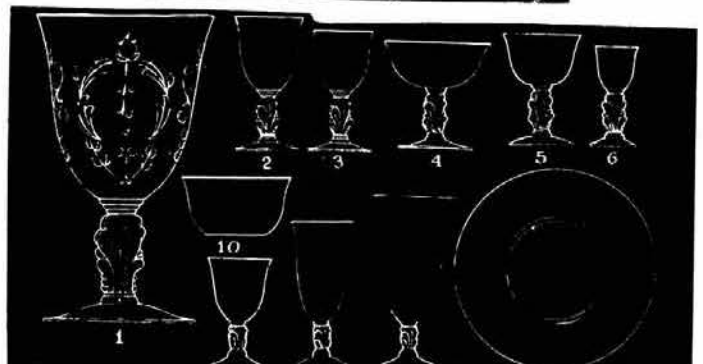
Several of the cuttings listed as those to be discontinued in the November 28 letter were only on the market for a few months. In December, 1951, Heisey introduced the following cuttings:

- #1061 Primrose
- #1062 Bridal Lace
- #1063 Wood Violet
- #1064 Provincial Wreath
- #1065 Baroness
- #1066 Debutante
- #1067 Yorktown
- #1068 Victoria
- #1069 Lilyvale

All of these except Debutante and Lilyvale were discontinued by July, 1952. This is another indication that the company was having difficulty in finding lines which were popular with the buying public. It may be that even as early as this, we were seeing the eventual demise of the company.

SEE THE NEXT PAGE FOR THE LETTERS MENTIONED HERE

Burgundy
Hand-blown Rock Crystal Cutting



SOME LETTERS TO SALESMEN FROM LATE 1951

November 1, 1951

"Gentlemen:

We have just returned from a trip to New York State and the New England States. We hit most of the big towns and quite a number of the small ones. Of course, it is obvious to you that New York is bulging with imported ware, but strange as it may seem with reduction after reduction, the imported ware doesn't seem to be moving with the alacrity that the metropolitan department stores had hoped. In contrast however, we have done a pretty good job in the metropolitan district and have had an especially encouraging response in the small towns along the Eastern seaboard. In fact, we have had a pretty fair business from all points of the compass and have just closed the month of October as one of the largest months in our history.

"Not only that, we have shipped our orders more complete than at any time since the writer has been at the plant, and that has been some forty-two years. Of course, the orders haven't been too big but they have been many and covered a great many different items.

"Now all of these orders have in the most part been shipped complete so that our friends should be in a mood to re-order, especially with the man with the white-whiskers right around the corner. Therefore, we are suggesting that it would be an opportune time for you to contact each and every one of your customers, in person, by phone or by letter and see if they aren't in need of additional merchandise.

"We are right against the pin as far as business is concerned. We have no back-log. We however, have the best inventory in our history in all categories. We can even ship cut ware within ten days or two weeks. This should be of interest to our clientele who, as I have said, haven't ordered heavily and therefore, aren't over-burdened with inventory of our product. In consequence, they surely must be in need of Heisey's Diamond H for Christmas business.

"Please do not hesitate to use the phone, the printed word or make personal contact. We are sure if a campaign of this sort is carried out by each and every one of our representatives that we will close the year in a blaze of glory. You have never failed us yet and we are sure you won't now --- and we won't fail you on deliveries.

Sincerely,

T. Clarence Heisey (signed)
President"

November 6, 1951

"To All Salesmen:

"We have been assigned rooms #120 and #124, on the first floor of the Wm. Penn Hotel, for the coming Pittsburgh Show, starting January 3rd through January 11th.

"We could not retain the two rooms we had this year but the rooms we will occupy are directly across the hall and will be very satisfactory for display purposes.

"So, if any of you salesmen are planning to attend the Pittsburgh Show, I suggest that you write whatever hotel you plan to stay in for reservations. If you apply at the Wm. Penn Hotel, be sure to mention that your factory is displaying in rooms #120 and #124, as provisions have been made for exhibitors and salesmen.

"In the January issue of LIVING a considerable portion of this magazine will be devoted to the 100th Anniversary of Marshall Fields. Marshall Fields, I understand, will take four pages in the magazine and the magazine is running twenty editorial pages concerning Field's history and background. A certain number of manufacturers in home furnishings and housewares were invited by Marshall Fields to participate in this issue and we are running a one page four color ad showing Rose Etching; the same ad is now running in the November issue of HOUSE BEAUTIFUL -- the gal with the red dress -- as we only had a short time to prepare the ad and ship plates in time for the January issue.

"Marshall Field's buyer suggested that we run Cabochon as they have had excellent reception on this pattern. But, we did not have a good ad showing Cabochon with the exception of the present one, which we did not like. So, I think this is an opportunity to contact your better customers handling Rose Etching and I believe that if they will get the reprints of the ad, get the magazine and use it with their display, it will create a lot of interest in their local communities. With Marshall Field's prestige, a great many dealers handling Rose Etching can cash in on this publicity. So, see if you can't stir up some interest and get some orders so these stores will have a stock of Heisey Rose for January selling.

"We are sending reprints of the ad to be run, along with a card from which they can order newspaper mats, radio scripts, mounded card, different types of copy for any ad they wish to make up and we really believe this will pep up some interest with our dealers and also keep the etching shop going full blast during January.

"October shipments were the largest in the history of our factory. But, we are going to be hard pressed for the months of November and December to make a good showing unless we can get more orders. We have a decent stock of practically every pattern and can give prompt shipment on receipt of order.

Yours very truly,

R. C. Irwin,
Sales Manager"

November 28, 1951

"To All Salesmen:

"I just made a tour of the factory for the first time since the first week in September and I find that we have a good stock of Moonglo, Arcadia and Dolly Madison Rose stemware and can make delivery on receipt of order.

"This also applies to all the etchings. In fact, we have so much pressed ware in the bins that there is no room to put further stock. So, if you have customers who need some matchings and fill-ins for immediate delivery, please get us the orders at once.

"In going over our price list and catalog, which we will have to re-print, we are planning on closing out the following cut patterns:

Chateau	Belvidere
Courtship	Burgundy
Heirloom	Bandoleer
Desert Flower	Greenbrier
Iris on #6060 shape	Pine

"Our records show lack of interest in selection of these patterns and the volume does not warrant our keeping them. With the exception of Chateau pattern, matchings will be furnished as long as the blanks are in the line.

"It is our plan to ship matchings on discontinued patterns either cut or etched, during the months of November and December and May and June. So, if you take an order for matchings now, same can be delivered this year. But, if taken in January, it will not be delivered until May or June, as the matchings have to go on "piece work" and that is much more costly than regular production work.

"Add to your Danish Princess and Peachtree Cuttings, the low goblet and sherbet.

Yours very truly,

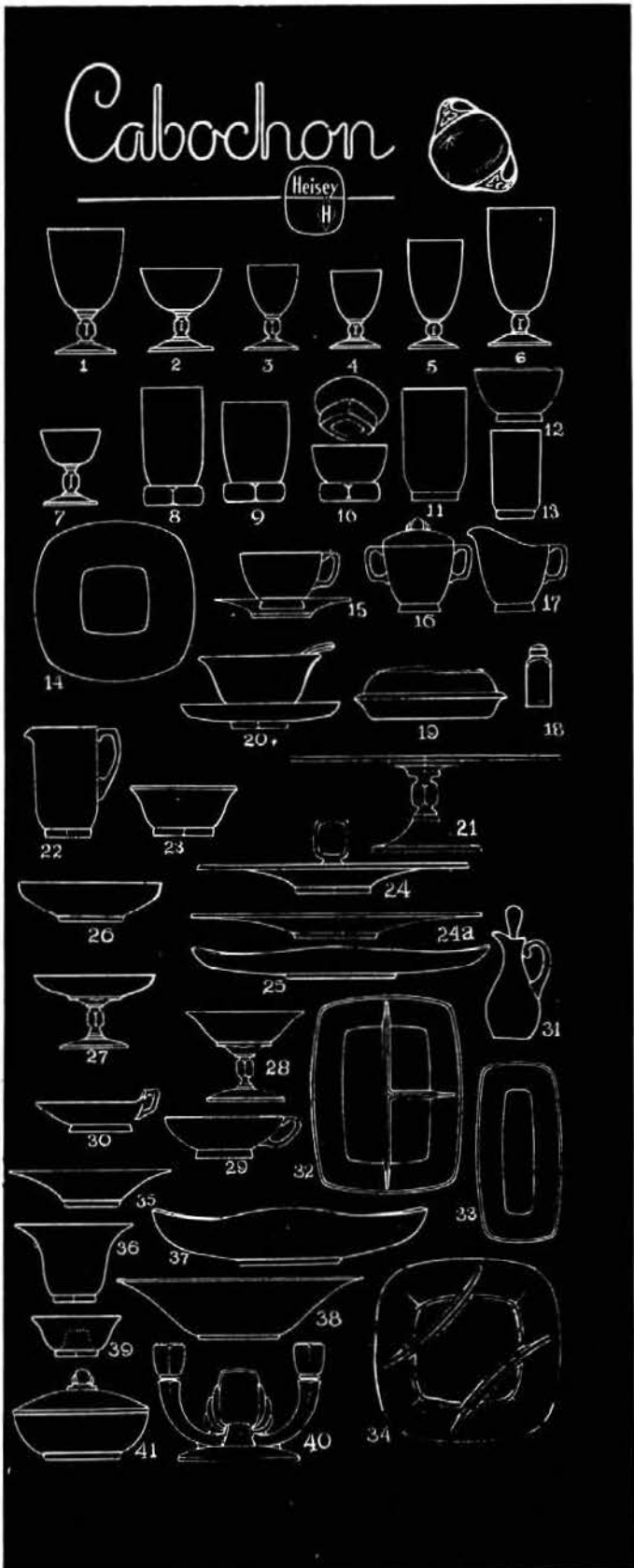
R. C. Irwin,
Sales Manager"



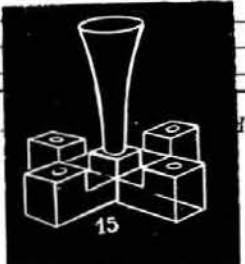
Original Prices in 1953

CABOCHON — Pattern No. 1951

NO.	SIZE	ITEM	PRICE	
			Doz. Crystal	Each
1-6091	10 oz.	Goblet	\$ 18.60	1.55
2-6091	5½ oz.	Sherbet	18.60	1.55
3-6091	3 oz.	Wine	18.60	1.55
4-6091	3 oz.	Oyster Cocktail	18.60	1.55
5-6091	5 oz.	Footed Juice	18.60	1.55
6-6091	12 oz.	Footed Ice Tea	18.60	1.55
7-6091	4 oz.	Cocktail	18.60	1.55
8092	5 oz.	Juice, Blown	18.60	1.55
8092	10 oz.	Beverage, Blown	18.60	1.55
8-6092	12 oz.	Ice Tea, Blown	18.60	1.55
8092	14 oz.	Soda, Blown	18.60	1.55
9-6092	10 oz.	Tumbler, Blown	18.60	1.55
10-6092	6 oz.	Sherbet, Blown	18.60	1.55
11-1951	12 oz.	Tumbler, Pressed	10.20	.85
12-1951	6 oz.	Sherbet, Pressed	7.80	.65
13-1951	5 oz.	Juice, Pressed	7.80	.65
14-1951	8 in.	Salad Plate	18.00	1.50
15-1951		Cup and Saucer	19.20	1.60
1951		Cup	9.60	.80
1951		Saucer	9.60	.80
16-1951		Sugar with Cover	19.20	1.60
1951		Sugar without Cover	13.20	1.10
17-1951		Cream	13.20	1.10
1951	9 in.	Sugar and Cream Tray	18.60	1.55
1951	4 pc.	Sugar and Cover, Cream and Tray	51.00	4.25
1951	3 pc.	Sugar without Cover, Cream Tray	45.00	3.75
18-10		Square Salt or Pepper, No. 60 Silver Plated Top	11.40	.95
19-1951	¼ lb.	Butter and Cover	24.00	2.00
1951	¼ lb.	Butter Tray without Cover	12.00	1.00
20-1951	3 pc.	Mayonnaise Set	45.00	3.75
1951	6 in.	Mayonnaise Bowl	19.20	1.60
1951	8 in.	Mayonnaise Plate	18.00	1.50
1951	7	Mayonnaise Ladle	7.80	.65
21-1951	13 in.	Footed Cake Plate (Salver)	72.00	6.00
22-1951	12 oz.	Cereal Creamer	25.20	2.10
1951	4½ in.	Dessert or Sauce Dish (Nappy)	7.80	.65
23-1951	5 in.	Dessert or Sauce Dish (Nappy)	9.00	.75
24-1951	13 in.	Center Handled Sandwich Plate	63.00	5.25
24a-1951	14 in.	Sandwich Plate	48.00	4.00
25-1951	14 in.	Party Plate (Torte)	48.00	4.00
1951	14 in.	Cracker Plate & Footed Cheese	72.00	6.00
1951	14 in.	Cracker Plate (with Ring)	48.00	4.00
26-1951	7 in.	Cereal Bowl	19.20	1.60
27-1951	5¾ in.	Footed Cheese	24.00	2.00
28-1951	5¾ in.	Footed Mint	24.00	2.00
29-1951	6 in.	Handled Jelly	15.60	1.30
30-1951	6¾ in.	Handled Bonbon	15.60	1.30
31-1951	3 oz.	Oil Bottle and #101 Stopper	24.00	2.00
1951	3 oz.	Oil Bottle without Stopper	18.00	1.50
32-1951	9 in.	3-Compartment Oblong Relish	36.00	3.00
33-1951	8½ in.	Pickle Tray	18.00	1.50
34-1951	9 in.	3-Compartment Square Relish	42.00	3.50
35-1951	7½ in.	Tidbit	19.20	1.60
36-1951	3½ in.	Flared Vase	14.40	1.20
37-1951	13 in.	Gardenia Bowl	46.20	3.85
38-1951	13 in.	Floral, Fruit or Salad Bowl	46.20	3.85
39-1951	1 in.	Candlette	11.40	.95
40-1951	2 in.	Candlestick, Ground Bottom	57.00	4.75
41-1951	6¼ in.	Candy and Cover	42.00	3.50
1951	6¼ in.	Candy without Cover	24.00	2.00



#1621 Cylinder Candle Block



#1619 Block Fine candle centerpiece with 6" Vase and Fitter



1586 Plantation Ivy Stem Also with Plantation Ivy Etch

The Finest in Glassware

Hand



1063 Wood Violet

1068 Victoria

1069 Lilyvale

1067 Yorktown



1061 Primrose

1066 Debutante

1065 Baroness

1064 Provincial Wreath

1062 Bridal Wreath

MORE ITEMS PICTURED ON PAGE 18

CLUB NOTES

ROCHESTER AREA HCC

On January 17, the first meeting of 1988 was held. The great blizzard of 1888 seems like yesterday. The meeting was held at Frank and Sharon Orienter's home; it was packed.

Our new Prez, Bruce Schwendy, opened the meeting with a prayer, but some were present who felt this was unconstitutional; they were invited to wait on the porch until the prayer was completed.

Bruce showed a sample of the book plate that the Rochester library has put in each of the thirty-two candlestick books that our club donated last year.

Marge Gillette indicated that we should have a show soon before the winter blahs and lack of things to do drive her crazy. Jerry was appointed to look into this problem as a committee of one. He was last seen hiding under the stairway.

The subject of the meeting was "smoking items". There were an abundance presented, as follows: Puritan horse head cigarette box, Carcassonne cigarette holder with Cobalt bowl and crystal stem. This is identified as a cigarette because of the flat bottom. Stanhope cigarette box with red knob, 1180 ashtray, 1503 ½ lighter and a 1503 lighter. Rib & Panel cigarette box with round ashtray as a top, unusual. Zodiac ashtray, Old Sandwich ashtray in three colors, Flat Panel moongleam humidior with pipe rack to match. Kohinoor Zircon cigarette box with four ashtrays in original box, set of Crystolite ashtrays and cigarette in original box, General's ashtray (military cap).

The show and tell for the day was great, as you can see.

A 602½ 48 oz crushed fruit was shown by Norene Walzer, a beautiful piece of glass. Heisey Bible by Arlene Reynolds, candles by Sharon Orienter. Locket on chain toothpick by Bruce Schwendy. There were other things too numerous to mention.

The meeting ended with a motion made and passed to the effect that any surplus monies left in the treasury in June be donated to the endowment fund at the convention.

Marge Gillette was happier today, the show season opened with a nice display at a local Catholic High School, she was first in line. Heisey is still very scarce. I noticed that she grabbed a common lemon dish and hid it in her purse before anyone else could see it.

On to the hunt, but first this quote to think about -- "In general, the art of government consists in taking as much money as possible from one class of citizens to give to the other". Have a good year.

George J. Reynolds

GULF COAST HEISEY CLUB

The Gulf Coast Heisey Club (Florida) had their January meeting at the home of Odell and Virginia Johnson in Bradenton, on the 23rd., gathering at 11:30 A.M. There were eight members present and four guests who were Jim and Helen Kennon from Brookville, Ohio and Al and Peggy Miller from Shelbyville, Kentucky. After a period of introduction and visiting, we drove to a nearby Seafood restaurant for our lunch. Upon our return to the Johnsons we enjoyed dessert and coffee and also began our silent auction, the purpose of which was to raise funds to go to the National Club. It proved to be quite successful.

We then held our Business meeting and a date was fixed for our March meeting. After our business meeting, we viewed the VCR Tape Odell Johnson had taken during the June Convention. It covers some of the Show, the Displays, program at the dinner, both breakfasts, Flea Market at Granville and even a bit from Sam's Auction. It proved to be most enjoyable, especially to those who had not been in Newark for the last Convention. The Museum also has a copy of this tape.

The next meeting of the Gulf Coast Heisey Club will be March 5th., 11:30 A.M., at the home of Mrs. Betty Hyde, 1639 Maravilla Avenue, Fort Myers, Florida 33901. The program at that meeting will be done by Leon and Ruth Beaver who also live at Fort Myers. Our members will be driving from Bradenton, Englewood, Seminole, St. Petersburg, Clearwater, Spring Hill and Davenport -- we MUST Love our Heisey! HCA members who are visiting in Florida are always invited to our meetings. If possible please call the party hosting the Club so that she can make reservations for the meal. PLEASE NOTE FURTHER INFORMATION REGARDING THE MARCH MEETING IN THE HCA NEWS. Members, of course, are always welcome to bring guests and prospective members.

Virginia Johnson, Secretary

THE WESTERN RESERVE HCC

The Western Reserve Heisey Glass Study Club has been having monthly meetings. The November meeting was held at the home of Thelma Morningstar. Twelve members and guests were present. Abe Abramowski auctioned glass and other items donated by the members. George Morningstar put us over the \$200 mark when he bid in a Western Electric 216 A radio tube that Wendell Young brought to show him! Who knows, we might even convince George that Fandango didn't come in Oatmeal boxes.

The group held its annual Christmas party on a snowy night in December at the Panarama Restaurant in Westlake, Ohio.

The January meeting will be held at the home of Jane Eisbrenner in Elyria. Members will be asked to bring examples of Victorian patterns to show and discuss.

Helen Mariman is president of the club. She is always looking for new members who live in the Western Reserve area of Ohio. Thelma Morningstar

CONNECTICUT HCC

The Connecticut HCC would like to expand its membership, giving an opportunity for Heisey Collectors in its area to join. They are an active study group and promote an Antique Show each year. It adds a lot of enjoyment to Heisey collecting if you can share your finds with people who have the same interest.

If you want information about the club call Bob Morotto, Southington, CT (203) 628-5389. You'll be glad you did.

The Connecticut HCC donated a beautiful #3416 Barbara Fritchie cordial* with a Sahara bowl and \$685.00 for mirrors for the upstairs of the museum. These may not have been mentioned in the Heisey News. They have also been most generous with their gifts.

*This is the cordial that we had the problem of locating the donor for last summer, for awhile. Somehow the donor slip was not with the piece of glass when it came to the museum from the Newark Inn and no one remembered who gave it. It is proudly displayed in the cordial cabinet with its donation label.

FLORIDA HEISEY COLLECTORS CLUB

Our first meeting of the season was held the afternoon of November 10 at the Belfer's Boca Raton home. After our long drives, the first item on the agenda was lunch. As usual Charlotte's elaborate refreshments and vegetable tray made our brown bag sandwiches seem superfluous. Only six members were present, four still being up north, two of whom will not be coming south this year.

A report on the convention was made by the three members who had attended. Education centered around show and tell. Photographs to be sent to the Heisey News were taken of a cut Revere punch bowl. (Our in-expertise was proven by the fact that none of the pictures were satisfactory.) Plans were made for subsequent meetings and we started home before the rush hour madhouse.

The January meeting was held at the Perloff's Port St. Lucie home. Our brown bag sandwiches were supplemented by a vegetable relish tray, fruit salad, cookies and coffee provided by our hosts. The seven present included two guests, other members being kept away by illness and personal problems.

A short business meeting and show and tell was followed by education which was a discussion of six patterns from Ruth and Jack's extensive nappy collection. These were Prison Stripe, Bead Swag, Martha Washington (large nappy), Zodiac, Plain Band and Daffodil (a plate). Everyone admired the beautiful glass in Daffodil and the pressed pattern which is so clear and sharp that it looks cut.

Future club plans will include attempts to broaden our membership, and a silent auction for the next meeting to be held at the Wise home.

Ruth Perloff

BAY STATE HCC

The Bay State Heisey Collectors Club held its regular monthly meeting on January 12, 1988. President D. Young called the meeting to order with two new members present, Mary Emma Foster and Jean Bum-bach. Welcome to both of you and happy hunting!

The program for the evening was conducted by Gary Olson. The program theme was circles, squares and angles, an interesting program presented by Gary pertaining to the use of angles in the design of glass. A good program Gary!

David Steer did show and tell and there is glass still in "them thar" hills. Some items shown were: 3350 Stem (mayflower etch), 353 Oil, 353 Ash Tray, 1776 Mustard jar, Yeoman jelly, 1559 Columbia Candlestick, Imperial Gazelle (Cobalt), Locket On Chain Toothpick in Ruby with gold overlay (a goodie), 417 Double Rib and Panel Basket in Flamingo (another goodie).

David did a real good job with commenting on each piece. Thanks, David.

The Montagues did refreshments for the evening. Kevin, Kathleen and Ann out did themselves with chili and dessert. A job well done.

Don't forget our glass show on April 30 * and May 1, 1988. It promises to be a real good show so come and join us in Waltham, Massachusetts at the Waltham Senior High School

George Gleason
Scribe

*See ad, this issue

GATEWAY HCC

It was a cold, cold night in February when the members of the Gateway Heisey Collectors Club of Pittsburgh bundled up, and made their way to the home of Phyllis Goldstein. Phyllis had a nice warm living room, and many delicious snacks waiting for the group to enjoy.

Earl Autenreith, our new President, announced his committee chairpersons for 1988. Marge Satryan will be in charge of programs for the year. Harry Freier will keep our social events on schedule. Mary Hallborg will find ways and means to help our club finances. Publicity about our activities will be reported by Phyllis Freier.

The final report was made by Marge Satryan on our "make your dollar grow project". We were all delighted with the results.

We were sorry to hear of the decision by Carlene and Jack Masson to go on the inactive list. We are hoping their decision will soon be reversed.

A long discussion ensued about the title of our display, and the type of glass to be exhibited at the June convention of the Heisey Collectors of America, Inc..

Margaret Reed, as school teachers often do, gave us a quiz. Her subject was shot glasses. She had nothing with which to fill the shot glasses, but she filled our minds with facts instead.

So much information has been presented to us via the programs, and show and tell, so many long and lasting friendships have been made; so many happy memories have been tucked away in our minds; all this came about through our participation in the Gateway Heisey Collectors Club. So, if you wish to have these friendships, memories and information, please, contact us via the H.C.A. in Newark, Ohio. Have Happy Days, and Happy Heisey Hunting!

Phyllis Freier

HCA Oscars 1977 thru 1987

YEAR	COLOR	MADE BY	NUMBER
1977	Fern Green	Imperial	2115
1978	Rose Pink	Imperial	2838
1979	Sunshine Yellow	Imperial	2663
*1979	Heather (Misdated)	Imperial	1099
1980	Heather	Imperial	2930
1981	Light Blue	Imperial	2642
1982	Emerald Green	Imperial	2274
1983	Tangelo (Orange)	Viking	2262
***1983	Tangelo (Frosted)	Viking	310
*1983	Ruby (Misdated)	Viking	251
1984	Ruby	Viking	2164
1984	Ruby (Frosted)	Viking	208
**1985	Antique Blue	Imperial	446
1985	Black Opaque	Imperial	1500
1986	Clematis (Alexandrite)	Viking	1548
1987	Crystal Opalescent	Fenton	1500

* When the company made the first turn of these they had forgotten to change the date. Rather than let them be sold in their seconds shops we bought them and sold them by a special drawing.

** Imperial was having troubles in making antique blue so we took the 446 and sold them by a special drawing, and had the regular Oscar made in black opaque.

*** Over runs were frosted. Sold by drawing.

1988 VOTING MEMBER LIST

Abdalla Jr, George
 Ablon, Sandra Lee
 Ackley, Wanda J
 Adams, J Robert
 Adelstein, Joe
 Ahart, David L
 Alford, John W
 Alford, Norman
 Allen, Evelyn M
 Allen, Harry L.
 Allen, Statha
 Ames, June N
 Anderson Jr, Arthur J
 Anstine, Barbara
 Armentrout, Vi
 Avery, Wendell S
 Backlich, David M
 Bagford, Shirley
 Baird, Charles N
 Baker, Jerry R
 Balo, Miriam
 Bandy, Mary L
 Barker, Johnny A
 Barker, Willene
 Barker, John C
 Barker, Verlyn L
 Barnard, Betty Ann
 Barnard, William H
 Barnes, Linda L
 Bartlett, Kendal
 Bartlett, Maxine
 Beatty, Donald A
 Beatty, Oliver
 Belfer, Martin
 Bennett, Benjamin A
 Bennett, Ruth W
 Bennett, Sarah
 Berry, Marjorie C
 Bischoff, Thomas
 Blackwell, Janice
 Blackwell, Michael
 Bloch, Lynne
 Bockes, Edith
 Bonar, Helen M
 Bowers Jr, Floyd G
 Bradbury, Keith P
 Bradley, Stephen H
 Bradley, Aly Ann
 Bratt, Darrell
 Bratt, Nancy
 Bredehoft, Thomas
 Bredehoft, Neila
 Brook, Frances M
 Brown, Jane A
 Brown, Milton G
 Brown, Lou
 Brown, Roy R
 Bruny, Dolores
 Brush, Mary S
 Bumpus, Anne
 Burgess, Warren R
 Burgess, Myrtle A
 Burrier, G W
 Campbell, Donald R
 Carey, Stanley O
 Carty, Willa H

Cason, Elizabeth
 Caswell, Janet
 Caughenbaugh, Jackie L
 Caughenbaugh, Stephanie A
 Clifford, William T
 Coffield, Susan J
 Colangelo, Alfred
 Colangelo, Joyce
 Coll, Bernadine M
 Courtnage, Ray
 Coyle, Robert H
 Coyne, Robert F
 Craig, Frances P
 Creason, Mary Anne
 Crim, Harold W
 Culbertson, Howard L
 Culbertson, Esther
 Curley, David
 Currey, Fred
 Darling, Stan
 Darling, Kay
 Dawson, Ione R
 Dawson, Joyce
 Day, Richard E
 Day, Julia
 Degroote, Stanley
 Degroote, Lynn
 Delaney, Chauncey R
 Delaney, Debra A
 Deniro, Barbara A
 Depas, Karen A
 Deppong, John A
 Deppong, Marjorie J
 Dewese, Sloan
 Dix, William
 Drexler, Jean H
 Dudas Jr, George
 Dunbar, Shirley
 Duncan, Mary Frances
 Dunham, Ethel
 Dunham, Ronald
 Duryee, Suzanne
 Dusthimer, Doris
 Earnshaw, Jim
 Egbert, Melvin D
 Eshelman Jr, John L
 Evans, Mary A
 Evans, Mary
 Evans, Willard E
 Farnham, Joyce M
 Feldman, Bernard S
 Feldman, Valli
 Felt, Tom
 Fisher, Charles
 Fisher, Mildred
 Fisher, Murvel E
 Flashner, Libby
 Fogg, George A
 Freier, Harry L
 Freier, Phyllis
 Frye, Franklin V
 Fulke, Betty S
 Funkhouser, Mary I
 Gallagher, Jerry
 Gallagher, Richard L
 Gartner Jr, Fred W
 Getty, Elizabeth
 Getty, Harry W
 Giblin, Loren O
 Gillenwater, David

Gillette, Marjorie
 Gillette, Jerry
 Glenn, Danny
 Glenn, Ann
 Godden, June
 Goicoa, Doletta
 Goldsberry, Ray
 Goldsberry, Jennie
 Goldstein, Phyllis S
 Gorsuch, Norma J
 Gosnell, M Ann
 Griffin, Phyllis
 Griffiths, Gary
 Groesser, Mart R
 Guilmette, Curtiss
 Guilmette, Barbara J
 Hackl, R P
 Hahne, Otto H
 Hallborg, Robert
 Hallborg, Mary
 Hanks, Betty R
 Harper, Marjorie J
 Harper, Francis J
 Harralson, Cliff
 Harrington, Larry C
 Harris, James S
 Harris Jr, Glenn
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 Hartman, Art
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 Heron, Marion
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 Swisher, Jerry
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 Tartell, Lottie
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 Thompson Jr, J William
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 Walton, Irene
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 White, Marlene
 Wilcox, Janet A
 Wilcox, Lynn A
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 Willoughby, John W
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 Yeager, Donna
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 Ziegler, Delores
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 Zimmer, Roberta June
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DOLLY MADISON
ROSE
 Engraved
 Cutting No. 1015



5092
 EMPRESS LILY

Desk of the Editor

I didn't save much space for myself because we had so much else to put in. I just want to stress a few things which are happening now.

The Oscars have arrived and mail orders are being filled as fast as possible. Local residents can pick their's up any day from 1 to 4 P.M.

Fenton is having trouble with their opalescent glass so, as yet, the middle elephants have not arrived (we had expected them last month). Send in your orders and we will ship them as soon as they get here.

We pictured most of the items mentioned in the three letters sent out to Heisey Salesman. We hope you enjoy those letters as well as the Minutes of the Heisey Sales meetings which were held at the log "cabin" of Wilson Heisey in the hills east of Newark.

Visitors have been scarce the last month or so but spring will soon be here and attendance will grow. We had too very nice young men from Australia who were in this country for business reasons. They loved the museum.

The physical inventory of all the glass is nearing completion and will be going into the computer very soon. This is quite an undertaking and is time consuming. One advantage is that a lot of the glass will already be clean for convention as we've done some cleaning as we go.

If you are interested in learning more about Heisey, and making new friends, please contact some of the people who have been asking you to help start new clubs.

We still need volunteers for the museum, week days and particularly on Saturday and Sunday.

We hope this newsletter arrives in California before the Golden Gate Club's Show. We advertised it even though it was a close date. All the shows listed benefit HCA.

We hope to see you at the auction and the next weekend at Silver Spring, MD, at the NHCC All Heisey Show.

Luise Ream

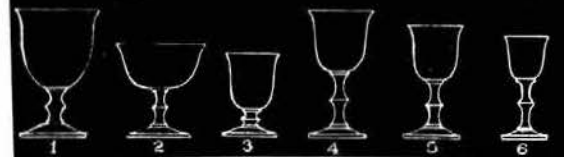
Patio



PATIO — Pattern No. 1624

NO.	SIZE	ITEM	PRICE	
			Doz. Crystal	Each
1-1624	10 oz.	Tumbler	\$ 9.60	.80
2-1624	6 oz.	Sherbet	8.40	.70
3-1624	5 oz.	Juice	8.40	.70
4-1624	15 oz.	Ice Tea	18.00	1.50

Princess



PRINCESS — Pattern No. 5089

NO.	SIZE	ITEM	PRICE	
			Doz. Crystal	Each
1-5089	10 oz.	Goblet	\$ 18.60	1.55
2-5089	5½ oz.	Sherbet (Saucer Champagne)	18.60	1.55
3-5089	2½ oz.	Oyster Cocktail	18.60	1.55
4-5089	4 oz.	Claret	18.60	1.55
5-5089	2½ oz.	Wine	18.60	1.55
6-5089	1 oz.	Cordial	18.60	1.55



THESE ITEMS WERE ALL MENTIONED IN THE
 FACTORY LETTERS ON PAGES 10 and 11

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1503 CRYSTOLITE 7" rd covered candy * . . 35.00
1503 CRYSTOLITE 10" rd 5 comp relish * . 22.00
1503 CRYSTOLITE 3" short stem flower vase* 25.00
1168 PENELOPE 5 oz saucer ft egg cup* 2 ea 15.00
353 MED FLAT PNL toothpick tray * 40.00

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WANTED: One Heisey "Courtship" iced tea. JENNY'S ANTIQUES, 501 Cartwright Rd., Conroe, Texas 77301, 409-756-5858.

#516/1 Vase Hawthorne \$65, #3359 Plateau Flam rose bowl d/o \$45, #1637A Town & Country 11" Salad bowl* \$30, #1184 Yeoman 8" plate Maryland cut (3) ea \$5, #411 Tudor 2 1/2 oz bar (2) ea \$18, #3389 Duquesne cocktail Normandy etch (5) ea \$20, #3389 Duquesne goblet Chintz etch (6) ea \$20, #3362 Charter Oak 8 oz goblets Moongleam (6) ea \$20, #3335 Lady Leg goblet Zodiac etch (9) ea \$15, #3359 Portsmouth goblet Moongleam base (6) ea \$15, #10 Flamingo floral block (2) ea \$30, #2351 2 oz heavy sham bar Barcelona cut \$40, #1252 Twist Ind creamer* \$20, #9 crystal flower block \$15, #2352 1 1/2 oz bar \$14, #1401 Empress df pitcher flamingo \$160. CRAFTS ENTERPRISES, 187 N. Pioneer Ave., Shavertown, PA 18708. 717-675-8553. P & I extra.

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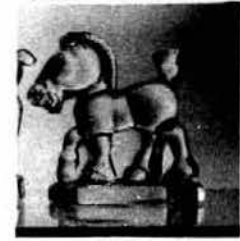
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MOTELS IN THE NEWARK AREA

(THE NEWARK INN IS FULL)

The following is a list of motels in the Newark Area which still have rooms available during Convention Week. Those not listed are full. There is another major event going on in this area at the same time so be sure to call or write to these motels at once.

THIS IS OSCAR



PLUG HORSE

IMPORTANT NOTICE

<u>FACILITY</u>	<u>LOCATION</u>	<u>UNITS</u>	<u>RATES</u>
ARBORGATE INN NEW MOTEL	1266 Hebron Road Heath, OH 43056 (614) 522-6112 Call Collect Senior Discounts	20 Rooms Left Kitchenettes available	S (1) - \$27.95 + Tax D (1) - 29.95 S (2) - 33.95 D (2) - 35.95 Ex. per. 3.00
HOLIDAY INN OF AMERICA	733 Hebron Road Rt. 79, Heath, OH 43056 (614) 522-1165	65 Rooms Left	S - \$72.00 + Tax D (2) - 80.00
HOWARD JOHNSON'S MOTOR LODGE	755 Hebron Road Rt. 79, Heath, OH 43056 (614) 522-3191	67	S - \$44.00 + Tax D - 54.00
KELLER MOTEL	I-70 Keller Road Hebron, OH 43025 (614) 927-8011	24 - No Doubles Left	S - \$28.00 + Tax Ex. per. 3.00
STAR LITE MOTEL	Route 79, South 1342 Hebron Road Heath, OH 43056 (614) 522-3207	19	S - \$21.00 + Tax D - 22.89 D2 - 28.32

ALL OTHER MOTELS/HOTELS ARE FULL IN THE NEWARK AREA. MOST MAJOR MOTELS CAN BE FOUND IN EAST COLUMBUS, WORTHINGTON, REYNOLDSBURG AND ZANESVILLE - ALL WITHIN 30 - 35 MILES OF NEWARK.

12TH ANNUAL SOUVENIR OSCAR FORM

PLEASE READ VERY CAREFULLY BEFORE FILLING OUT

THE OSCARS ARE OPEL (GLOSSY OFF-WHITE) AND ARE MADE BY FENTON, MARKED HCA 88.

They will be offered to members only for \$22.00 prior to Convention. If any are left by June 16, they will be offered to the general public for \$25.00 each.

You may order ONE per member. This means ANY member who has a membership card regardless of class of membership. Please list all names as they WILL be checked. Everyone living in Ohio ordering for pick-up in Ohio, must pay \$1.32 sales tax per Oscar. Shipping charges will be \$2.00.

DO NOT SEND DUES, BOOK ORDERS, ETC. WITH YOUR OSCAR ORDER.

Please keep this part for a reference and clip and mail the form below the line. Be sure your dues are currently paid. This is the 12th of a series of souvenir Oscars.

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 Check one: _____ Please mail my Oscar
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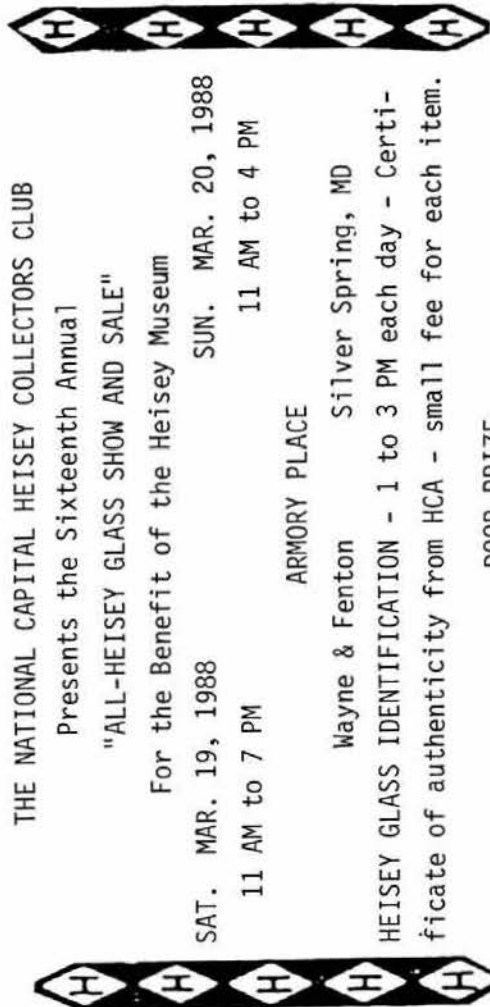
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Sunday, May 1 10a.m. - 4p.m.

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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 3-31-88.

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