

HEISEY *news*

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HEISEY NEWS

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HEISEY NEWS

Heisey Collectors of America, Inc.

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LETTERS, WE GET LETTERS

Heisey Museum Volunteers & Staff:

On behalf of the Greater Cincinnati Glass & Pottery Collectors, I want to thank you all - and especially, Mary McWilliams, for a most enjoyable and informative tour of the Heisey Glass Museum, Saturday, May 13. It was a first trip to the museum for many of us. We were most impressed with the beautiful setting and displays of all types of Heisey glass. Our tour guide was very gracious in giving of her time and knowledge of Heisey glass to answer our many questions and guide us through room after room of lovely glass displays.

Please accept our sincere thanks.

Sincerely, Connie Rogers, Corresponding Secretary

QUESTIONS AND ANSWERS

Q. Enclosed is a picture of a piece of Heisey. Could you tell me something about it?

R. S. - Missouri

A. The item pictured is an Antique Blue covered candy box in the 1519 Waverly pattern by the Imperial Glass Corporation. They made the jar in Crystal 9/1/57 - 1/1/64 and the Antique Blue, Verde (green) and Sunshine Yellow, all in 1974. It was also made in Caramel slag from 1966 - 1972. Most of these have the Heisey mark. Imperial went out of business in 1984 and Heisey Collectors of America, Inc. bought all the moulds, except Old Williamsburg, and brought them back to Newark. So, this glass is also collectible and will be more so as time goes on.

The following 3 items were made in Caramel Slag from 1966 to 1972. Sometimes they are marked with the Diamond H.

Oval comport
Footed jar & cover (seahorse handle)
Covered candy



The candy box referred to in the question is the one on the left. L.R.

FROM YOUR PRESIDENT

Dear HCA Members,

As I write, the Convention is two weeks away. However, it will be history when you receive this issue; another enjoyable and successful Convention. A complete report will appear in the August issue of the Heisey News.

An order has been placed for the second computer to be used in recording the information contained in the archival material. In addition, it will be used in book publishing and can also be used in publishing the Heisey News.

Talking with our Archivist, Neila Bredehoff, recently, she suggested a project she would like to see interested individuals or study clubs undertake. A number of etching plates were acquired in the mould purchase, some of which apparently were never used in production. The plates need to be "cleaned" so that rubbings can be taken from them for study, and photographed. This would then become a source for new information for the club members through the Heisey News. I would suggest that interested individuals or study clubs contact Neila at the HCA office.

A friendly reminder, don't forget the Endowment Fund. It's growing, but slowly. It is our Club Insurance Policy for the future.

Happy Collecting,

Bob Rarey

TABLE TALKS

Because of lack of time I have included two four page "Table Talks" in this issue. Heisey put these out for several years to the trade and we find them interesting. We have featured a few of these in the past and now, since we have all the issues that were printed, we'll be using more of them. I hope you enjoy them.

I think you will find the ball vases interesting and am sure you would like to find engraved vases at these prices.

L.R. - Editor

ABOUT THE COVER -

The engraving is from the top center of a fabulous display case which was reverse cut on 17 sections of mirrors by one of A. H. Heisey's most famous employees, Emil Krall.

Emil Krall was a native of Austria-Hungary and was a cutter and engraver in the Court of Emperor Franz-Joseph. He allegedly spent at least 600 hours cutting this cabinet. Note the detail of the Gal-leon.

The case itself was used as a frame for Presidential nominee Alfred Landon's picture at the 1936 Republican National Convention held in Cleveland, Ohio. Later the case was shipped and displayed by the Heisey Company at the leading department stores and glass conventions of the U.S.A.

FROM THE DESK OF THE EDITOR

As I write this on June 5, it is a beautiful cool day but it was only 49 degrees when we got up this morning. Last week we had temperatures up to 89 degrees. Ohio weather is never predictable.

We are busily preparing for the convention next week. Mary McWilliams and Bob and Phyllis McClain decorated the museum last week when it was very hot. We now have to explain to all of our visitors that we aren't crazy and they seem to enjoy the Christmas atmosphere as much as we do.

When you receive this newsletter the convention will be a thing of the past and we will be getting back to normal - or as close to that as we ever get here.

We had some new items made for the gift shop and they are included on the updated listing featured in the back of this issue. Some of the Teal Blue items may be sold out after convention but they are not a limited edition so we can reorder more from Fenton. All of these items are very nice including the bunnies in Ruby, made by Viking. (See pages 20, 21, 22 and 23 for an update on our list of items for sale here.)

We have had many bus tours this spring, for the most part from the northern part of Ohio. It is very interesting to hear all of the nice remarks and the "oohs" and "ahs" of surprise. Most people do not realize what we have here but many, many visitors tell us that ours is the finest of any of the smaller glass museums in the country. We hope that all of you can make a trip here sometime. Aside from beautiful glass, we have fine antique furniture.

Neila Bredehoff is delighted to have the new computer which arrived today. It can be used for writing books, newsletters, etc. Perhaps our long-awaited cutting book will, at last, be finished. Tom, Neila and I did the research years ago but finding time to finish it, or to be able to afford to do it, seemed impossible. Now, she'll be able to furnish the printer with camera-ready material which will shorten the time considerably and it will look much more professional than our etching book.

Those of you who do not have the reprint of the Etching book should order it. As you know, it comes complete with an addendum which has updates on many of the etchings, plus several not known when the book was first printed.

On a sad note, we have lost two more HCA members in the last two weeks.

John Goodin, 46, of Flint, Michigan, son of Mrs. Alice Goodin of Newark, Ohio, died last week after a long battle with cancer. Both Alice and her son, were longtime supporters of our gift shop, buying every new thing that came along.

Tom Carr of Chambersburg, Pennsylvania, who, along with his wife, Gloria, had intended to set up at our antique show this year, died suddenly.

The Carr's are always at the All-Heisey Show in Silver Springs, Maryland, in March.

Our heartfelt sympathy goes out to the families of both of these dedicated members.

Louise Ream



diamonds are forever

As I was recalling last month Salem and Marblehead were very different. On one side was the solemn, scrupulous Puritans who had come to the New World to practice their religion free from church and state and to carry the Gospel to the Indians. Their knowledge of religion, law, farming and handicraft, outweighed experience in fishing and trading necessary to produce profits awaited by London investors. On the other side of the boundary was a fishing station inhabited by hardy, plebian colonists capable of producing the huge supply of fish needed for the Colonies and trade. They wanted freedom of the seas. Hardships were many, they had only the clothes brought from England, and they lived in caves and wigwams warmed by fires of green wood. Because the forest was dense it hid the enemy and wolves - the fishermen cut it back using the wood for fuel, boats, fish fences and houses. To give light at night a small lamp burning fish oil or animal fat was used. In 1634 Lobsters (a delicacy today) were not eaten but used as bait by both the Indian and the Colonist. The lowly Clam, on the other hand, saved many a family from hunger and was "The Treasure hid in the Sands".

Speaking of treasures, this month I received a nice letter from a couple of avid collectors who are new to my column, "The Texas Tornatos". This is just part of the things told to me that were found in "The Lone Star State". Eight 1183 Revere 8" plates; seven 3368 Albemarle sodas, six goblets, six saucer champagnes and seven wines. This, in itself, is very nice - thirty-four pieces, but the best part is yet to come, all were engraved with a Krall design. I call that quite a regal discovery, to say the very least.

From the Constitution State (conn) "Two Guys" recount the following: 1503 Crystalite handled nut dish; 331 Colonial Panel Crystal cruet; 500 Marigold basket and a #2 Old Williamsburg 7" candlestick.

Some time ago I received a letter with pictures enclosed asking me to identify the size of a 465 Recessed Panel candy jar. It was a lovely piece with a 3/4" wide cranberry band plus a generous 1/2" gold encrusted band above the cranberry band. On the cover was also a band of color plus the top of the cover (final) was also gold. Here is a good rule of thumb for measuring the 465 Recessed Panel candy jars. You measure without the lids. One-fourth pound is 4 1/2 inches in height; one-half pound is 5 3/4 inches; one pound is 6 7/8 inches; three pounds is 8 1/2 inches; five pounds is 10 1/8 inch; eight pound is 11 3/4 inches. (These sizes may vary a little).

"The Friendly Fox" came out of her den this spring and went on a long awaited sojourn to "Heisey Hunt". Even though sleepy-eyed from a long winter the hunt was fruitful: 393 Narrow Flute custard; 1503 Crystalite 4" shell ashtray; 113 Mars candlestick in Flamingo.

From the land of Lincoln (Ill) "The Inquisitive Neophyte" informed me of a couple more things. His favorite find was two (2) 1425 Victorian 10 oz footed tumblers, these were acquired for less than a movie ticket. Also purchased was a pair of 136 Triplex candlesticks in Sahara. It is so nice to hear from a new and enthusiastic collector - please write again to let me know what exciting treasures have been placed in your hutch or on your table.

"The Gator Guy and Gal" beat out some very stiff competition by scooping up a set of 49 Yorkshire salt & peppers in that elusive but beautiful Hawthorne.

"The Farmer" is always ready and willing to give us information on where he finds all those terrific pieces of Heisey, and this month is no different. He jumped into the truck one bright clear morning, just as dawn was breaking, and drove exactly one-half the distance between where he catches his trout and where he picks his blueberries - now that can't be much clearer, can it? And, behold, here is the short and the long of his finds: one 1205 Fancy Loop Emerald toothpick with excellent gold; four #17 Classic 16" candelabra with bobeches and "A" prisms. Now, two are nicely marked and two have no visible markings. Guess I'll have to try and find that place, should be easy, the directions are quite clear.

As for "Yours Truly" I can report finding a 1401 Empress 4 oz oil w/#83 stopper in fantastic condition and in Sahara. Plus, in among some kitchen utensils in a yard sale, I found two things I couldn't resist; #1488 Kohinoor bridge ashtray (Crystal), and also there, covered with grease, was the little Old Sandwich 1404 individual ashtray. It was most likely a case of "let's have a yard sale and clean out all the kitchen drawers - who needs it anyway?" Well, I did and they were purchased for the price of a candy bar.

"The Cardinal" was so agog the other day that he could hardly keep from singing when he acquired a 9 oz #5072 Rose stem goblet with the 515 Heisey Rose etch; plus, wonders of wonders, another piece of Amber. This time the 353 Medium Flat Panel footed soda. Ummm rather nice!!

When I started this article I reported a "Treasure" so let's finish this month's column with another "treasure". It's the judge, "Judge Roy Bean" to be exact. If there isn't a case coming up before him he gets jumpy and goes out scouting up prisoners for his cabinet. This time he managed to place behind lock and key several items of great importance to the "Heisey World": 1255 Pineapple & Fan Emerald toothpick; three (3) 1776 Kalonyal sherbets and on the Most Wanted List was the 1540 Lariat 3-lite candleblock.

Convention is behind us for another year, and again, as always, "the best ever". Thanks to all of you who made yourself known to me this year. While I am at the Display it is so pleasant to see and talk to my old friends and to meet so many new faces. Already looking forward to next year!

There are so many of you that I haven't heard
continued on next page

continued from preceding page - diamonds are forever

from in a long while, please write and let me know how things are and what "treasures" you have dug up in your travels. It is really exciting to receive your letters, and remember, this is what this column is all about, "your finds". Input from you all is greatly needed and appreciated.

Happy Hunting this summer and may you find many good things to report to me!

"Among the legends sung or said
along our rocky shore
The wishing bridge of Marblehead
may well be sung once more"

Peace,
Janet Caswell

CLUB NOTES

GATEWAY HCC OF PITTSBURGH

By Margaret Reed

On Saturday afternoon, May 6, the Gateway Heisey Collectors Club met at the home of Joanne and Earl Autenreith. To get to their home we all crossed some of the many bridges that are located in the Pittsburgh area. Pittsburgh, Pennsylvania, is often called the City of Bridges, claiming more than 700 bridges within the city limits. Many of these bridges cross the three rivers of Pittsburgh but some are over valleys and streams. Because we are situated in the foothills of the Appalachian Mountains we have rugged terrain with many hills that are connected by our bridges. Since the Autenreiths live in Beaver County adjacent to Allegheny County wherein Pittsburgh is located, it is of interest to note that in those two counties plus Washington, Westmoreland, and Fayette Counties, that also border on Allegheny County, we boast of having more than 1600 bridges.

Joanne and Earl greeted us and fortified us with delicious snacks and punch to sustain us after our trip over hills, valleys and bridges.

President Harry Freier opened the business meeting with a call for the Secretary's minutes and reports of the standing committees. We quickly moved on to a discussion of plans and preparation for our display at the Heisey Convention.

The list of nominees for the Board of Directors of the National Club was presented and at our June meeting we will choose our candidates. As always, we will have a hard time choosing from the fine slate of candidates presented by the Nominating Committee.

At the conclusion of the business meeting Joan and Earl presented a most interesting and thought-provoking program during which there was great membership participation. The topic discussed was "Influences that led to various Heisey patterns". There was a large display of glass from other companies as well as many Heisey patterns for comparison. Some of the influences discussed were cut glass, old Colonial patterns, art nouveau, art deco, the arts and crafts movement of the 1860's, Greek Revival, and the influence of other glass companies such as Duncan, Fry and McKee, all glass companies in the Pittsburgh vicinity.

Between the program and Show and Tell, we all took time out to watch the Kentucky Derby and each of us cheered for his or her favorite horse. It was an added attraction that we all enjoyed.

Show and Tell brought out very interesting pieces in Queen Ann, Crystalite, Whirlpool, Waverly and Puntzy and Diamond Point.

Our meeting concluded with a delicious dinner by our host and hostess that was topped off by mouth watering homemade strawberry short cake.

VIRGINIA HEISEY CLUB

By Becky Eshbach

The May, 1989, meeting of the Virginia Heisey Club was held at the home of Charles and Jessie Hopkins in Hampton, Virginia. There were 16 members present including several members that had been unable to attend meetings for some time.

The Club received good news when it was announced that George Fallows, a valued member, is doing great following his triple bypass surgery.

Following the business meeting a silent auction was held for various items donated by members. The money raised will be added to the club's donation to be sent to HCA at convention.

A great many finds were shared by the membership and refreshments were enjoyed by all.

Reprinted from Crockery and Glass Journal,
, 1938 - 1170 Broadway, New York

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

November, 1938



left - No. 1503 One-lite
Candle Lamp with 12
inch Hurricane Globe,
Cutting No. 917 Sara-
sota.



right - 1503 one-lite
Hurricane Block with
4061 12" Hurricane
Globe, plain.

WILL THE REAL HEISEY STAND UP

By Joe Lokay

Many companies made glassware in colonial style patterns. During Identification Breakfast at the HCA annual convention, the panel has said - We cannot determine if this item is Heisey or not as other companies made similar colonial patterns.

I have prepared an example to illustrate this point. Note the picture of the two sherbets with this article. Which one is Heisey? Both have (1) a plain band around the top, (2) six panels with an arch at the top of each panel, (3) a short stem with a knob in it, and (4) a round plain base. The sherbet in the #300 Peerless pattern has a short stem with a knob. Maybe it is a Heisey piece in the Peerless pattern. The Westmoreland 1912 catalog shows a #851 sherbet that also looks like this. Which is which? Copies of the Westmoreland catalog are for sale at the Heisey museum.

The one on the right is the picture of the Heisey sherbet from catalog #75 and the one on the left is the picture from the Westmoreland catalog. The Heisey one is usually marked, but I cannot say it is always marked. What if you find the Westmoreland sherbet; is it unmarked Heisey? I have seen this sherbet unmarked in pink color. Who made it?

I have a small pitcher with a Westmoreland key-stone mark that looks exactly like the Heisey #393 french dressing boat. However, there is one difference, the Heisey foot is round and the Westmoreland foot is hexagon in shape. Easy to tell the difference when they are side by side. If you are not familiar with Heisey's #393 Narrow Flute pattern,

you could easily be fooled at a flea market.

The Heisey mark is the best way to identify a Heisey Colonial piece.

Ed. Note: Joe used to write articles for us nearly every month. Now he is back. We hope he continues to write. L.R.



No. 851 Sherbet
WESTMORELAND



No. 800-8 Oz. COLONIAL
SHALLOW

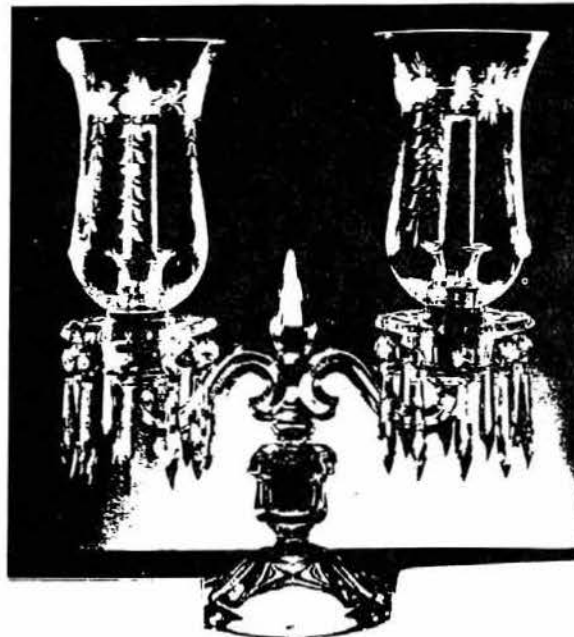
Heisey's new "HURRICANE LAMPS" are taking the country by storm!



Colonial days, which contributed so much to this country's history, are being lived over again in the style trend to hurricane lamps. Such lamps now mark the hostess using them as being an arbiter of fashion.

These hurricane lamps are particularly adapted as gifts because they betoken gracious living with elegant hospitality, and they will be a treasured possession throughout the years.

Heisey presents three new lamps with a popular price range. The No. 301 two-light lamp is a new departure. It gives all the style which such lamps impart, with the added advantage of having two lights. The other two lamps have the tall globes which are so much in demand. Don't fail to send in an order right now so we can take care of you in plenty of time for Christmas sales.



No. 301 Two-light Hurricane Lamp with No. 300 9-inch engraved Globe and "A" Prisms.

This engraving appeared on Heisey globes from 1913 to at least 1940. It must have been extremely popular.

Heisey and Duncan,

by Joseph D. Lokay

In the July 1975 issue of "Heisey News", I presented a brief biographical sketch of Augustus H. Heisey, 1842 - 1922. In this article we will take a closer look at Augustus Heisey's rise to ownership of half of the George Duncan & Sons Glass Company. The information is based on the research I did over many weeks into the deed records, will records and court records of Allegheny County and Western Pennsylvania.

To get a better feel for the total picture, I will start by going back to the time of the formation of the Ripley Glass Company. On October 28, 1865, Daniel C. Ripley (Senior), Thomas Coffin, Ira Coffin, Jacob Strickler, John Strickler and Nicholas Kunzler purchased from the Christian Ihmsen family for \$9,000 the land on which the Ripley Glass Company was started. The land was located in the Borough of Birmingham, Pa. on the block formed by Carson, Washington, Tenth (formerly McKee) and Eleventh (formerly Grosvenor) Streets. Birmingham later joined with the City of Pittsburgh, Pa. and was then called the South Side (of Pittsburgh). Over a period of time, several small lots were added to the Ripley Glass Company land as the plant expanded. Note that George Duncan was not involved at this time since his name was not listed in the recorded deed.

On March 23, 1867, Thomas and Ira Coffin sold out their interest in the Ripley Glass Company to D.C. Ripley, Jacob and John Strickler, Nicholas Kunzler and George Duncan for \$10,430. The land value was now greater because it now contained a built and operating glass manufacturing plant. George Duncan was now a member of the firm of Ripley and Company, owning a portion of the firm.

On February 12, 1869 Nicholas Kunzler sold out his interest for \$4,650 and on October 1, 1870, the administrator for John Strickler (deceased) sold out that interest in the Ripley Glass Company for \$6,000 to George Duncan, D.C. Ripley and Jacob Strickler.

Daniel C. Ripley (Senior) died in January 1871. The heirs to his share of the Ripley Glass Company were his wife - Olive, son - Daniel, Jr. and daughter - Abbie. For your information, D. C. Ripley, Jr. was later affiliated with the U.S. Glass Company in the 1890's and was that company's first President.

On April 12, 1873, Jacob Strickler sold out for \$8,500 and on January 29, 1874, the Ripley family sold out

for \$30,466 to George Duncan. Now George Duncan was the single and total owner of the Ripley Glass Co.

On April 1, 1874, George Duncan and Agnes, his wife, sold to their son, James E. Duncan and to their daughter, Susan N. Heisey (wife of A. H. Heisey), 25% interest each in the glass factory and associated land for "one dollar and natural love and affection." Later deeds indicate that the interest of Mrs. Heisey was being handled by her husband Augustus H. Heisey. At this time the firm was renamed George Duncan & Sons. The plant address was listed as Tenth and Carson Streets.

Before we go further, let's back track in time and look at, first, A. H. Heisey and then, the other activities of George Duncan. In 1866-7, A.H. Heisey joined the Ripley Glass as a salesman. Augustus met Susan Duncan and they were later married on May 11, 1870. Their first son was named after his grandfather, George Duncan.

Prior to 1867, George Duncan was a partner in the McKnight & Co., manufacturers of iron and steel. The partnership was composed of the McKnight - Duncan Company and the McKnight Porter Company. George Duncan was also involved in the Cunningham Glass Company. He sold out his interest in that glass company in about 1866.

The McKnight Company began to have financial problems after Joseph McKnight died in 1872. On October 3, 1874, George Duncan and the other partners in the McKnight Company filed for bankruptcy in the Western Pennsylvania U.S. District Court. Because the company was a partnership, the personal assets of the partners could be, and were, taken by the court to help settle the liabilities of the McKnight Company. The personal assets of George Duncan were listed as equity in his house and lot on the northeast corner of Carson and Fifteenth Streets (1501 Carson) in the South Side area of Pittsburgh and his one-half interest in the George Duncan and Sons Glass Plant. His major liabilities were notes of \$20,400 to the Ripley heirs, of \$3,500 to Jacob Strickler, and of \$2,490 to Tom Coffin related to Duncan's previous purchase of their interests in the glass plant.

George Duncan died on March 26, 1877 in Pittsburgh at the age of 65 before his bankruptcy case was settled. Under court supervision, the undivided one-half interest of George Duncan, deceased, in the glass works of George Duncan & Sons was sold to

James E. Duncan and Augustus H. Heisey on May 6, 1879 for \$7,500. The deed also pointed out that the other one-half interest of the glass firm was owned by James E. Duncan and Mrs. Heisey, the interest of said Mrs. Heisey now being owned by A.H. Heisey.

Thus, from May 6, 1879 to July 21, 1891, the firm of George Duncan and Sons was owned by James E. Duncan and Augustus H. Heisey. I have not found any evidence to indicate that the firm ever had a name other than George Duncan and Sons during the 12 year period.

Mrs. George Duncan did not sell her share of the Duncan residence at 1501 Carson but, under court supervision, bought George Duncan's share for \$7,300 on April 24, 1879. A final court hearing was held on July 5, 1879 after which that portion of the McKnight Company bankruptcy case related to George Duncan was closed.

In conclusion, one may prefer to call this article the history of George Duncan because most of it is about him. However, I found that all this information was helpful and necessary to fellow and understand the activities of A. H. Heisey.

Geo. Duncan & Sons, PITTSBURGH



#400 "THREE FACE"





Table Talk

HEISEY'S GLASSWARE



For Your Table

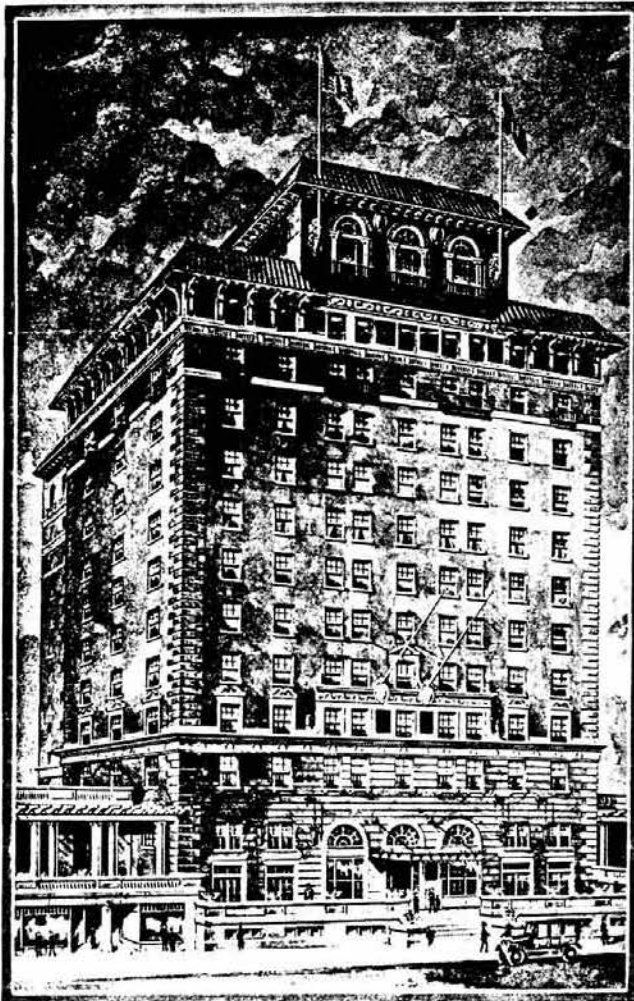


No. 11

A. H. HEISEY & COMPANY, NEWARK, OHIO

March, 1927

Modern Mountain Resort Hotel is Splendidly Appointed



The Battery Park Hotel, Asheville, N. C.

This handsome structure is located on Battle Square, Asheville, N. C., and overlooks some wonderful scenery in the southern Appalachians. The beautiful appointments of the Battery Park include a distinguished service of Heisey's exquisite ♦ Glassware.

DOWN "in the land of the sky" is a famous mountain resort, known far and wide for the sports and other entertainment it offers twelve months of the year. It is Asheville, N. C.

At Asheville is a beautiful hostelry that expresses thoroughly the atmosphere of the city—the Battery Park Hotel. It carries on the reputation and tradition of the old Battery Park Hotel, which for over thirty years stood on the hill now razed to make room for the modern building.

The new Battery Park Hotel represents an expenditure of a million and a half dollars and under the guiding genius of Dr. E. W. Grove, builder and owner, holds an enviable place among the best hotels of the country.

Heisey's Glassware Used

The building commands fascinating views of the mountains and river valley in all directions, as it stands at the center of the Asheville plateau, surrounded by the Blue Ridge and other ranges of the Appalachians. It is a modern fire-proof structure, twelve stories high, of 220 rooms, each with a private bath, all handsomely furnished.

On the roof are a spacious ball room and a charming banquet hall. An orchestra of high talent is engaged the year around to provide music for all occasions. In the immediate vicinity are facilities for sports of every character—golfing, tennis, swimming, riding and other recreational activities.

The Battery Park caters to a discriminating clientele, both tourist and commercial. Throughout the house the service is of a high standard. Delicious foods agreeably served make the attractive main dining room and coffee shop popular.

Heisey's ♦ Glassware is used on the tables, as a part of the fine equipment which the management has furnished for the comfort and convenience of its guests.





Principal Heisey Offices

- W. J. Kennedy, 358 Fifth Ave. Bldg., New York.
- W. S. Redfield, 309 Heyworth Bldg., Chicago.
- H. S. Bokee, 122 W. Baltimore St., Baltimore.
- H. M. Bortz, 406 Vandam Bldg., Philadelphia.
- G. A. Granville, 111 Summer St., Boston.
- R. C. Irwin, 716 Mississippi, Liberty, Mo.
- R. E. Phillips, Fultonham, Ohio.
- E. G. Nock, Elberton, Ga.
- C. S. Whipple, 1110 Edwards-Willey Bldg., Los Angeles.

Spring Business

THE grand orchestra of the seasons will soon begin to veer into the lighter harmony of spring.

Even now as we go to press, the sunshine seems warmer, the bird notes sound cheerier and the air bears a tang of new life.

These signs are heralds of spring. And spring is a time of increased activity in business as well as in nature.

The prophets are saying business will be good. There is every reason to believe they are right.

This applies particularly to glassware for the table. It is popular. It is becoming more popular as time proceeds.

A Good Year Ahead

You who sell glassware and we who make glassware are looking ahead with confidence. Spring business will be good. It should be as good as last year or better.

Month by month Heisey's national advertising is persuasively, effectively at work to increase the popularity of fine glassware. Your co-operation with this power will benefit your sales.

There is an urge of spring in glassware. Its fascinating colors and gleaming surfaces place it in harmony with the season. Attractive displays will help you sell.

Plan now to make this spring a big one for you. Be sure your stock is ample. If you are not already acquainted with them, investigate the wide variety of patterns and designs that Heisey has to offer in fine glassware.

And make your selling and advertising work to the utmost advantage.

Coming!

IN an early issue of TABLE TALK a new color in Heisey's Glassware will be announced. It is a delicate, light, amethyst, unlike anything yet made by Heisey. We believe that it will have a striking appeal and for this reason the announcement should be of real interest to the trade. Watch for it!



Glassware Gifts

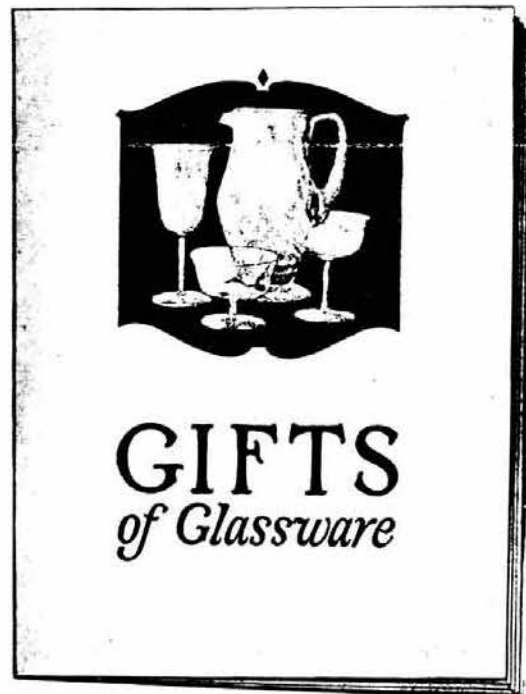
GLASSWARE is appropriate for gifts at all times of the year.

Weddings, graduations, birthdays and other anniversaries, all are events when gifts of fine glassware are pre-eminently in order. Christmas is not the only gift-giving time.

To promote the gift idea throughout the year, Heisey has a handsome booklet of 32 pages entitled "Gifts of Glassware." It stresses the thought of giving glassware for various occasions.

It has an abundance of illustrations. A great many of them show Heisey's Glassware in colors. Together they reveal the broad scope of Heisey's productions. There are also suggestions for setting the table.

This booklet is mailed in response to inquiries received from the national advertising. This is of benefit to Heisey dealers, since the booklet tells people about glassware, how to use it and when to give it. Inquirers are also referred to the Heisey dealer in their city.



Profusely Illustrated; Printed in Colors

Limited quantities of the booklet are available to stores which can use it to good advantage. A copy handed out judiciously now and then may lead to several sales. Write for a copy if you have not seen it.

A DISPLAY SUGGESTION

Single pieces as well as sets may suffer from their surroundings and not be seen to the best advantage. The value of proper surroundings is nowhere more evident than in the Glassware Department.—Lehmann-Kennard.



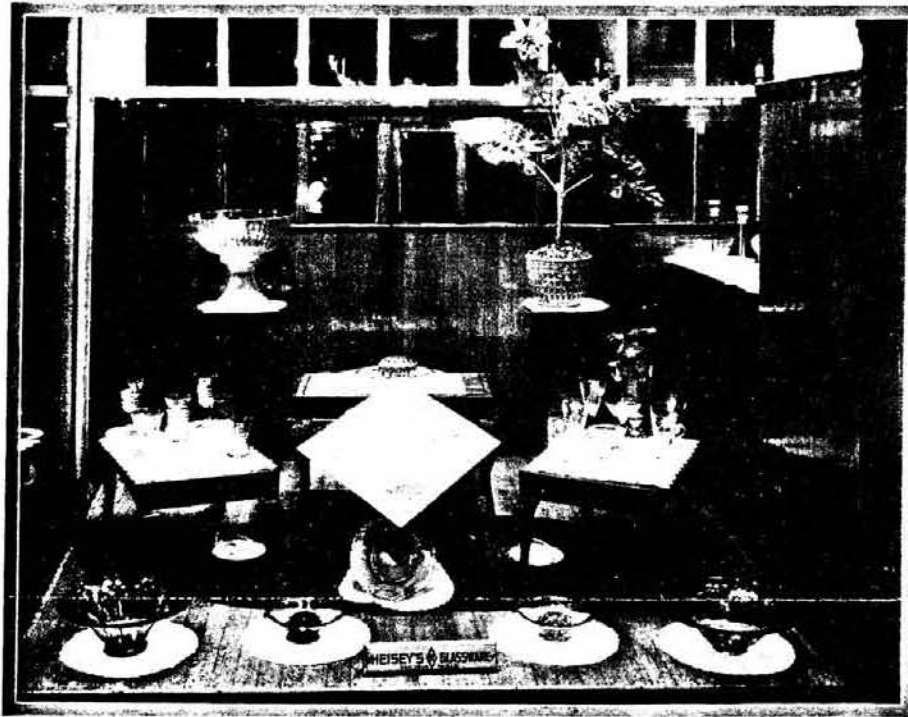


Knoxville Shops Here

ONE of the finest stores of the South is Charles C. Cullen & Company, Incorporated, Knoxville, Tenn. They are importers, jobbers and retailers of china, glass, silver and other fine wares. They carry as well, equipment and supplies for hotels, restaurants and institutions.

Guests Like Fine Glassware

LOCATED at Granville, Ohio, is the Granville Inn, known as America's finest exclusive hostelry. Nestling among tree-clad hills of the Licking Valley, with every advantage that quiet country surroundings offer, the building is of charming architecture. In connection with the Inn is a sporty nine-hole golf course.



Display of Heisey's Glassware, Chas. C. Cullen Co., Knoxville, Tenn.

In agreement with its character and the standing of its guests, the Granville Inn is distinguished by fine appointments. For instance, the glassware used consists of some of Heisey's most exquisite creations, diamond optic blown glass, with crystal tops and Moon Gleam stems and handles.

The reaction of the guests towards this glassware is interesting. Time after time patrons express their admiration of it to the management. They inquire where they can obtain some like it for their own use and often ask to buy or borrow a piece to show their stores at home, to make sure they will get the same thing.

Guests at the better hotels and restaurants appreciate fine table service. Quality glassware delights them. Though the best glassware may cost more, it pays in the long run, because it adds an intangible charm to service that pleases patrons, evokes their favorable comments and aids in inducing them to return. For this reason, Heisey's Glassware is to be found in a large number of public dining rooms throughout the country.

Their connections are widespread in the territory they serve in Knoxville and vicinity. Many merchants look upon them as headquarters for choice stocks of china, glass and crockery.

This fact alone offers a good opportunity to salesmen and jobbers of Heisey's Glassware.

Old Established Firm

The high reputation of this company stretches back to 1879 when the business was established by Curtis Cullen. Since the death of the founder and his partners, the affairs of the firm have been administered by Charles C. Cullen and his associates. The regime of the younger Mr. Cullen, who is president and general manager, dates from 1898. The office of secretary and treasurer is held by D. Al. White.

Among the fine merchandise handled by Charles C. Cullen & Company is a representative stock of Heisey's Glassware. Due to its popularity and high quality, Cullen's have been selling Heisey productions over a considerable period of time.

The Cullen Company thoroughly believe in the value of display and always show an attractive assortment of lines they carry, in their windows. Above is a photograph showing an effective display of Heisey's Glassware which they recently arranged.



The Exclusive Granville Inn, Granville, Ohio





Confidence-winning Policies

By E. G. NOCK
Southern Representative for Heisey

MY association with A. H. Heisey & Company dates back to 1909 and since that time I have seen the business grow steadily, until it has reached its present tremendous volume. It has been very gratifying to one who has been connected with the Company for so long to observe that the policy of its founder,

confidence reposed in our Company by the trade. That confidence is our greatest asset and we spare no means to continue to merit it.

This confidence, the overwhelming public preference for Heisey's Glassware, a steady increase in production which makes low prices possible and our one-price policy, have worked together to make 1926 by far the best year in my territory. I am looking for 1927 to be a still better year.



Heisey's Glassware is Carried by J. M. High Co., Atlanta

Atlanta's Big Store

THE J. M. High Company Atlanta, Ga., is considered to be a leading department store of the South. It occupies a splendid position in the estimation of its customers and has a large annual volume in china and glassware. It is one of Atlanta's best known retail houses.

The china and glassware department of this store is spacious, light and conveniently and attractively arranged. A wide variety of first-grade merchandise is constantly on display here.

This store finds a large demand for Heisey's Glassware, of which it stocks a considerable number of patterns and designs. Its experience is, like that of many other stores in Dixie, that fine glassware provides an enchanting background for the charm of Southern hospitality.

The most successful establishments are the ones which do the most to please their patrons, by expediting and making more pleasant the purchase of goods.—Walter Dill Scott.

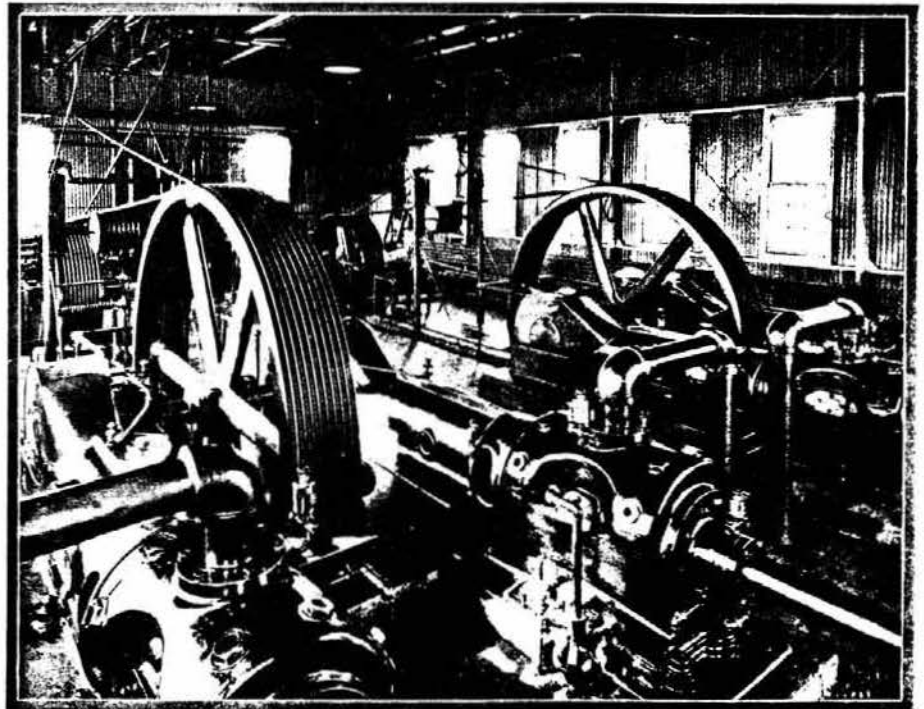
Col. A. H. Heisey, to make the finest glassware at reasonable prices, has been unreservedly carried on.

To make truly high grade glassware has ever been foremost in the thoughts of the Heisey management. This has always been in evidence through the changing trends of popular taste, with which Heisey's have consistently aimed to keep more than abreast.

Blazing the Way

When colored glassware became the vogue, Heisey, together with other American manufacturers, blazed the way in its production. It is really surprising that such rare beauty, which genuinely appeals to our instincts, and such high quality can be made at the moderate prices that prevail. It is the result of a perfectly balanced production developed through many years. We find genius of workmanship and design reflected in the charm of the finish and appearance of these glassware products.

Such a manufacturing program, I believe, accounts most for the deep



A Section of the Power Plant in the Heisey Factory.

This is a compressing plant which brings gas from Heisey's own gas field thirty miles away. The factory is entirely operated by electricity, which is generated in the Heisey power plant.





Table Talk

HEISEY'S GLASSWARE

For Your Table



No. 9

A. H. HEISEY & COMPANY, NEWARK, OHIO

January, 1927

Michigan's Famous Health Institution



North Wing of Battle Creek Sanitarium

tables and eggs, the institution has its own farm of over 700 acres, with a fine herd of more than 200 Holstein cows and a flock of chickens numbering about 10,000. Every precaution is taken to have the food absolutely clean and wholesome, for diet is an essential part of the sanitarium's regimen.

The amount of food, material and supplies used at the sanitarium is amazing. Here, for instance, are some yearly figures: 130,814 loaves of bread; 63,816 dozen of eggs; 6,667 bushels of potatoes; 730,000 pints of milk; 88,750 pounds of butter; 15,000 tons of coal; 48,000 pounds of vegetables.

Splendid Buildings

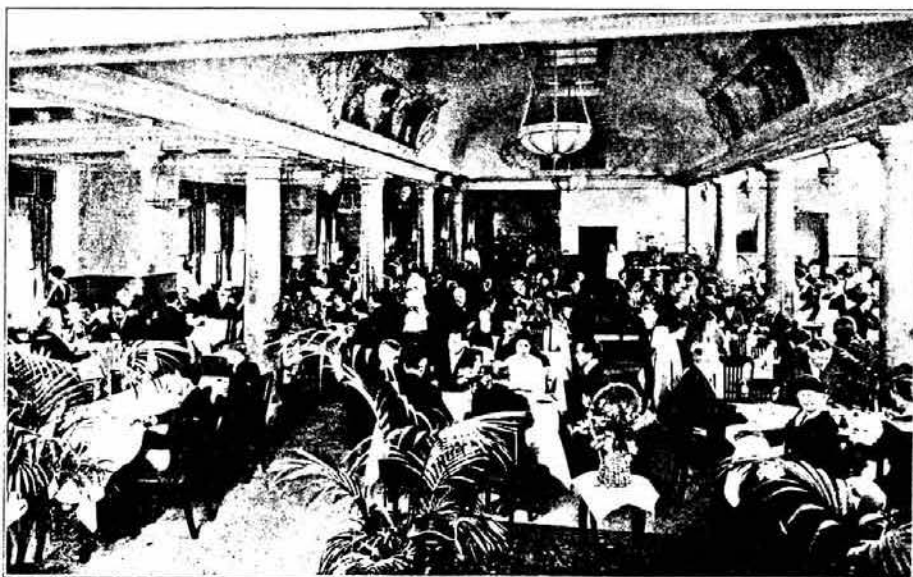
The main building is palatial in its reach. It is six stories high and has over four acres of floor space. The light and spacious lobby, with massive pillars and handsome appointments, has an air of quiet

(Continued on Page 3)

AT Battle Creek, Michigan, is an institution known the world over for its unique and effective methods in the promotion of health—the Battle Creek Sanitarium.

The extent of the equipment and scope of operations of this famous health resort are truly astonishing. Each year 11,000 patients are cared for, in addition to 4,000 guests (friends and relatives of patients, and others) who receive no treatment. The daily average on the payroll is 1500 which includes doctors, nurses, executives, clerks and other assistants. The medical staff consists of 45 physicians, headed by Dr. John Harvey Kellogg, who is internationally known for his monumental work at Battle Creek.

The beautiful sanitarium grounds proper cover 50 acres, while the various buildings have a floor space of 15 acres. To insure an adequate and constantly fresh supply of milk, veg-



Attractive Dining Room in Main Building of Battle Creek Sanitarium. Heisey's Glassware is Used on the Tables.





The May Company's Glassware Department

THE glassware department of the May Company of Los Angeles, has reached a high peak of working effectiveness and holds a pre-eminent position in merchandising circles due to the genius of its head, Harry Koll, who is also intimately known as "King Koll of Los Angeles." He is ably assisted by Charles Stokes who has full charge of the arrangement of stock, achieving beautiful effects, especially in the displays of colored glassware. The attractive table of Heisey's Glassware shown on another page is a fine example of Mr. Stokes' skill of arrangement.



Portion of Glassware Department at the May Company, Los Angeles

In a recent issue of "China, Glass and Lamps," W. H. Nicholas tells about the accomplishments of Mr. Koll in the May Company. He says in part:

"Thirty-seven years of experience on the part of the head of the department, coupled with an expenditure of some \$30,000 for new and beautiful furnishings and a more generous allotment of floor space certainly would lead one to expect a china and glassware department of the first magnitude. And most certainly do the china and glassware department in the huge mercantile establishment of the May Company in Los Angeles, Calif., live up to expectations.

"In the matter of china and glassware displays Los Angeles certainly can cause visitors who are interested to stand back amazed. The May Company's glassware department is wide in scope, in balance of merchandise, in effectiveness of furnishings.

"In glassware they have a large display. Colored glassware, of course, is leading just now, and in the main room there is a host of it on display, in all lines, including tea sets, comports, candlesticks, vases, etc. Stemware and crystal are doing nicely, however, and are displayed at the May Company in a large room with mirror backing on the shelves.

"In addition to china and glassware, they also handle a comprehensive and varied line of gift goods, one of the principal items of which is imported bird and animal figures.

"The department has especially commodious stock rooms adjoining the display rooms and these are outfitted

with hot and cold water, permitting easy washing of wares prior to putting them on display.

"The sales force in the china and glassware department at the May Company is a capable one due to the efforts made in thoroughly teaching them the stock and also in making them think of the stock themselves.

"Every Wednesday morning a conference of the sales force is held, at which all new merchandise is shown the girls. How the ware is made, who makes it, and other data is given to the girls. Each salesgirl is asked to bring at least two pertinent questions about something carried in stock. This serves three purposes. It, not only informs the girl on a point on which she was in doubt and also informs the other salesgirls on this point, about which they, too, may not know but it causes each salesgirl to think constantly about the merchandise throughout the week in order to have two pertinent questions.

"As another method of keeping up interest on the part of the girls, a picnic for the department employes only is held each year. Contests of various nature are held and prizes of value given to the winners, and in general everyone has a good time—certainly not an insignificant item in building up of morale. And it is obvious that close attention to the building of the spirit of co-operation among the salespeople is not without its rewards.

"Taken as a whole this department is one of the most outstanding ones in the entire store—something which, sad to say, china and glassware departments do not always attain. That the May Company have succeeded in building up such a department, is obvious to the most casual observer."





Suggestions to Sales People

(From "Glass and Glassware" by Helen M. Lehmann and Beulah E. Kennard)

The selling of glassware requires taste, intelligence and imagination on the part of the salesperson. While its beauty always attracts shoppers, the great variety of styles and designs is confusing. Also most people fail to appreciate the quality and suitability of glassware with the same discrimination which they show in choosing clothing and other practical articles.

A knowledge of the composition of glass, of the difference between lead glass and lime glass and of the reasons for the greater cost of lead crystal, will often sell the more expensive article. A few remarks regarding the manner in which metallic oxides produce color by fusing or firing make an interesting point; and even the "ringing" of a crystal goblet with its silvery tone adds to the value and attraction of the article.

The process of melting, fusing and forming glass is like a fairy story to those who have not heard it. Blown glass, for instance, has a new interest for customers when they learn how it is made. Thus a knowledge of the various processes of manufacturing the different kinds of



Table Set with Heisey's Glassware in the May Company, Los Angeles, Calif.

ware is an essential part of the commercial information of the salesperson.

The salesman should understand the difference between cut, semi-cut and pressed ware; acid polish, fire polish and polishing on wheels. Etching, engraving and carving should also be understood, as well as the difference between needle-etching and plate-etching. The distinct characteristics of various kinds of glass have greater meaning when arguments can be based on definite information.

Michigan's Health Institution

(Continued from Page 1)

dignity, beauty and homelike atmosphere, which is characteristic of the entire institution. Off the lobby is an alluring tropical palm garden. Then there are medical offices, administrative offices, treatment rooms, libraries, gymnasiums, baths and 28 guest rooms.

The entire sixth floor is occupied by a large entertainment room, an airy kitchen with modern equipment and an attractively furnished dining room which seats almost 800 people. Sparkling glassware made by Heisey appears on the tables. An average of 51,000 pieces of silver, glass and china are washed daily at the institution.

Other buildings consist of the annex, of beautiful cobblestone construction, with 250 sleeping rooms; a spacious hospital with all modern scientific conveniences and appliances; the administration building, which houses the business offices and the research and analytical laboratories; dormitories for nurses and employees; a new power and heating plant costing nearly a quarter of a million dollars; the largest private laundry in the state turning out 800,000 pieces every four weeks; and 53 cottages.

The Battle Creek Sanitarium traces its descent back to 1866, when a group of Battle Creek men started the Health Reform Institute. This was superseded in 1876 when Dr. John Harvey Kellogg, the son of one of the original incorporators, was placed at the head and the present institution inaugurated its system of scientific management.

According to Dr. Kellogg, the aims of the sanitarium are to aid the chronically sick to recover health as far as possible; to teach people how to keep well and to promote race betterment through correct living by original research and educational efforts. The institution is incorporated not for profit and all funds and properties in excess of expenses are used for further development along educational and medical lines.

"Our whole work here," says Dr. Kellogg, "is founded on physiology. We believe that, if a man is sick and can be given clean water and clean food, he will have the best chance to get well. If he is well, these will give him a chance to stay so."

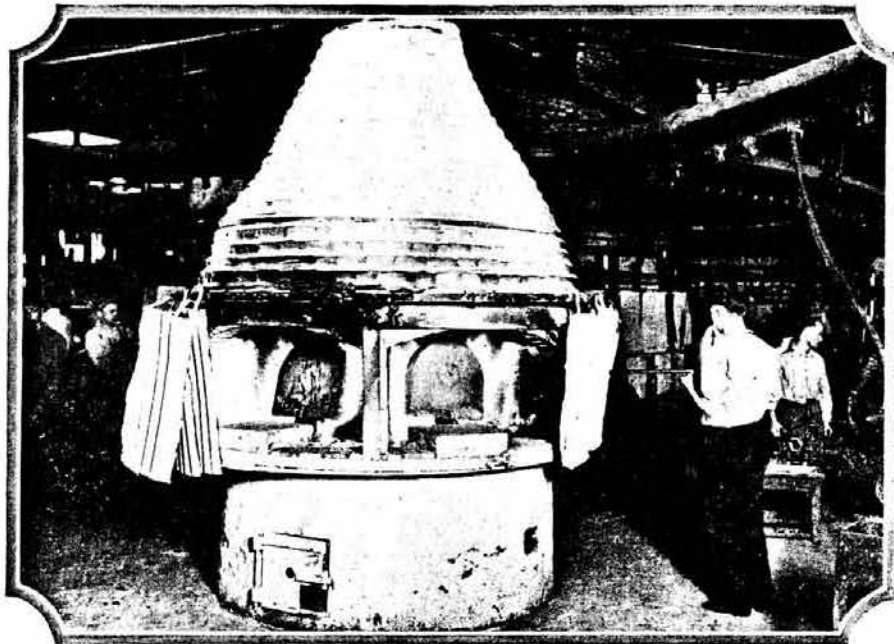
"A sick man is a broken down machine and, in order to restore him to a reasonable functional efficiency, we must remove as many handicaps as possible. One of our central ideas is to teach people how to live. We do not plan to keep people here until they are well, but until they are started on the right track. They can then complete their cure at home and stay well by living correctly."





The "Glory Hole"

Glassware Gleanings



Scene in the Heisey Factory. Fire Polishing Glassware in the "Glory Hole."

WHEN you visit a glassware factory you will see located here and there cupola-like structures similar to the one illustrated above—sort of enlarged beehives. Within them are raging flames, almost white hot.

Such a device the glassmakers picturesquely call a "glory hole." It is in fact a little furnace and plays an important part in the creation of glassware.

To a large extent glass is beautiful, because its smooth surface has great brilliancy and sparkles in the light. When it has been blown or molded into shape it has considerable natural polish, but this needs to be heightened by additional processes to bring out its full charm.

Especially is this true of pressed glass, the surface of which is dulled when it comes into contact with the sides of the metal molds, which chill the glass rather quickly.

In order to increase the luster, the piece is held for a few moments in the intense flame of the "glory hole." This is known as fire polishing. In operations that come later in the glassmaking process, additional polishing is done by acid and buffing wheels.

The "glory hole" is also used to aid in giving the desired shape to some pieces or to restore pliability in case a piece has cooled off too much to be easily worked, particularly in producing blown ware.

The view given above shows a fire polishing operation in the Heisey plants.

What the Magazines Are Saying

A result of the widespread interest in color is the growing vogue of colored table glass. Glasses in solid color are used, as well as combinations of two colors. Glass of this kind is delightful on a table otherwise devoid of color. *House and Garden.*

Sparkling colored glassware is a smart accessory for the dining table.

Today there is a return to that vogue of informality at the table. No longer does custom recommend that the entire dinner be served on an impressive array of matching plates. China with prim flower designs, formal white cloths and napkins and conventional glassware are being supplanted by the gayest kind of table accessories.

Glassware, too, strives to escape the banal. Tumblers, compotes, salad and dessert plates gleam in amber or green, red or blue.

Damask is becoming increasingly smart as a table covering. *Delineator.*

(Even the farm papers reflect the widespread interest today in glassware, as shown by this extract): Time was when only the clearest of crystal glass was accepted at the dinner table, but now the vogue for colored glasses is steadily increasing. Shimmering goblets, tumblers, bowls, vases, dessert plates, compotes and candlesticks lend their radiance to the table and add a note of pleasant variety. The colors are soft and dainty or rich, deep and sparkling. *Dairy Farmer.*

Principal Heisey Offices

W. J. Kennedy, 358 Fifth Ave. Bldg., New York.
 W. S. Redfield, 309 Heyworth Bldg., Chicago.
 H. S. Bokee, 122 W. Baltimore St., Baltimore.
 H. M. Bortz, 406 Vandam Bldg., Philadelphia.
 G. A. Granville, 111 Summer St., Boston.
 R. C. Irwin, 716 Mississippi, Liberty, Mo.
 R. E. Phillips, Fultonham, Ohio.
 E. G. Nock, Elberton, Ga.
 C. S. Whipple, 1110 Edwards-Willey Bldg., Los Angeles.



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No. 2509
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No. 2511
 Light House & Boat Engraving

- No. 4085 3 in. Ball Vase (4045) wide Optic only.....\$18.00 per doz.
- No. 4085 4 in. Ball Vase (4045) wide or Saturn Optic.....\$24.00 per doz.
- No. 4085 6 in. Ball Vase (4045) wide or Saturn Optic.....\$48.00 per doz.
- No. 4085 7 in. Ball Vase (4045) wide or Saturn Optic.....\$72.00 per doz.
- No. 4085 9 in. Ball Vase (4045) wide or Saturn Optic.....\$132.00 per doz.
- No. 4085 12 in. Ball Vase (4045) wide Optic only.....\$200.00 per doz.

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- 433 Greek Key Salt Shaker 65.00
- 1252 Twist 6" 2-handled cheese plates*(7) ea 12.00

- 339 Continental spooner* 65.00
- 1401 Empress 8" plates*, Tangerine (3) . . . ea 125.00
- 1404 Old Sandwich ½ gal ice lip jug* 125.00

- 1428 Warwick 7" Horn of Plenty vase*, Cobalt 325.00
- 1495 Fern 3-compartment relish* 40.00
- 1495 Fern 13" torte plate 35.00

- 1503 Crystolite covered shell candy 45.00
- 1519 Waverly seahorse footed bowl* 150.00

- 4225 Rooster Head 1 quart cocktail shaker . . . 65.00
- 1590 Zodiac by Imperial 5 oz glasses (sticker and marked) set of 4 38.00

- Imperial Slag compote (sticker and marked) Not a Heisey pattern 25.00

- Imperial Slag bowl, Rose pattern (sticker and marked) Not a Heisey pattern 45.00



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- 1183 Revere 1lb. cov'd candy, silver overlay-stripe cut* \$165.00
- 1405 Ipswich 10 oz sodas* (4) ea 28.00
- 1519 Waverly 14" sand. plate w/center hdlc Rooster Vase 65.00
- Rooster Vase 85.00
- Fighting Rooster* 95.00
- Mallards* (set of all three) 495.00
- Donkey* 180.00
- Plug Horse 115.00
- Scotty 80.00
- Colt Rearing 135.00
- Colt Standing 85.00
- Sparrow 65.00
- Goose, Wings Up 65.00
- Goose, Wings Half 65.00
- Goose, Wings Down 395.00
- Elephant, Large (one small mould smear) 215.00
- Elephant, Medium 220.00
- Elephant, Small 185.00
- Giraffe, Head Back 140.00
- Giraffe, Head Side 155.00



Classified Ads

- WANTED: 1503 Crystolite Rosette candle holders in Ruby (by Imperial). Terry Cranston, 7789 Pontiac Lake Road, Pontiac, MI 48054.
- WANTED: 423 Diamond Band, 1200 Cut Block punch cups. W. B. Gibbs, 1303 N. Sellars Mill Road, Burlington, NC 27217. PH: 919-226-7669.
- WANTED: Imperial Animals & Figurines. Collector, P.O. Box 1115, Newark, Ohio 43055.
- FOR SALE: Signed Heisey Lion-covered Trinket Box. Empress dolphin footed candlesticks: Alexandrite, Flamingo, Sahara, Moongleam. Bids close July 31, 1989. SASE. Jean Bybee, 426 El Toro, Webster, TX 77598.

IMPORTANT NOTICE!

*Effective immediately
 all items in the line formerly known as
 the No. 1496 line will be designated as*

No. 1503

Please mark your records accordingly

A. H. HEISEY & COMPANY, NEWARK, OHIO

When the first items in the Crystolite were made the pattern was called 1496 Mahabar. Very soon it was given the name and number 1503 Crystolite. This is a copy of a little flyer put out concerning this change.



NO. 439 SUGAR
 DESIGN PATENT NO. 42200



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4 1/2-IN. NAPPY SHALLOW

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- 341½ Puritan ½ gal jug, H 85.00
- 359 Colonial 2½ oz low ftd sherbets, H ea 18.00
- 393 Narrow Flute french dressing boat, H 30.00
- 407 Coarse Rib 9" celery w/metal holder,
Amber, H 65.00
- 433 Greek Key 7½" banana split, H, (6) ea 25.00
- 451 Crossline Flute 1 qt. jug, dated, H 85.00
- 468 Octagon w/Rim 12" celery, Flamingo, H 32.50
- 1401 Empress 7" oval compote, Sahara, H . 66.00
- 1401 Empress 13" relish, unknown cut . . 50.00
- 1485 Saturn mustard w/paddle lid, H . . . 37.50
- 1503 Crystolite 3-lite candleholder . . pr 60.00
- 1503 Crystolite jam jar w/ladle, H . . . 48.00
- 1503 Crystolite 5" vase (2), 1 H . . . ea 30.00
- 1503 Crystolite flared compote, H 27.50
- 1510 Symphone 1 oz cordial, Minuet Etch. 147.50
- 1519 Waverly 12" bowl, Rose Etch 75.00
- 1540 Lariat 5" mayo, silver overlay . . . 28.50
- 3350 Wabash ftd tumbler, Flamingo, H (4)ea 26.50
- 4091 Kimberly saucer champagne, Dolly Madison
Cut, H (12) ea 35.00

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- 1469 Ridgeleigh mustard*, cover & paddle \$ 37.50
- 451 Cross Line Flute 5" vase* 40.00
- 451 Cross Line Flute 5" jelly compote** 37.50
- 6 Vase w/threaded end for epergne* . . 25.00
- 362 Syrup w/cover*, #693 Cutting . . . 55.00
- 1183 Revere marmalade & cover*, floral cut 25.00
- 1519 Waverly 6¼" low footed comport, Heisey
Rose Etch 42.00
- 150 Banded Flute saucer ft chamberstick 45.00
- 393 Narrow Flute ind sug* & cream* . . set 35.00

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P & I RATE \$3.00
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- 300 Peerless 1 oz cordial, H (3) ea \$ 30.00
- 300 Peerless low ftd sherbet, some H (8)ea 12.00
- 341 Puritan 3 oz wine, H (4). ea 22.00
- 350 Pinwheel & Fan hair receiver w/metal
lid, H 42.00
- 417 Double Rib & Panel cov'd mustard, H . 38.00
- 1170 Pleat & Panel 4 3/4" marmalade, Moon-
gleam, H 22.00
- 1184 Yeoman DO 8 oz goblet, Mnglm, H (5) ea 30.00
- 1425 Victorian 4 oz claret, H (2) . . . ea 25.00
- 1425 Victorian 3-comp 11" relish dish . . 40.00

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SHOW DATES

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* Heisey.

- * July 7, 8 Pheasant Run Rt. 64, St.
* Resort Charles, IL
- * Aug. 13, 14 Fairgrounds Belleville, IL
- * Aug. 31 &
* Sept. 1, 2, 3 Memorial Spartanburg, SC
* Auditorium
- * Sept. 9, 10 Lakeland Civic Lakeland, FL
* Center

See you at the shows,

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- * 1205 Fancy Loop toothpick 65.00
- * 1255 Pineapple & Fan toothpick (gold on fan) 80.00
- * 351 Priscilla toothpick* 35.00
- * 300 Peerless toothpick 30.00
- * 1469 Ridgeleigh 2" sq candleholders. . . pr 35.00
- * 310 Ring Band Custard toothpick (Souv. St.
* Albans, VT) 60.00
- * 1295 Beaded Swag Custard, Crys, gold band
* trim (2) ea 16.00
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