

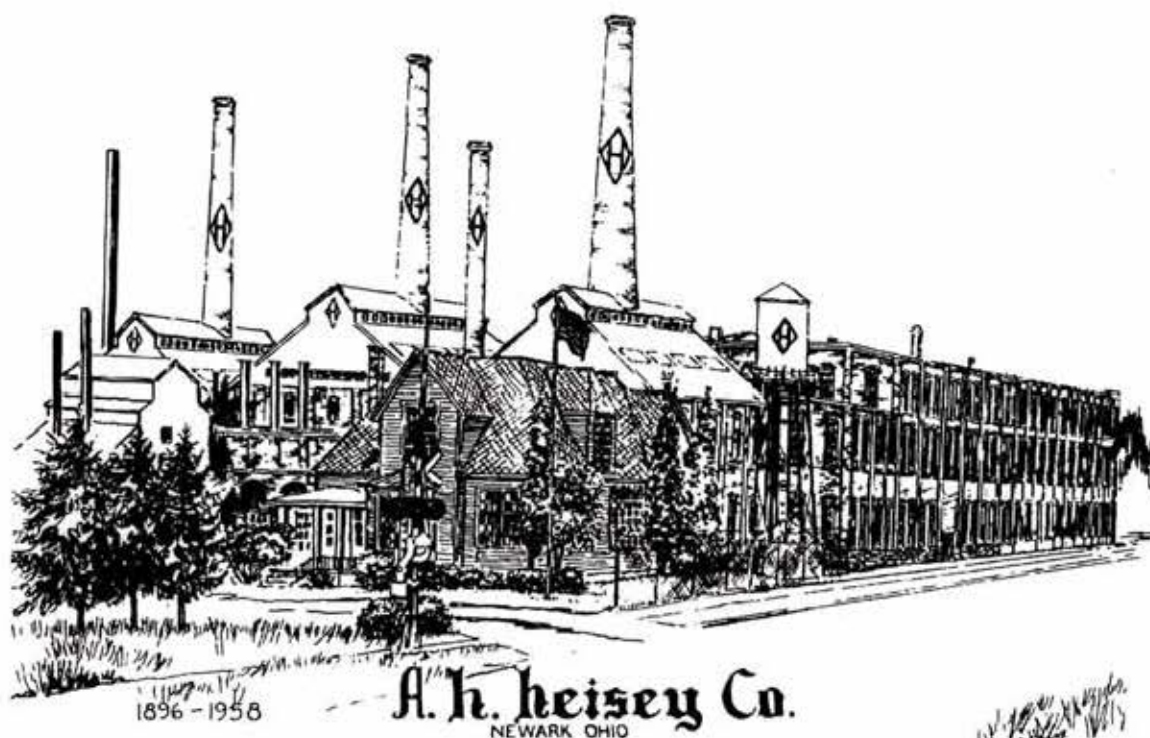
HEISEY NEWS

The Official Publication of Heisey Collectors of America, Inc.

Volume XXVIII No. 8

July 1999

ISSN 0731-8014



© Heisey Collectors of America, Inc.

All rights reserved 1999

In honor of our Nation's birthday, this issue of *Heisey News* is dedicated to the history of A.H. Heisey and Co., HCA, and the Heisey Collectors Clubs! Look inside for the new design of the *Heisey News*! See the August issue for details on the 1999 National Heisey Convention.

HEISEY NEWS

Heisey Collectors of America, Inc.
169 West Church Street
Newark, Ohio 43055
Phone (740) 345-2932 Fax (740) 345-9638
E-mail: heisey@infinet.com
WEB SITE: www.ahheisey.com
All Rights Reserved 1999
ISSN 0731-8014

Assistant Curator/ Editor
Gwynne Rukenbrod

Administrator
Mary Ourant

HCA President
Dick Smith (740) 366-5163

HCA Vice President
Amy Jo Jones (937) 426-1567

HCA Secretary
Ginny Marsh (740) 366-5608

HCA Treasurer
Kenneth Rhoads (937) 275-5735

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

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

Back Issues

The following volumes are available as complete sets: V, VII, VIII, IX, X, XI, XII, XIII, XIV, XV, XVI, XVII, XVIII, XX, XXI, XXIII, XXIV, XXV, XXVI, XXVII for \$15.00 each volume (12 issues, plus auction list if available).

Advertising

Send all ads to: HCA Advertising, 169 W. Church St., Newark, OH 43055 or fax ads to (740) 345-9638, include MasterCard or Visa information. Ads are to be typed or printed on white paper with dark ink. Camera ready ads accepted, but must follow line specifications. Ads containing reproductions will not knowingly be accepted unless clearly stated (e.g. Heisey by Imperial, etc.) HEISEY NEWS accepts no further liability. See advertising section for rates and deadlines.

Museum

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

Identification

HCA will attempt to identify unknown glass items. Please enclose a photograph with your drawings or descriptions. Other arrangements should be made in advance with the museum staff.

Membership

To join Heisey Collectors of America or to renew your membership, contact HCA Administrative office Monday through Friday 8:00 a.m. to 4:30 p.m. Associate dues are \$22.00 plus \$5.00 for each additional household member. Voting members pay an additional one-time fee of \$25.00. Please consider supporting the Endowment Fund by joining at one of the levels listed on the back page.

Museum Shop

There is always someone available in the shop to answer questions or take your order. When ordering by phone, please have a credit card ready. When ordering by mail, please be sure to include appropriate charges such as shipping and sales tax.

Shipping and Receiving

Delivery is made much easier when we have a complete street address, not a PO Box. We prefer to use UPS. If you have not received a package, please call the administrative office to confirm it was sent. We will assist you in tracing it. If your package arrives damaged, please contact your local UPS representative. We insure everything.

Donations and Loans to the Museum

If you have something you would like to share with the museum or have questions regarding items on loan, contact the assistant curator. HCA reserves the right to accept or refuse items based on current holdings.

Calendar

HCA Paperweight Making Class July 10, 1999
Vivian and Percy Moore Dinner and Heisey Benefit Auction October 15-16, 1999

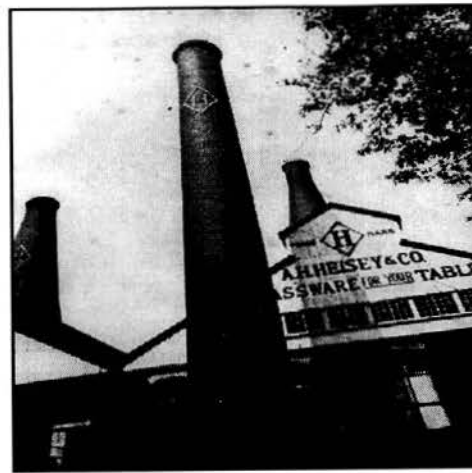
Features

25th Anniversary Ashtray Souvenir	5
Microsoft® Donation	5
A.H. Heisey & Co., The Early Years <i>Gwynne Rukenbrod</i>	6-8
Book Binding	9
1999 Convention Souvenir	9
Heisey Advertising – A Brief History <i>Marvin Jacob</i>	12-16
Heisey News Survey	17

Departments

Message from the President, Dick Smith	3
Museum Happenings, Gwynne Rukenbrod	4
From the Hot Shop, Gwynne Rukenbrod	4
From the Archives, Don Valdes	10-11
Club Notes	18-23
HCA News & Notes	23
Advertising	24-26
Dealer Directory	27

**MESSAGE FROM
THE PRESIDENT
DICK SMITH**



Convention will be over by the time you read this. I hope everyone had a safe trip to and from convention and was able to purchase that special piece for your collection.

A special THANK YOU to the convention committee and the HCA Staff on all their hard work and extra hours on getting convention ready for us to enjoy. Without them, there would be no convention.

With elections over we have four board members. Which means we have four retiring board members who have dedicated the last four plus years to HCA and the museum. I personally want to thank them for their help. Thank you Mike Rosenberger, Tom Bischoff, Carl Sparacio, and Ginny Marsh.

The Mosser Glass Co. has been very slow filling our orders, but they are being filled. Please be patient with us and the HCA staff. They have no control of the delivery date of these items. We are also in the process of trying to get some of the books reprinted. As soon as this is done, we will inform you through the newsletter.

Don't forget the Percy and Vivian Moore Dinner in California. This will be a great time to vacation and enjoy yourself. Gene Moening has guaranteed no earthquakes, mud slides, and fires which means the weather is going to be perfect.

HCA needs volunteers. If you have some time to give, whether it is one hour or one day, at the museum or at your home, let us know. There are committees to fill, books to update, docents to work the museum, and molds to sort. I am sure we can find something for you to do! This also helps take some of the load off the paid staff.

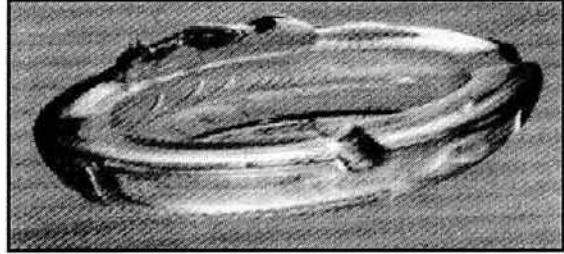
As this might be my last letter, I want to thank those who have helped me this past year. What's that quote "Ask not what HCA can do for you, but what you can do for HCA." ♦

'Til Next Month- *Dick*



1999 25TH ANNIVERSARY ASHTRAY

In 1993 to commemorate the opening of the expansion to the museum, the fox ashtray was made in Lavender Ice to accompany the set of animals which had been made for a fund-raiser. This year to celebrate the 25th anniversary of the National Heisey Glass Museum, the Endowment Committee is pleased to offer a fabulous fox ashtray made in Cobalt with the fox highlighted in silver. The bottom is etched "The National Heisey Glass Museum Celebrating 25 Years." Cost is \$25.00 plus tax and shipping. ♦



Mail to: Cobalt Ashtray, 169 W. Church St., Newark, OH 43055. Call 740-345-2932

Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ OH Tax ID#: _____

Payment: Check or MasterCard/Visa: _____ exp.: _____

Quantity: _____ x \$25.00 = _____

Tax (OH Only) _____ x \$ 1.50 = _____

Shipping (each) _____ x \$ 6.00 = _____

TOTAL _____ x = _____

<p>Please Circle SHIP PICKUP</p>

Museum Receives Software Donation

Perry Owen, an employee at Microsoft® has graciously donated the Microsoft® Office 1997 Small Business Edition software programs to HCA to help update their computers. Perry is the son of Venita Owen, a member of the Northwest Heisey Collectors and the Oregon Trail Heisey Collectors Clubs. Venita passed this generous donation on in honor of the two clubs that she is a member of. We thank both clubs, Venita, her son Perry, and Microsoft® for the tons of money that was saved for HCA and the ability to update our software programs. Thanks again! The HCA Staff ♦

A.H. HEISEY: THE EARLY YEARS 1942-1913

GWYNNE RUKENBROD

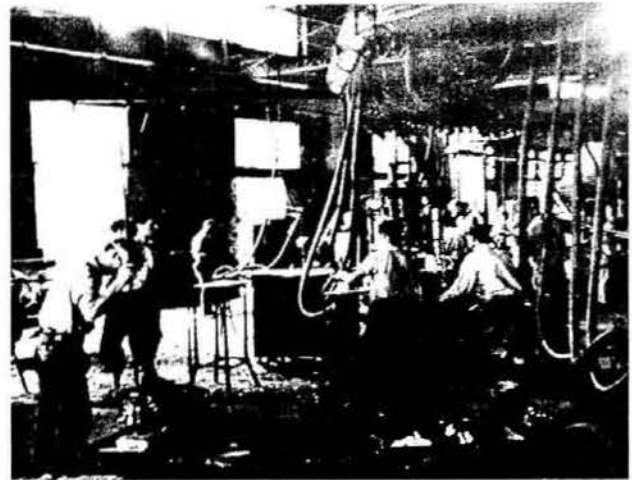
The following article is being written in response to numerous requests for a brief history of A.H. Heisey and Company. To learn more about A.H. Heisey and the history of the glass factory you can purchase the book A.H. Heisey & Company A Brief History by Thomas G. Felt for \$9.95 plus shipping through the National Heisey Glass Museum gift shop.

Augustus H. Heisey was born in Hanover, Germany in 1842. When he was an infant his family immigrated to the United States and began their life in Merrittown, Pennsylvania. In the 1840's Heisey's father was murdered for a large amount of cash he was carrying with him at the time. Heisey's mother then returned to Germany and left Augustus to be raised by his sister Caroline in Brownsville, Pennsylvania. In 1861 A.H. Heisey became a clerk at the King Glass Company in Pittsburgh. With the Civil War came a time in A.H. Heisey's life where he would serve his country. He served his country with the same vigor that made him successful in the glass business. He earned the rank of Captain and a commendation for gallantry in action, after taking control of a bayonet charge against the enemy. On April 9, 1865 the Confederate army surrendered, and Heisey left the army.



According to most sources Heisey returned to the King Glass Company, but it was also noted that he worked for Challinor, Hogan, & Co., and Evans &

Company. It was in 1866 that he decided to become a shipping clerk with Ripley and Company in Pittsburgh. According to the deeds of this factory George Duncan Sr. was not a partner with the firm until March of 1867 when the original owners the Coffins sold their shares. George Duncan Sr. then



became the sole owner of the Ripley Glass Company in 1874.

Heisey eventually became a salesman for the glass company and was often noted that he was one of the best salesmen in the country. In 1870 Heisey married the boss's daughter Susan N. Duncan.

George Duncan Sr. sold one half interest of Ripley Glass Company to his two children for "one dollar and natural love and affection." The company then was renamed Geo. Duncan & Sons, the other son being Heisey. Following the death of George Duncan Sr. in 1877 James E. Duncan and A.H. Heisey continued the operations of the factory and business. Heisey filed many patents during this time at Geo. Duncan & Sons. Among the most notable designs were the Shell and Tassel patterns and a method for staining glass to make it resemble flashed glass.

During the period of 1890, there was much turmoil in the economic industry of glass. Therefore a combined effort was created through the development of the United States Glass Company. This company consisted of fifteen different glass factories that would increase profits and improve efficiency through a combined effort and shared resources. Heisey was one of the original eleven stock subscribers and was on the Board of Directors. He was named General Manager of the commercial Department with complete charge of the sales end of the business. After a little more than two years, Heisey seemed to have ended his connection with the United States Glass Company around 1893.

Heisey approached the city of Newark, Ohio in 1895 about the possibility of constructing another glass factory in the area. Newark currently had a thriving bottle factory, the Edward H. Everett Glass Company. A committee was formed to discuss and develop Heisey's offer. On June 22, 1895 the Penney



Farm was purchased to be the site of the new A.H. Heisey and Company glass factory. The walls were up in November of that year

and the doors opened in April 1896. The new factory contained a sixteen-pot furnace, four glory holes, a one hundred and twelve-foot high chimney, six lehns -56 feet long, and a separate producer. The administrative offices were located in a separate building.

Heisey's first advertisement appeared even before the factory opened. It was in the January 1, 1896 issue of *China, Glass, and Lamps* illustrating table sets in #1200 Cut Block and #1201 Fandango patterns. The Robinson Glass Company in Zanesville, Ohio apparently made these samples because the Heisey factory was not open at the time.

On April 23, 1896 A.H. Heisey and Company was officially incorporated in West Virginia. Between 125 and 210 employees worked in the glassmaking department under the supervision of Charles Zimmer and Adam Trautman. From the beginning and continuing throughout the history of the factory, A.H. Heisey and Company was a family business.

In November of 1896, the first two design patents were filed for the Plain Band cream and spoon holder. Throughout the years of operation A.H. Heisey and Company filed and was granted hundreds of patents. It is wonderful that today many of the molds can be seen at the museum and the HCA Glass

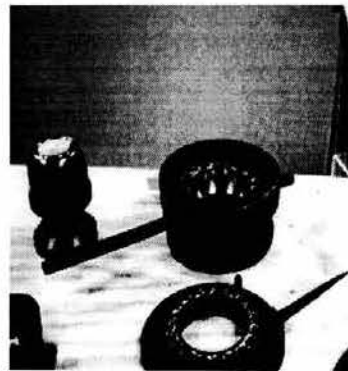
Studio. The majority of the Heisey molds are owned by HCA and stored in a warehouse.

At this point in the production of glass at the factory, crystal was only in production. It is most likely though that color was first produced in 1897 with the introduction of Vaseline. This color was also referred to as Canary. In the February 4, 1899 issue of *National Glass Budget*, the color Opal was advertised. Six months later the color Emerald and Ivorina Verde (Custard) were introduced. Although A.H. Heisey and Company developed beautiful colors throughout these early years, it was the crystal that Heisey took special pride in.

New patterns continued to be introduced in a regular manner. In January 1899 #1255 Pineapple and Fan were shown. #1250 Groove and Slash and #1280 Winged Scroll were developed in 1899. A.H. Heisey and Co. was only three years old at this point and well on its way to becoming one of the most renowned glass factories in the United States.

In September 1899, an advertisement appeared for the #300 Peerless line and the "colonial era" was born. The first candlestick to be made by Heisey was the #1 candlestick and was part of the #300 Peerless pattern. This was made available in March of 1900. Heisey began producing simple colonial pressed glassware that was unlike the complicated Victorian Era glassware that was so popular at the time. This illustrates how Heisey was able to read the glass market and anticipate the desires of glass collectors ahead

of many other glass factories, contributing to his great success.



In April 1900, the famous Diamond H began to appear on glassware made at the factory. Even though the Diamond H was considered the

trademark of Heisey and Company, it was not universally used and therefore it can be

difficult for the beginning collector to identify real Heisey from the fakes and reproductions.

The 1900's were a time of expansion at the A.H. Heisey and Company factory. Colonial designs and non-colonial designs were introduced continuously. #1295 Bead Swag and #305 Punt and Diamond point were shown in early 1900. #310 Ring Band was introduced in the summer of 1900. In December of that same year #325 Pillows and #315 Paneled Cane were developed for the 1901 spring line. New colors began to be experimented with around this time period. In 1901 a color called "Rose" was added to the inventory list. This shade was similar to Flamingo. Rose never became a production item, but items such as the #1 candlestick, #305 Punt and Diamond Point celery, and other pieces of #325 Pillows were mentioned in the inventory of the factory as being produced in this Rose.

In 1902 #337 Touraine, a plain pressed line, and #335 Prince of Wales Plumes were produced. Stemware in the #341 Puritan pattern was shown in January of 1903. This pattern became quickly popular and soon production of a full line proved to be one of Heisey's better known Colonial patterns. It was now evident that Heisey was one of the most revered developers of Colonial patterns. In 1904, A.H. Heisey was actually asked to run for Congress, but later declined.



With the addition of a new sixteen pot furnace, Heisey was able to employ 300 more workers. New patterns that were introduced

at this time included #333 Waldorf – Astoria, #343 Sunburst, and #351 Priscilla. In 1905 an addition of the factory was completed and patterns # 357 Prison Stripe, #353 Flat Panel, and #1776 Kalonyal were released in 1906.

In 1907 #365 Queen Anne, #150 Banded Flute, and in 1909-1910 #353 Medium Flat Panel, #350 Pinwheel and Fan, #354 Wide Flat Panel, and #393 Narrow Flute were all Colonial patterns that were good sellers of Heisey's.

It was during these years that A.H. Heisey was unabated by the financial crisis that rocked the United States. In 1908 Heisey announced that it was going to add another building to the factory to be used as a warehouse. Other developments in the glass industry occurred in this era. The National Glass Company, another cooperative combine of glass factories, failed, but the opening of one of Heisey's competitors, the Higbee Glass Company, occurred. This glass company along with others such as Fostoria, Jefferson, and Ohio Flint began mass producing Colonial patterns of their own.



By 1913 Heisey was purchasing over 100 advertisements a year in periodicals as well as popular women's magazines. This strategy, new to the glass market, made the Diamond H

very well known throughout households in America. In 1912 the company reorganized from a corporation to a co-partnership. In 1913 E. Wilson Heisey became president of the firm, beginning a new era of glassware at the factory.

A.H. Heisey's vision of creating a factory that produced beautiful pressed glass continued throughout the 1900's until the factory closed in 1958. Today the National Heisey Glass Museum and the Heisey Collectors of America Inc. preserve the goals and vision of A.H. Heisey and his family. ♦

ATTENTION MEMBERS!

Every two years *Heisey News* binding service is offered to those members wishing to have this done, and it is time for the 1997-98 volume. The same firm that has performed this service since the 1981-82 volume will again do the binding. Of library quality, the cover will be dark blue with gold lettering. The price for binding is **\$25.00** per volume, plus **\$5.00** per volume if returned shipping is required.

Back issues of the *Heisey News* will be bound for the **\$30.00**. Some of the back issues are available from HCA if you are missing any.

Remember you must remove all staples before binding!! The cut off date for binding is June 19, 1999.

You may send newsletters directly to Bob Rarey, 1450 White Ash Dr., Columbus, OH 43204 (614) 279- 0390. Or to HCA c/o Bob Rarey. Please make checks payable to Bob Rarey when ordering.

1999 CONVENTION SOUVENIR

The Minuet Girl is back again this year as HCA's 1999 Convention Souvenir. This year the famous lady will be produced by Mosser Glass in Teal green, a very pretty color. The cost is \$25.00, plus shipping and sales tax (Ohio residents only). This piece will be on sale to members only through June 16, when the exclusive sale of the Minuet Girl becomes available to the public. ♦



Mail to: Minuet Girl, 169 W. Church St., Newark, OH 43055. Call 740-345-2932

Name: _____

Address: _____

City/State/Zip: _____

Phone: _____ OH Tax ID#: _____

Payment: Check or MasterCard/Visa: _____ exp.: _____

Quantity: _____ x \$25.00 = _____

Tax (OH Only) _____ x \$ 1.50 = _____

Shipping (each) _____ x \$ 6.00 = _____

TOTAL _____ x = _____

Please Circle
SHIP
PICKUP

The Aristocrat Candlestick Patent Infringement - Pattern #21

Don Valdes

The following is an article on the correspondence between A.H. Heisey & Co. and L.D. Bloch & Co. regarding a possible infringement on #21 Aristocrat candlestick.

It is curious that a cursory inspection of Felt and O'Grady's candlestick book reveals that they dedicated more text to this particular pattern than any other. Curious because the archives contain more correspondence regarding an alleged pattern infringement in this case than any other objects. At first glance I thought this might be the cause of the correspondence I wrote about in an earlier issue of the newsletter. But no, this situation arose two years later.

Feb 27, 1915 - Heisey's first letter of complaint to L. D. Bloch & Co., New York.

Mar 1, 1915 - Bloch asks for a sample or sketch. They have no desire to conflict.

Mar. 4, 1915 - A letter of response, Heisey sends cut of #21.

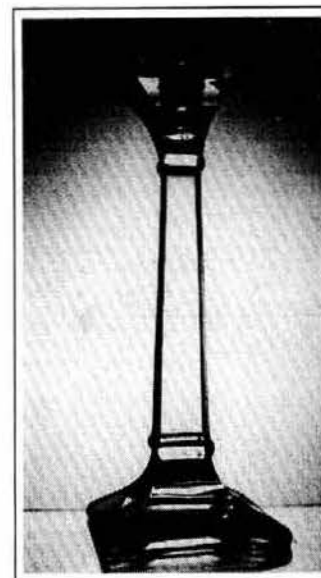
Mar 6, 1915 - Bloch asks for date of patent.

Mar 22, 1915 - Reply to earlier giving patent # and date. Will sue if not discontinued.

Mar 25, 1915 - Explain that for some time they have been buying a brass candlestick, from which they copied the candlestick in question. They would like to see a copy of the patent. Touchy about the threat of suit.

Mar 29, 1915 - Reply - It looks as though a brass company stole the pattern. Case seems to hinge around time needed to get a patent Heisey will prosecute.

No. 21, ARISTOCRAT™
SIZE/DESCRIPTION &
PRODUCTION PERIOD:
5' 1909-1910
7' 1907-1935/1941
9' 1907-1935/1941
11' 1907-1930
15' 1913-1930
PATENT: D41,590.
Filed March 4, 1910;
approved July 18, 1911.
DESIGNER: A. J. Sanford.
COLORS: Crystal
CUTTINGS: Available full cut.
ETCHINGS: 9006, CAIRO™
MARK: Usually marked on the
candleholder just above the column.



April 1, 1915 - Question the tone of the last letter. Inform Heisey that they are sending to Washington for the patent. Annoyed that Heisey informed one of our customers.

Apr 3, 1915 - Reply, Heisey contends that anyone selling the product can be sued. Asks who is making it.

April 5, 1915 - Letter from Bloch "We are beginning to understand each other better. Who of our customers have you notified? They want to see the patent Cambridge is making the candlesticks.

Apr. 7, 1915 - Threaten a circular letter to trade, threatening to persecute (sic).

Apr 8, 1915 - Letter from Bloch. Will take candlestick off sale today.

Apr 12, 1915 - Cambridge pleads ignorance. They haven't made any recently and won't make any more.

Apr 15, 1915 - Acknowledges Bloch's ceasing to market and sell candlestick #21. Letter also indicates that Cambridge Glass acknowledges

exclusive manufacture for Bloch Heisey wants Bloch to inform Cambridge of withdrawal.

Apr 22, 1915 - Heisey requests a response to previous letter.

April 24, 1915 - Bloch letter makes interesting comparison with diplomatic relations between U.S. and Germany and third party nations. They would like Mr. Heisey to discuss with them the disposal of the candlesticks on hand.

Apr 27, 1915 - "I have your several letters. I do not want letters. I want to know whether you are going to comply with our conditions or not..."

May 13, 1915 - Why haven't you replied to letter of Apr. 27? You admitted that the pattern was too close an imitation. Litigation is costly.

May 17, 1915 - A response sets up the following: Bloch owns moulds, Cambridge makes the candlesticks. Cambridge will discontinue sale to all but Bloch.

May 18, 1915 - A bit testy response to letter of May 17.

June 10, 1915 - We are informed the Jones, McDuffee & Stratton Co. of Boston are selling the candlestick in question. If this is true we are going to sue.

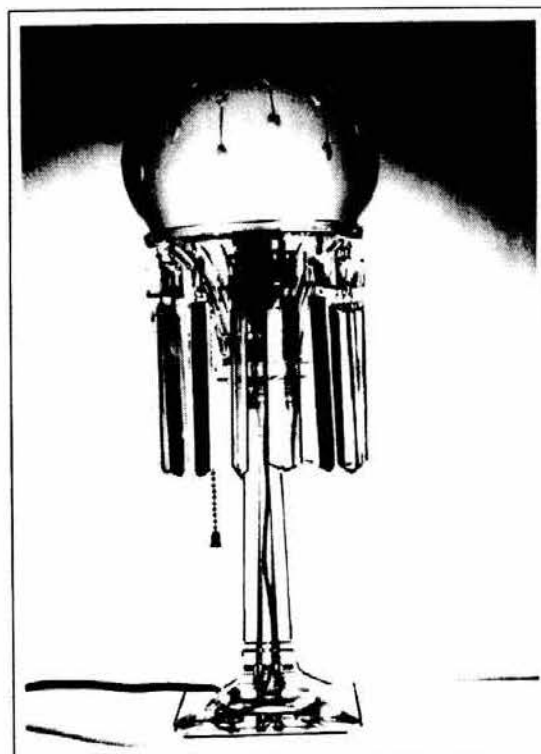
June 15, 1915 - Bloch was not aware of the Jones, McDuffee & Stratton sale. Cambridge informs Bloch that the shipment of four dozen was a mistake and that J, M & S is returning 1 1/2 doz. of them. We'd like to meet with Mr. Heisey to make arrangements for the disposal of the candlesticks we have on hand.

June 18, 1915 - Under no conditions will we permit sale of this candlestick in the US. The foreign market is open to you if you wish.

June 18, 1915 - Letter to Cambridge Glass. Did you ship the four dozen candlesticks for Bloch or for yourselves? We'll sue if you ship any more.

June 23, 1915 - Cambridge writes that they thought everything was cleared up but, if Heisey would feel better, they will sell Heisey "...the mould at a reasonable price—say \$35.00."

At this point the correspondence ceases. Judging from the number of infringement files this and similar problems were fairly common. I'll keep my eye out for further infringement discoveries. Meanwhile, note the number of days it took mail to travel from Newark, OH to New York City.



With 6 prisms and no 1 cutting on the shade

Heisey Advertising – A Brief History

Prepared by Marvin Jacob for the Heisey Collectors of the Rochester Area.

Heisey was one of the first glass companies to advertise nationally. Commencing in April of 1911, they advertised in the leading magazines of their time. They employed an advertising agency to help, but many of the setups were taken in the plant.



In these ads was usually a statement inviting the readers to send for a free booklet. One of Heisey's most popular booklets was called *Table Talk*.

Department numbers were used (which I believe) to track the magazine that was responsible for the request.

Marketing of Heisey Glass

Trade journals were very important in the marketing of glass. Published weekly, they provided the most up to date information available. The earliest titles were *Crockery and Glass Journal* (1874-1961) and *American Pottery and Glassware Reporter* (1879- 1893). *China, Glass, and Lamps*, first published in 1890, is the only one still in existence. Today it is known as *China, Glass, and Tableware*. Since much fine glassware was retailed in jewelry stores, the *Jeweler's Circular* and the *Keystone* were

also important sources of information to the trade.

The most significant marketing tool was the annual glass and pottery show in Pittsburgh. In January, all the glass manufactures set up displays in room at the Monongahela House plus other hotels. This was traditionally the time to introduce new patterns. In later years, similar shows were also held in Chicago, New York, and elsewhere. Heisey also had permanent displays in Chicago, Dallas, New York, and on the West Coast.

Chronology of Heisey Advertising

April 1909 Heisey announced that a popular magazine ad campaign would soon begin. It would be the first time that a manufacturer of glassware had contemplated advertising directly to the public.

April 1911 Heisey placed its first ad for pressed glassware in the *Delineator*, *House and Garden*, *The Women's Home Companion*, and possibly others. In April only line drawings of the glass were used, but by June, photos were used. Late in 1911, the ads offered a free booklet *Table and Glass and How to Use It*.



1913 Heisey placed more than 100 ads a year in periodicals with more than half being in popular magazines.

Dec 1914 Heisey baskets began to be advertised. The first was for #465 Recessed Panel with an ad in the *Ladies Home Journal*, pg. 63. This continued

until 1925. The #417 Double Rib and Panel was the last. Ads for this pattern were seen in *Atlantic Monthly*, May, pg. 90; *Good Housekeeping*, April, pg. 180; *House Beautiful*, April, pr. 453; and *National Geographic Magazine*, in the rear.

May 1918 first colored advertisement, full page for etched stems in the *Delineator*, pg. 28.

1925 Color ads were often placed for the next ten years. The first I can find is for November 1927 in *House Beautiful* (pg.569).

What Should You Do?

The splendid beauty of glassware makes it a great decorative touch. It is simply captivating—and fulfills the urge of today with gracious charming grace.

But glassware is more than merely a decorative touch—it is a part of the living. It is a part of the life that is so full of interest and joy. It is a part of the life that is so full of interest and joy. It is a part of the life that is so full of interest and joy.

There is a making diverse in Heisey's exquisite glassware—a myriad of superb selections. Fascinating colors that appear the loveliest—Moon Glow, Flamingo and Hawthorne—and gleaming crystal, all made in color. You can identify them by the mark of quality, as all leading make.

A. H. HEISEY & COMPANY
Pittsfield, Ohio

HEISEY'S
GLASSWARE for your table

1926 Heisey's "Bridge Series" was implemented. Because Heisey wanted to maintain the highest image possible, the company declined to sell its products to anyone who promoted wares under a free gimmick plan. An exception to this plan was a

campaign the company itself promoted – The Heisey Bridge Contest Campaign. The company ran a series of five ads in ladies' magazines. Each ad presented six bridge problems and asked the reader to decide how to bid each of the hands. Answers were to be mailed within a specific time period and the winners received a prize – Heisey stemware, of course. This campaign was staged from February through December 1927.

Glass Secrets series

April 1928 During 1928 and part of 1929, Heisey published a series of six different ads with "Glass Secrets" theme.

September 1933 the National Recovery Administration (NRA) symbol appears on Heisey ads in *Crockery & Glass Journal*. This symbol meant the "Under the sign of the Blue Eagle, we are gladly giving our full cooperation to the National Recovery program." President FDR set up the NRA as part of the New Deal, and its function was to prepare and enforce the codes of fair competition for business and industry. The symbol's last appearance was in August 1935.

April 1937 *Table Talk*, Heisey's monthly "house organ" was re-introduced. This coincided with a new advertising campaign in *Life* and the *New Yorker*.



September 1939 First ad, which changed the "Y" in Heisey to a wineglass, was in *House and Garden*, pg. 70. The last ad with it was in *Ladies Home Journal* in June 1945, pg. 90.

June 1940 First popular magazine ad showing animals was in *House and Garden*, pg. 66. Section I, which showed the "Chanticleer Table Ornament" or fighting Rooster.

Dec 1940 First popular magazine ad showing orchid Etch was in *House and Garden*, pg. 75.

November 1942 A government slogan "Buy War Bonds" was added to many ads. By 1944, the slogan was changed to "Buy More War Bonds" or "But Lots More War Bonds" and on September 2, 1945 the slogan was changed to "Buy Victory Bonds" (I only found it in the December issue of *House Beautiful*). ♦

October 1953 Last ad by Heisey (that I can verify) appeared in *House Beautiful*, pg. 244.

Bibliography

Heisey on Parade, by Sandra Stout, 1985, Wallace Homestead.

A.H. Heisey & Co., A Brief History, by Thomas Felt, 1996, HCA.

Actual magazines referenced in the history article.

Whirlpool

... gay, sparkling crystal that spreads a cheery welcome over your table. Here are Heisey hand-cast stemware and matching table accessories created to truly warm your heart and charm your most discerning guests.

CRYSTOLITE

NARCISBUS

HEISEY ROSE

Heisey
FINE BRUNNEN CRISTAL

For pattern folders, write A. H. Heisey & Co., Dept. O-12, Newark, Ohio.

THE FINEST IN GLASSWARE, MADE IN AMERICA BY HAND

Heisey's brilliant
CRYSTOLITE
is always in good taste

• The simple lines of Heisey's celebrated CRYSTOLITE Pattern cause your eye to linger fondly on it and your touch thrills to its fine texture. The uniformity of luster and sheen in this serviceable, beautifully styled pattern make it an outstanding favorite, everywhere. It is deftly moulded and finished by expert hands to reflect lights in sparkling, shimmering beauty.

CRYSTOLITE is made in more than 200 different pieces for your selection... to set a shining table, to brighten your buffet or an occasional table.

See CRYSTOLITE in leading stores. It's open stock. Write for free, complete, illustrated folder.

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

HEISEY'S
HAND-WROUGHT GLASSWARE



Tradition in crystal...

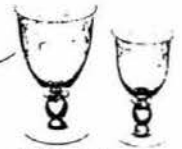
*Plantation Ivy...
hospitality's
traditional warmth
captured in
boldly etched
hand blown crystal*

finest in glassware, made in America by hand

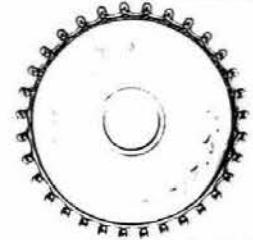
Heisey
HAND-WROUGHT CRYSTAL

THERE'S MAGIC IN *Moonglo*

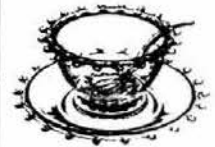
With all the sparkle of moonlight on a rippling brook, Moonglo cutting casts a magic spell of beauty that charms your guests and inspires their sincere compliments. The striking hand-cut design on famous Lariat crystal, with the loop motif, provides the versatility of Aladdin's Lamp in planning table settings. Your Heisey dealer has glistening Moonglo . . . in a complete assortment of hand-blown cut crystal stemware and hand-cast table accessories.



Goblet and Clover Glass



Sandwich Plate



3-piece Mayonnaise Set



Candy Box



4-compartment Relish



SEND FOR FREE BOOKLET. Moonglo is one of several outstanding designs shown in "Crystal for Your Crystal Party," an authoritative booklet on the proper selection of glassware, china, and silver. Write to Dept. 323, A. H. Heisey & Co., Newark, N.J.



Heisey
HAND-WROUGHT CRYSTAL

Heisey News Survey

If you would take a moment to fill out the following questions on the *Heisey News* I, the editor, can get a better picture of what you, the members, want from this newsletter.

1. Things I like about the Heisey newsletter are:

2. Things I do not like about the Heisey newsletter are:

3. I would like to see the following columns added to the newsletter: (please check as many as you like):

- a monthly column on a Heisey pattern
- a monthly column on Heisey mysteries
- more information on other glass organizations such as Fenton and Imperial
- more articles on the history of A.H. Heisey and Co.
- a question and answer column
- letters to the editor, comments on articles printed
- a different look than what I've seen (please elaborate on this please)

Comments:

Thank you for taking the time to help me serve you better!



STUDY CLUB DIRECTORY

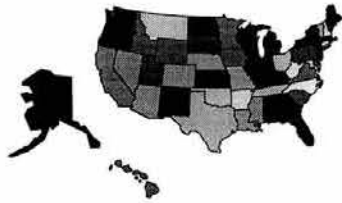
Interested in joining a study club? This updated list of the HCA Study Clubs reflects information obtained from a questionnaire mailed early this spring. Why not join a local study club? You will have the opportunity to meet fellow collectors and HCA members and learn more about your favorite glassware. If your club is not listed please forward the appropriate information to the Heisey News, Updated February 1999.

STUDY CLUB	MEET WHEN?	WHERE?	Email/Web Site	CONTACT
#1 Newark Heisey Collectors Club**				
#4 Central Illinois Heisey Collectors Club	Four times a year	Member's homes or restaurants		Jean Marsa (309) 444-4612
#5 Bay State Heisey Collectors Club	2 nd Tuesday of each month except July, Aug., and Dec.	Follen Community Church		Doug Wynne (508) 660-2979
#7 Dayton Area Heisey Collectors Club	3 rd Tues. of the month Sept. to May, 6:30 pm	Huber Heights Library		Charlene Bowman (937) 289-2114
#8 Heisey Heritage Society <i>NJ, Eastern PA and DE areas</i>	Bi-monthly	Member's homes		Nettye Evans (302) 736-1368
#10 Gateway Heisey Collectors Club	Four times a year	Member's homes		Joe Lokay (412) 372-8563
#13 Heisey Club of California	4th Sunday every month, 12:30	Member's homes		Jay Byrne (818) 353-2988
#14 Northern Illinois Heisey Club	Four times a year	Member's homes		Jerry Robinson (847) 356-7108
#15 Heisey Collectors Club of Michigan	Every six weeks, August to May	Member's homes		Jack Deppong (517) 323-7921
#16 Heisey Collectors of Texas	Every other month, 2 nd Sat. of month	Member's homes		Erma Hulslander (972) 289-6159
#19 Heisey Collectors of the Rochester Area	10 meetings per year: Sunday, 2:30 pm	Member's homes		Marv Jacob (716) 381-6161
#20 Buckeye Heisey Collectors Club	September to May, 4th Monday	Member's homes or the museum		John Eshelman (740) 366-4826
#22 Northwest Heisey Collectors	First Saturday of the month	Member's homes		Dixie Fuller (360) 263-4020
#25 Heisey 76'ers <i>Columbus, OH area</i>	Once a month, September to May	Member's homes		Hugo Wenzel (614) 258-2816
#26 Southern Illinois Diamond H Seekers**				
#31 Nassau Long Island Heisey Club	Generally every other month	Member's homes		Babs Kent*
#32 Dairyland Heisey Club	Once every two months	Member's homes		Don Friedemann (414) 673-2671
# 33 Golden Gate Heisey Collectors Club <i>Northern California</i>	Quarterly	Member's homes		Russ Nicholas (707) 762-2494
#35 Virginia Heisey Club	Six times a year, first Sunday of the month, 3 pm	Member's homes		Jean Dougherty (757) 868-6664
#38 North Carolina Heisey Study Group	6 meetings per year: Jan, March, May, July, Sept, Nov.	Replacements Ltd Greensboro, NC	Nchsg @yahoo.com	Karen Taylo (252) 637-9985
#39 Florida Heisey Collectors Club	Once a month, Oct. to May	Member's homes		Al Colangelo (561) 499-3396
#41 Yankee Heisey Club	6 times a year	Member's homes		Charles Horsfall (508) 829-9928
#42 Gulf Coast Heisey Club of Florida	Nov., Jan. and March; 3 rd Thursday 11:00 am	Member's homes	rkreimer@aol.com	Robert Kreimer (352) 873-8306
#43 Tri-State Heisey Study Club	1 st Sat. every 3 rd . month	Member's homes		Mike Maxwell (419) 485-8701
#44 National Capital Heisey Study Club	Monthly: September, May	Potomac Comm. Library		John Martinez (703) 979-6718
#45 Hoosier Heisey Club	Four times a year	Warren Library, Indianapolis, IN	trtaylor@inquest.net	Sandra Taylor (812)988-4016
#47 Oregon Trail Heisey Collectors Club	Second Sunday of the month at 2:00 pm	Member's homes		Jim Cooke (503) 645-3385
#48 Dixieland Heisey Study Club	Odd number months, 2 nd Saturday night	Member's homes		Helen Freeman (770)394-4651

*Please contact HCA; we will pass your inquiry on to the appropriate study club.

**These clubs are not accepting new members.

CLUB NOTES



Dayton Area Heisey Collectors *Joyce Dickman*

Twenty members attended the May 18th meeting at Huber Heights Library. Plans were discussed for a club summer picnic. Dick and Donna Jeckering invited all to their home and the picnic is planned for Sunday August 8, 1999 at 3:00 pm.

A mini silent auction of club member donated Heisey was the evening program. After the sound of the bell the total income was \$113.00. Thanks to all the donors and bidders.

Show & Tell shared were: #1420 Hi-Lo Moongleam Vase, Heisey Delivery truck Photo, #473 Narrow Flute w/Rim cov/ marmalade, #365 Old Queen Anne Ruby flashed berry bowl set, #465 Recessed Panel Vaseline #1 cov/ candy, #341 Puritan 8" low compote, #1540 Lariat Fan vase made from ftd. Tumbler w/ Orchid etch, #1405 Ipswich 10 oz. tumbler, #355 Prince of Wales bitters bottle, #1183 Revere basket w/ Vera etch, #1952 Dumbo Crystal mug, #353 Med. Flat Panel powder jar and hair receiver set w/ cutting, #1404 Old Sandwich Cobalt candlesticks pair, #4055 Park Lane cordial, and #1540 Lariat 11" swung vase w/Orchid etch.

Summer is reserved for Convention Fun and Heisey Hunting. Our next scheduled meeting will be Tuesday September 21, 1999 at 6:30pm at the Huber Heights Library. Guests and new members are always welcome. ♦

**Be sure to send the editor information
on your club happenings !!!**

Yankee Heisey Club *Pat Gibbons*

The May meeting was held on the 3rd and thanks to daylight savings time the journey to Betty Bean's was made easier for our three new guests. We would like to welcome Betty and Brad Turner who will be joining our club. In addition, Louis Lopilato will be joining our forces. Louis is also a member of the Bay State Heisey Club. Welcome Lou! We have several members who belong to both clubs. I guess that just proves you can't get enough education about Heisey.

We are saddened at the loss of one of our members Phil Dynice, after a yearlong illness. He and his wife Marnie were founding members of our club and he will be missed.

We conducted a brief business meeting, appointed a nominating committee to see who they can coerce into taking on the illustrious duties of next year's officers, and then moved on to the more pleasant topic of our next social event. The date was set for the Annual Combined Club Cookout at our home on July 18th. This has been a well-attended event by the members of our club, Bay State, and South Eastern MA.

Show and tell brought out some infrequently seen pieces of Kalonyal, Zodiac, Prince of Wales, and Coleport. We also had an assortment of stems with Heisey Cuttings, a lovely Ridgeleigh blown stem with a monogram, and an Aqua Caliente stem with the drinking scene.

Jim Houghton gave a presentation of his collection of Fostoria "Hartford" pattern #501. This was produced between 1989-1901. One can see the competition that existed even back then. This pattern resembles the Cambridge Mount Vernon pattern. Thanks Jim for sharing your collection with us.

Our next meeting will be held in September. Anyone interested in attending let us know! ♦

The Heisey Collectors of Texas

Erma Hulslander

The Heisey Collectors of Texas held their May meeting at the home of Jan Hiser on May 10, 1999. Jan served the sixteen members present a delicious luncheon. After admiring Jan's new home, and ogling Heisey, it was time to get down to business. This was an important meeting for us: it was our annual election and our yearly "mystery" auction.

For President, there was a tie between Greg Freeman and Rodger Hulslander. The membership decided to divide the responsibilities between Rodger and Greg. Erma Hulslander was elected secretary and Madeline Sullivan will continue as treasurer by acclimation. Greg Freeman ably conducted our Blind Auction. Members bring wrapped packages containing Heisey, and they are auctioned off—sight unseen. The amount realized is normally presented to the Heisey Collectors of America, Inc. at the time of convention in June. This year it was decided by the membership that the monies would be used to purchase items to be presented to the National Heisey Glass Museum in memory of Betty and Bill Carter, and Jan Baird. These members were very dear to us and will be sorely missed.

The auction contained several beautiful and interesting pieces, including four #3389 Duquesne sherbets, a #1401 Empress Dolphin footed almond in Alexandrite appropriately packed inside a can of peanuts. A #1508 card box, which was found inside a beautiful bag adorned with playing cards and of course the card box contained a pack of playing cards from the National Heisey Glass Museum. This is always a fun meeting! Our regularly scheduled meeting will be July 10, 1999 at the home of Cheryl and Rick Hulslander. ♦



HCA
membership
pin, no
longer in
production.

Bay State Heisey Club

Susan Pescatore

The May 11 meeting of the Bay State Heisey Club was held at the Fallen Church in Lexington, MA. In the business segment, we focused on the results of our April show, which were more than satisfactory. Kudos to Louis Lopilato, Show Chairman, and everyone who pitched in.

Show and tell was very good this month, starting with stems: the #3330 Hanover goblet, needle etched; a #3416 Barbara Fritchie with Will-O-Wisp cutting; a #4090 Coventry; a #5079 Pan American wine; and a #5083 El Rancho cocktail (tough patterns). As for sodas – a #2401 Oakwood with Polo player etch; another with Sweetbrier cutting (unusual); a #6060 Country Club soda with the Winchester '73 etch; and a #4163 Whaley beer mug, original label.

In other categories: a #365 (Old) Queen Anne 4 oz. sherbet and the #1235 Beaded Panel and Sunburst tall compote (both 'Brimfield' finds); a #1280 Winged Scroll Emerald puff box (nice); a #1469 Sahara cigarette holder; a #8006 Lattice Band oval preserve (obscure), along with the #1194 pentagon 5" relish in Flamingo; a #361 Criss-Cross 4" nappy, along with a larger and incredibly similar version from the American Brilliant cut glass era; a pair of #201 electric lamps, complete with cut glass globes (lovely); and finally a genuinely exciting find for yours truly, the #351 Colonial rose bowl (bought previously), in which a #355 straight vase rests (on a ledge), creating the "French Combination Vase" (see catalogue #56).

The evening's program was equally stimulating: an overview of the Colonial Panel patterns - #'s 353, 353, and 354, with particular note paid to their similarities (and subtle differences).

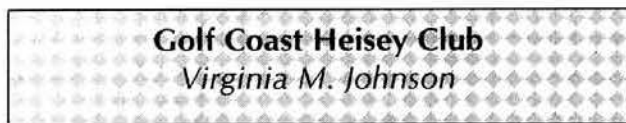
In #352 for example, members brought the match stand with metal top; the small knife rest; the large flat flower frog (for the huge #353 vase); the sugar sifter; the ice cream cone holder (unique in Heisey); and the 2 quart crushed fruit.

The #353 examples were a flat toothpick (unique in Heisey); the one piece cheese and cracker; an individual almond dish; the measuring cup

(unique to Heisey); the toothbrush holder, soap dish, and shaving mug set; a small mushroom cover and plate (used to keep mushrooms fresh); and a graduated set of low footed compotes.

In #354, there were: a 3 piece stack set in Flamingo (wonderful), the oval hotel creamer with Iris etch (only done on this sugar and creamer); the grapefruit with attached plate; and at least one sanitary syrup.

It should be emphasized that #352, #353, and #354 were designed to serve the restaurant/hotel trade (although not exclusively) – this accounts for the highly specialized functions characterizing many of these pieces. ♦



To continue in the theme of this issue, Virginia Johnson was gracious enough to write a brief history of the Gulf Coast Heisey Club.

It all began in March 1987 when I had correspondence with Louise Ream, then president of Heisey Collectors of America, Inc. regarding organizing a club of Heisey glass collectors. Odell and I had hosted a "Snowbird's Gathering" during the winter for several years and Louise suggested we form a club. There was a ready response from the Snowbirds (some of who were full time Florida residents).

We received our charter at the June convention of that year. There were 14 of us carried on the List of Original Members and of those 14, Jack and Fran Granzebach, Jean Drexler, and Odell and Virginia Johnson are still active. Ken Norris was our first President. Betty Hyde became a member in 1989 and is still an active supporter. Our membership list at that time lists 22. In 1990 we had 24 members. At the present, we have 28. Our yearly dues were \$5.00; today they are \$8.00.

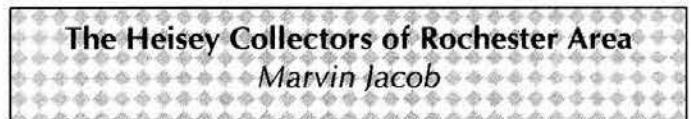
Our club has had two members serve on the HCA board and for three years was responsible for the Hospitality Room at the June National Conventions.

We meet three times a year, November, January, and March in our homes and members come from a wide area on this Gulf of Mexico coast. In the beginning, we went out for lunch, but that took too much time from our Education and Show and Tell time, so the members decided that the hosting member or members would provide a light lunch and the club would support it financially.

In January 1988 we had our first Silent Auction to raise funds for HCA. We have contributed to the Building and Endowment Funds, the Tablecloth Fund, and in other areas.

The presidents serving the Gulf Coast Heisey Club have been Ken Norris, Jack Granzebach, Jean Drexler, Odell Johnson, Bob Ellis – and our newly elected President Robert Kreimer. Those serving as secretary/treasurer have been Virginia Johnson, Adele Pardee, Fran Granzebach, and most recently, Rose Mensh.

Different members have presented seminars with Heisey Glass on display. Several members have set up displays of their collections during the June conventions. We have distributed information folders at various antique malls and dealers. Our November and March meetings always have an education program and our current Chair is Jack Granzebach. In January, we hold our very special Silent Auction for the benefit of the HCA Endowment Fund. Sharing with others our common love of Heisey and often having other HCA members join us as guests has been an enriching and happy experience. We hope it continues. ♦



The May 23rd meeting of the Heisey Collectors of the Rochester Area was held at the home of Lois and Marvin Jacob. It was our "Get ready for the auction" meeting where we finalized details for our annual auction to be held the next Thursday at the meeting of the depression Glass Club of Rochester.

This cooperative effort may be the only one of its kind. The Heisey Club donates most of the items for the auction, provides the auctioneers, and controls the finances. All persons present either bring an item for the auction or donate \$1 for the privilege of bidding. It's a fun night where we get more bidders and have a chance to get good bargains on anything from Heisey to flowers and baked goods. The best part of this cooperation with the Depression glass Club is that 100% of over a \$500 profit is donated to the Heisey Endowment Fund. This joint meeting may be an idea for other clubs to explore.

Additional highlights of our meeting included a report by a very excited Betty Evans on an Elderhostel week spent at the Corning Glass Museum. She showed items she made including a sand blasted vase, several blown vases, enamelware and a tricolor glass paperweight. Ask Betty for details if you are interested in future sessions.

Our study subject was "Heisey Advertisements – A Brief History" which identified ads showing Heisey history, advertisement themes, and how some ads related to our national history. (This article was appreciatively written for the newsletter and can be read in this issue of the *Heisey News*). ♦



It was a party atmosphere for our annual potluck luncheon and benefit auction. There was plenty of great food, good weather, and lively conversation. There were over thirty in attendance and the day was enjoyed by all. This year we shortened the time for the silent auction that worked well and provided more time for the live auction. As usual, our auctioneers Bud and Betty put on a good show. The total proceeds raised this year were \$2,195.00. I want to thank everyone who donated glass, helped with the auction, and spent his/her hard-earned money buying glass. Wow – I think that's the whole

club! Also thanks to the Felgers for providing their beautiful home to host the event.

The HCA quarterly meeting steering committee met prior to the regular meeting. Committees include hotel accommodations, banquet, advertisement, and benefit auction. There is a lot of activity going with the chairpersons and subcommittees. We are still looking for help with advertising and the auction. Detailed plans will be discussed further at the May meeting.

The last time we hosted a HCA quarterly meeting our auction was very successful bringing very good prices. As a result, we will use the same guidelines again. There will be a 20/80 split with twenty percent going to the HCA Museum Endowment Fund and eighty percent to the consignor. Consignors may consign ten lots per household. We hope to have three hundred lots in total. Remember good glass brings in good prices. It's time to gather the glass you want to consign and check it for condition. We will have contracts at the May meeting and be collecting the consigned glass soon.

We will be going to Northridge for the May meeting at the home of Linda and Peter Mantarakis. This will be our first time there and our first time to see their neat stuff. The program will be Greek Key. ♦



The NC Heisey Study Group held its May meeting at Replacements Ltd. in Greensboro. Ten members were in attendance. Dean Six, who is working on a book on Franciscan, and Tracy Lavengood, were guests.

Our hosts for the meeting were the Lavengoods, providing a delicious array of goodies including fresh strawberries. The Ellis' brought a happy birthday cake for Sibyl and Bob.

The group voted to move the Heisey glass display from the Daniel Boone Antique Mall in historic Hillsboro, to the Antique Emporium in Raleigh. The new display will feature cream and sugars

and Empress items. It will be on display there for two months.

The program was a description and history of a member's favorite piece of Heisey. The lottery mystery gift was a Carcassonne Alexandrite finger bowl.

Shoe and Tell produced a pair of giraffes, one with head turned to side, a circus etch glass, a pair of Ridgeleigh 2- lite candlesticks with oval base and prisms, 7" Plantation vase, Biltmore nut dish, Frog plate, and a knife rest.

The club voted to sell HI-C tote bags during convention and donate the remaining to the museum gift shop. HI-C was used on the barn at the Heisey stables.

The next meeting will be the 2nd Saturday in July at Replacements, Ltd. The club also elected to have an email address to enable them to stay in closer and immediate contact with each other. The email address for NCHSG is: nchsg @ yahoo.com. ♦

HCA NEWS & NOTES

HCA welcomes new members for May:

Pauline Alexander, TX
W.N. Baker, OH
B. Claire Crouch, NY
Andrea Daley, MA
James S. Dixon III, TX
Carol Foster, MO
Ronald R. Heisey, PA
Laura Hunt, NC
Frank L. Kuhlman, NH
Michael R. Lunt, CT
Raymond Mahoney, CT
Monroe Schaefer, CT
Lynette S. Scott, UT
Ann Smith, UT
Betty Turner, MA
Dennis Zollinger, TN

Great Plains Heisey Study Club

Marilyn Sampson and Mary Cameron would like to start a Heisey Study Club in Nebraska and Iowa. We are thinking that the meetings would be held quarterly in the Omaha/Council Bluffs area. Our goal is to have the first meeting sometime in late summer or early fall. If you are interested in this possibility, please contact Marilyn Sampson, 422 North Alexander, Clay Center, NE 68933, or Mary Cameron, 908 Vermont Circle, Ames, IA 50014. You may also contact Mary by email mcameron @ ames. net. ♦

Obituaries

We here at HCA are sorry to mention the death of **Jim Jones**. He was a long time member and founder of the National Capital Heisey Study Club. He and his wife "Butch" have been long supporters of HCA and the National Heisey Glass Museum. Thank you and our hearts go out to "Butch".

Anthony La Monica was a member of HCA from 1983- 1999. He passed away this past month. Our condolences go out to his friends and family on the loss of a longtime Heisey collector. ♦

Look in August's Newsletter for a 1999 Convention update! See pictures, read articles, and look at members' quotes! Read about who has donated and loaned items to the museum in 1999! In the August newsletter look for endowment contributors, new board members, and other museum happenings!

►**Advertising:** Send all ads to HCA. Advertising, 169 W. Church St., Newark, OH 43055. Ads may be faxed to (740) 345-9638; please include MasterCard or VISA number for billing purposes. **All ads must be prepaid.** Ads are to be typed or printed on white paper with dark ink. Please double space. Do not abbreviate Heisey pattern names or colors. Ads that are entered in a vertical column format may contain a maximum of 65 characters per line, including spaces & punctuation.

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

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

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

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

Camera Ready Ad Specifications:

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

Ad copy must be received by the first of the month prior to publication. Reproductions (i.e. Heisey by Imperial) must be indicated. Heisey News accepts no further liability. ♦

Classified Ads

FOR SALE: HCA Souvenir Oscars 1978 to 1995 (18 Pieces) at a lot price of \$500.00. Also HCA Annual Souvenir Dinner half size Horse head Bookends 84 Crystal, 85 Cobalt, 85 Frosted Cobalt, 86 Red, and 87 Blue at \$35.00 each. Shipping extra. Jackie Botsford, Log Cabin Antiques, PO Box 426, Del Norte, CO. 81132. 719-657-2377. Visa and MasterCard.

WANTED: Heisey "Fox Chase" #1509 8" square plate, #5012 7" ftd. vase, #4163 16 oz. beer mug with Red, Moongleam, Amber handle. Fred Ludwig, 300 Rt. 10, Randolph, New Jersey 07869. (973) 366-1351.

WANTED: Heisey #3368 Albemarle with #445 Trojan etch in crystal. All except goblet, champagne and cocktail. Also wanted #1519 Waverly 2-lite candleholder and #1951 Cabochon cream and sugar with #515 Rose etch. Hilda Douthitt, 1200 State St., Eldorado, IL 62930. (618) 273-9084.

WANTED: All hard to find Heisey baskets especially in color or etched. Also want all items in Vaseline (Canary). Send price/description to Kim Carlisle, 28220 Lamong Rd., Sheridan, IN 46069. kcarlisl@indy.net or (317) 758-5767.



Advertise with the Heisey News! Call 740-345-2932 for details

**WE CLEAN CLOUDY GLASS!
SATISFACTION GUARANTEED**

Yes, it is true that we really can restore the interior of your cruet, vase, decanter and other *internally* etched items back to near original condition.

We do not oil, wax or cover up the sickness in any way! We actually *remove* it.

No items are too sick to clean! If we cannot clean an item to meet your satisfaction, the cleaning is **FREE!**

Send no money up front. When we return your item a bill will be enclosed for the postage and cleaning. If you are not satisfied, only the return postage is requested.

Most items clean in 6-8 weeks. All glass is handled and cleaned at your risk. Some very cloudy items may take several additional weeks.

Cruet	\$27.50	Cocktail Shaker	\$30-35.00
Vinegar & Oil	\$30.00	Salt Shaker (one)	\$25.00
Cologne	\$27.50	Salt Shaker (pair)	\$42.50
Decanter	\$35-40.00	Water Bottle	\$30-40.00
Vases (under 10")	\$30-35.00	Lavender Jar	\$25-35.00

Ship to: **Kim Carlisle & Associates**
28220 Lamong Road, Dept. H
Sheridan, IN 46069
(317) 758-5767
kcarlisl@indy.net

**H & R DIAMOND H
Helen & Bob Rarey
1450 White Ash Dr.
Columbus, OH 43204**

**(614) 279-0390
After 5:30 pm
UPS & Ins. Extra
H = Marked**

Heisey Animals

Standing Pony, light Amber		\$600.00
Standing Pony	2 (ea.)	\$75.00
Balking Pony		\$175.00
Small Elephant		\$310.00
Middle Elephant		\$415.00
Large Elephant		\$465.00
Donkey		\$260.00
Plug Horse (Sparkie)		\$130.00
Clydesdale		\$425.00
Scottie Dog		\$125.00
Mallard, wings up or wings ½ way (choice)		\$145.00
Goose, wings up		\$95.00
Goose, wings ½ way		75.00
Hen		\$450.00
Rooster		\$475.00
Swan		\$1250.00
Gazelle, H		\$1350.00
Ringneck Pheasant		\$155.00
Asiatic Pheasant, H		\$395.00
Pig (Sow)		\$1000.00
Fish Candleholder	(1 Only)	\$195.00
Sparrow	(2) ea.	\$75.00
Madonna, Frosted		\$85.00
Victorian Belle bell	\$65.00 Same frosted	\$55.00

FOREVER HEISEY
Norm & Jan Thran
Newark, OH 43055

(740) 344-5955
jathra@communigate.net
H = Marked

- #1519 Waverly, 14" center handled (wave) sandwich tray \$60.00
 - #1567 Plantation, pressed saucer champagne, some H 4(ea.) \$29.00
 - #3324 Delaware, water goblet, Hawthorne checker optic 2 (ea.) \$65.00
 - #3335 lady Leg, 2½ oz. wine with Zodiac #428 etch, H 2(ea.) \$25.00
 - #4054 Coronation, 14oz. Or 12oz. Slim Jim, choice 3(ea.) \$20.00
 - #4083 Stanhope, 10oz. water goblet with beautiful cutting 2 (ea.) \$45.00
 - #4163 Whaley, 16 oz. beer mug (plain, no etch) H 2 (ea.) \$70.00
 - #5010 Symphone, 3½ oz. cocktail with Minuet etch 6(ea.) \$35.00
 - #1519 Waverly, 14" center handled (wave) sandwich tray \$60.00
 - #1567 Plantation, pressed saucer champagnes, some H 4(ea.) 29.00
 - #3324 Delaware, water goblet, Hawthorne checker optic 2 (ea.) \$65.00
 - #3335 Lady leg, 2½ oz. Wine, Zodiac #428 etch, H \$25.00
 - #5010 Symphone, 6oz. saucer champagne with Minuet etch 5(ea.) \$27.50
 - Rosalene set of 12 animals, #81 of 450 made \$895.00
 - Lavender Ice Geese, (up, down, ½ way) #71 of 450, 3 piece set \$250.00
- Our 20th year serving the Heisey Family!! Much more in stock.*

Rhoda Curley
Mostly Heisey
16 Clayton Place
Albany, N.Y. 12209

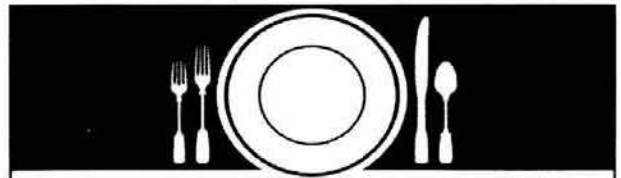
1-800-972-2775
518-482-6272
All Prices Each
Plus packing and ship.

- MUSTARDS: #1401 Empress \$55.00, #1509 Queen Ann \$60.00
 #417 Tudor \$50.00, #1469 Ridgeleigh \$60.00, #1485 Saturn w/spoon and lid \$75.00.
- #5041 Athena, 3 part oval relish \$45.00
 - #5041 Athena, mayo underplate and unk. maker ladle \$60.00
 - #1503 Crystolite, 11½" serving plate, not dinner (3) \$40.00
 - #303 Old Williamsburg, tall 3 light candelabra pr. \$985.00
 - #1252 Twist, 6" jelly 2 handled Flamingo (6) \$33.00
 - #305 Puntly and Diamond Point, light shades 8" x 4" (2) \$75.00
 - #14 Kingfisher and Flower block, Flamingo \$275.00
 - #14 Kingfisher Flower block Flamingo ONLY \$60.00
 - #1632 Lodestar, 7¾" nappy, Dawn \$85.00
 - #353 Medium Flat Panel, ice cream tray 8" x 4" \$75.00

TRIPLE H GLASS
70 Mandy Lane
Rochester, NY 14625

(716)381-6933
Shipping Extra
H = Marked

- #112 Mercury, candleholders, pr. \$35.00
- #350 Puntly and Dia Pt., punch cup, H \$22.50
- #393 Narrow Flute, ind. nut cup, Flamingo, H \$37.50
- #393 Narrow Flute, ind. nut cup, Moongleam, H \$37.50
- #394 Narrow Flute, Boston egg cup, H \$12.00
- #1180 Brazil, ind. nut cup, crystal w/gold on rim, H \$37.50
- #1186 Yeoman, ash tray w/cutting signed "HAWKES" \$35.00
- #1201 Fandango, Punch cup \$22.50
- #1218 10" round plate w/ plain bottom \$10.00
- #1229 Octagon, ind. nut cup, Flamingo w/gold on rim, H \$330.00
- #1229 Octagon, ind. nut cup, Moongleam, H \$30.00
- #1401 Empress, dolphin ftd. mint w/ Formal Chintz etch \$25.00
- #1401 Empress 7" square plate w/ Formal Chintz etch \$9.00
- #1495 Saturn 8 oz. tumbler, H \$12.50
- #1503 Crystolite, Rosette candle blocks, pr. \$25.00
- #1503 Crystolite curette \$30.00
- #1519 Waverly, 13" gardenia bowl w/Orchid etch \$60.00
- #1951 Cabochon, candle holders, pr., H \$55.00
- #3344 Carolina, 1oz. cordial, H \$40.00
- #3350 Wabash, goblet w/Mayflower etch \$15.00
- #3397 Gascony, 2½ oz. wine \$100.00
- #4052 National, 12 oz. soda w/Tally Ho etch \$32.50



Spectacular Parade of Heisey

As the world's largest supplier of discontinued or obsolete china, crystal and flatware, Replacements, Ltd. buys and sells over 54,000 patterns and has 2.1 million pieces.

We have many of your favorite Heisey patterns, including Heisey Rose and Heisey Orchid. Contact us if you need to pick up a piece to add to your collection, or if you would like to sell some unneeded extras. We can provide a complete printout of available pieces in your pattern. Or we'll let you know our prices for the pieces you wish to sell. Let us help you complete your collection . . . or maybe you'll help add to ours.

REPLACEMENTS, LTD.

Call 1-800-562-4462
 or visit our showroom:
 Mon-Sat 8am-9pm: Sun 8am-6pm
 Off I-85/40 at Mt. Hope Church Rd.
 Exit 132 between Greensboro and Burlington • Dept HS

WARLICK ANTIQUES
Rick Vaughan
and Walter Sherman
1070 Hillcrest
Brighton, MI 48116

(810)229-5994
UPS Extra
H = Marked
wsherman@ismi.net

- #150 Banded Flute, 3 OZ. cocktail, H 4 (ea.) \$12.00
- #362 7 oz. sanitary syrup, cutting, H \$54.00
- #411 Tudor mayonnaise, H \$27.00
- #1184 Yeoman, 5 oz. parfait, DO, Sahara, 6 (ea.) \$15.00
- #1228 Swirl, 7" plate, Moongleam, Marcel Wave H 8 (ea.) \$10.00
- #1401 Empress cream and sugar, Barcelona cut \$50.00
- #1401 Empress cup and sq. saucer, H 8 (ea.) \$14.00
- #1401 Empress 10½" dinner plate, H 10(ea.) \$60.00
- #1401 Empress 8" plate, H Cobalt 5(ea.) \$80.00
- #1401 Empress 8" plate, H, 15 (ea.) \$9.00
- \$1404 Old Sandwich ind. Ash tray, H 4(ea.) \$8.00
- #1405 Ipswich ftd. Centerpiece, no insert, pr. \$190.00
- #1405 Ipswich sugar, H \$18.00
- #1425 Victorian 9 oz. high ftd. goblet, 2 (ea.) \$28.00
- #1454 Diamond Point ind. Ash tray & plate, H 3(ea.) \$18.00
- #1503 Crystolite 12" celery, H \$30.00
- #1506 Provincial ind. Cream and sugar, H \$42.00
- #1509 Queen Ann 3" DF saucer candle, H pr. \$94.00
- #1519 Waverly mayo, underplate, Rose etch, ladle, paper labels \$86.00
- #1567 Plantation 6½ oz. sherbet, 6(ea.) \$37.00
- #1567 Plantation 8" plate, 4 (ea.) \$34.00
- #1567 Plantation 3 oz. wine \$70.00
- #3389 Duquesne, 5 oz. sherbet, Tangerine bowl \$148.00
- #4054 Coronation 30 oz. martini \$75.00
- #5003 Crystolite 3½ oz. cocktail, 6 (ea.) \$24.00
- Goose, wings half way \$90.00

Vivian and Percy Moore Dinner AND Heisey Glass Benefit Auction

**HOSTED BY:
Heisey Club of California
October 15 & 16, 1999**

All Events held at the Atrium Hotel Irvine, CA
Across the street from the John Wayne Airport
Special hotel rate for this event is \$79.00 per night
Atrium Hotel phone # (949) 833-2770

SCHEDULE OF EVENTS (tentative)

October 15th (Friday)

Guest arrival/ Registration » 12:00 pm
Friday Night Mixer » 6:30 pm

October 16th (Saturday)

Board of Directors meeting » 7:30 am
Auction preview » 10:00 am – 12:00 pm
Heisey Benefit Auction » 12:00 pm
Social Hour » 6:30 pm
Dinner/ Meeting » 7:30 pm

**Save the dates and plan now to attend Make it a vacation
There are lots of things to do in southern California!!**

Veteran's Antique Flea Market, antique malls, and shops!
Disneyland, Knots Berry Farm, Universal Studios, sight seeing
Catalina Island, San Diego, Mexico, deep sea fishing, and the beach!

Look for registration form in your August newsletter!!

DEALER DIRECTORY

Maximum 5 lines/12 months/\$35 MEMBERS ONLY

<p>HAROLD'S COLLECTABLES & ANTIQUES Heisey and other elegant glassware 6244 S. Cook Dr., Littleton, CO 80121 (303) 771-9432 EMAIL: HAROLDS@USWEST.NET WWW.GLASSSHOW.COM (SEE AISLE 6)</p>	<p>SHIRLEY EUGENIA DUNBAR Heisey a Specialty—Mail Order, Shows, Appraisals EMAIL: SHIRLEY400@AOL.COM PO Box 7085, Port St. Lucie, FL 34985 Oct-May (407) 337-1558 PO Box 222, Naples, ME 04055 May-Oct (207) 647-5652</p>	<p>COMPARISON LIST NEW HEISEY AUCTION LIST FOR 1999 3 Year's Auction 97-98-99 Price: \$20.00 + \$3.00 Shipping Payable: B. Whaley 300 International Dr., Pataskala, OH 43062 (740) 927-1557</p>
<p>ALL HEISEY AUCTION Consignments Welcome Apple Tree Auction Center 1616 W. Church, Newark, OH 43055 (740) 344-4282</p>	<p>GREEN ACRES FARM Antiques, Crystal Glass & Collectibles 2678 Hazelton-Etna Rd., SW (S.R. 310-N) Pataskala, OH 43062 Sat. or Sun. PM or call (740) 927-1882</p>	<p>MICHAEL KRUMME Heisey and other elegant glassware PO Box 48225 HTTP://WWW.GLASSSHOW.COM Los Angeles, CA 90048 I search—send your want list (213) 874-GLASS (-4527) EMAIL:MKRUMME@PACBELL.NET</p>
<p>D & B ANTIQUES—ATLANTA Bob Bartholomew Members Dixieland Heisey Club PO Box 33283, Decatur, GA 30033 Shows (404) 634-2799 Mail Order</p>	<p>H & R DIAMOND H Helen & Bob Rarey 1450 White Ash Dr. Columbus, OH 43204 (614) 279-0390 after 5:30</p>	<p>PARRETT'S ANTIQUES Beautiful Heisey Layaways Accepted 4995 Maple Dale Rd. Jackson, Michigan 49201 (517) 784-7319—Recorder</p>
<p>ANTIQUES - THE SHULTZES 206-208 East Main St. Newmanstown, PA 17073 15 Miles West of Reading, PA (610) 589-2819</p>	<p>"HAPPINESS IS" - THE STULTZS 3106 Warren Court, Glen Allen, VA 23060 Shows and Mail Order (804) 672-8102</p>	<p>PATTON HOUSE ANTIQUES Specializing in Glass*Heisey*Cambridge*Fostoria*Duncan* Factory Antique Mall, Verona, VA off I-81 Exit 227 The Antique Gallery, 3140 W. Cary St., Richmond, VA Antiquers Mall, Booth 81, Rt. 29 N., Charlottesville, VA The Daniels, Box 547, Louisa, VA 23093 (540) 967-1181</p>
<p>C&J ANTIQUES Cole & Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 (607) 642-9905</p>	<p>GERI PINION PO Box 110965 Campbell, CA 95011 (408) 370-1328 EMAIL: IBUYGLASS@AOL.COM</p>	<p>SCHWAN'S ANTIQUES SHOWS & MAILORDER 77 Lagos del Norte Ft. Pierce, FL 34951 (561) 461-5940</p>
<p>DOXTOIS Eva & Joe Hirsh Heisey & Pattern Glass 6 James St., Norwalk, CT 06850 (203) 847-3315</p>	<p>HOOKED ON HEISEY Jay C. Martin 97 Heritage Hill Rd., New Canaan, CT 06840 (203) 966-9359 24 hr. answering machine THEFAMILYFIRM@WORLDNET.ATT.NET</p>	<p>R & L ANTIQUES-SAN FRANCISCO Members of the Golden Gate Heisey Club 3690 Bodega Ave., Petaluma, CA 94952 Petaluma (707) 762-2494 San Francisco (415) 621-6693</p>
<p>CHARLES & MILDRED FISHER Heisey animals and Heisey By Imperial animals 991 Idlewilde, Newark, OH 43055 (740) 522-5398</p>	<p>MOUNDBUILDERS SECOND GENERATION Heisey Exclusively! 1-904-280-0450 Appointment, mail order, and shows. We search! PO Box 1931, Ponte Vedra Beach, FL 32004 1-888-434-7397(HEISEYS) EMAIL: CLASYGLAS2@AOL.COM</p>	<p>THE SPARACIO'S Carl & Helen Shows and Mail Order 28 Refy Ave., Ramsey, NJ 07446 (201) 327-2495 EMAIL: POPPICARL@MSN.COM</p>
<p>CRYSTAL LADY Bill, Joann & Marcie Hagerty Specializing in elegant depression glassware 1817 Vinton St., Omaha, NE 68108 Shop (402) 341-0643 or Home (402) 391-6730</p>	<p>GALAXY ANTIQUE MALL—JIM PAPPAS galaxy-mall.com EMAIL: LJP@GALAXY-MALL.COM Glass and Pottery—Heisey & Blue Ridge a Specialty Phone: (609) 897-0345 Fax: (609) 936-0091 26 Kinglet Dr. N., Cranbury, NJ 08512</p>	<p>MOONGLEAM ANTIQUES Heisey Glassware & American Art Pottery John Woytowicz and Peter Rivard 230 Highland Ave., Gardiner, ME 04345 (207) 582-9048</p>
<p>FINDER'S ANTIQUE HOUSE 3769 Hwy. 29 North Danville, VA 24540 Open Thursday—Saturday (804) 836-6782 Area's largest selection of Heisey and other Elegant Glassware</p>	<p>J. & R. COLLECTIBLES Shows, SASE, Mail Order list The Lukasko's PO Box 1030, Newark, OH 43058-1030 (740) 344-9719</p>	<p>APPLE VALLEY COLLECTIBLES Richard Garnett & Anne Borchert PO Box 552, Amenia, NY 12501 (914) 373-8791 Shows & Mail Order *Yesteryears Antique's—Monroe, CT (203) 459-9548* diamondH95@aol.com</p>
<p>FRAN'S FANCY FINDS Fran & Jack Grenzabach 10534 Valencia Rd., Seminole, FL 33772-7511 (727) 391-5184 SHOWS MAIL ORDERS</p>	<p>MOSTLY HEISEY Rhoda Curley 16 Clayton Pl., Albany, NY 12209 Shop and Mail Order (800) 972-2775 VISIT OUR WEB PAGE: WWW.SONY.ENERGY.COM/MOSTLYHEISEY</p>	<p>THE WOODEN SHOE 222 W. Washington St., Charles Town, WV 25414 Fri-Mon 11-5 (304) 725-1673 EMAIL: WDNHUUCT@AOL.COM Glass—Pottery—Kerosene Lamps</p>
<p>FOREVER HEISEY Jan & Norm Thran Mail Order, Shows, Appraisal Service 1663 Londondale Pkwy., Newark, OH 43055 (740) 344-5955</p>	<p>R & S ANTIQUES AND GLASSWARE Heisey-Specializing in Complete Heisey Tableservice Call or write for patterns and colors 2560 S. Maguire Rd. Ocoee, FL 34761 (407) 656-5700 or (407) 876-9199 PM</p>	<p>WILLEY'S ANTIQUES & MUSEUM Specializing in Heisey 11110 Cannon Rd., Frazeyburg, OH 43822 16 miles east of Newark, OH (740) 828-2557</p>
<p>WARREN & MARY WELSH Heisey & other elegant glassware 3635 Saddle Rock Rd., Colorado Springs, CO 80918 (719) 531-5866 Mail Order Shows</p>	<p>GLORIOUS TREASURES ANTIQUE SHOPPE Heisey Glass and other Fine Treasures 518 Main Street, Edmonds, WA 98020 10:00 to 6:00 Mon. thru Sat., Sun. Special events (425) 775-5753</p>	<p>PRATT'S ANTIQUES & COLLECTIBLES Heisey & other elegant glassware 220 N. Main, Kingfisher, OK 73750 (405) 375-3545 EMAIL: PRATTS@PLDI.NET Carol & Delbert Pratt</p>
<p>GLASS 'N' GLASS Virginia & Odell Johnson 8102 Highwood Dr. B-121 Bloomington, MN (612) 830-9421 EMAIL: OVJOHNSON@AOL.COM</p>	<p>G.W. ANTIQUES WWW.SONIC.NET/GWANT Robert Gindhart (707) 575-8706 Gary Wimmershoff Santa Rosa, CA Heisey, Wedgwood and other fine antiques</p>	<p>HEISEY, etc. Mike & Barb Rosenberger heisey@logantele.com Shows-Mail order (502) 657-8344 974 Forgy Mill Rd., Dunmor, KY 42339 VISIT OUR WEB SITE: WWW.LOGANTELE.COM/~HEISEY</p>

**Museum Volunteers for
May – June**

Yvonne Gaydos
Amy Jo Jones
Francis Law
Bob McClain
Phyllis McClain
Mary McWilliams
Mary Ourant
Bob Rarey
Gwynne Rukenbrod
Bob Wilson

When Renewing Your Membership...

Help us to reach our new goal of \$2,000,000 by the year 2002. When you renew your membership at one of the levels below, any amount beyond the regular Associate dues—\$22.00 plus \$5.00 for each additional household member—goes into the Endowment Fund.

Individual Contributing , <i>one person in household</i>	\$30
Joint Contributing , <i>two people in one household</i>	\$40
Family Contributing , <i>parents and children under 18</i>	\$50
Patron	\$100
Sponsor	\$250
Benefactor	\$500

Contact HCA Administrative Office at (740) 345-2932 for more information. The Endowment Committee wishes to thank those who have become Endowment Members and all of the individuals and study clubs that have so generously supported the HCA Endowment Fund. Your support will make the museum self-sustaining in the years to come. Thank you all! ♦



**Visit The
National
Heisey
Glass
Museum**

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

Facilities are air-conditioned and handicapped accessible. Hours are 10:00 a.m. to 4:00 p.m. Tuesday through Saturday, 1:00 to 4:00 p.m. Sunday. Members are admitted free, regular admission is \$2. Office hours are 8:00 a.m. to 4:30 p.m. weekdays.

Membership Renewal Notice: Check the date above your name and address on the mailing label. This is your expiration date. If it reads 8-10-99 make sure your dues are paid soon in order to receive next month's issue of Heisey News. Dues are \$22.00 per year, plus \$5.00 for each additional household member.

POSTMASTER SEND FORM 3579 TO:

HCA
169 W. Church St.
Newark, OH 43055



PERIODICAL POSTAGE PAID