

HEISEY NEWS

The Official Publication of Heisey Collectors of America, Inc.

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Cover

507 MINUET BROCHURE

Walter Ludwig

This month, our featured brochure is on the 507 Minuet double plate etching. The pamphlet is only a single panel front and back using an accent color of green. The top of the front features a formal table set with Minuet stemware (goblet, champagne, and claret) with a 1509 Queen Ann plate. On the bottom, we see a gentleman bowing to a women dressed in a formal gown echoing back to the time of the vignettes in the double plate etchings.

The back of the brochure shows six pieces of stemware (footed ice tea, saucer champagne, goblet, claret, wine, and cocktail) as well as the 8" Queen Ann salad plate. A larger picture of the Goblet is shown at the top next to the advertising copy, "When there's music in your heart, let MINUET accent those shining hours you want to remember forever. Inspired by romantic bygone days of old world elegance, this exquisite Heisey pattern of double-etched, hand-blown lead crystal has won the hearts of hostesses everywhere. MINUET is available in a complete line of stemware and accessory pieces."

Continued on page 5

HEISEY NEWS

Heisey Collectors of America, Inc.

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Back Issues

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Advertising

Ads may be mailed to: HCA Advertising, 169 W. Church St., Newark, OH 43055; faxed to (740) 345-9638; or e-mailed to curator@heiseymuseum.org. Whenever possible, please e-mail your ad. Always include your MasterCard or Visa number and expiration date. When mailed or faxed, ads should be typed or printed on white paper with dark ink. Camera ready ads are accepted, but must follow line specifications outlined at the beginning of the advertising section. Ads containing reproductions will not knowingly be accepted unless clearly stated (e.g. Heisey by Imperial, etc.). HEISEY NEWS accepts no further liability. In the event of a typographical error, the incorrect portion of the ad will be run in the following issue, but HEISEY NEWS assumes no further liability. See advertising section for rates and deadlines.

Museum

Heisey Collectors of America, Inc., a non-profit corporation (tax-exempt status), owns and operates The National Heisey Glass Museum in Veterans Park, 6th and Church Streets, Newark, Ohio. Open year round, Tuesday through Saturday 10:00 a.m. – 4:00 p.m., Sunday 1:00 – 4:00 p.m., closed holidays. Other hours by appointment. Members admitted free.

Identification

HCA will attempt to identify unknown glass items. Send a color photograph, measurements, and a self-addressed, stamped envelope to the attention of the Curator. Other arrangements should be made in advance with the Museum staff. Please keep in mind that the Museum cannot appraise items. Identification is free to members, non-members \$5.00 per item.

Membership

To join Heisey Collectors of America or to renew your membership, contact the HCA Administrative Office Monday through Friday 8:00 a.m. - 4:30 p.m. Eastern Time. Associate dues are \$30.00 plus \$5.00 for each additional household member. Voting members pay an additional one-time fee of \$25.00. Please consider supporting the Endowment Fund by joining at one of the levels listed on the back page.

Museum Gift Shop

There is always someone in the Gift Shop during the Museum's hours of operation to help answer questions or take orders. When ordering by phone, please have a credit card ready. When ordering by mail, please be sure to include appropriate charges such as shipping and sales tax. Please note that the HCA member discount does not apply to original Heisey or special project items.

Shipping and Receiving

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

Donations and Loans to the Museum

If you would like to make a donation to the Museum or have questions regarding items on loan, contact the Curator. HCA reserves the right to accept or refuse items based on current holdings.

2007

All Heisey Glass Show, Gaithersburg, MD	Mar 17-18
Heisey Benefit Auction	Mar 23 - 24
Heisey National Convention & Elegant Glass Show Newark, OH	June 13-16

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MESSAGE FROM THE PRESIDENT

Bryan Baker

Well, the Holidays are behind us and I hope each of you had a joyous season, and perhaps received that special piece of Heisey to add to your collection!

The Holiday Open House was another fun-filled event. The ornaments made from Heisey punch cups were quite impressive! The Holiday spirit truly filled the Museum. Many thanks go out to all the volunteers who made this event possible. The Museum also hosted a luncheon as a "Thank You" for all our volunteers who tirelessly helped us out throughout the year. We are grateful for all the help you provide to the staff and HCA at large – Thank You!

Our projects are moving along quite well, the Heisey Playing Cards are flying off the shelf, and we will soon begin sales of the 1508 Heisey Card Case in Cobalt (see order blank on page 23). We are still investigating the reproduction of select Heisey tumblers and turning them into candles. There may have been some confusion from my last article on this project. The entire tumbler will not be made of wax – it will be a glass tumbler filled with wax and a wick. You will have a beautiful Heisey tumbler to enjoy long after the candle is gone! As always, these will be produced in non-Heisey colors. Stay tuned!

The Museum Reorganization Committee has been hard at work laying out plans to revitalize the collection and present it in a more educational manner. This is a very exciting project and one that will inspire all who enter the facility. Start making plans now to visit YOUR Museum this year and see all the treasures in their fresh, new presentation!

The Board of Directors met in December to approve our budget for 2007, in addition to discussing other business matters. Our financial

position remains a concern; we need to continue to identify ways to generate income for our operating expenses in addition to growing our Endowment Fund. With a decline in our membership, we must be steadfast in our commitment to find ways to grow this organization and preserve the legacy of Heisey glass for generations to come. I am confident we can achieve this with your support.

In identifying ways to reduce costs, we will be eliminating one of our mailings out to the membership (12 instead of 13). Specifically, we will not be mass-mailing the *Benefit Auction Catalog*. Those who have attended the auction in person or via absentee bid will receive a catalog in the mail. The catalog will also be available online (as in years past) for downloading and printing. Should you wish to have a printed catalog sent to you, please contact the Museum and one will be mailed to you. More details will be made available as the auction draws near. We hope you understand and support this decision.

It is that time of year for the Nominating Committee to begin gathering the slate of candidates for the Board of Directors. These candidates will be announced at the March General Membership Meeting that coincides with the Benefit Auction. Please contact Dick Smith at 740-366-5163, or e-mail at prestonmom@roadrunner.com with your nomination.

A New Year is again upon us, one with challenges and many opportunities. We need your continued help and support. Join us at Benefit Auction and Convention, join a Study Club, enlist a new member, visit your Museum. Whatever it is, your involvement is so important AND never taken for granted. Together we can make 2007 a year of renewed growth and interest in the Heisey Collectors of America. May you have a Healthy and Happy New Year!

Until Next Time,

Bryan Baker ♦

CURATOR'S REPORT

Walter Ludwig

I hope everyone got a new piece of Heisey this holiday season. If someone did not give it to you, I hope you got it for yourself. Heisey always has a way of brightening my day.

We have had a very successful holiday season here at the Museum.

On November 20, the elves from the Dayton Club, with the addition of a few from Newark, arrived and decorated the Museum for the holiday season. Large trees in the front parlor and in the Multipurpose Room made the Museum warm and cozy. Phyllis McClain set the dining room table with 1503/5003 Crystolite and with wonderful holiday accessories. The table is all ready to host a feast.

The Heisey Playing Cards arrived the day before Thanksgiving and all of our hard work paid off. The decks are beautiful. The colors are faithfully reproduced and they are true quality. Our thanks to all the hard work Frank and Sharon Orienter put into the photography and the graphic work. All orders have now been shipped. On page 23 of this issue you will find the order sheet for the Cobalt 1508 reproduction card case. This will make a great addition to your card decks.

On December 9, we held our Holiday Open House here at the Museum. Mary Jo rounded up all of her cookie makers and Cathy Smith and Karen O'Hare planned out the craft project leading to another successful year. Many a happy child (and a few adults) left with their new tree ornament made from a Heisey punch cup. Santa (aka Jim Clark) brought a smile to many a kid's face.

Monday, December 11, saw the gathering of many of the volunteers who have made the Museum a success over the last year for a luncheon that honored their efforts. If you were one of the volunteers who was not able to make

it, we want you to know how much we appreciate the time you give to the Museum in the last year to make it a success.

We now look forward to the New Year with all its promise. Your Museum will be a very busy place as we prepare for the realignment of the collection in February. This will give the Museum a new look for the first time since the new addition opened over ten years ago. We are also preparing for the Benefit Auction that will be held March 23 and 24, 2007. Many great lots have already arrived at the Museum and others are on their way. Cataloging of the auction will take place in January and February and it looks like another great event on the Heisey calendar.

Beat those winter doldrums by getting out there and look for that piece of Heisey you have always wanted. It will not find you; you will have to do some work for it, but the reward is great. ♦



The Elves at Work



Making a Tree Ornament



When there's music in your heart, let MINUET accent those shining hours you want to remember forever. Inspired by romantic bygone days of old world elegance, this exquisite Heisey pattern of double-etched, hand-blown lead crystal has won the hearts of hostesses everywhere. MINUET is available in a complete line of stemware and accessory pieces.

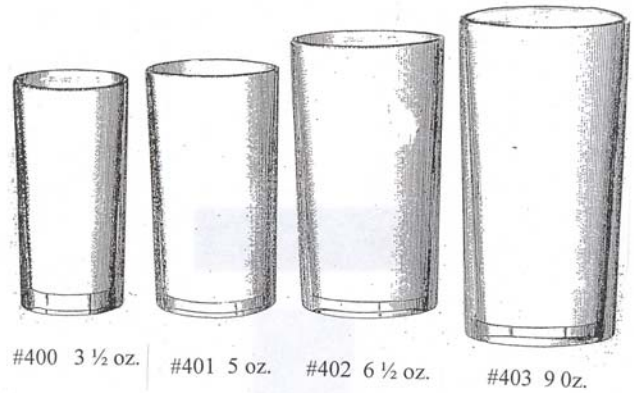
Below—Stemware grouping of Footed Iced Tea, Saucer Champagne (with 8" Salad Plate), Goblet, Claret, Wine, Cocktail.

Back

507 MINUET BROCHURE (Continued from front cover)

In this month's article covering the 1939 salesmen's conference, you can read about some of the decision making process that helped to shape and complete this pattern. The actual naming of the pattern was done at this meeting, as well as, the acceptance of a proposal that this brochure be produced to promote the pattern. Decisions were made to add additional pieces to the pattern and to launch a national advertising campaign to promote the pattern.

This is one of the most beautiful of Heisey's etchings. There is still a lot of it available, so it is not difficult to put together the basic pieces. Your table will look beautiful with a set of Minuet complimenting your china. ♦

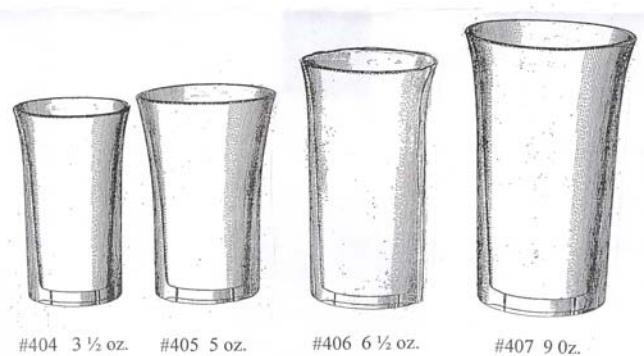


#400 to #403 Plain (straight)

ALE OR BEER TUMBLERS

Joe Lokay

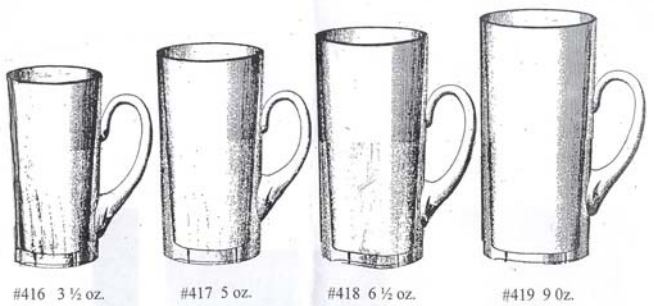
In about 1898, A. H. Heisey & Co. offered a set of four plain Ale or Beer Tumblers. They were given numbers 400 to 403, and their capacities were 400 – 3 1/2 oz., 401 – 5 oz., 402 – 6 1/2 oz., and 403 – 9 oz. The set of four was also offered with the top edge flared or plain with a handle. The capacities were identical for the three sets. The flared set was given numbers 404, 405, 406, and 407. And the handled set was given numbers 416, 417, 418, and 419. Thus, Heisey offered the tumbler set with an option of plain (straight) or flared or with a handle.



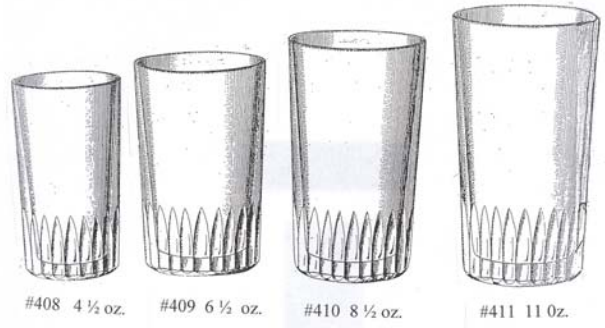
#404 to #407 Flared

Between pattern numbers 407 and 416 a fluted set of four Ale or Beer Tumblers was offered. Their capacities were different: 408 – 4 1/2 oz., 409 – 6 1/2 oz., 410 – 8 1/2 oz., and 411 – 11 oz. The fluted set was also offered with a flared top

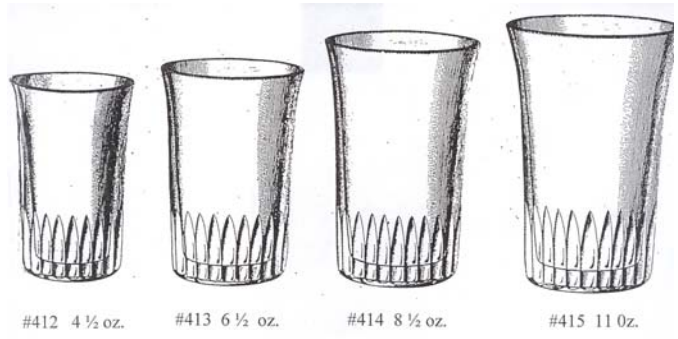
edge. This set was given numbers 412, 413, 414, and 415. The capacities for these two sets were the same. (Editor's Note: In this case, fluted means the addition of small finger flutes around the base of the tumbler, not ruffling of the top edge.)



#416 to #419 Plain, Handled



#408 to #411 Fluted



#412 to #415 Fluted, Flared

The Five sets of Ale or Beer Tumblers are:

- 400 to 403 Plain (straight)
- 404 to 407 Flared
- 416 to 419 Plain, Handle
- 408 to 411 Fluted
- 412 to 415 Fluted, Flared

Production of four of the sets: 404 – 407, 408 – 411, 412 – 415, and 416 to 419; ended in about 1909. Production of the plain set, 400 – 403, ended in about 1915.

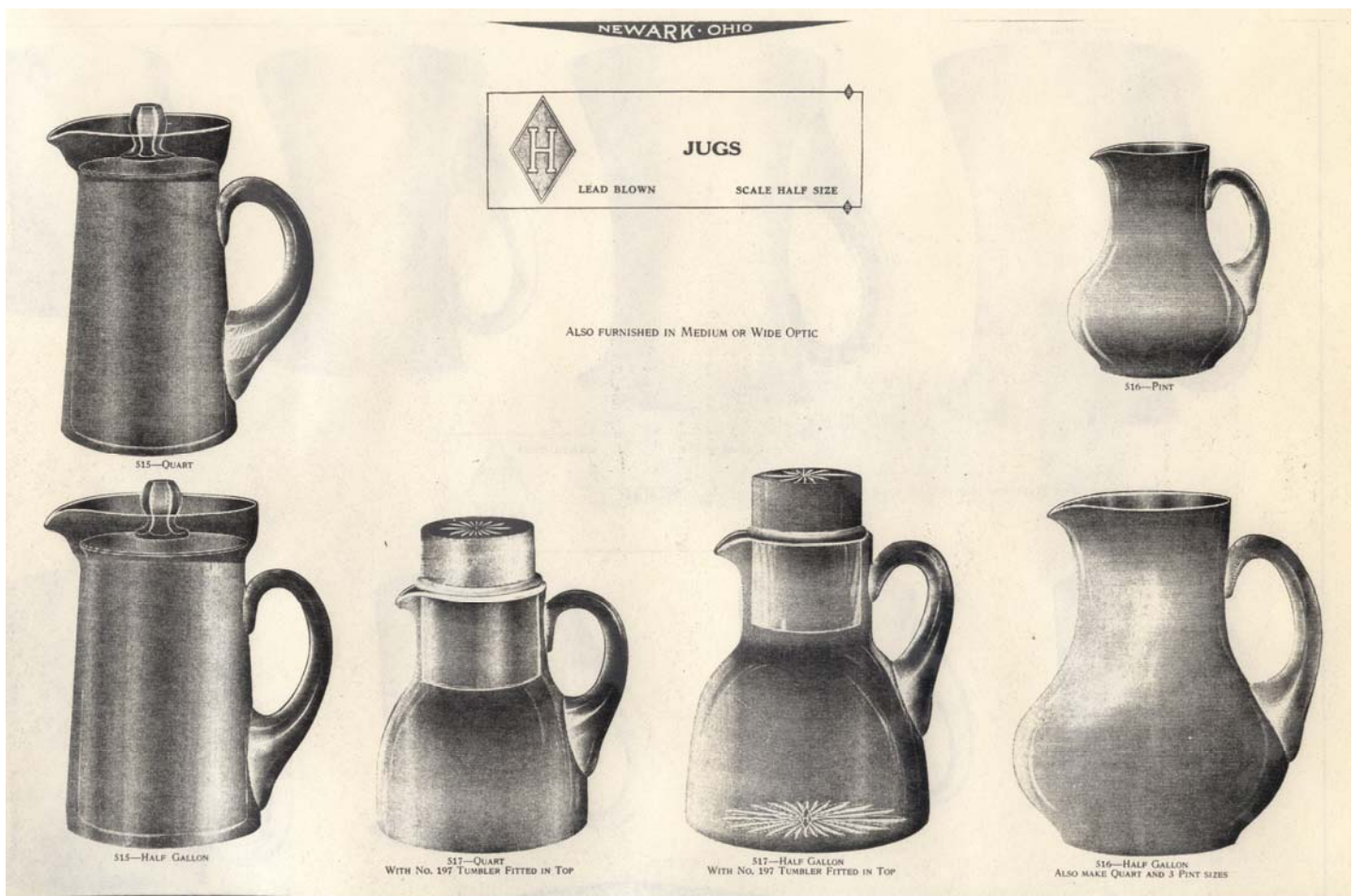
The beginning of the five sets was before the Diamond H, so the early pieces are unmarked. The later pieces most likely are marked.

(Editor's Note: All of the examples of these tumblers in the Museum's collection are marked. We have 405, 407, 410, 411, 414, and 415. Many of these came to us with original factory identifying stickers. Most are on view within the tumbler case in Room 1 of the King House. Heisey later reused many of these pattern numbers in the 1920s for patterns like Coarse Rib and Tudor.)

A copy of unnumbered Price List (1896) is reproduced below to show how the tumblers were listed. ♦

Price List Circa 1898

ALE AND BEER TUMBLERS.			
400 3 1/2 oz. Plain St., Ground.....	14	130	40 \$ 25
401 5 oz. " "	14	135	32 30
402 6 1/2 oz. " "	14	120	24 35
403 9 oz. " "	14	137	18 40
404 3 3/4 oz. Plain Fld "	13	130	40 25
405 5 oz. " "	13	135	32 30
406 6 1/2 oz. " "	13	120	24 35
407 9 oz. Plain Fld "	13	137	18 40
408 4 1/2 oz. Fluted St. "	11	130	40 30
409 6 1/2 oz. " "	11	140	32 35
410 8 1/2 oz. Fluted St., Ground.....	11	135	24 40
411 11 oz. " "	11	140	18 50
412 4 1/2 oz. Fluted Flared.....	10	140	40 30
413 6 1/2 oz. "	10	135	32 35
414 3 3/4 oz. Fluted Flared.....	10	130	24 \$ 40
415 11 oz. "	10	140	18 50
416 3 1/2 oz. Plain St. Handled.....	16	150	36 45
417 5 oz. " " "	16	160	26 55
418 6 1/2 oz. " " "	16	150	20 60
419 9 oz. " " "	16	125	15 70
450 14 oz. Weiss Beer.....	8	155	9 70



Catalog 2B – Page 33

JUGS – CATALOG 2B AND 3B

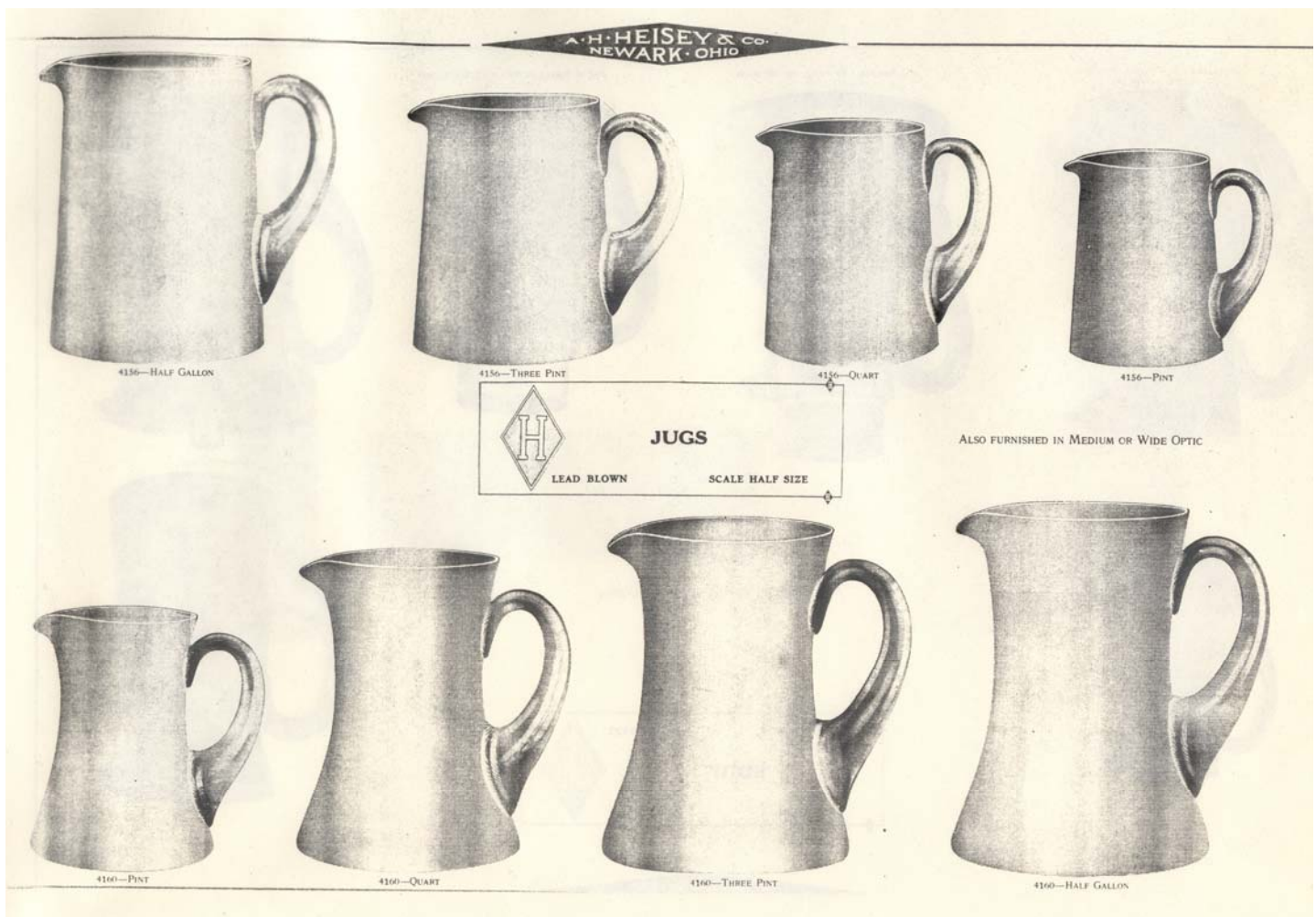
Walter Ludwig

Continuing with our look at the contents of blownware Catalogs 2B (1921) and 3B (1924), we will look at jugs this month. All pitchers in these catalogs are called jugs no matter the pattern or the size. At this time, Heisey was offering a wide variety of different jugs to the public. For the most part, the same jugs were offered in both catalogs, although there was some rearrangement of patterns on the pages. Let us look at some of the catalog pages.

On this page, you see page 33 from Catalog 2B. This same page was used in Catalog 3B as page 29. Three different pattern jugs are shown. The unnamed 515 covered jug was offered in both a quart and half gallon size. This jug looks very similar to covered jugs made by other companies including Cambridge and U.S. Glass. The one difference may be the finial on the cover of the jug.

The 517 Tumble-Up set is shown in both the quart and half gallon sizes. This is the one jug shown in the catalogs that would be found marked. Both the jug and the 197 tumbler that goes with the jug will have the Diamond H mark. The final jugs shown on this page is the unnamed 516 pint and half gallon jugs. There is a notation that this jug also comes in quart and pint sizes, as well. A 516 jug mold was used for a set of 516 vases (516/1, 516/2, and 516/3) made in the late 1920s in Flamingo, Moongleam, and Hawthorne.

On page 8, you see page 34 from catalog 2B. Two patterns are shown here. On the top of the page is the unnamed 4156 jug which came in pint, quart, three pint, and half gallon sizes. On the bottom part of the page is shown the 4160 Ellen jugs coming in the same four sizes. Later one of the 4160 jug molds was used to make the 4160/1 Ellen vase which is found in Flamingo, Moongleam, and Hawthorne. The 4156 jugs are shown on the top of page 30 in



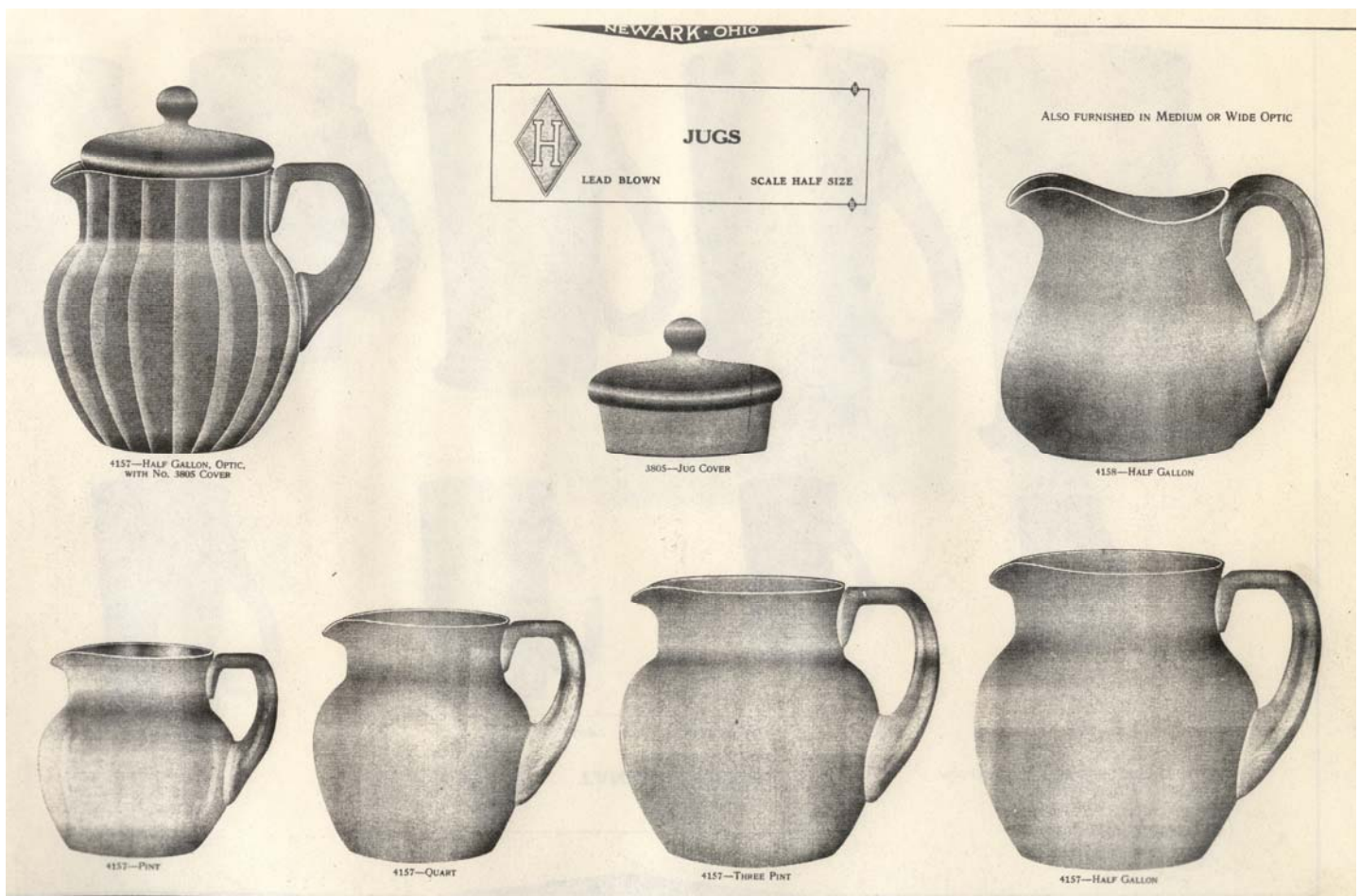
Catalog 2B – Page 34

Catalog 3B, while the 4160 Ellen jugs are shown on the bottom of page 32.

Page 9 of this issue shows page 35 from catalog 2B. Two different shapes are shown here. The unnamed 4158 jug which only came in a half gallon size is shown in the upper right. The lower part of the page shows the 4157 Steele jug in pint, quart, three pint, and half gallon sizes. The 4157 Steele jug mold was latter used to make the 4157 Steele rose bowl which was made in Flamingo, Moongleam, Hawthorne, Sahara, and is also known in two different Tangerine color combinations. The top of the jug was rolled over to make the rose bowl. In the upper left of the page is a 4157 Steele half gallon jug, optic, shown with the 3508 jug cover. The 3508 cover is shown alone in the middle of the top row. This cover was later used with the 4164 Gallagher jug and was made in Moongleam and Flamingo. The top row of this page appears as the top of page 32 in Catalog 3B

while the bottom row appears as the bottom row of page 30 in Catalog 3B.

On page 10, you will find page 36 of Catalog 2B. This page shows the many sizes of the 4159 Classic jug. Shown are the 8 oz, 10 oz, 14 oz, 21 oz, 31 oz, 42 oz, 48 oz, 54 oz, and 65 oz jugs with the added notation that it was available in a 72 oz size. This jug is shown on page 31 of catalog 3B; all of the same sizes are shown, but now there are 5 sizes shown on the top row and only 4 on the bottom row. The notation that there is a 75 oz. size available has been dropped. Again, one of the molds for this jug was used to make a 9" vase which has the pattern number of 4159/1. This vase was made in Moongleam, Flamingo, and Hawthorne. A variation of the vase is known with a ruffled top in Moongleam.



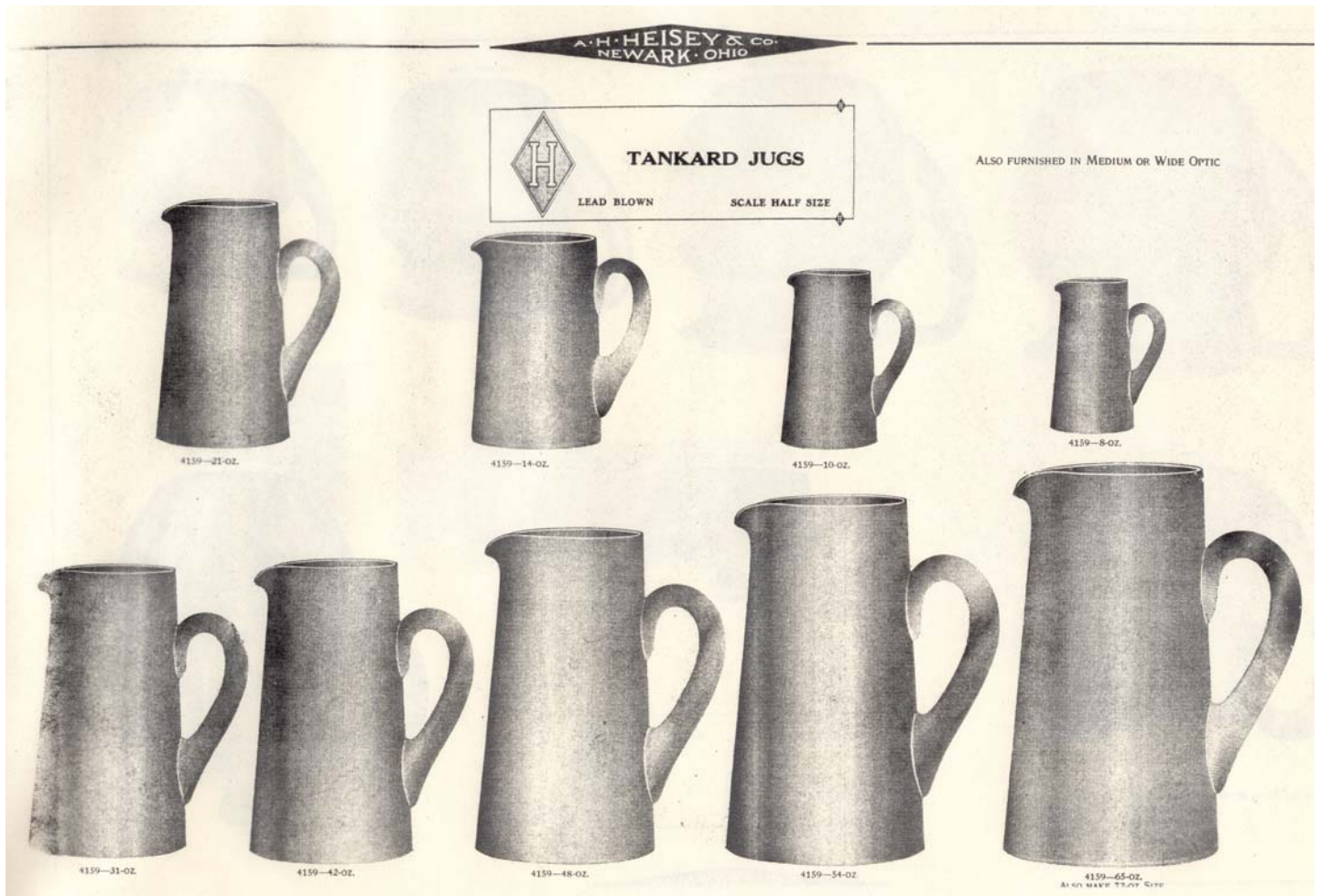
Catalog 2B – Page 35

Page 11 of this issue shows page 37 from Catalog 2B. The same page is reprinted in Catalog 3B as page 33. Seven sizes of the 4161 Little King jug are shown with notation that it was made in two additional sizes. Shown are the 10 oz, 15 oz, 20 oz, 28 oz, 38 oz, 54 oz, and 73 oz sizes. Not shown are the 65 and 84 oz sizes.

On page 12, you will find page 34 from Catalog 3B. The top of the page shows three sizes of the 4162 Genie jug – pint, quart, and 58 oz. One of the molds for these jugs was latter used to make a series of vases which carry the same name Genie (4162/1, 4162/2, 4162/3, and 4162/4) that were produced in Moongleam, Flamingo, and Hawthorne. The center bottom shows the 4164 Gallagher 73 oz. jug. This and the 3350 Wabash jugs to be shown on the next page are the only ones that were ever produced in color. The 4164 is known in Moongleam, Flamingo, Hawthorne, Marigold, Alexandrite, and Sahara. As mentioned before, the 3805 jug cover can be found on this jug. One thing to note about all of the jugs shown on these pages is that none of them are

shown with an ice lip. This was an innovation that was to come in the early 1930s with the introduction of refrigerators into the home. The 4164 Gallagher jug was later redesigned to have an ice lip and it can be found that way with both 507 Orchid and 515 Heisey Rose etch. On the bottom right we see the 4163 Whaley 54 oz. jug. This jug was later called a tankard and came with several of Heisey's deep plate etchings in the 1930s. All of these jugs we have talked about from this page so far are shown on page 38 of Catalog 2B, but the one remaining jug on this page was shown on the last page of Catalog 2B (page 60) with some decorated pieces. The 4166 Balda 40 oz. footed jug was probably a last minute addition to the catalog and therefore new in 1921.

Our final page of jugs is shown on page 13 of this issue. This is page 35 from Catalog 3B. All of the jugs on this page are new with this catalog and do not appear in Catalog 2B. On the left are shown the three pint and the half gallon sizes of the unnamed



Catalog 2B – Page 36

pattern 4167 jugs. To the right, you see the three pint squat and the three pint footed tankard in 3350 Wabash. These jugs were offered with Moongleam feet and in all Flamingo when those colors were introduced in 1925.

Let me offer a few additional notes about these jugs. Several of these shapes of jugs were very common in the glass industry at the time and it would be very hard to differentiate between one made by Heisey and one made by another glass factory unless there is a distinctive decoration on the piece. All of the jugs with the exception of those shown on page 12 were offered either plain, or with medium or wide optic. The 3350 Wabash jugs were made with wide optic only and the 4164 Gallagher was later offered with diamond optic.

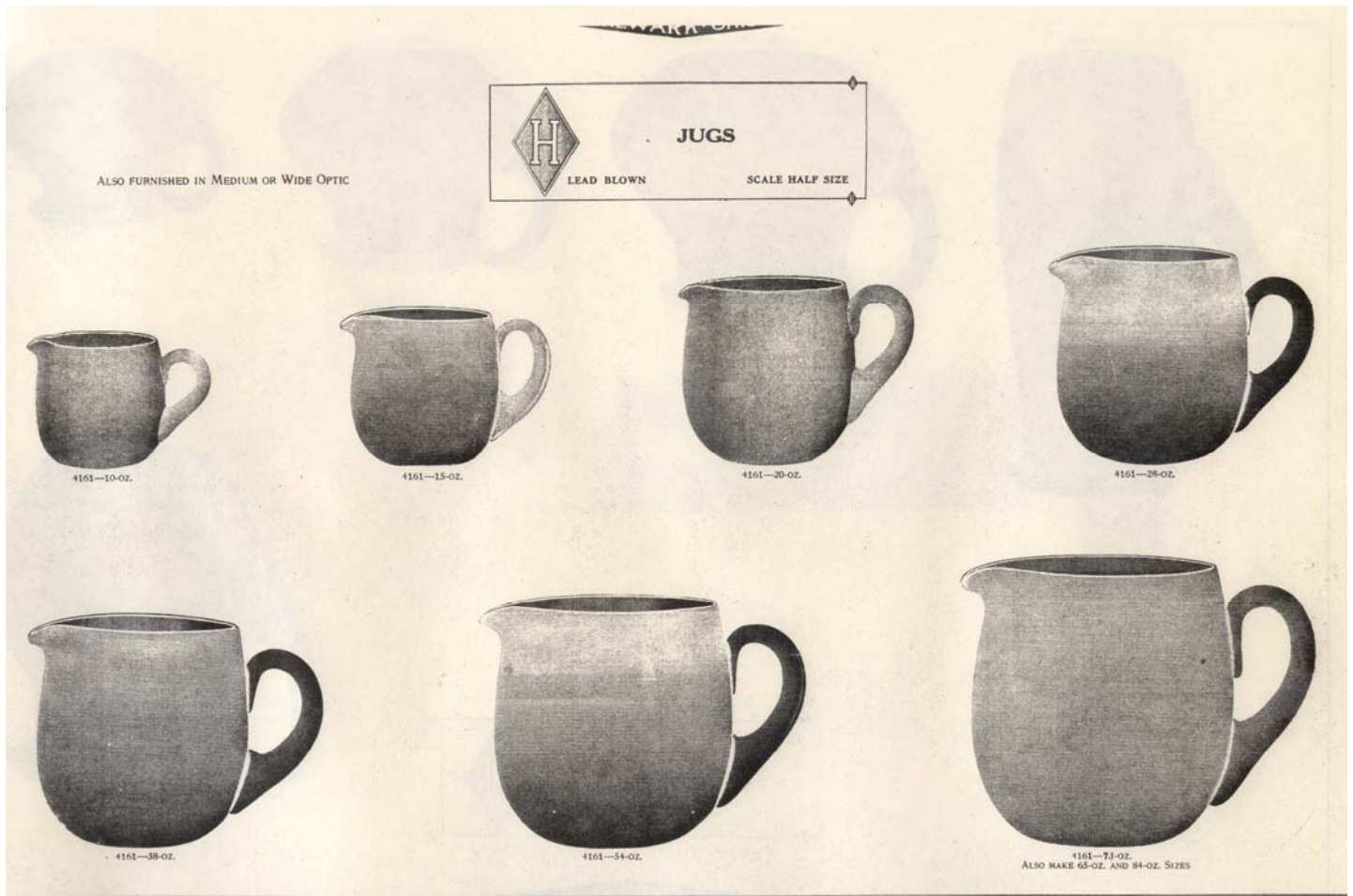
I hope these pages have given you some additional items to be on the lookout for in your search for Heisey. ♦

HEISEY SALESMEN MEETING – 1939 (Part Three)

Walter Ludwig

This is the third part of the minutes taken at the June 5 – 6 meeting of Heisey's salesmen at the cabin of E. Wilson Heisey. We covered the opening remarks by Rod Irwin and T. Clarence Heisey in part one published in the November 2006 issue. Last month, we had the agenda for the meeting, as well as, notes on some of the general discussion held on the morning of June 5. This month, we will continue those remarks. At this point, the minutes no longer reflect the time that the discussions were held or when there were breaks. It all just runs together.

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



Catalog 2B – Page 37

ETCHINGS

1. The new two tone, double plate etching was presented for discussion and quite a point arose as to which shape this etching should be placed on. The vote was between #5010 [Symphone] and #5013 [Shasta]. It was 12-2 in favor of putting the new etching on the #5010 [Symphone] shape.

** "Minuet" etching will be placed on #5010 [Symphone] shape.

2. After several names were submitted, it was voted that this pattern should be called "Minuet" and advertised, cataloged and invoiced under this name. The price of \$6.00 per dozen net – was very well received and the meeting rose to a high point of enthusiasm over the prospects of this etching as being an outstanding and different product to present to the trade. In continuation and anticipation of putting this pattern across, much time was spent on how we should all concentrate in placing this pattern and coordinate the ideas regarding it. Some of the

more outstanding things regarding the etching are as follows:

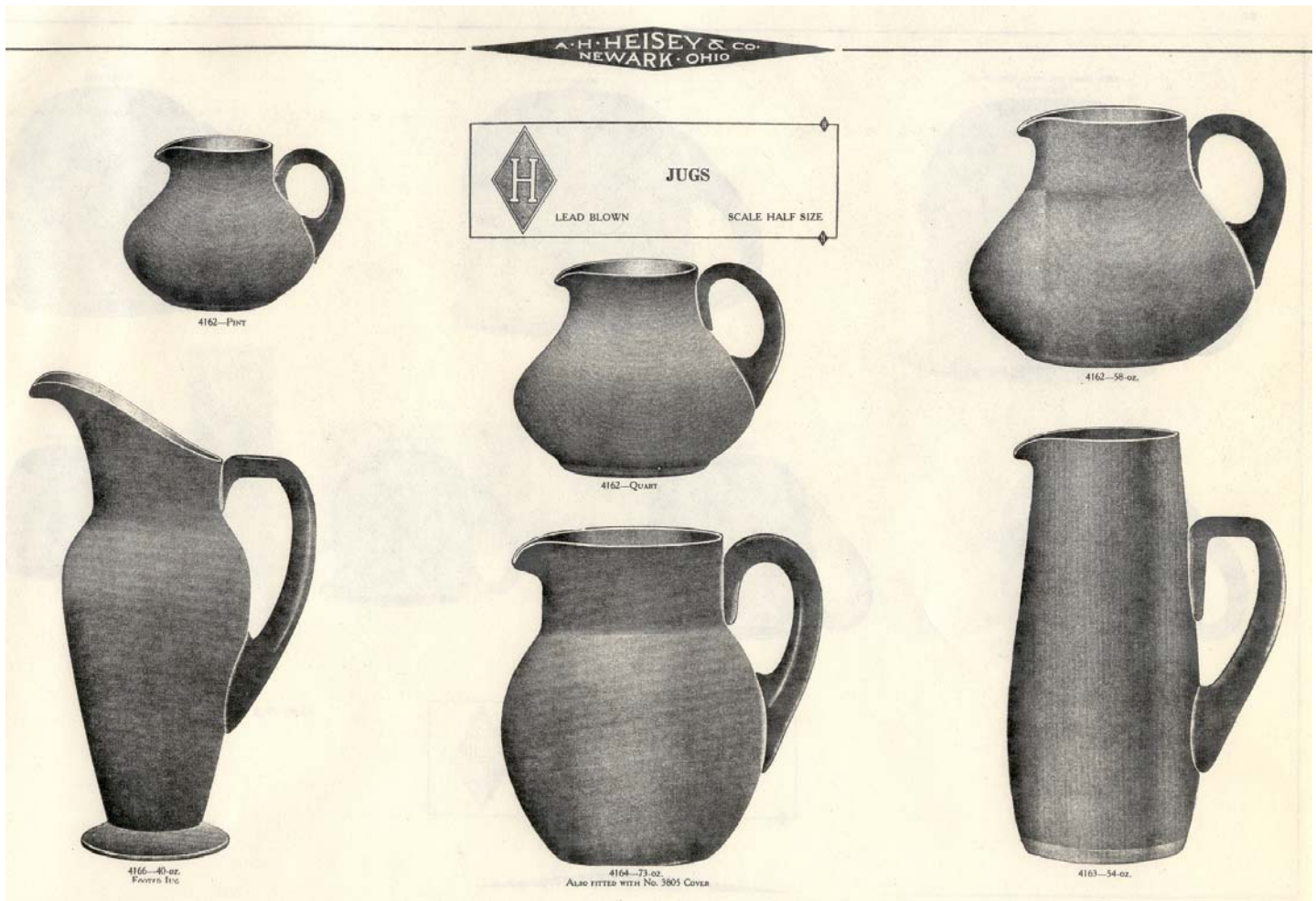
A. There should be a pamphlet depicting this line.

** A folder showing the Minuet pattern will be ready sometime in July.

B. There should be a sticker seal with the name Minuet placed on each and every piece. At this point the idea was voted unanimously that if possible labels giving the name "Heisey's (blank) pattern" should be made and put on every named pattern, cut and etched.

** A new sticker seal with the name "Heisey's Minuet Pattern" will be placed on every piece of this etching. If this idea is successful, it will be adopted on other outstanding patterns.

C. It was suggested and well received by all that a starter set be made of the new Minuet pattern



Catalog 3B – Page 34

consisting of 1/3 dozen 8" salad plates, 1/3 dozen goblets, 1/3 dozen sherbets be put in re-shippable gift cartons. This would make a good promoting idea to sell the buyer.

** We are investigating the cost of a gift carton to contain 1/3 dozen goblets, saucer champagnes and 8" salad plates.

D. This etching should be expanded as to number of flat pieces to be etched.

** Additional items in "Minuet" etching will be added as soon as the main items are finished. There will be a relish, jelly, etc.

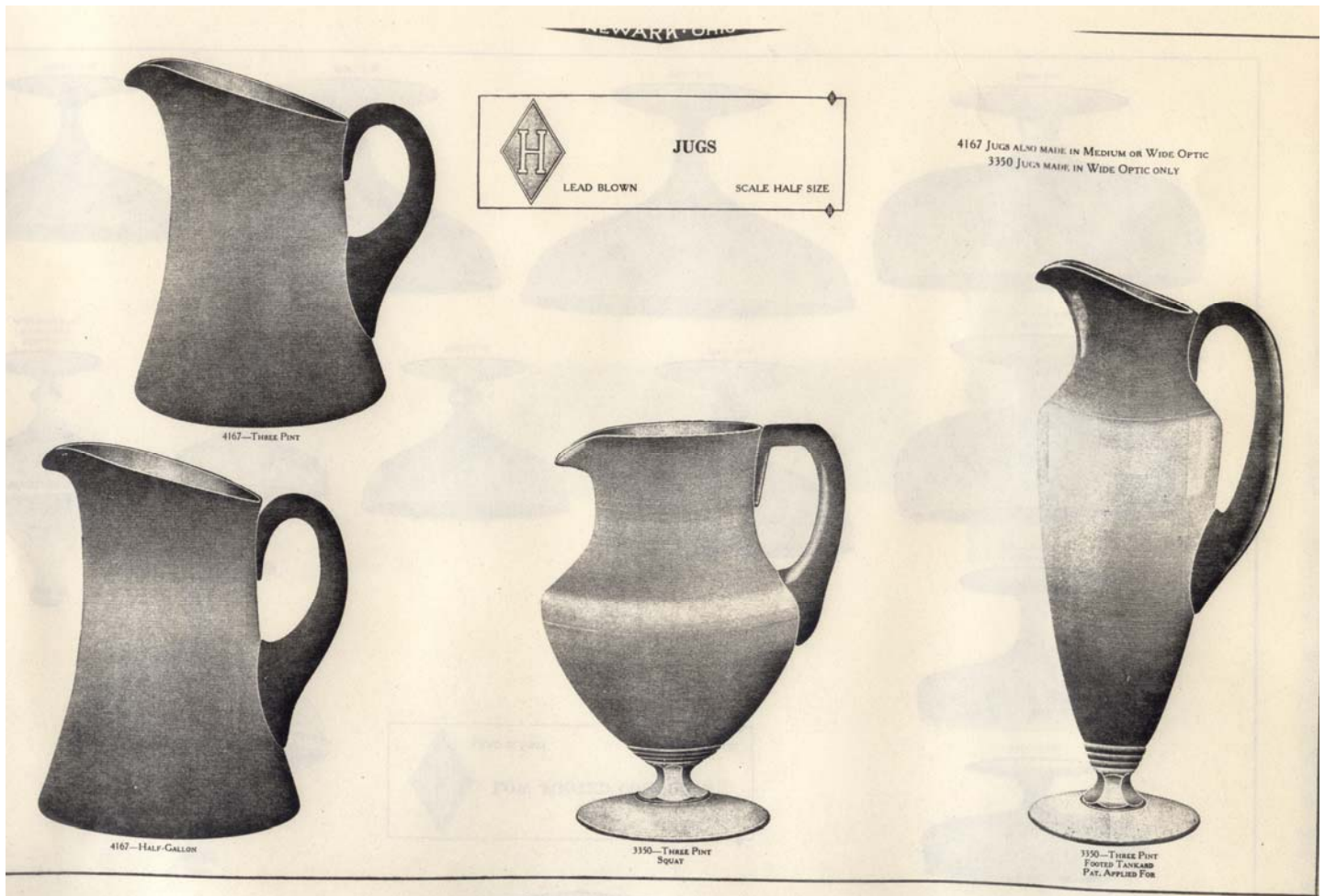
E. Each man should display this pattern to the very best of his ability.

F. This pattern should be nationally advertised in one of the ads.

G. The sales efforts on this particular pattern should be on the sensational side and presented with complete and great emphasis on the fact that it is different; it is new; there is nothing like it on the market; it is the right price and it is well named.

QUOTAS

Up to this point the convention was a model of efficiency. Although we over ran the time allotments as shown on the attached program, we all felt that we had combed the problems as outlined thoroughly. A complete feeling of satisfaction as to results was expressed most ably in a motion duly made, seconded and passed unanimously that the Convention even if it ended here was outstanding and that our congratulations as a group be extended to R. C. Irwin for his excellent thought in mapping out the meeting; his efficient management and the discussion and his guiding thoughts throughout all the discussion.



Catalog 3B – Page 35

In response to the extended congratulations which were sincere, Mr. Irwin pointed out that the revival of the salesmen's convention beginning this year would be continued each and every year if we as a sales group could show concrete results.

The next presentation on the part of the Sales Manager was the announcement of the Quota System of Sales and the Formation of the Diamond H Club. A brief of the plan is hereby recorded:

1. There shall be beginning July 1st, 1939, a definite record kept of sales which will be the record of each man attaining a certain sales quota. If and when a man reaches said quota, he automatically becomes a member of the Diamond H Club. He will be presented then with a red, blue and gold pin in the shape of a Diamond H which sets him apart and signifies his membership in the organization. Attached to the honor of belonging to this club will be a material prize worth in value at least \$25.00. From this group, the Diamond H Club, there shall be the second division called the Quota Busters whose

personnel is to be made up of all men who exceeded their quota. There will also be for this group a pin of the same design as the Diamond H membership except that on this pin there shall be the additional of one diamond and a financial prize to the amount of 1% of all business the member makes over his quota. From the Quota Buster Division there shall be one person who will be given a Diamond H pin with four diamonds. This man will be the one who has the largest percent of sales over his established quota. In addition to the honor of wearing the pin with four diamonds which will be his permanent property, he shall be given the President's prize which will be the choice of \$300.00 in cash or a trip for two to any point in the U.S.A., Bermuda or Cuba with all expensed paid for one week.

In order to get the Quota Club organized, the three men coming within the closest percent of reaching their quota will be honored with the first Diamond H pin mentioned but will receive no material prizes.

Pins in Division No. 1 and 2 are property of the firm and must be turned over on July 1, 1940, if they do not meet their second quota.

The Diamond H Quota Busters Club is to be a permanent organization.

With the announcement of the Quota Club Plan came the individual surveys for each man made by the Sales Manager and what his quota is and how it was arrived at. Considerable time and discussion prevailed at this point, and after analyzing very carefully each man's picture the consensus of opinion was that each representative was better informed of what he could expect from his territory and what the factory expected of him. In many cases there were specific points which Mr. Irwin said he would discuss personally and that a quota was not set as a point of hardship on any one man but as a goal at which he could shoot. Generally the plan was received enthusiastically and every fellow determined to do his best in reaching the quota set forth. A vote of appreciation was taken here to be voiced to the factory for the outstanding prizes that they were offering to make this plan successful but it was pointed out that even though the material benefits of the plan were very generous, it was more important to emphasize the honor that goes with membership of the different divisions.

A chart showing the past sales efforts of each man was shown as to the dollars and cents business he has been doing in relation to the number of white families in their territory figured against the purchasing power of each territory. Every man is cognizant of the fact that such an analysis as presented entailed many arduous and tedious hours of work on the part of Mr. Irwin and they appreciated the results of his efforts.

This month's article on the salesmen's meeting shows a lot of the process that went into developing and modifying a line to make it a sales success. See the front cover of this issue for the Minuet brochure that was proposed at this conference. Next month, we will continue with the notes presented by E. Lee Beardshear as secretary to the 1939 Heisey "Salesmen's Convention." We will start with their discussion of items to be discontinued and then go into things that were desired "new and old." ♦

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PLACES TO STAY IN THE NEWARK AREA

Walter Ludwig

Amy Jo Jones, in her article on page 19, tells you of many of the events that are planned to make this year's Convention memorable. It is not too soon to start planning to come to the 2007 Heisey Convention here in Newark, OH. With the rearrangement of the Museum, it will be like you will be visiting a place you have never been to before. I am sure that a few of the "Treasures" at the Museum have eluded you in the past, but the rearrangement will allow you to see them in a new

light. If you have never visited the Museum before – make this the year you do and there is no better time to do it than during Convention week when we have so many Heisey related activities for you to share in.

Use the list also for your Benefit Auction reservations.

All of the locations on this list are within Licking County and will not be too far from the activities. Those located in Newark, Heath, or Granville will be the closest, however.

We are looking forward to seeing you. ♦

HOTELS/INNS

Buxton Inn

313 East Broadway
Granville, Ohio 43023
Phone: (740) 587-0001

Cherry Valley Lodge & Water Resort

2299 Cherry Valley Rd.
Newark, Ohio 43055
Phone: (740) 788-1200

Courtyard by Marriott

500 Highland Blvd
Newark, Ohio 43055
Phone: (740) 344-1800

Econo Lodge

1266 Hebron Road
Heath, Ohio 43056
Phone: (740) 522-6112

Granville Inn

314 East Broadway
Granville, Ohio 43023
Phone: (740) 587-3333

Hampton Inn

1008 Hebron Road
Heath, Ohio 43056
Phone: (740) 788-8991

Holiday Inn Express Hotel & Suites

773 Hebron Road
Heath, Ohio 43056
Phone: (740) 522-0770

Lakewood Inn

122 Arrowhead Boulevard
Hebron, Ohio 43025
Phone: (740) 928-1800

Newark Budget Inn

176 W. Church Street
Newark, Ohio 43055
Phone: (740) 345-9721

Quality Inn

733 Hebron Road
Heath, Ohio 43056
Phone: (740) 522-1165

Red Roof Inn

10668 Lancaster Road SW
Hebron, Ohio 43025
Phone: (740) 467-7663

Regal Inn

4756 Keller's Road
Hebron, Ohio 43025
Phone: (740) 927-8011

Shamrock Motel

8409 National Road SW
Pataskala, Ohio 43062
Phone: (740) 964-1920

Star Lite

1342 Hebron Road
Heath, Ohio 43056
Phone: (740) 522-3207

Super 8 - Buckeye Lake

I-70 & SR 79
Buckeye Lake, Ohio 43008
Phone: (740) 929-1015

Super 8 - Heath

1177 Hebron Road
Heath, Ohio 43056
Phone: (740) 788-9144

The Hebron Deluxe Inn

10772 Lancaster Road SW
Hebron, Ohio 43025
Phone: (740) 467-2311

The Place Off The Square

50 North Second Street
Newark, Ohio 43055
Phone: (740) 322-6455

University Inn

1225 West Church Street
Newark, Ohio 43055
Phone: (740) 344-2136

BED & BREAKFASTS

Cabin In The Woods Bed & Breakfast

6050 Blacksnake Road
Utica, Ohio 43080
Phone: (740) 892-2997

Follet-Wright House B & B

403 East Broadway
Granville, Ohio 43023
Phone: (740) 587-0941

Fraleigh House Bed and Breakfast

237 Clouse Lane
Granville, Ohio 43023
Phone: (800) 578-0611

Hanover House Bed and Breakfast

3286 Licking Valley Road
Newark, Ohio 43055
Phone: (740) 763-4952

National Trail Schoolhouse Inn

10251 3rd Street
Brownsville, Ohio 43721
Phone: (740) 787-1808

The George T. Jones House

221 East Elm Street
Granville, Ohio 43023
Phone: (740) 587-1122

The Meadows

4409 Wesleyan Church Road
Granville, Ohio 43023
Phone: (740) 587-0439

The Porch House

241 East Maple Street
Granville, Ohio 43023
Phone: (800) 587-1995

WillowBrooke Bed n' Breakfast

4459 Morse Road
Alexandria, Ohio 43001
Phone: (740) 924-6161

CABINS/CAMPING

Buckeye Lake KOA

4460 Walnut Road
Buckeye Lake, Ohio 43008
Phone: (740) 928-0706

Hidden Hill Campground

3246 Loper Road NE
Newark, Ohio 43055
Phone: (740) 763-2750

Lazy River At Granville

2340 Dry Creek Road
Granville, Ohio 43023
Phone: (740) 366-4385

Shelter Valley Country Log Cabins

16232 Brushy Fork Road
Newark, Ohio 43056
Phone: (740) 763-2195

HCA 2007 BUDGET

Dave Spahr

The Board of Directors approved the 2007 HCA Operating Budget in the amount of \$204,400 at their meeting on December 10, 2006. The approved budget is shown on page 18 of this Newsletter. For your information, the final numbers for the 2006 year will be provided you in a subsequent issue.

A careful look at the budget shows that an endowment transfer amount of \$46,800 is being used to balance the budget. This amount is the estimated 2006 earned income less fees from the endowment fund. Our operating reserves will be minimal and it is hoped that the reserves plus the endowment transfer will equal or exceed this amount. We have drawn down all available amounts of yearly earned income less fees for four consecutive years. We have had to do this to cover our normal operating costs. You will notice our budget this year is nearly \$28,000 less than last year that included the director position. Clearly, under our current financial situation, we cannot fund this position, so it is not included in the 2007 budget.

This is my fourth year as HCA Treasurer and I must again say that frivolous spending has not caused our current financial dilemma. Our employees are very cognizant of our situation and are keeping costs down as much as possible. We have carefully monitored expenses and have experienced the same cost increases you experience in your household. Utility bill increases, increased health insurance premiums, and property insurance raises affect us also. Another problem has been the small but steady yearly decline of HCA membership. We are losing older members and new members are not filling the ranks. Another serious problem is our reduction in revenue from the Museum Gift Shop. I've been told our Gift Shop revenue in 1999 was approaching \$100,000. It has steadily decreased each year since and in 2005 totaled \$57,912. We estimate the total for 2006 to be slightly over \$30,000. We hope revenues in 2007 to be in the \$32,000 range. In the past we have had significant revenue producing

projects primarily with the Longaberger Company. They now get glass products elsewhere so this source of revenue is no longer available. We hope to come up with projects this year to help our funding situation. Also promising is our recent involvement with e-Bay - we have opened an online store and hope to sell many of our books and products there.

A little on how the budget was prepared. We took the first nine months of costs and estimated the expenses for the last three months to arrive at the estimated 2006 operating costs. We then looked at the trends and costs over the past three years and developed the 2007 estimated expenditures. We have included a small increase for our employees since a raise was not given in 2006 and placed additional funds in the repair/maintenance line item to begin to fund much needed building maintenance projects. We applied the same logic to come up with estimated revenues.

As mentioned earlier, the budget reflects a large reliance (22.9%) on earned income and reserves to fund the organization and Museum operations. We REALLY need to come up with innovative ways to increase revenues and reduce costs without reducing member services. The Board of Directors and employees are trying to do their part. WE REALLY NEED YOUR HELP AND YOUR IDEAS.

On behalf of the Board of Directors, I want to thank you for your interest in the finances of YOUR association, HCA, and your past support. We hope you will continue to support your organization with your time, talents, and financial resources in 2007 to keep our Museum a first class showplace and educational resource for Heisey glass.

Should you have any questions concerning information in this article, the 2007 budget, or have any ideas you would like to share for raising funds, please feel free to contact me or any Board member. My email address is masdgs@aol.com and all the Board member telephone numbers are listed inside the front cover of this issue. ♦

2007 HCA BUDGET

ITEM	2005 BUDGET	2005 ACTUAL	2006 BUDGET	9 MONTHS ACTUAL	% 9 MO vs TOT BUD	3 MONTHS EST	2006 EST	2007 EST BUDGET
REVENUES								
MEMBERSHIP	48,500	39,802	46,825	34,375	73.41%	8,540	42,915	42,500
NEWSLETTER ADS	4,400	3,527	4,260	2,693	63.22%	500	3,193	3,400
CASH DONATIONS	11,000	34,833	20,000	32,133	160.67%	4,250	36,383	34,450
BD MEETING PHONE REIMB.	1,000	310	500	0	0.00%	0	0	100
ACQUISITION DONATIONS	1,500	1,400	500	2,105	421.00%	0	2,105	500
SALES	60,000	57,912	66,000	23,174	35.11%	7,000	30,174	32,000
SHIPPING CHARGES	5,375	2,989	4,375	2,373	54.24%	600	2,973	2,500
ADMISSIONS	4,925	3,880	4,600	2,193	47.67%	500	2,693	2,825
SPECIAL PROJ / ROYALTIES	20,000	6,378	10,000	148	1.48%	0	148	10,150
INTEREST INCOME	200	81	100	182	182.00%	70	252	250
ARCHIVES	200	0	100	0	0.00%	0	0	100
AUCTION NET	15,500	17,292	16,500	15,958	96.72%	0	15,958	16,000
SELECT AUCTION NET	0	3,197	4,000	3,688	92.20%	0	3,688	3,750
CONVENTION NET	15,000	6,001	12,500	7,101	56.81%	0	7,101	8,475
PERCY MOORE MEM NET	0	587	0	0		0	0	600
TOTAL	187,600	178,189	190,260	126,123	66.29%	21,460	147,583	157,600
ENDOW. INC / RESERVE TRF.	40,240	32,000	42,055	25,000	59.45%	11,700	36,700	46,800
TOTAL INCOME	227,840	210,189	232,315	151,123	65.05%	33,160	184,283	204,400
EXPENDITURES								
ACCOUNTING EXPENSE	4,000	3,450	4,000	1,745	43.63%	1,800	3,545	3,600
OFFICE SUPPLIES	9,500	7,967	10,000	4,898	48.98%	2,000	6,898	8,000
REPAIRS / MAINTENANCE	12,500	9,811	12,500	7,070	56.56%	1,500	8,570	9,500
GROUNDS MAINTENANCE	3,100	2,616	2,800	1,745	62.32%	800	2,545	2,800
LEGAL FEES / RETAINERS	500	1,400	500	200	40.00%	0	200	500
MISCELLANEOUS	1,500	776	1,000	3,680	368.00%	300	3,980	1,000
AUCTION FIRM LICENSE	0	0	0	590		0	590	375
BD MEETING TELEPHONE	1,000	350	500	0	0.00%	0	0	100
UTILITIES	20,500	18,365	21,200	15,455	72.90%	4,100	19,555	20,550
MUSEUM EXP./ EQUIP. RPL.	1,800	921	11,200	668	5.96%	200	868	13,000
MEMBERSHIPS / SUBS	1,250	1,053	1,300	843	64.85%	220	1,063	1,100
INSURANCE	10,500	8,271	10,600	9,761	92.08%	2,193	11,954	12,325
NEWSLETTER PRINT & POST	17,000	13,439	15,200	11,097	73.01%	3,100	14,197	14,625
SHIPPING	4,300	3,427	3,500	2,179	62.26%	725	2,904	2,000
COST OF GOODS SOLD	18,000	16,091	19,800	6,333	31.98%	1,950	8,283	9,600
BANK CHARGES	1,900	1,891	2,000	1,043	52.15%	750	1,793	1,900
ACQUISITIONS	1,500	465	500	925	185.00%	0	925	500
MEETINGS / DINNERS	200	19	100	0	0.00%	0	0	0
ADVERTISING	3,500	3,785	4,000	2,631	65.78%	250	2,881	3,500
COMPUTER MAINT	2,800	2,532	3,000	653	21.77%	250	903	500
EMP / VOL RELATIONS	400	58	300	132	44.00%	0	132	300
SALARIES	105,625	89,179	89,127	48,149	54.02%	16,100	64,249	76,751
EMP HEALTH INSURANCE	14,750	15,140	11,780	7,889	66.97%	2,010	9,899	8,775
PAYROLL TAXES	8,083	8,706	6,819	4,254	62.38%	1,425	5,679	5,871
WORKER'S COMP	1,632	1,731	2,389	1,986	83.13%	0	1,986	2,063
TOTAL EXPENDITURES	245,840	211,443	234,115	133,926	57.21%	39,673	173,599	199,235
LESS COST OF GOODS SOLD	18,000	16,091	19,800	6,333	31.98%	1,950	8,283	9,600
PLUS INVENTORY PURCHASE	0	10,918	18,000	3,439	19.11%	1,500	4,939	14,765
FUNDS REQUIRED	227,840	206,270	232,315	131,032	56.40%	39,223	170,255	204,400

CONVENTION 2007

Amy Jo Jones

Since the Museum is the focus of next year's Convention, the plan is to have as many activities as possible on the grounds. Plans are underway to kick off the week with the mixer and cookout under a tent erected on the lawn between the Buckingham and Sherwood Davidson houses. Following getting reacquainted with all your friends, the doors to the Museum will be thrown open to begin a Treasure Hunt. If you think you know your way around the Museum, a challenge is hereby issued to join a team. Careful! The dark halls have been known to house some presences of Heisey-past.

Save time in your week for seminars presented by our curator, Walter Ludwig, and a Convention favorite, Joe Lokay. As a twist on the traditional seminar, a workshop is being developed to do some much needed maintenance and preservation on the animal moulds. They will be trucked down from the warehouse to the tent where they will get a much needed oiling. Have you ever seen one of the moulds up close and personal? Dress in work clothes and come on down; it will work slick if we all show up to preserve these treasures for the future.

HCA president Bryan Baker's 2006 Heisey Express conductor's hat for the Blind Auction has been tossed and caught by Sue Kilgore and the Michigan Club. The infectious enthusiasm of Sue and her club insures a great evening and a successful fund-raiser for HCA. Set aside a treasure or two to donate to the auction. Who knows how the evening will evolve!

This year, we will need more goodies than ever for the Hospitality Lounge. With the main event being the Museum's new look, viewing by more visitors than usual is anticipated. Let's extend our famous (and delicious) Heisey hospitality to our visitors and Convention attendees as they flock to visit our Museum and its treasures. ♦

2007 ALL HEISEY BENEFIT AUCTION

Dave Spahr

Hope you and yours had a very enjoyable holiday season and included among your New Years resolutions a pledge to help your association in 2007 by sharing your resources, talents, and time. The first thing you can do is

select and consign glass to HCA by January 15 for the Benefit Auction!

We have set the date for the auction. It will held **March 23 and 24, 2007**, at the Apple Tree Auction Center in Newark, OH. Elsewhere in this Newsletter is an article giving places to stay while attending the Benefit Auction and Convention. It is not too early to make those reservations!

As you know, the Benefit Auction is HCA's largest fundraiser and 2007 will be another challenging year financially for the organization. When I visited the Museum in mid-December, we had approximately 25 consignments – about the same as this time last year. While at that time, we had another month to receive consignments, we remain concerned we will fall short of consignments and good clean glass and our best efforts will not meet our financial expectations. As you read this article, you should have approximately two weeks to consign or donate your glass for the auction. We have included in this Newsletter a copy of the contract and packing list for your use. We would like you to fill out the list – also fill out two signed copies of the auction contract and place them both with the glass you bring in or ship to the Museum. FYI, the auction contract can be downloaded from the HCA website. Now is the time to check those cabinets and get your glass ready to go!

You can expect a change or two for the auction this year. We are going to send out catalogs to those HCA members who last year placed absentee bids or were HCA members who purchased glass at the auction. The catalog will be on line on the HCA website on or about March 1 for anyone to use and download if they wish. For those who want a printed catalog contact the Museum and one will be sent to you. Sadly, many members do not participate in the auction so we are trying to save money by reducing our printing and postage costs. A second change this year is we are going to let absentee bidders make their own arrangements to have their glass shipped. We will provide a list of area vendors they can use. We simply do not have the volunteers, materials on hand, and staffing capability to do this task any longer. We will be giving instructions about this in future Newsletters.

As you read this Newsletter, I will be looking for help to check in, inspect, catalog, and repack our auction glass. If you would like to help, please contact me. It is a great way to learn about the glass and meet some great volunteers.

If you have questions or concerns, please contact me at masdgs@aol.com or give me a call. Happy Heisey Hunting and I'll see you in March. ♥

2007 HCA BENEFIT AUCTION CONTRACT



Heisey Collectors of America, Inc.
169 West Church Street
Newark, Ohio 43055
Phone: 740-345-2932
Fax: 740-345-9638
www.HeiseyMuseum.org

This agreement is hereby entered into between (Please Print)

Owner / Consignor / Member _____

Address _____

City _____ State _____ Zip _____

Daytime Phone _____ Fax or E-mail _____

who is a member of the Heisey Collectors of America, and **Heisey Collectors of America, Inc.**, hereafter referred to as **HCA**, for glassware items consigned or donated for sale for the benefit of the National Heisey Glass Museum.

Auction Date: March 23 and 24, 2007

Auction Location: Apple Tree Auction Center, 1616 W. Church St., Newark, OH 43055

Consignments:

All items consigned for sale or donated are made by A. H. Heisey and Company, no reproductions by Imperial or others will be accepted, except as consigned by HCA. The owner / consignor / member, hereafter referred to as the owner, agrees to accept all responsibility for providing merchantable title for all glass sold.

Each owner may consign a maximum of twenty-five (25) lots to the auction. A list of glass being consigned or donated and prepared by the owner is attached as an integral part of this contract. There is no limit on the number of items in each lot, but HCA retains the right to increase / decrease size / make up of each lot. Each owner may donate an unlimited number of lots to HCA for sale at the auction. HCA, however, at its discretion, will consign donated items for auction, add donated items to the museum collection, and/or sell donated items in the Museum Gift Shop.

The HCA Auction Committee is authorized to reject any glass not deemed acceptable to HCA standards for this auction, plus glass not made by A. H. Heisey and Company. These items may be returned to the consignor if they desire, at their expense. Otherwise, these items become the property of HCA.

Commission:

Owners of glassware to this sale will be charged on the following sliding scale of commission per lot: \$5.00-\$50.00 = 40%; \$50.01-\$200.00 = 30%; \$200.01-\$400.00 = 20%; \$400.01-\$750.00 = 15%; \$750.01 and over = 10%.

Settlement:

Settlement for glass sold will be made in full not later than fifteen days after the completed auction from the HCA Auction escrow account. Said account is set up and operated consistent with ORC Section 4707.024. Collection of funds, bad checks, debts, and unpaid auction lots is the responsibility of HCA.

Responsibility:

It is the responsibility of the owner to deliver the glassware to the National Heisey Glass Museum. HCA accepts responsibility for the glass after it is received at the Museum and until it is sold, except that any glass damaged in shipment to the Museum will be referred to the shipper and owner. All glass damaged or lost while in the

possession of HCA prior to sale will be valued by a qualified appraiser or appraisers and the owner will be paid on this basis, less commission.

Bidding:

The minimum opening bid on a lot will be at least \$5.00. The minimum incremental bid increase will be \$2.50. In the event no bid is received on a lot, that lot becomes a donation to HCA.

The owner and HCA both agree that absentee bids will be accepted by HCA. Per HCA policy, the minimum absentee bid on a lot will be \$15.00 with a minimum opening bid of \$5.00. Absentee bids are bids left by buyers prior to the auction and are executed in a competitive manner. We do not use the full bid amount as a starting bid. Bidding is initiated in the audience and then offered on behalf of the absentee bidder at the next increment continuously until bidding has stopped. HCA reserves the right to accept or reject any and all absentee bids. Example: Absentee bidder leaves a bid with a maximum amount of \$500.00. After item is sold through competitive bidding, the absentee bidder is successful for \$325.00. HCA is not responsible for misfiled bids that are not executed.

Absolute Auction:

All items are to be sold at an **absolute auction** and not at a reserve auction, **except** HCA and the owner agree there will be a minimum opening amount (see Bidding above) on all lots without exception. Owners cannot bid or have others bid on their behalf on their own items.

“Absolute Auction “ and “Reserve Auction” as defined by ORC. 4707.01:

“Absolute Auction” means an auction of real or personal property to which all of the following apply:

- 1) The property is sold to the highest bidder without reserve.
- 2) The auction does not require a minimum bid.
- 3) The auction does not require competing bids of any type by the seller or an agent of the seller.
- 4) The seller of property cannot withdraw the property from auction after the auction is opened and there is a public solicitation or calling of bids.

“Reserve Auction” means an auction in which the seller or an agent of the seller reserves the right to establish a minimum bid, the right to reject or accept any or all bids, or the right to withdraw the real or personal property at any time prior to the completion of the auction by the auctioneer.

General Auction Terms and Conditions:

- 1) Payment: Cash, travelers check, certified check or personal check (if approved by HCA). MasterCard and Visa cards are accepted. 5% buyer’s premium. Buyer’s premium deleted for cash or check payment. Cash only payment may be specified for individual bidders at HCA’s request.
- 2) HCA has endeavored to describe all items to the best of their ability; however this is not a warranty.
- 3) All items are sold as is and where is. The auctioneer has the right to make any verbal corrections at the time of sale and to provide additional information. Inspection is welcomed during preview and anytime before the item is sold.
- 4) In the case of a disputed bid the auctioneers have the authority to settle disputes to the best of their ability and their decision(s) is/are final.
- 5) The auctioneer has the right to reject any bid raise not in line with established bid increments.
- 6) All sales are final and all items must be paid for each day of sale.
- 7) All sales are subject to Ohio and Licking County sales tax unless purchased for resale and proper tax exemption form is signed with resale number.
- 8) Live telephone bidding may be available at HCA’s option and under special terms (contact HCA).
- 9) HCA is licensed as an auction firm by the Ohio Department of Agriculture and bonded in favor of the state.
- 10) HCA will provide auctioneers licensed by the Ohio Department of Agriculture and bonded in favor of the state.
- 11) Buyers assume full responsibility for items once they are sold unless otherwise specified by HCA.
- 12) Bidding on any item indicates acceptance of these terms.

OWNER SIGNATURE: _____ **Date** _____

HCA REPRESENTATIVE SIGNATURE: _____ **Date** _____

2007 HCA BENEFIT AUCTION CONSIGNOR PACKING LIST

Owner / Consignor / Member: _____



SHIP TO: HCA Auction, 169 W. Church St., Newark, OH 43055

DEADLINE: January 15, 2007

Two signed copies of contract must accompany your auction glass (see Oct. or Nov. Newsletter or web site).

Please put a "D" beside the lot number if the lot is to be donated to HCA.

Lot #	Qty	Pattern #/ Name	Description	Cut / Etch	Color	H	Damage
1							
2							
3							
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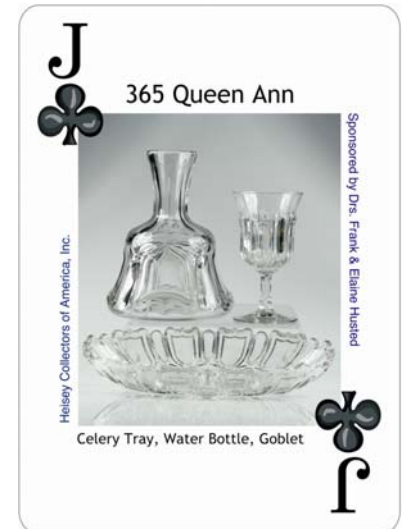
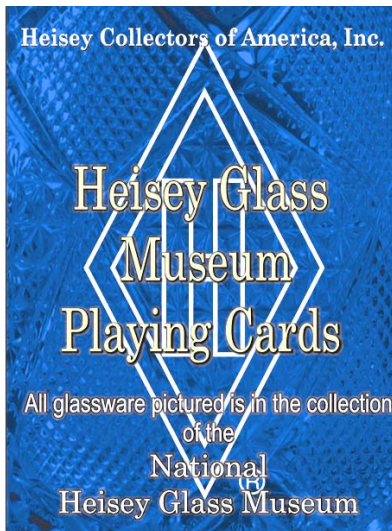
HEISEY GLASS MUSEUM PLAYING CARDS AND CARD BOX

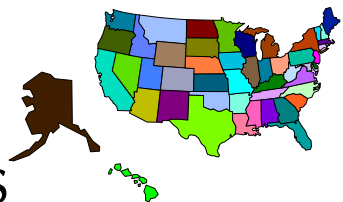


We now have in stock our new Heisey Glass Museum Playing Cards. In addition, we are taking orders for reproductions of the 1508 Heisey Card Case in Cobalt which will make a wonderful place for you to store your playing cards. The full color pictures are stunning and will make a good learning tool as well as a nice gift for all of your glass collecting friends.

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

I wish to order:	Total
_____ (number) Heisey Glass Museum Playing Cards @ \$10 each	_____
Shipping per deck \$ 1.50 (can be picked up at Gift Shop)	_____
_____ (number) 1508 Card case in Cobalt @ \$24.95 each	_____
Shipping per card case @ \$6.00 each (can be picked up at Gift Shop)	_____
Grand Total (tax will be added when appropriate)	_____
Check # _____ Visa _____ Master Card _____	
Card Number _____ Exp _____	





CLUB NOTES

Heisey Collectors of Texas *Erma Hulslander*

Hello everyone out there in Heisey Land!!! Yes, it has been a long time – but we are back on our feet! PTL! Now, HCT never stopped; the Study Club continued as usual meeting the second Saturday at 1 pm every other month! It is just Rodger & I went through that “Age/Stage” deal; health kind of went down hill! We had to take LOA, first time in the history of HCT; and believe me we are glad to be back!

First, we want to welcome new members added to our Heisey family here in Texas this last year. They are Angie & Andy Stormer, Doug Neal, and Juan Sanchez; hope they will enjoy studying and collecting Heisey with HCT, we are so very glad to have them!

Last two meetings we were able to attend! Thanks to Margie Stormer for opening her home up once again! We had a great time in September, with eleven attending. We discussed the upcoming Fostoria Show in Waxahachie, which was held October 28 and 29. Thanks to Candy and Greg for setting up the Heisey display, and being there for HCT. Thanks to the Fostoria Club for giving us this opportunity. The elegant glass show they put on each year is something to be a part of!

We also want to thank Barbara & George McNeil for having us at their home in Buda, TX for our November meeting. We had a total of eleven members, which was great, considering many drove 400-500 miles round trip! It was well worth the drive, seeing Mr. & Mrs. Crystolite’s collection! George asked each of us to tell how we got started collecting Heisey. That was very interesting and each one was very unique! Next question was, “what piece of Heisey would you really want the most?” Well, that question was a hard one to answer; personally there are way too many things, to say just one!!! Answers were anywhere from “Table

Set of Tangerine.” to “Please just one colored Basket!” Had a great day, and also found out the one piece of Crystolite the McNeil’s need yet for their collection. With that one more piece, they will have the 185 different pieces that A. H. Heisey made in Crystolite. This is not counting all the colors some were made in, but the different moulds in Crystolite. I must tell you that Barbara has her own little favorites too, Heisey animals. Well, as everyone knows, one cannot just fall in love with only one pattern! Ha! However, we must tell you when Barbara first invited George over for dinner one evening – guess what was sitting in the middle of that beautiful table???? Right, Crystolite one light Candlesticks!!!! Which they still have today, 50 years later! Only George could tell you the “Whole Story”! It was neat, sweet, but a tear jerky too!

Hope to see everyone in January 14, 2007; keep this date open. We will send e-mails letting ya’ll know which home we will be meeting in. Have a Great Heisey Christmas, but don’t forget Christ in your Christmas! ♦

Gulf Coast Heisey Club of Florida *Mary Kreimer*

The Gulf Coast Club met on November 9 at the Ocala home of Bob and Mary Kreimer; there were 14 members attending, including three new members – Don and Norene Walzer and Debbie Pierson.

Our members were busy over the summer; “Show and Tell” items included muddlers in crystal, Moongleam, Sahara, & Cobalt; two 1429 Pristine floral bowls with the 477 Japanese Scene etch, one of which had the etch outlined in red; a 1404 Old Sandwich comport in Moongleam; a 1483 Stanhope cruet and nut cup, both with red knobs; and a 3484 Donna pitcher in Moongleam. The bargain of the year award goes to Randy and Deborah Pierson who found a 1527 Kicking pony for \$7 and a 4163 Whaley mug with 465 Golf Scene etch priced at \$4!!!

Bob Kreimer presented a program featuring the 470 Intercepted Flute and 369 Hartman patterns. He also showed the club three unusual pieces: a 1478 Cable soda, a 501 Fogg flower box with the inserts in

Flamingo, and a 1598 Cockade platter with the 325 California Poppy etch.

Our meeting on January 11 will be at the Piersons in Tampa. We will have our silent auction (HCA fundraiser) at that time and invite visitors to join us. ♦

Dayton Area Heisey Collectors Club
Mary Ann Spahr

The November 21 meeting was held at the Huber Heights Library. The great time had at the Percy and Vivian Moore Weekend in Omaha was reviewed by the six of our members who attended. On November 10 six of our members traveled to Newark to assist in decorating the Museum.

Our program, "Pour It On with Heisey: Water Bottles, Pitchers, Jugs and Tankards," was led by Georgia Otten. We discussed the definitions of each type of vessel and took a quiz to see if we knew which was what! Members also participated by bringing many of these containers in varied patterns and sizes to share.

Show and Tell brought the following items: 4225 Cobel cocktail shaker w/rooster head stopper; 500 Octagon cream and sugar, crystal with Moongleam handles; 129 Tricorn candlesticks; 365 Old Queen Ann punch cup; 3408 Jamestown cocktail with 835 Larkspur cutting; 1235 Beaded Panel & Sunburst 8" and 9" plates; 339 Continental 7" footed bowl and cover; 4230 Favor Vase, Flamingo; 1183 Revere 3 lb candy jar and cover w/floral cutting; 1567 Plantation cream & sugar w/added grape cutting on 516 Plantation Ivy etch; 1503 ½ or 1556 Crystolite Swan pitcher; 325 Pillows water bottle; 150 Pointed Oval & Diamond Point ½ gal jug ♦



Will Santa Grant Mary Jo's Wish?

Advertising Guidelines:

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

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

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

A charge of \$1.60 will be added for each additional line. Camera ready ads must follow specifications. Ads that do not correspond to the following measurements will be sized.

Camera Ready Ad Specifications:

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

Camera ready ads may be resized because of space concerns. Ad copy must be received by the first of the month prior to publication. Reproductions (i.e. Heisey by Imperial) must be indicated. Heisey News accepts no further liability. In the event of a typographical error, the incorrect portion of the ad will be run in the following issue, but HEISEY NEWS assumes no further liability. ♦

Abbreviations: DF = Dolphin Foot NO = Narrow Optic
 DO = Diamond Optic SO = Spiral & Saturn Optic
 MO = Medium Optic WO = Wide Optic

**THE 20-30-40 GLASS SOCIETY OF ILLINOIS
 PRESENTS
 CHICAGOLAND'S DEPRESSION ERA
 GLASS SHOW AND SALE**

MARCH 10 & 11, 2007

Saturday 10 am – 5 pm Sunday 11 am – 4 pm
 MIDWEST CONFERENCE CENTER Concord Place
 401 West Lake St Northlake, Illinois 60164

ADMISSION \$7.00 Per Person
 \$6.00 with ad – Limit 2

Free Parking with shuttle bus to door

**Featuring DEPRESSION ERA GLASS from the 1920s
 Through the years including CONTEMPORARY GLASS**

For Info: (847) 394-2491 www.20-30-40Society.org

Authors D Spencer & T Smith – Plus 27 national dealers

REAL HEISEY IN THE GIFT SHOP

All crystal and all prices are each unless noted.

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

Item	Price
4 coaster H	\$ 5
300 Peerless molasses, metal lid	75
300 Peerless water bottle	35
300 Peerless individual sugar H (2 each)	10
335 Prince of Wales Plumes punch cup H (5 each)	15
411 Tudor preserve, 3 ftd	10
413 Tudor champagne H (4 each)	10
1184 Yeoman cup/saucer H (4 sets each)	8
1184 Yeoman cup/saucer DO H	10
1201 Fandango punch cup, worn gold	10
1201 Fandango nappy, 4" round (2 each)	10
1401 Empress ashtray H	20
1404 Old Sandwich cup (2 each)	10
1469 Ridgeleigh mustard H	45
1469 Ridgeleigh ind jelly	10
1469 Ridgeleigh champagne (6 each)	15
1469 Ridgeleigh cocktail	15
1469 Ridgeleigh wine	45
1485 Saturn Mustard H	35
1503 Crystolite oval cream/sugar H	30
1506 Provincial candy lid only, Limelight	50
3381 Creole bar, 2 ½ oz Sahara (2 each)	70



Find the Best of Heisey Glass...

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

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



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

◆ *Paid Ad*

◆ *Paid Ad*

FRANKLY RHYMING

Frank Husted

As part of a fund-raising effort, Dr. Husted has agreed to create limericks, like the one below, for HCA members based on the pattern(s) of their choice. A donation to HCA would be appreciated for each limerick created. If you would like to learn more about this fund-raising project, you may contact Dr. Frank Husted by phone at (610) 469-1243 or via e-mail to frankly.me@comcast.net.

SWEET ADELIN

The Glee Club's singing was fine
The orchestra, simply divine
But you get all the thrills
When the Buffalo Bills
Harmonized SWEET ADELIN



Dealer Directory

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

Contact the Editor to place your ad!



<p>KIM & PAM CARLISLE SHOWS & MAILORDERS ONLY 28220 Lamong Rd. Dept. H Sheridan, IN 46069 (317) 758- 5767 karlisl@worldnet.att.net</p>	<p>SHIRLEY EUGENIA DUNBAR Heisey a Specialty—Mail Order, Shows, Appraisals EMAIL: shirley400@aol.com PO Box 8344, Port St. Lucie, FL 34952 Oct-May (772) 337-1558 PO Box 222, Naples, ME 04055 May-Oct (207) 647-5652</p>	<p>SUM OF LIFE Elaine & Frank Husted: 610-469-1243 147 Barton Dr., Spring City, PA 19475 Traveling through eastern PA Call, stop in, be a buyer or a browser!! E-mail: frankly.me@comcast.net</p>
<p>ALL HEISEY AUCTION Consignments Welcome Apple Tree Auction Center 1616 W. Church, Newark, OH 43055 (740) 344-4282</p>	<p>MOUNDBUILDERS SECOND GENERATION Barbara and Richard Bartlett Heisey Exclusively! 1-904-280-0450 PO Box 1931, Ponte Vedra Beach, FL 32082 Toll Free 1-888-434-7397(HEISEYS) EMAIL: CLASYGLAS2 @AOL.COM</p>	<p>EAGLES REST ANTIQUES Buying Heisey, China & Pottery Carl and Mary Evans 62 Fieldpoint Rd., Heath, OH 43056 (740) 522-2035</p>
<p>PAULA & JEFF MORROW Elegant Glassware and American Dinnerware 126 Clinton Avenue Elmhurst, IL 60126 (630) 833-4644 mor-fab@comcast.net</p>	<p>H & R DIAMOND H Helen & Bob Rarey 1450 White Ash Dr. Columbus, OH 43204 (614) 279-0390 after 5:30</p>	<p>The American Bell Association P.O. Box 19443 Indianapolis, IN 46219-0443 www.americanbell.org</p>
<p>REALMS IN GLASS Roy Eggert Heisey Custom Stained Glass 12009 Fingerboard Rd, Monrovia, MD 21770 301-865-5196 royeggert7@cs.com</p>	<p>PIECE BY PIECE ANTIQUES Buy & Sell Specializing in Heisey Glassware Bryan K. Baker Fairfax Station, VA 22039 (703) 250-6117 piecebypiece@verizon.net</p>	<p>PATTON HOUSE ANTIQUES Specializing in Glass*Heisey*Cambridge*Fostoria*Duncan* Factory Antique Mall, Verona, VA off I-81 Exit 227 Antiquers Mall, Booth 81, Rt. 29 N., Charlottesville, VA The Daniels, Box 547, Louisa, VA 23093 (540) 967-1181</p>
<p>C&J ANTIQUES Cole & Jean Miesner Box 45, 72 Whig St. Newark Valley, NY 13811 (607) 642-9905</p>	<p>SIBYLS ANTIQUES & COLLECTIBLES Sibyl & Ned Lavengood Newcastle Antique Center 606 Castle St. Wilmington, NC (910) 763-7157 or Sibylsantiques@bellsouth.net</p>	<p>FRAN'S FANCY FINDS Fran & Jack Grenzabach 10534 Valencia Rd., Seminole, FL 33772-7511 (727) 391-5184 SHOWS MAIL ORDERS</p>
<p>CRYSTAL LADY Bill, Joann & Marcie Hagerty Specializing in elegant depression glassware 1817 Vinton St., Omaha, NE 68108 Shop (402) 341-0643 or Home (402) 391-6730 Email: ejhagerty@aol.com website:www.crystalladyantiques.com</p>	<p>WHALEY'S PRICE LIST 2004-2005 185 Pages of Heisey Glass ONLY \$25.00 @ includes first class postage Send Check to B.WHALEY, 48 RENWICK DR. FFG-CROSSVILLE, TN 38558</p>	<p>WILLEY'S ANTIQUES & MUSEUM Specializing in Heisey 11110 Cannon Rd., Frazeytsburg, OH 43822 16 miles east of Newark, OH (740) 828-2557</p>
<p>CHARLES & MILDRED FISHER Heisey animals and Heisey By Imperial animals 991 Idlewilde, Newark, OH 43055 cffisher@adelphia.net (740) 522-5398</p>	<p>MARSH'S ANTIQUES Dick and Virginia Marsh 4532 Newton Road Newark, OH 43055 swamp@alink.com (740) 366-5608</p>	<p>MOONGLEAM ANTIQUES Heisey Glassware & American Art Pottery John Woytowicz and Peter Rivard 70 Pleasant St., Gardiner, ME 04345 (207) 582-9048 E-mail: jmwpwr@aol.com</p>
<p>ROBERT M. LOCH Voting Member HCA and NWHC Pacific Interstate Glassware Co. PO BOX 469 Custer, WA 98240 360-366-3166</p>	<p>CRESTONE MANOR UNIQUES Harold & Loleta Hammontree 3317 Crestone Circle, Chattanooga, TN 37411 423-629-1274 hammonl@bellsouth.net Heisey Only</p>	<p>APPLE VALLEY COLLECTIBLES Richard Garnett & Marilyn Faxon— Owners Shows/ Mail Order (845) 691-6308 Email: diamondH95@aol.com</p>
<p>JOAN'S ANTIQUES Buy & Sell Heisey by Imperial Joe & Joan Cimini 67183 Stein Rd. Belmont, OH 43718 (740) 782-1327 upperiglady@windstream.net</p>	<p>THE CRYSTAL REPAIR DOCTOR Repairs to Damaged Crystal John T. Forrester PO Box 795, Kotzebue, AK 99752-0795 (907) 442-2680 crystalrepairdr@yahoo.com</p>	<p>WATERSEdge ANTIQUES Norene & Don Walzer Shows & Mail Order 25089 Riverwalk Drive Leesburg, FL 34748 (352) 314-8975 dnnwalzer@earthlink.net</p>
<p>JERRYS' ANTIQUES Shows Only Glassware and Other Fine Collectables PO Box 4485, Davenport, IA 52808 563-340-1871 jerrysantiques@mchsi.com</p>	<p>ONCE AND FUTURE ANTIQUES Susan & Stephen Pescatore 9 Donna Rd. Chelmsford, MA 01824 (978) 256-5418</p>	<p>BOB & MARY KREIMER Specializing in Heisey Glass 7044 SW 116th Loop, Ocala, FL 34476 (352) 873-8306 email: rkreimer@earthlink.net. Shows and Mail Orders Only</p>
<p>J & L TREASURES Specializing in Heisey, Cambridge, Fostoria, Tiffin, Morgantown, etc Linda Kilburn, PO Box 1257, Burlington, CT 860-673-4088 jltreasures@comcast.net</p>	<p>GW ANTIQUES Robert Gindhart & Gary Wimmershoff Santa Rosa, CA (707) 575-8706 gwant@sonic.net</p>	<p>YELLOW BRICK ROAD ANTIQUES Shows and Estate Sales Jean Will Leavenworth, KS 66048 (913) 682-4831</p>

When Renewing Your Membership

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

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

Visit The
National
Heisey
Glass
Museum



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

Facilities are air-conditioned and handicapped accessible. Hours are 10:00 a.m. to 4:00 p.m. Tuesday through Saturday, 1:00 to 4:00 p.m. Sunday. Members are admitted free, regular admission is \$4. Office hours are 8:00 a.m. to 4:00 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 1-10-07 make sure your dues are paid soon in order to receive next month's issue of *Heisey News*.

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

Shipping & Handling Fees for Outside US

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

Museum Volunteers for November 2006

Joe and Flo Harner
Chuck and Amy Jo Jones
Frank Kuhlmann
Dick and Ginny Marsh
Phyllis McClain
Don and Pat Moore
Karen O'Hare
Mac and Georgia Otten
Ginny Priest
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