



Cambridge Crystal Ball

Published monthly by the National Cambridge Collectors, Inc.
to encourage and report the discovery of the elegant and boundless product
of the Cambridge Glass Company of Cambridge, Ohio

Issue No. 192

April 1989

FROM THE PRESIDENT'S DESK

It is hard to prepare for the shock of leaving the Columbus, Ohio, airport terminal building in February, having left South Florida only hours before. This is true even when it is "cold" in South Florida, as it was this year when I departed for the NCC Quarterly Meeting and Annual Auction. There is a big difference between 70° and 15°, especially when going from one to the other in a relatively short period of time. Believe it or not, I did welcome the cold weather, since it has been an unusually warm winter here in Miami. The snow on Sunday was really a treat since I had not seen snow since the days of the Imperial liquidation sale.

Mother Nature does work in mysterious ways. The drought of last summer left the museum grounds brown for lack of water, and even the spring at the back of the property decreased its output to almost nothing. In late February and early March, with heavy rains during the latter part of February, and the spring resuming full function, ground water became a serious problem at the Museum. Surface water was so high it was coming up through cracks in the parking lot! As soon as it is possible to get equipment up to the back of the property, a ditch will be opened to drain off the water, as it comes forth from the spring, and this will alleviate much of the problem.

Binders for back issues of the Cambridge CRYSTAL BALL were introduced at the February Quarterly meeting and are being offered for sale (see page 18). They are

priced much less than you could purchase similar binders in any office supply or discount store. The binders are white, three ring notebooks with a plastic jacket. Inside the jacket, on the front cover, is the NCC, Inc., logo; and for the spine, there is a card on which you can record the contents of the binder. Each binder will hold the issues from two current years and with the early issues, approximately three years will fit into a binder. If you have all the issues, plan on six binders for previous issues, plus at least one for current and future use.

As always, the Auction had its store of surprises regarding bids; both higher and lower than expected. I will leave it up to you to review the winning bids (see page 12) and judge them for yourselves. Several items from the Auction found a new home here in Miami, including several items purchased because I felt they were a good buy.

Our Annual Convention is only three months away and if you haven't made plans to attend, now is the time to start. For more on the Convention see pages 4 and 5.

The Fund Raising Drive, I have been mentioning these past months, is now officially underway. A formal proposal was presented to the Board of Directors at their February meeting and was accepted. Details are given in a special article beginning on page 3. While rather ambitious, I think the goal that has been set, can be achieved, if every member gives their support.

Till next month . . . Collect Cambridge!

Cambridge Crystal Ball

Official publication of National Cambridge Collectors, Inc., a non-profit corporation with tax exempt status. Published once a month for the benefit of its members.

Membership is available for individual members at \$13 per year and additional members (12 years of age and residing in household) at \$3 each. All members have voting rights, but only one *Crystal Ball* will be mailed per household.

Back issues of the *Crystal Ball* are available (beginning with Issue No. 1, May 1973) for members only. Cost: 60 cents each or 12 issues for \$7.

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1989 Flea Market	Marybelle Moorehead
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Classified Advertising Rates

10 cents per word \$2.00 minimum
We cannot mix type size in classified advertisements. Abbreviations and initials will count as words. Payment in full **must** accompany all ads.

Display Advertising Rates

(Camera-ready ads preferred)	Members	Non-Members
1/8 page (9 items)	\$ 6.00	\$10.00
1/4 page (20 items)	10.00	15.00
1/2 page (20 items)	18.00	25.00
3/4 page	25.00	35.00
Full page (50 items)	33.00	45.00

Dealers Directory

Five-line maximum \$18.00 for 12 months

Cambridge *Crystal Ball* assumes no responsibility for items advertised and will not be responsible for errors in price, description or other information.

Advertising copy, articles, club news and notices must be in our hands by the 10th of each month to assure publication in our next issue.

Paid advertisements containing reproductions or new glass will not knowingly be accepted for publication.

Opinions or information stated in any signed article or letter printed in the *Crystal Ball* are those of the authors and may or may not agree with National Cambridge Collectors, Inc. The Editor reserves the right to refuse and to edit any material submitted for publication so as to conform with the editorial style of the *Crystal Ball*.

Please Address All Correspondence to:

National Cambridge Collectors, Inc.
P.O. Box 416 Cambridge, Ohio 43725

President — Mark A. Nye, 305/221-0343

Secretary — J.D. Hanes, 614/432-6794

Editor — Phyllis Smith, 513/323-3888

Please notify us immediately of any change in your address

Please enclose an SASE when requesting information.

CAMBRIDGE GLASS BOOKS FOR SALE

by National Cambridge Collectors, Inc.

* **COLORS IN CAMBRIDGE GLASS**
(128 pages - 60 color plates - fully indexed)
Hardbound with Price Guide \$19.95

* **1930-34 CAMBRIDGE GLASS CO. CATALOG REPRINT**
(250 page reprint of original catalog)
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CAMBRIDGE, OHIO GLASS IN COLOR II
Spiralbound \$5.95

by Harold and Judy Bennett

1903 CAMBRIDGE GLASS CO. CATALOG REPRINT
(106 page reprint of an original catalog)
Paperback \$7.50

Address your orders to:

BOOKS
National Cambridge Collectors, Inc.
P.O. Box 416
Cambridge, OH 43725

Please add \$1.00 (P & I) per order.
(Not required for Price Guide)

Ohio residents please add 6% state sales tax.

DEALER DISCOUNTS AVAILABLE - PLEASE WRITE!

NCC Museum of Cambridge Glass

The museum is located on U.S. Route 40, one-eighth mile east of I-77 near Cambridge. Hours: 12 noon to 4 p.m., Wednesday through Sunday (March through October). Phone 614/432-4245.
Closed Easter and July 4th.

\$100,000

by MARK A. NYE

This is the goal of the Fund Raising campaign that officially got underway at the February 1989 Quarterly Meeting. The drive is to last for two years, ending at the February 1991 Quarterly Meeting, or before, if the goal is reached sooner. While this does sound like a great deal of money, I believe the goal is obtainable. Before I go into details about the campaign, just a few words about why we, N.C.C., Inc., needs this money.

I have, in previous months, described the need for N.C.C., Inc., to own a substantial core collection of Cambridge glass for the Museum display. We should not have to continue to rely on the generosity of club members for the basic core display. In the beginning it made a great deal of sense to spend the limited funds available on a museum facility and its upgrade, and to use members' collections to fill the museum's display cabinets. Now that we have, at least for the present and immediate future, an adequate facility, we must turn our attention to obtaining our own glass to fill its display cases. At least 50% of all funds raised will go toward the purchase of glass for the Museum and this will begin as soon as sufficient monies are available. We will continue to ask members and friends for special displays, such as the extensive Caprice collections currently on exhibition.

The balance of the funds obtained will be reserved for museum renovation and expansion, as the need arises in the future. (If needed, these funds might also be used to carry out repairs to the current facility. However, at the present time we have the cash to cover such repairs.) In the mean time, these monies will be invested. The present museum facility meets our current needs, particularly in light of the recently added display cases and the availability of the Board meeting room for an additional display area. If we continue to grow, and that is the goal, then sometime in the not too distant future we will need to expand; and, it simply makes sense to have at least part, if not all, of the funding available, rather than to start raising capital at that time, or to go into debt.

Why do I believe the goal of \$100,000 is obtainable? Using a year end (1988) figure of 922 master members - if each member was to

put aside only \$1.00 each week for the next two years, and donate this money to N.C.C., we would have raised \$95,888! So, this is what we are asking each master member to do; put aside one dollar each week, earmarked for N.C.C., Inc., for the next two years. At the end of two years, you will have donated \$104.

In lieu of cash, donations of glass for the Museum, or goods and services, applicable to museum operation and maintenance, equivalent in market value to at least \$104 would be accepted and would count toward the fund raising goal. The donor would receive the same recognition as those giving cash.

One dollar per week is not a large amount when compared to the cost of such items as beer, cigarettes, candy bars, fast food items, ice cream, mixed drinks, etc. Each week, forgo one of the preceding and you will have your dollar for N.C.C.!

We are not asking for formal pledges, nor a set payment schedule. The rules for this fund raising campaign are quite simple. In what ever manner you wish, and on your own time schedule, sometime during the next two years, donate, to the National Cambridge Collectors, Inc. Fund Raising Campaign, \$104. The names of all donors will be published in the Cambridge CRYSTAL BALL, and will receive some type of souvenir item. All donors giving the full \$104 will be eligible for a grand prize to be awarded when the goal is reached. The nature of these items will be determined in the coming weeks and announced at the annual Convention.

Remember, all donations to N.C.C., are tax deductible and you will receive an acknowledgement suitable for tax purposes. Some companies and corporations provide matching funds when an employee gives to a non-profit organization such as ours. Check with your employer to see if they participate in such a program. Mention that we (N.C.C.) are, a 501(c)(3) Non-Profit Organization, and are beginning a major fund raising drive. Also, as you prepare or revise your will, please remember N.C.C. A suitable recognition of such a gift would be prepared and permanently displayed at the Museum.

To raise the additional \$4,000 needed to reach the \$100,000 goal, associate members are also encouraged to make donations in addition to

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NATIONAL CAMBRIDGE COLLECTORS INC.
ANNUAL CONVENTION
JUNE 22 - 25, 1989

PRELIMINARY SCHEDULE OF CONVENTION EVENTS

Thursday - June 22

- 10:00 am - Convention Office Opens in Room 100. Registration packets available for pick-up.
- 5:00 pm - Convention Office closes
- 7:00 pm - Convention Chairman's Reception. Upstairs Banquet Room. Registration Required. Cash Bar

Friday - June 23

- 9:00 am - Convention Office Opens. Registration packets available for pick up in Room 100.
- 12:00 am - Slide Programs Begin
- 4:30 pm - Book Sales Open - Room 101
- 5:00 pm - Glass Show Opens. Ticket Required
- 7:00 pm - Convention Office Closes
- 8:00 pm - Opening Session - Upstairs Banquet Room
Pay Bar - Cold Plate Dinner - Announcements
Mini-auction. Ticket required.

Saturday - June 27

- 5:00 am - Dealer set up at Flea Market. Admission Fee for non-dealers
- 6:00 am - Flea Market Opens - Downtown School Building - Old Washington. Admission Fee
- 8:00 am - Buffet Breakfast Upstairs Banquet Room. Ticket Required
- 9:15 am - Saturday Morning Program - Speaker to be announced.
- 11:00 am - Glass Show reopens. Book Sales reopen in Room 101. Convention Office in Room 100 reopens.
- 12:00 Noon - Tours of Mr. Arthur J. Bennett's Home
- 12:00 noon - Slide Programs Resume
- 3:00 pm - Annual Show & Tell Program. Bring your interesting items for discussion and identification. Lynn Welker.
- 4:00 pm - Convention Office Closes
- 6:00 pm - President's Reception Banquet Room Upstairs. Cash Bar
- 7:00 pm - Annual Banquet. Ticket Required. Speaker To be Announced

Sunday - June 28

- 9:00 am - Buffet Breakfast Upstairs Banquet Room. Ticket Required.
- Annual Meeting of National Cambridge Collectors Inc. to follow breakfast
- 12:00 noon - Glass Show Reopens. Book Sales reopen.
- 1:30 pm - Former Cambridge Glass Company Employees Reunion at the NCC Museum. Bill Smith Coordinator.
- 5:00 pm - Antique Show and Book Sales Close

Convention Time Approaching

by MARK A. NYE, Convention Chairman

By the time you read this, Convention 1989 will be less than three months away. This is hard to believe, especially when I realize how many details remain to be tied down in the coming weeks. Do your part in planning and preparation for the Convention by: 1) planning on attending; 2) planning on loaning console bowls and candlesticks for use on the Banquet tables; and 3) promising yourself to sign up to help during the Convention. Remember, no matter how hard the Convention committees work, it is the membership that makes the Convention a success or failure, by their participating, or not.

At the Chairman's Reception on Friday night we will be having a Silent Auction, with all proceeds going to the Fund Raising Drive. We are in need of pieces of glass, primarily from the 1940s, to use in the Auction. The glass will be on display and each person who wishes to bid will simply write their name and bid on a tablet in front of each item. There will be an unannounced and different time limit on each piece. The winning bid will be announced as each time limit is reached.

Friday night will be the opening session and we will be repeating the hamburger and salad plate dinner served last year. Donated glass or other items are needed for the Mini-Auction that follows this session.

It is with pleasure I announce that this year we are able to offer tours of Mr. Arthur J. Bennett's former home. It has been restored and opened as a bed and breakfast. The owners have graciously consented to give tours on Saturday between 12 noon and 2 p.m. Due to limited parking at the house, we will organize car pools that will leave the Shenandoah Inn at regular intervals. Do take advantage of this opportunity to see how Mr. & Mrs. Bennett and their family lived.

I do hope to have two new programs ready for their initial viewing at the Convention. In addition, we will be showing other programs that are in the N.C.C. program library.

In this issue you will find a preliminary Convention schedule. There may be a couple of changes when the final schedule is published in the June issue, so watch for it. A copy of the final schedule, showing times and locations for all programs and events, will be included in your Registration packet.

As announced previously, there will be No Display Room at this year's Convention. There may be a special event at the Museum in lieu of the display, if all the details can be worked out. Watch for an announcement in future issues.

Motel reservations, regardless of where you plan on staying, should be made soon. The Shenandoah Inn and the in-town motels do fill up, so to assure yourself of a room in the desired location, reserve now. For a list of motels in the Cambridge area, see page 13.

Plans for speakers at both the Saturday Morning session and the Banquet have not been finalized. Watch for an announcement in a future issue.

The Convention Registration form will be in your May CRYSTAL BALL.

CAMBRIDGE or BUST - JUNE 1989!

auction report

by CINDY ARENT

If you weren't at the Shenandoah Inn, in Old Washington, Ohio, on February 25th, to attend the National Cambridge Collectors annual All-Cambridge Glass Auction, you missed one of the best opportunities of the year to buy the very collectible Cambridge glassware.



Bidding was fast and furious as Auctioneer Craig Connelly, once again, set the pace!

This very special Auction marked the 16th year that N.C.C. has held this well known event and, as usual, collectors traveled from across the country to attend. There were nearly 200 glass collectors and dealers in attendance from eleven different states, including: Ohio, Florida, Illinois, Virginia, West Virginia, Missouri, North Carolina, Michigan, Minnesota, Kentucky and New Jersey.



The Community ewer and basin sold for \$175; the Strawberry tankard and 8 tumblers \$150; and the Wheat Sheaf lamp realized \$90.



Among the more unusual items: Wheat Sheaf decanter and 5 whiskey tumblers brought \$90; the 4-handled #2351 Vase \$160; and the rare Fish tankard \$315.

This year's auction was once again organized by N.C.C. Board member and auction chairman, Lynn Welker. He managed to assemble 339 lots of fine, handmade glassware, all of which was produced by the Cambridge Glass Company during the years 1901 thru 1958.



Part of the fine selection of Crown Tuscan and Near Cut glassware offered for sale.

All lots in the auction were sold to the highest bidder, with fierce competition occurring for some of the more unusual items. Prices ranged from a high of \$875 for the extremely rare crystal 8-1/2" covered Swan with rose knob on the lid; to a mere \$5 for a 5 oz. Georgian tumbler in mandarin gold.

Other interesting items included: a crystal 5" Bunny Box \$180; 13-1/2" ivory Draped Lady

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\$600; turquoise Queen salt & peppers \$130; helio Perfume lamp with original fittings and box \$350; child's Fernland covered butter \$65; green carnival Feather cracker jar \$300; 2-1/2" insert flower holder for blown vase \$70; forest green Frog handled vase/pitcher \$275; peachblo Melon Boy flower figure \$250; Nude short stem smoke Comport \$300; door portiere chain \$190; jade Doric Ram's Head bowl and candlesticks \$200; and an amber gold encrusted Rosepoint 3-part celery/relish \$145.

Crystal doorknobs with original fittings sold for \$35 a pair; and a single milk glass doorknob went home with some luck bidder for \$30. These are not items that you see often.



There were many items in moonlight blue.



Small items were plentiful and most brought very good prices.
The milk glass hatchet went for \$60.



Pictured here is the jade Console set mentioned above, and a beautiful amethyst bowl and candlesticks with gold encrusted Gloria etch that sold for \$175.



The Turtle flower frog had a fairly large chip and brought only \$27.50. It will make that lucky collector a nice shelf piece, for a very reasonable price. This hard to find piece would have brought many times that price had it been in perfect condition.

A few surprises included: the 9 oz. Georgian tumblers that brought \$115 in bluebell; \$100 in mulberry; and \$47.50 in amber; and the 12 oz. Georgian tumbler in royal blue that sold for \$75. These items, especially in bluebell and mulberry are not commonly seen, but who would have guessed they would bring \$100 or more.

The complete list of prices realized during the sale can be found on page 12 of this issue. If you have lost your copy of the Auction list, you can receive another by sending \$1 and a large SASE (25¢) to N.C.C. Inc.

All in all, the Auction was a great success, thanks to all who consigned glass and all who worked so hard to make it happen. If you were not able to attend this year, be sure to make plans to be there next year.

Club News

National Cambridge Collectors, Inc.
Quarterly Meeting
February 24, 1989
Shenandoah Inn, Old Washington, Ohio

The meeting was called to order at 8:22 p.m. by President Nye. In attendance were 12 Board members and 60 club members.

The minutes of the previous meeting, held on November 5, 1988, were read by secretary J.D. Hanes, and approved.

The treasurer's report was given by Bill Smith. It showed, that as of 12-31-88, our Operating Equity was \$23,050 and Museum Equity was \$126,191 - for a total of \$149,241. Bill explained that equity is not operating money. In the regular checking account the balance as of 1-31-89 was \$1,072 and as of 2-24-89 the balance was \$68.03. In the money market account as of 1-31-89 the balance was \$17,377 and as of 2-24-89 the balance was \$12,577. Bill stated that the above balances were not a lot of money and that he was open to suggestions for increasing balances.

Jim Finley asked if the Museum is the answer? Bill said yes, but we must increase the Museum equity.

Jim Finley then asked if we would be further ahead if we had 600 new members? Bill replied that on the operating side no, but for the museum possibly.

Ed Sweeney asked the question as to how much money we take in and pay out each year? Bill stated that it is around \$25 to \$30 thousand each year.

Bill stated that we are always looking for money and ways to save it.

COMMITTEE REPORTS

MEMBERSHIP: Chairman Phyllis Smith asked new members, who were present, to stand and introduce themselves. She reported that we have 911 individual members, 351 associate and 7 honorary, for a total of 1,269. She stated that about 600 of the 911 individual members have no associates with them.

CRYSTAL BALL: Editor Phyllis Smith reported that the March issue is ready for the mail and will probably be mailed on Monday or Tuesday. She asked for more classified ads and for more Dealers Directory ads. She also asked for more suggestions or ideas for the CRYSTAL BALL.

AUCTION: Chairman Lynn Welker will give a report later.

MUSEUM INTERIOR: Janice Hughes reported that they had planned to clean during the winter, but could not, due to water problems at the Museum. They have some of the cleaning done, but not a lot.

BY-LAWS: Chairman J.D. Hanes presented the change to Article VI, Section 7 - Study Group Advisory. He read the section as it currently was in the By-laws and explained why the change was requested.

Willard Kolb made a motion that the amendment to the By-laws be made. Janice Hughes seconded. Motion passed.

NON-GLASS ITEMS: Cindy Arent reported that they are currently working on sorting and binding the payroll records. These are hoped to be done by Convention. She stated that they would be working on the molds again in the Spring.

NOMINATING COMMITTEE: Chairman Willard Kolb reported that the nominees for the Board of Directors were: Joy McFadden, Columbus, Ohio; Judy Momirov, Cambridge, Ohio; and Willard Kolb, St. Clairsville, Ohio.

President Nye asked for nominations from the floor. Janice Hughes nominated Doyle Hanes, Cambridge, Ohio.

President Nye asked if there were any more nomination. Nominations were closed. The ballot will appear in the May issue of the CRYSTAL BALL.

President Nye then asked the nominees to stand. He also asked the Board members to stand and introduce themselves to the membership.

CONVENTION: Chairman Mark Nye reported that speakers had not yet been scheduled. He stated that he had written to one person who had regretfully declined.

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Convention Extra



Former A.J. Bennett Home

by CINDY ARENT
Your Tour Guide

Leyshon Bed And Breakfast

(Formerly A.J. Bennett Estate)

*Is accepting reservations for your
overnight guests or business clientele*

519 N. Seventh St., Cambridge

432-7822

This year at the annual N.C.C. Convention, we will be offering a very exciting EXTRA! On Saturday, June 25th, you will be able to tour the home that A.J. Bennett lived in while he owned and operated the Cambridge Glass Company.

This beautiful English Tudor style home was purchased by Frank and Julie Leyshon in 1987. The Leyshons are now in the process of restoring this historical Cambridge landmark to it's original state, as it appeared while owned by Mr. Bennett.

The restoration effort has proved to be a big challenge for the Leyshons. For example, one of the previous owners had divided the home into six apartments, with little regard for the beauty or previous history of the home. Imagine trying to restore a house that was big enough to make into six apartments.

One of the first projects undertaken was to repair the tiled roof. When the Leyshons bought the home, several of the antique tiles were missing or needed repair. Luckily, Mr. Bennett had stored away some extras, which were still in the home after many owners. If the Leyshons hadn't found these, they may have had a long search to find matching replacements.

Some of the outstanding features of the former Bennett home include the original brass light fixtures, stained and beveled glass windows, beautiful oak woodwork, and a large marble shower with separate bath in the master bedroom.

Mrs. Leyshon also stated that the contrast of light and dark throughout the house is very interesting. For example, in 1930, Mr. Bennett added on a sun room with many windows at an angle to the back of the house. The light in this area of the house is in contrast to the living room which has only one window and is very dark.

The Leyshons have opened a bed and breakfast in one part of their home. Some of you may be fortunate enough to stay at this lovely home during Convention weekend, if you hurry to make your reservation.

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CLUB NEWS continued from page 8

He reported that the only major change in the Convention would be that there will be no Display Room. The Book Sales will be moved into the room so that it will allow better security. All of the functions will be the same as last year.

FLEA MARKET: Chairman Marybelle Moorehead reported that the Flea Market will be held in the same location as last year. The contracts will be going out the first of the week.

ANTIQUÉ SHOW: Chairman Joy McFadden reported that the contracts are out and the deadline for returning them will be 3-15-89. She stated that if anyone wants to be on the waiting list to please let her know.

President Nye postponed the Projects and Study Group Advisory reports until later.

OLD BUSINESS: President Nye brought up the subject of fund raising. He restated that the goal is \$100,000 over the next two years. He stated that the primary method should be the pledge method. This is for each member to make a pledge of \$1 per week, to N.C.C., Inc., over the next two years. This would total \$104 for each member. Taking that figure times 922 members would be a total of \$96,000. The payment could be made in two annual payments of \$52 each.

President Nye suggested that a bank would be a good way to keep this money stored and separate. Lynn Welker stated that a good way to keep the money would be for everyone to buy a covered piece of glass at the Auction to store their pledge money in, and that too, would also help N.C.C.

President Nye stated that in lieu of the \$104 in cash, other donations in that amount could be made, such as in tools, office supplies, cleaning materials, etc.

President Nye then gave examples of how little one dollar a week really is. It is equal to one lottery ticket, one beer, one pack of cigarettes, two cups of coffee, two cans of pop, one Big Mac, etc. He asked all of the membership to think about it.

President Nye then went back to the Committee reports.

PROJECTS: Chairman Bill Smith showed examples of the new CRYSTAL BALL Binders. They will sell for \$6 each, plus \$1 each for postage. He also stated that 6 binders should hold all back issues of the CRYSTAL BALL.

STUDY GROUP ADVISORY: Chairman Phyllis Smith reported that we currently have seven active Study Groups. She also reported that the Michigan Caprices have disbanded.

The meeting then returned to Old Business.

Carole West asked if there could be a list made of what was needed for the Museum, concerning the donations.

President Nye stated that we would not publish a list of Museum owned glass. However, a member could find out privately if the piece was already in the collection.

Carole West asked what kind of tools, etc., were needed for the Museum.

President Nye stated that a list would be published as to the needs by the various committees.

Lynn Welker stated that the chance of any glass donations being a duplicate of anything already owned by the Museum was not really much of a possibility.

NEW BUSINESS: Sharon Moore asked the question as to how the glass for the Auction is donated.

Lynn Welker and President Nye explained that the glass is consigned to the Auction. The seller gets 80% of the selling price and the Museum gets 20%. Lynn also explained how the mail bids worked and that the consignee is not allowed to bid on his or her own glass.

Bill Smith told of all the work that is done for the Auction and that the approximate profit last year, after all of the bills were paid, was \$1,700.

A motion was made by Janice Hughes to adjourn at 9:10 p.m. Motion carried.

Lynn Welker next presented the "Show & Tell" for the evening, along with a Preview of some of the more unusual items in the Auction.

J.D. Hanes, Secretary

January 6, 1937

#1492 SWAN WITH COVER

CIRCULAR LETTER #31
TO ALL AGENTS:

We have sent you sample in Moonlight of our #1492 8½" Swan, with cover.

It has been suggested that the Swan with cover would make an excellent Candy Box or Bon Bon, so we have changed the design of the Swan and have made a cover for it.

This will be made in Crystal and Moonlight and the price is \$30.00 per dozen list, subject to regular discounts.

Carry one of these new samples and show it to the trade and we hope you will be able to send us some nice business for the same.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H. A. Lovelady

mj

C/L #41
1937

		SWANS	<u>Crystal</u> Per Doz.	<u>Moonlight</u> Per Doz.
1040	3 in.		3.75	-
1041	4½ in.		6.00	-
1042	6½ in.		9.00	-
1043	8½ in.		16.50	16.50
1044	10 in.		30.00	-
1045	13 in.		60.00	-
1492	8½ in.		30.00	30.00
1221	16 in. Punch Bowl		82.50	-
1221	16 in. Punch Bowl & Base		90.00	-
1221	5 oz. Punch Cup		4.50	-
1221	14 pc. Punch Set		144.00	-



EDITOR'S NOTE: These two Circular Letter's are being shared with us by Carl Beynon. They are of special interest, at this time, since the crystal covered swan (shown here) sold at this year's Auction, for \$850. Our Museum owns one of these swans in moonlight blue. As you can see, they originally sold wholesale for \$30 per dozen.

1989 Auction Results

1.\$ 10.00	61.\$ 50.00	121.\$ 70.00	181.\$ 75.00	241.\$ 30.00	301.\$ 32.50
2. 35.00	62. 55.00	122. 90.00	182. 75.00	242. 30.00	302. 12.50
3. 17.50	63. 95.00	123. 55.00	183. 17.50	243. 45.00	303. 7.50
4. 7.00	64. 75.00	124. 85.00	184. 45.00	244. 47.50	304. 37.50
5. 20.00	65. 45.00	125. 25.00	185. 25.00	245. 25.00	305. 20.00
6. 22.50	66. 60.00	126. 25.00	186. 27.50	246. 12.50	306.* 45.00
7. 24.00	67. 35.00	127. 30.00	187. 25.00	247. 6.00	307. 22.50
8. 18.00	68. 105.00	128. 40.00	188. 27.50	248. 17.50	308. 24.00
9. 23.00	69. 45.00	129. 200.00	189. 165.00	249. 40.00	309. 12.00
10. 40.00	70. 25.00	130. 45.00	190. 80.00	250. 35.00	310. 45.00
11. 10.00	71. 52.50	131. 45.00	191. 40.00	251. 42.50	311. 55.00
12. 36.00	72. 80.00	132. 80.00	192. 60.00	252. 50.00	312. 72.00
13. 10.00	73. 85.00	133. 255.00	193. 250.00	253.*	313. 24.00
14. 17.50	74. 40.00	134. 165.00	194. 15.00	254. 30.00	314. 17.50
15. 45.00	75. 25.00	135. 30.00	195. 30.00	255. 40.00	315. 25.00
16. 55.00	76.*	136. 25.00	196. 17.50	256. 40.00	316. 50.00
17. 30.00	77.* 11.00	137. 35.00	197. 20.00	257. 72.00	317. 24.00
18. 90.00	78. 45.00	138. 25.00	198. 10.00	258. 27.50	318. 10.00
19. 40.00	79. 50.00	139. 60.00	199. 17.50	259. 17.50	319. 40.00
20. 15.00	80. 100.00	140. 90.00	200. 27.50	260. 20.00	320. 30.00
21. 50.00	81. 13.00	141.* 30.00	201. 45.00	261. 15.00	321.*
22. 60.00	82. 25.00	142. 30.00	202. 95.00	262. 110.00	322.*
23. 55.00	83. 20.00	143. 275.00	203. 45.00	263. 35.00	323. 30.00
24. 40.00	84. 22.50	144. 60.00	204. 45.00	264.* 90.00	324. 85.00
25. 115.00	85. 37.50	145. 40.00	205. 60.00	265. 30.00	325. 45.00
26. 100.00	86. 50.00	146. 32.50	206. 45.00	266.* 5.00	326. 35.00
27. 41.00	87. 20.00	147. 25.00	207. 50.00	267. 20.00	327. 40.00
28. 45.00	88. 22.50	148. 20.00	208. 100.00	268. 25.00	328. 15.00
29. 15.00	89. 65.00	149. 20.00	209. 35.00	269. 40.00	329. 25.00
30. 12.50	90. 40.00	150. 15.00	210. 600.00	270.* 63.00	330. 22.50
31. 47.50	91. 7.50	151. 12.50	211. 60.00	271. 45.00	331. 25.00
32. 75.00	92. 7.00	152.* 27.50	212. 25.00	272. 45.00	332. 15.00
33. 17.50	93. 45.00	153. 115.00	213. 60.00	273. 25.00	333. 15.00
34.* 5.00	94. 300.00	154. 35.00	214. 35.00	274. 15.00	334. 5.00
35. 8.00	95. 90.00	155. 45.00	215. 35.00	275.* 40.00	335. 54.00
36. 25.00	96. 70.00	156. 17.50	216. 115.00	276.* 52.50	336. 12.50
37. 70.00	97. 160.00	157. 35.00	217. 90.00	277. 27.00	337. 22.50
38. 350.00	98. 315.00	158. 47.50	218.* 300.00	278. 27.00	338. 15.00
39. 30.00	99. 45.00	159. 75.00	219. 875.00	279. 90.00	339. 20.00
40. 37.50	100. 60.00	160. 22.50	220. 175.00	280. 25.00	* Additions
41. 15.00	101. 30.00	161. 27.50	221. 55.00	281. 55.00	and
42. 35.00	102. 175.00	162. 27.50	222. 190.00	282. 130.00	corrections
43. 100.00	103. 35.00	163. 22.50	223. 50.00	283. 75.00	34. chip
44. 45.00	104. 20.00	164. 55.00	224. 55.00	284. 60.00	76. Not
45. 45.00	105. 27.50	165. 17.50	225. 90.00	285. 145.00	Cambridge
46. 45.00	106. 10.00	166. 17.50	226. 50.00	286. 70.00	77. lg. chip
47. 17.50	107. 27.50	167. 22.50	227. 12.50	287. 50.00	111. (3)
48. 27.50	108. 55.00	168. 22.00	228. 22.50	288. 55.00	141. bruise
49. 20.00	109. 170.00	169. 7.00	229. 10.00	289. 80.00	on stopper
50. 30.00	110. 55.00	170. 11.00	230. 30.00	290. 60.00	152. Ebony
51. 45.00	111.* 160.00	171. 35.00	231. 40.00	291. 64.00	218. #3011
52. 17.50	112. 52.50	172. 7.50	232. 54.00	292. 120.00	253. damage
53. 130.00	113. 30.00	173. 20.00	233. 33.00	293. 48.00	264. #3900
54. 17.50	114. 15.00	174. 7.50	234. 45.00	294. 25.00	266. repair
55. 45.00	115. 17.50	175. 40.00	235. 40.00	295. 22.50	270. (7)
56. 160.00	116. 35.00	176. 70.00	236. 80.00	296. 35.00	275. (4)
57. 180.00	117. 45.00	177. 110.00	237. 208.00	297. 35.00	276. (7)
58. 90.00	118. 75.00	178. 25.00	238. 27.50	298. 10.00	306. (5)cord.
59. 120.00	119. 17.50	179. 40.00	239. 51.00	299. 27.50	321. & 322.
60. 45.00	120. 25.00	180. 12.50	240. 42.50	300. 10.00	Not Camb.

\$100,000 continued from page 3

the master member. These donations will receive the same recognition as those from master members. In addition, members who feel they can afford to do so, would be encouraged to give more than the \$104 over the two year period.

In closing, I wish to share with you part of a letter I received late in 1988, from a member, who, for the time being, shall remain anonymous.

"Enclosed you will find a check for \$125. This is for two purposes. The first is to pay my membership dues (renewal is in May) and the second is to issue a challenge to all other members. I am sure you remember your statement at the Quarterly meeting: 'if every member of the club put aside one dollar every week for the next two years, and donated it to the club, we would have over \$100,000.' Well this works out to \$104. After deducting the annual dues of \$13, this leaves \$112 for the club to spend as it sees fit.

I challenge all other members to match my donation of \$112. I don't want to hear how bad a year it has been because mine hasn't been very good either. Try opening a shop and have the phone company lose all of your yellow page ads. Business doesn't exactly know you exist, much less where you are. It probably would have been bad, but they left us out of the white pages as well. This is in addition to the normal family problems, work problems and everyday problems. So, no excuses, if I can free up the funds for the 'two years' most everyone else can."

More on the Fund Raising Campaign next month!

CONV. EXTRA continued from page 9

We are very excited about this added attraction and hope you will take advantage of the opportunity to join us for "A Tour of the Bennett Home," on Saturday of Convention weekend.

Included on the Convention Registration form will be a place to indicate your interest. This

will give us, and the Leyshons, an indication of how many Cambridge Glass History Buffs we can expect for the tour.

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WE GET LETTERS

Dear Friends,

We wanted to take a moment to thank each and everyone of you for a job well done. The auction was wonderful and very well organized. Your choice of the auctioneer was great. We thoroughly enjoyed ourselves and were most pleased with our purchases.

As new members, it was the first event we've attended but we are already looking forward to June's activities.

This past weekend gave us an entirely new insight as to what the Club is all about. Everyone certainly made us feel welcome and it was nice to have an opportunity to put the names and faces together.

The Officers and Board of Directors are to be commended for the smooth, efficient and economical manner in which you operate our organization. You can count on us to be supportive of all your future endeavors.

Sincerely,
Kel & Sharon Moore
Illinois

In Memoriam

EUGENE P. HENN
Died May 22, 1988

"Out of the utter darkness of unconsciousness, we emerge into the light of this life, borrow a body from the elements, fret our brief hour away, and vanish."

We are deeply saddened to report that our dear friend Gene Henn has passed away. Word was received from his daughter Joan, that he passed quietly in his sleep, after several years of failing health.

We first met Gene in June 1975, when he traveled by bus from Huntsville, Alabama, to Cambridge, Ohio, to be our Convention Banquet speaker. Everyone who was present for that meeting will always remember the joy we experienced in hearing him speak. We all sat and listened until the wee hours of the next morning. It was, a once in a lifetime experience, and one that those present, will never forget.

Mr. Henn was employed by the Cambridge Glass Company for thirty-two years as one of their top salesmen. At the time of the com-

pany closing in 1954, he shut the doors of the New York showroom for the very last time.

Our deepest sympathy is sent to his daughter Joan, son Eugene P. Henn, Jr., and other family members and friends.

— Classified —

FOR SALE: Cambridge w/Farber, 4-1/2" cocktails (4) royal blue, amethyst, carmen, green, set \$50. Caprice 6" vase, amethyst \$65. Rose-point #3900/65 12" oval bowl \$60. UPS Extra. **Robert Taylor**, 80 Middle St., Apt. 21, Gloucester, MA 01930. Phone: 508/281-4637.

FOR SALE: #3122 Diane etched: 7-1/4" goblets (11); 5" juices (12); sherbets (8); 6-1/4" underplates (5). Make offer. **Barbara Jennings**, 134 Garden Parkway, Henrietta, NY 14467.

WANTED: Mayonnaise ladle, amber (Color Book, plate 59, row 2, #4). **Clarke West**, 3433 Turner Drive., Springfield, OH 45504. Phone: 513/390-3617.

WANTED: Cambridge Apple Blossom in crystal. Service pieces, bowls, candles, pitcher, etc. Also, Cleo in pink; #1091 crystal sauce boat liner with or without Apple Blossom etch. **Dana Stephens**, 1446 - 78th St., University City, MO 63130.

WANTED: Chantilly Pattern, #3625 5 oz. tumblers and #3900/100 6 oz. oil cruet. **Ruth C. Battenhouse**, 204 Murrsville Rd., Trafford, PA 15085. Phone: 412/373-2310.

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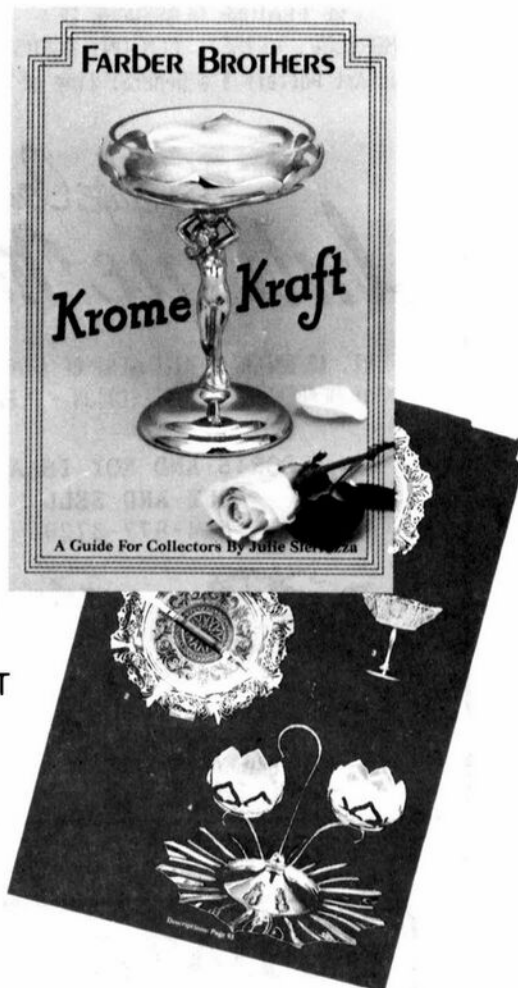
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