



Cambridge Crystal Ball

Published by the National Cambridge Collectors, Inc. as a resource which informs, invites and inspires people to encourage the continued preservation of the glass produced by the Cambridge Glass Company of Cambridge, Ohio for future generations.

Issue No. 488

May 2015

New Season Begins at the Museum

By Cindy Arent

Even before the museum opened on April 1st, members were stopping in to see the new displays. During March, the deteriorated flag was replaced, the winter debris was cleaned up outside the museum and the tile floors were waxed.

On opening day, David Ray arrived for a visit and helped create some Easter baskets in Cambridge Glass for the gift shop. He also took a photo of the first visitors of the season as they were leaving the museum. Both the Friday and Saturday before Easter were quite busy!

This year we have a new docent at the museum that many of you already know. Sandy Bridwell-Walker worked the first Friday and Saturday with Sandi Rohrbough, Gary Wiseman and Betty Sivard to learn how the museum operates. Sandy is a glass dealer at not only the NCC show, but also others around the country. Welcome aboard, Sandy! Julie Davey will also be working again this year, so we have an experienced team for 2015.

Just a few days after we opened the museum, a photo mural of the Cambridge Glass Company cutting/engraving department was added. The mural was made possible by a grant received from the Guernsey County Community Development Corporation. We do not have the names for any of the employees in the photo and are hoping that someone will recognize a person from their family who worked at the Cambridge Glass Company in the engraving department. When a glasshouse photo is posted on the museum's Facebook page, it generates a lot of interest and several names of workers in the photos have been discovered. Remember to "Like" the page to keep up to date on museum happenings.

Two grants have also recently been submitted. The Cambridge/Guernsey County Visitors & Convention Bureau Grant Assistance Program application was delivered in March. I wrote the grant application to include marketing and advertising for the Museum, March Auction and June Glass Show & Sale. The recipients will be announced by the VCB in April. The second grant submitted was to the Cambridge Kiwanis Foundation. The grant guidelines include education, arts and humanities, and quality of life. The NCC application was written to include interactive technology and equipment to provide a more experiential museum experience. The non-profit organizations chosen to receive a grant from The Cambridge Kiwanis Foundation will be announced in late June, so keep your fingers crossed.

As I write this article, the museum has only been open four days, so watch next month for more news and info. See you at the museum!

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National Cambridge Collectors, Inc.

PO Box 416 Cambridge, OH 43725-0416

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 Cindy Arent

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ADDRESS CHANGES

Please send address changes to:

Membership - NCC

PO Box 416

Cambridge, OH 43725-0416

or by e-mail to:

membership@cambridgeglass.org



CONTACT US

136 South 9th Street

Phone: 740 432-4245

nccglass@yahoo.com



David Ray, President.....

e-mail: westervillesh@hotmail.com

Nancy Finley, Secretary.....

e-mail: jefinley@charter.net

Heritage Society

Ensuring the preservation mission of the NCC through planned giving and estate bequests.

Members of The Heritage Society are those who have included the NCC in their wills or estate plans, thus providing the organization with a secure future.

The mission of The Heritage Society is to foster smart estate planning and to assure that NCC is not forgotten as an important beneficiary. Any pledge is meaningful and appreciated.

All Cambridge collectors - both current and future - will benefit from, and be grateful for your support.

Let us know how we can help with your future plans.

NCC Website: www.CambridgeGlass.org

Miami Valley Study Group Website: www.mvsg.org



PRESIDENT'S MESSAGE

Preparing for Convention

As I write the May President's Message, many families are gathering to celebrate the Easter holiday. Similarly, annual convention represents the coming together of our Cambridge glass family to celebrate the glassware produced by the Cambridge Glass Company. Annual convention is scheduled for June 25-27. An added feature this year will be a pre-convention open house hosted by Bobbi Henderson and Linda Gilbert on Wednesday, June 24 from 6:00-9:00 pm. If possible, bring a side dish, appetizer, or beverage to share. Since parking is very limited in Bobbie's neighborhood, NCC is providing a shuttle service throughout the evening that will transport convention attendees to and from Pritchard-Laughlin Civic Center.

Convention Director Diane Gary continues to finalize the details of the 2015 convention. Two very exciting educational programs are scheduled this year. On Thursday evening, Les Hansen is leading a program on Ebony and Ivory, and Saturday afternoon Marti DeGraaf and Toby Mack, authors of *DeVilbiss Perfume Bottles 1907-1968*, will be leading a program outlining the relationship between Cambridge and the DeVilbiss Corporation. Each program will offer attendees new insights about the rich history of the glassware produced by the Cambridge Glass Company.

At the 2014 annual convention, some members expressed concerns about eliminating the "numbers" for lining up at the glass show. The distribution of lineup numbers for the glass show began in 2003 as a means to reduce the hazard posed by the large crowd that formed and interfered with banquet setup. Over the past few years, the number of glass show admissions has gradually decreased to the point that we have reached out to other glass show promoters looking for ideas to improve our attendance. One glass show promoter related a story which I never considered. Some of her customers who were not members of NCC arrived to the glass show an hour early, and much to their disappointment, discovered that nearly 100 people had received numbers earlier that day and a few minutes before the opening of the glass show were awarded positions in line ahead of them. These customers voiced their frustration and vowed never to return. With glass shows struggling throughout the country, NCC must continually review its current practices to avoid unintentionally alienating people.

The results from the membership survey clearly show a primary goal for members attending annual convention is to acquire more glass. In order for this to continue, glass show dealers must generate sufficient revenue to meet their expenses. Any decision NCC makes about the glass show, must promote increased admissions. Therefore, we will not be distributing numbers prior to the opening of this year's glass show. On Friday morning, the National Museum of Cambridge Glass will be hosting the First Timers Meeting and Coffee with Cambridge. The limited schedule on Friday offers members added flexibility prior to the start of the glass show at 1:00 pm.

The Annual Fund mailing was distributed the second week of April. The primary purpose of the Annual Fund is to generate funds to maintain the National Museum of Cambridge Glass. As a result of your generosity, we have been able to maintain the museum and make many necessary improvements. If you have not already done so, I want to encourage you to complete and return their Annual Fund commitment along with the election ballot as soon as possible. The future of the organization relies upon your financial generosity. Thank you for your continued support.

Are you part of the Heritage Society? In addition to returning your Annual Fund pledge for 2015, I want to invite you to consider becoming a member of the Heritage Society. The Heritage Society consists of NCC members who include NCC as part of their estate planning. The National Museum of Cambridge Glass currently requires approximately \$50,000 per year to operate. With the balance of the endowment fund currently being \$335,000, we will need at least an additional one million dollars so investment income from the endowment fund will fully fund current museum operations. The success of the Annual Fund, along with additional funds generated from the Endowment Raffle, museum gift shop sales, and the Bob and Marsha Ellis estate, has allowed NCC to add approximately \$25,000 per year to the endowment fund. Although we have made great strides in this area, the Heritage Society offers each member another vehicle in which to honor the rich history of Cambridge glass and the future of National Museum of Cambridge Glass. I encourage everyone to consider becoming part of the Heritage Society. Please contact any board member for additional information.

David

David Ray
westervillesh@hotmail.com

National Cambridge Collectors, Inc

March 6, 2015 Quarterly Meeting Minutes

President David Ray called the March 2015 Quarterly Meeting of the National Cambridge Collectors, Inc. to order on Friday March 6, 2015 at 7:30 pm. The meeting was held at the Pritchard Laughlin Civic Center.

Upon hearing no corrections, Larry Everett moved to approve the minutes of the November Annual Meeting as printed in the February 2014 Crystal Ball, second by Mark Nye. Approved.

Treasurer's report:

Millie Loucks presents the treasurer's report. NCC had a very good year in 2014. Thanks to the efforts of Larry Everett, Cindy Arent, and others, we hope to have the yellow building ready to rent by May 1. A special thanks to Fleur de Lys Healy for her donation towards paying down the mortgage. The museum was busy with admissions up by \$2000 and sales up by \$9000. Thanks to everyone that helped make this happen! The Museum forever raffle concluded at the convention, and raised \$13,000 for the endowment fund. The endowment now stands at \$335,000. At today's meeting, the Board approved a transfer of \$25,000 to the endowment and an additional payment of \$12,000 to the mortgage, leaving a mortgage balance of \$100,000.

Reports:

Ken Filippini reported on the Annual Fund mailing. After the slate of candidates is approved later tonight, we'll be able to complete the mailing information which should be mailed out within a couple of weeks.

Bev Acord thanked everyone for helping with the auction. It was very helpful having the glass photographed and packaged in numerical order. Volunteers to help tomorrow with the auction are always appreciated. The auction committee had close to 1200 pieces of glass to select from, resulting the 432 items you see here.

David Ray gave Diane's report on the convention schedule since she is not able to be here this evening due to recent knee replacement surgery. There have been minor refinements to the schedule, so check the latest Crystal Ball for the current schedule. There is the possibility of a Wednesday get-together at a member's

home, which is still being finalized. Frank Wollenhaupt reported the Glass Dash will be held at the same time/location as in the past, and he is looking for dealers. Show cards are available for the NCC Glass Show & Convention, and members are encouraged to take some and help promote the show.

Freeman Moore reported he managed to complete his first year as editor with no major snafus. Freeman reported that an NCC member in Texas will be underwriting the cost of classified ads in the June issue. Details will be in the May and June issues, and everyone is encouraged to take advantage of this free offer. Freeman also reminded members they have the option to receive the Crystal Ball electronically. The Annual Fund mailing will include a membership update form similar to last year, and gives the option of email/paper/both for Crystal Ball delivery.

David Ray reported that it has been about a month since the membership survey was sent out by email and u-mail. We have gotten about a 30% response rate. We're still collecting responses in case you haven't submitted yours yet. The committee decided the best way to distribute information is through a series of articles that will appear in the Crystal Ball. The three take-aways so far are 1) people come to convention to buy glass, 2) they want to visit the museum, and 3) and they want the opportunity to network and socialize with other members.

Cindy Arent reported on Museum activities. The museum is ready for 2015 with the exception of getting the carpets cleaned and floors waxed. All the glass has been cleaned, and some walls have been painted and space re-organized. Mark Nye has updated the booklet that people use for self-guided tours. Something new this year is "Cambridge goes Hollywood." Dave Rankin has been printing photographs from movies showing the use of Cambridge glass. Another new item is a display of marbles from Christensen Agate Company, which was adjacent to the Cambridge Glass Company, from whom it purchased scrap glass during 1927-1933.

The museum has four motor coach tour programs: 1) AJ Bennett tour, 2) Abby etiquette, 3) Dickens tour, and 4) Cambridge Goes Hollywood. NCC also submitted a grant application to the Guernsey County Convention and Visitors Bureau to help with the cost of marketing

efforts. We won't know the status of the grant until later this year. Because of a grant we received last year from the Community Development Corporation, we were able to update the tables used to hold the etching plates to heavy duty tables. The gift shop always needs glass for resale. One new item in the gift is American-made marbles, which should appeal to a younger population.

Other Business:

David Ray reported the board meeting today included a presentation towards developing a strategy for investing the endowment fund. Thanks to Jack Thompson and his team for providing this information.

Larry Everett gave a property report. The brick building is ready for rental and we are using Century 21 as the agent. We have retained use of the basement for NCC storage. The yellow building has required a bit of effort than anticipated but still within budget. One surprise to everyone, include the Cambridge Water Department, is the existence of the lead pipe from the city connection to the house. It will be replaced. The plumbing and electrical systems are being updated, as well as cabinets. Thanks to everyone for their help.

New Business:

Nancy Finley, Les Hansen and Lynn Welker are board members whose 4-year terms are expiring this year. Nancy and Les have decided not to run again. The nominating committee has identified a slate of Lynn Welker, Kathy Young, Lindy Thaxton, and Roger Loucks.

After opening the floor for other nominations, Ken Filippini nominated Rick Jones, who has agreed to the nomination. Upon hearing no further input, nominations were closed. The slate of candidates for the 2015 election is: Rick Jones, Roger Loucks, Lindy Thaxton, Lynn Welker and Kathie Young. Ballots will be included with the Annual Fund mailing, and need to be returned by June 20, 2015.

Mark Nye made a motion to adjourn and Frank Wollenhaupt seconded . Meeting adjourned for "show and tell" followed by an auction preview conducted by Lynn Welker.

Respectfully submitted,
Freeman Moore for Nancy Finley

Museum Sightings.



Just before the museum opened, NCC members Earl and Mary Forbes Illinois, stopped by the museum. We enjoyed giving them a preview of the new displays.



After the photo mural was installed, Cindy Arent couldn't resist touching up the paint on the frame. The mural was taken from a NCC archival photo.

Sandy Bridwell-Walker has joined the museum staff this year as a docent. We look forward to working with Sandy!



How Can We Maximize The Convention Experience For Our Members?

A report based upon the membership survey that was sent to members in February.

NCC wants to ensure that members enjoy the annual convention and wants to encourage as many NCC members as possible to attend. This means identifying what members expect from convention. In 2014, President David Ray appointed members of NCC to an ad hoc committee to address the topic of the shrinking membership of NCC. The committee initially is focusing on the annual convention. Many individuals regularly share ideas for improving convention, but the committee felt it was best to collect information from you, the members, to learn what is most important to you. This was the genesis of the membership survey that was distributed by email or U.S. mail to all members of NCC. The questions included in the survey should suggest to all members we are looking to the future and are trying to make annual convention an event that all members wish to attend and enjoy. Thank you to the more than 30% of the membership who responded to the survey! The membership committee has been reviewing the information and abundance of comments you provided. Your responses are still being reviewed and analyzed.

Prior to this survey, we didn't have data on what is important to our members – now we do. NCC is a national organization with members scattered across the U.S. We have members who greatly enjoy their Cambridge glass, yet live too far from Cambridge, Ohio, to easily travel to attend the annual convention. NCC will always continue to document and share what happens during the annual convention in the Crystal Ball. We are keenly aware the average age of the NCC membership is increasing, but we must engage new members, too. Attendance at the annual convention and glass show has been slowly dwindling, prompting us to think about ways to encourage members to attend. We are exploring what NCC can do to improve the convention experience.

We learned the top three factors important to members include:

- 1) Visiting the NCC Museum
- 2) Ability to buy glass at convention
- 3) Networking/socializing with other collectors

We are extremely proud of the efforts by museum director Cindy Arent and everyone who helps her. Visiting the museum is a highlight for members who travel to Cambridge, Ohio. Even for members visiting the museum annually, they see new items added to the museum as well as items they didn't notice during a previous visit. When you check the schedule for this year's convention, you'll notice there is ample time provided for a visit to the museum.

However, members also desire the opportunity to purchase glass to add to their collections during convention. Yes, the annual benefit auction held in March is an opportunity for all members to participate – whether in-person or by using mail-in bids. However, we simply cannot have a successful convention without a strong glass show. Clearly, we must maintain a successful glass show for members to enjoy. The Cambridge, Ohio area has experienced a decline in the number of local businesses where you can purchase glass. Riverfront Antique Mall, Judy's Antiques, The Glass House, and Dexter City Antique Mall are just a few of the antique shops and malls no longer in business. In addition to the glass show, the Glass Dash is another opportunity during convention to see and purchase glass to add to collections. We rely on the glass show dealers to provide a showroom floor that "wows" you when entering. NCC works hard to identify and recruit dealers for the glass show and, although Cambridge glass is the featured attraction, glass made by other companies is collected by glass show customers, too.

In addition to the survey sent to members, the committee surveyed our glass show dealers about how we can improve their experience. Dealers have expressed concerns with the dwindling number of customers attending the convention glass show in recent years, because this impacts the bottom-line of their businesses. NCC has placed greater emphasis on publicity and promotion for the show this year, with press releases being sent to newspapers in major cities in Ohio and an increased social media presence. Hopefully, this effort will increase the number of customers purchasing glass during the convention glass show.

Financial Overview

Dear Friends of Cambridge,

2014 was a very interesting year for NCC.

We purchased the adjoining property to the Museum on South 9th Street & Turner Ave. The property has two commercial buildings on it. The Property Committee will rent the yellow building soon thanks to the generous donations of labor and materials from many members to bring it up to current building code. I would like to thank Larry Everett for heading up the committee to renovate the properties. Also Jim & Nancy Finley for donating the heating/air conditioning equipment for the yellow building. The brick building is for rent now. It has a full basement with a separate entrance which the Museum will be using for office space and storage.

A special thank you to Fleur De Lys Healy for her generous donation of \$12,000 to pay down the loan for the new property.

The Museum, guided by Cindy Arent's endless energy, along with Lindy Thaxton, Betty Sivard, Sandy Rohrbough, Julie Davey and all the members that constantly volunteer at the Museum I have to also give a "Big Thank You" to every one of them. Admissions to the Museum in 2014 increased by \$2000 over the previous year. Museum sales increased \$9000 over the previous year. What a year for the Museum.

The "Museum Forever Raffle which started June 2013 and concluded at the 2014 Convention raised a total \$13,750 for the endowment fund. \$5,550 in 2013 & \$8,200 in 2014.

Thanks to your support, 2014 was a very exciting year for NCC. We were able to move \$25,000 from the operating account to the Endowment Fund and pay down the loan for the property by \$25,000.

I am looking forward to an equally interesting 2015. I encourage everyone to read the NCC financial documents posted on the website. Ask questions if you're not sure about anything in the reports.

Millie Loucks, Treasurer
National Cambridge Collectors, Inc.

For some members, convention is the only time each year they have a chance to socialize with old friends. This is a major benefit of getting together during convention. Yet, we must be sure our first-time attendees feel welcome and feel included during convention events. The goal of our first-timers orientation is to help first-timers fit in and, hopefully, become regular attendees. We'll try a couple of new approaches this year to promote inclusion.

When traveling to Cambridge, Ohio, members incur expenses. We don't have any control over the cost of gas for cars or the cost of airline tickets. We certainly don't have any influence on the cost of hotels rooms which have risen dramatically over the past few years in Cambridge, Ohio. For some members, the cost of travel is a concern. For others, they are unable to travel. And, other members have commitments at the end of June that prevents attending convention.

The membership survey has provided us with information to understand what is important to our members in regard to attending convention; therefore, we aren't dependent on the opinions of only a vocal few. We have learned a strong glass show is critical for members to enjoy when they attend convention. Another article will address specific concerns raised by members in the survey, and suggestions will be offered to address those concerns. The survey has provided us with information from a cross-section of the membership – not only those who regularly attend convention. ■

Volunteers Needed: Banquet Center Pieces

By Jeannie Moore

It's time to start planning for center pieces for the Friday night banquet June 26. I am asking for about 14 volunteers to search thru their glass collection and find that piece of glass they want to feature as a center piece. There have been fabulous arrangements at the past conventions that have brightened up the tables. Center pieces can be a team effort, let your imaginations start creating.

If you would like to volunteer for a table, please email me at jeannie_moore@verizon.net
Thank you.

NCC 2015 Budget compared with 2014 Budget and Actuals

	Budget 2014	Actual 2014	Budget 2015
1. Membership			
A. Crystal Ball operation	-18,750	-15,280	-14,900
B. Convention	-936	-1,193	-1,300
C. General marketing	-3,900	-4,982	-4,800
D. Member services	-450	-328	-250
2. Development			
A. Annual Giving	50,000	49,485	49,500
B. Special gifts	2,000	14,411	0
C. Projects	300	100	100
D. Grants	0	1,500	1,500
3. Events			
A. Benefit Auction	11,000	8,364	8,700
B. Glass Show	2,383	981	1,220
C. Glass Dash	1,780	1,463	1,325
D. Convention Auction	4,800	5,344	2,000
4. Education			
A. Publications	1,300	1,993	2,500
B. Educational items	100	0	-100
C. Research & programming	-750	-54	-750
D. Activities	0	-136	0
5. Museum			
A. Public operations			
1) Admissions	7,000	9,126	9,000
2) Staffing	-11,447	-11,656	-12,005
B. Gift shop			
1) Resale glass	11,275	17,606	16,275
2) Miscellaneous	2,000	4,702	2,000
C. Building and grounds			
1) Museum facility			
a. Utilities	-11,423	-12,035	-12,700
b. Maintenance & Improv.	-12,300	-2,995	-5,500
2) Storage building	-490	-362	-450
3) New Property maint.		-5,670	-10,500
D. Contents	-1,000	-446	-2,200
E. Parking lot rent	3,173	1,170	1,200
F. Insurance and taxes	-4,637	-2,903	-4,637
Finance charge		-2,421	-2,583
6. Administration			
A. Staffing	-4,732	-4,822	-5,096
B. Office	-1,764	-1,993	-1,190
C. Operations	-660	-429	-230
D. Organization	-1,135	-1,397	-1,400
E. Finance	-1,100	-931	-966
Summary:			
Expenses	-75,473	-70,034	-81,557
Income	97,111	116,245	95,320
Balance	21,638	46,211	13,763

This summary of the NCC 2015 Budget is intended to help you understand NCC operations. Your contribution to NCC through the Annual Fund, helps ensure that NCC is able to perform all aspects of the organization's mission.



You are cordially invited to attend the
National Cambridge Collectors, Inc.
41st Annual Convention Show and Sale



“Ebony and Ivory”

June 25 – 27, 2015

Pritchard Laughlin Civic Center
Cambridge, Ohio

On behalf of the National Cambridge Collectors, Inc. we are pleased to announce this year’s convention with glass show and sale will feature the colors Ebony and Ivory. We are kicking off the celebration on Thursday evening with a buffet dinner at the Pritchard Laughlin Civic Center Galleria. This will be an opportunity to reconnect with friends old and new over dinner. The Annual Meeting will follow the dinner as well as a program on “Ebony and Ivory” by Les Hansen.

Friday’s activities include a “Meet the Museum” feature with coffee and pastries and a First Timers meeting. This will allow everyone to see how the museum has been rearranged and updated as well as meet those who are attending convention for the first time. The glass show and sale opens at 1:00 p.m. and continues thru 5:00 p.m. This is followed by the banquet and the annual awards presentation. One of everyone’s favorite events at convention is the Bring and Brag and Glass ID program, and this will follow the awards.

Saturday will feature the Glass Dash from 7:00 a.m. to 11:00 am, followed by the opening of the glass show. A featured guest speaker will be Marti DeGraff who will speak on Cambridge Perfumes. The events will conclude with the final farewell picnic at the Georgetown Winery.

If you haven’t done so yet, complete and send in your Registration form found in this issue of the Crystal Ball or you can find it on the website.

Wednesday, June 24th

Open House, Bobbie Henderson

Thursday, June 25th

Tour Mosser Glass
Dinner Buffet, Annual Meeting
Educational Program – “Ebony & Ivory”

Friday, June 26th

Meet the Museum,
First Timers and Mentors Program
Glass Show and Sale
Banquet Dinner, Awards
Bring & Brag, Glass ID



Diane Gary
2015 Convention
Director

Saturday, June 27th

Glass Dash at St. Benedict’s
Glass Show and Sale
Educational Program – “Perfumes”
Celebration Picnic at Winery



National Cambridge Collectors, Inc.
Advance Registration Form
June 1, 2015 - Registration Deadline

Name of Conventioneers <i>(Please print legibly as you wish it to appear on your Name Badge)</i>	Membership Number	First Convention	
_____	_____	Yes	No
_____	_____	Yes	No
_____	_____	Yes	No

Address: _____

Email address _____ Phone Number (____) _____
(Registration confirmation will be sent via email or by telephone call when the above information is provided)

ACTIVITY	FEE	NUMBER ATTENDING	TOTAL
Registration (postmarked by June 1)	\$35.00	_____	_____
Late Registration (postmarked after June 1)	\$40.00	_____	_____
Dealer or President's Circle	NA	_____	_____
Cocktail Hour and Buffet at Pritchard Laughlin Galleria*	\$17.00	_____	_____
<i>Chicken Nona, Vegetable Lasagna w/Alfredo Sauce, Broccoli au gratin, Ginger Glazed Carrots, Potato Hot Pot, Caesar Salad, Ice Cream Sundae Bar, Rolls & Beverages</i>			
Cocktail Reception and Banquet*	\$26.00	_____	_____
<i>Bacon wrapped Scallops, London Broil with Bordelaise sauce, Horseradish roasted potatoes, Green Beans almondine, California Salad, Chocolate Cake with ho-ho filling, Rolls & Beverages</i>			
Farewell Picnic	\$16.50	_____	_____
<i>Picnic Fare including Fried Chicken, Cole Slaw, Pasta Salad, Baked Beans, Fruit Salad, Cookies, Lemonade, Iced Tea, and Water</i>			
Open House at Bobbie Henderson's (No Charge)		_____	_____
Tour of Mosser Glass (No Charge)		_____	_____
First Time Orientation and Coffee with Cambridge		_____	_____
Optional Donation to NCC for _____ <i>(i.e. museum acquisitions, endowment fund, etc.)</i>		Total	_____

Major Field(s) of Collecting _____
(This information will appear in the Convention Packet.)

* Meals include iced tea, coffee, taxes and gratuity. Cocktails are available for an additional charge. Please contact Diane Gary at dhgary@msn.com if special meals are required due to dietary restrictions.



“Ebony and Ivory”

2015 CONVENTION SCHEDULE

WEDNESDAY, JUNE 24



6 - 9 pm Open House, Home of Bobbi Henderson
Park at Pritchard Laughlin Civic Center for transportation to location.

THURSDAY, JUNE 25

1:00 pm	Registration opens	Pritchard Laughlin Galleria
2:00 pm	Glass Tour Mosser Glass	9279 Cadiz Road
5:00 pm	Cocktail Reception	Pritchard Laughlin Galleria
6:00 pm	Opening Dinner Buffet, Annual Meeting	Pritchard Laughlin Galleria
7:30 pm	Program “EBONY AND IVORY” By Les Hansen, Ph.D.	Pritchard Laughlin Conference Room

FRIDAY, JUNE 26

8:30 am	Registration opens	National Museum of Cambridge Glass
9:00 am	First Timers and Mentors Program	National Museum of Cambridge Glass
9:00 am	Coffee with Cambridge	National Museum of Cambridge Glass
9:00 am	Meet the Museum	National Museum of Cambridge Glass
1:00 pm	Opening of Glass Show and Sale	Pritchard Laughlin Exhibit Hall
5:00 pm	Closing of Glass Show and Sale	
6:00 pm	Cocktail Reception	Pritchard Laughlin Galleria
6:45 pm	Banquet Dinner	Pritchard Laughlin Galleria
	Awards Presentations	
8:30 pm	Bring & Brag and Glass Identification by Lynn Welker	Pritchard Laughlin Conference Room

SATURDAY, JUNE 27

7:00 am	Glass Dash – Early Bird Admission	St. Benedict’s Gymnasium
8:30 am	Glass Dash – Regular Admission	St. Benedict’s Gymnasium
11:00 am	Glass Dash closes	
11:00 am	Opening of Glass Show and Sale	Pritchard Laughlin Exhibit Hall
12:00 pm	Educational Program “Perfumes” by Marti DeGraaf	Pritchard Laughlin Conference Room
4:00 pm	Closing of Glass Show and Sale	
5:00 pm	Celebration Picnic	Georgetown Winery
	Park at Pritchard Laughlin Civic Center for transportation to winery	

Welcome to the eBay Report. This column features Cambridge glass items that sold on eBay circa March, 2015. Selling prices have been rounded up or down to the nearest dollar.

Statuesque (Nude Stem) Line

A nude stem cocktail (listed by the seller as a wine) with Crown Tuscan foot and stem and Forest Green bowl went for \$203. Its rarer cousin with a Royal Blue bowl, offered by the same seller, sold for \$512. A comport in solid Crown Tuscan with the #3400 style bowl sold for \$103.



A light emerald Decagon ice bucket with metal bail brought \$128. Oh wait, did I mention that it was etched Portia? Portia is seldom seen on this color. A set of four 8" round plates in Helio with an etched and gold encrusted border sold for \$124. A #138 Round Dinnerware cream and sugar in Peach Blo pink etched #732 brought only the opening bid of \$19. While it's fun to focus on the items that spark bidding wars, it's also important to remember that nice pieces of Cambridge glass can still be had at reasonable prices – even etched pieces in color.



Animals and Figural items

A crystal Mandolin Lady strummed her way to \$92. A pair of #1191 Cherub candleholders in Gold Krystol brought \$290.



A #3400/1093 one-handed two-compartment relish in Gold Krystol with Apple Blossom etching, mounted in a goldtone filigree holder, sold for \$40. A #3400/38 80 ounce ball jug in Amethyst with silver encrusted Apple Blossom etching rolled its way to the \$300 opening bid, even with some wear in the silver decoration.



Etched Tableware and Stemware

I generally prefer to report on the pricing for eBay items which are correctly (or mostly correctly) identified, as I feel that the sale prices are more likely to be indicative of the true market value. However, every once in a while, a nice piece of Cambridge is buried in the wrong category. And so it was with the Crown Tuscan Gadroon 3500/110 13 inch footed plate with gold encrusted Candlelight, listed as "pink Jeannette" glass (presumably for its resemblance to that company's "Shell Pink" line of the 1950s.) It sold on a Buy It Now for \$45. A 3500/57 Gadroon 3-compartment candy box and cover in Crown Tuscan with gold encrusted Candlelight also brought \$45.



A sugar in the less-often seen #944 shape (flat bottom with applied handles) etched Rose Point brought the seller a sweet \$138. Interestingly, the pair shown in NCC's Rose Point book have reeded handles, while the handles on this one were plain. Please let me know if this plain-handled sugar is actually a different shape number.



A Peach Blo #1070 "pinch" decanter with stopper etched Cleo sold for \$74.



From the "Buyer Beware" department: A set of 8 low stemmed sherbets in a lavender color were billed as "Cambridge Aero Optic Heatherbloom Short Sherbet/

Champagne Glasses.” Interestingly, the lavender shade of the glass on two of the eight differed from the other six. I wasn’t convinced that they were Cambridge. I checked with Cambridge glass researcher Mark Nye who stated that by the time the Heatherbloom color was introduced, production of the Aero Optic had ceased, and that further, the only stem line made with that optic is #3123. In an effort to figure out whodunit, I forwarded the auction to my personal “glass brain trust,” a group of advanced collectors to whom I turn when I have a glass question I can’t answer. After much back-and-forth, we believe that they may be Tiffin’s Rain or Raindrop optic from the 1920s. Further, the two with the odd shade look like the company’s Twilite color of that era. There’s nothing like having a glass network to help solve glass mysteries. And by the way, the hammer price of only \$31 demonstrated that Cambridge collectors didn’t believe this attribution, either.



1950s production era sold for \$39.

A Peach Blo samovar with spiral optic in one of the less often seen shapes brought a too-low \$50. A pair of ordinary #628 candlesticks were utterly transformed by the addition of a sand-carved Dorothy Thorpe Gardenia etch on the underside, selling for \$66 on Buy It Now. If you’re not familiar with this legendary glass decorator, I urge you to look up this auction, and note the “DTC” trademark that appears on most of these type pieces.



A Nearcut #2631 Marjorie 12 inch flower vase in Dark Emerald sold for \$222. No Caprice footed punch bowls have surfaced on eBay anytime in the last few years, but one turned up in March, and brought \$450.



Vases

A 9 inch Shell flower center in Crown Tuscan brought \$40 on a Buy It Now. I tell ya, Cambridge glass collectors have fast fingers when a bargain comes up. Recall that this same item was in my April report at \$160 in Royal Blue and \$259 in Carmen. Then again, I see from my watch list that another one in Crown Tuscan sold for \$37, so maybe that is indeed the market price for this shape in Crown Tuscan.



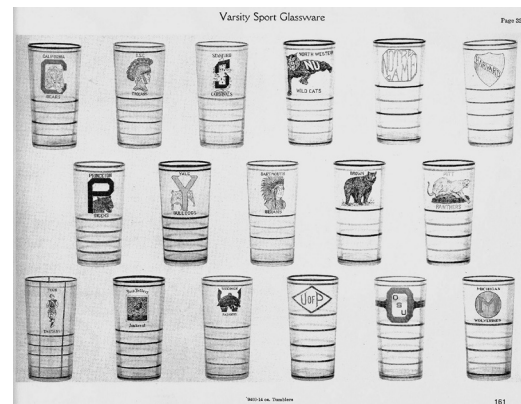
Miscellaneous

A #3000 3 ounce tumbler with the Dartmouth Indians enamel decoration whooped it up at \$187. An Everglades 12 ounce beer mug in milk glass dating to the



That’s all for now. If you see any interesting Cambridge glass on eBay that you think I should be watching or reporting on, or if you have any other input, feel free to contact me at LAGlass@pacbell.net.

Until next month, happy Cambridge hunting!



1930-34 Catalog

A Look Back In Time 1932

Contributed by Mark Nye

Continued from the March 2015 issue.

August

...is an urn and cover from the new Martha Washington line of the Cambridge Glass Co. This is most suitable for candy, sweetmeats, etc., and is to be had in crystal and the various Cambridge colors. It (the Martha Washington Line) is made in full stemware and accessory pieces. CGL [Illustrated was the No. 41 9½ inch covered urn.]

August

Cambridge Jugs and Steins. The New Novel Service For Those Cooling Summer Refreshments. In Crystal and Colors. A very attractive set is using a Jug in Crystal and six steins, each of different colors. The Cambridge Glass Company, Cambridge, Ohio CGL [Text from a full page Cambridge advertisement. Illustrated were four jug and stein sets: 10 3400/38 ball jug and 3400/197 steins, etched Diane; Mount Vernon set consisting of MV 91 jug and MV 84 steins; Martha Washington set consisting of MW 30 jug and MW 56 steins; and 3400/100 ice lipped jug with No. 3400/116 steins. This same advertisement had previously appeared in the July issue of CGJ]

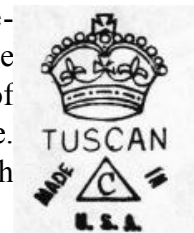
August

Just about one of the nicest and most versatile lines of pressed glassware that has been brought out in many a moon is the new Tally-Ho line of Cambridge, as it is perfectly grand in its unadorned state in crystal or colors, and takes very kindly to any number of decorative treatments. The shapes and the various details of this line were developed from ideas gathered from both Early American and English Glass---the big feature is the way the bottom part of the bowl has been handled---sharply indented concentric circles give a very clearly stepped-down effect to about a third of the balloon shaped bowl, and the same idea has been used on the flatware and the decorative pieces---and the stems are graduated ring affairs. Not content with this new idea, they have gone ahead and developed some new shapes---some gems of goblets in 10, 14, 18 ounce sizes, a beautiful punch bowl, cocktail shakers, compotes frappe and cocktail sets, a slick low bowl, two handled plates, candlesticks, mugs and the like. The line, as I said before, may be had undecorated, in crystal, amber, Forest Green, Royal blue, or ruby, and as for decorations, they are legion---

two etched patterns—a large grape motif called Catawba and the Imperial Hunt scene, the latter particularly smart on the hugh goblets, the punch bowl and similar shapes. Then there are filled in scroll patterns with bands in contrasting colors, and those very slick platinum bands with brilliant colored lines, reproductions of rock crystal cuttings, and a variety of sport scenes and novelty decorations. Goblets retail from \$4.00 to \$5.00 a dozen in the undecorated state, and from \$8.00 to \$9.00 a dozen etched. This includes all colors except ruby, which is more expensive. CGJ

September

The Chicago showrooms of Cambridge Glass Co. are displaying the “Crown Tuscan” line which has been received with much interest since its recent announcement. This opaque glass with its rich cream-like color is offered in a wide choice of fancy and table pieces including vases, bowls, side-dishes, ball jugs, etc. This Cambridge line carries a hallmark on the bottom of each piece after the manner of dinnerware. This hall-mark consists of a crown with the name “Tuscan.” CGL



September

This new Tally-ho cocktail shaker is from the Cambridge Glass Co. It is made in complete line that carries out the ring effect of the cocktail bowl. The top is patented and on this line the patent is applied for. The foot and handle are in crystal and the body of the shaker may be had in various colors. CGL [Illustrated was the 1402/51 handled cocktail shaker with a No. 5 chromium plated top.]

October

The Imperial Hunt etching by the Cambridge Glass Co. on their new Tally Ho patented line is pictured above. It is made in complete pressed stemware line ranging from the 18 oz goblet to a 1 oz. cordial and also in fancy tableware and novelty pieces in a range of the Cambridge colors as well as crystal. CGL

October

Sweet Potato Vases. Beautiful rich green foliage in the home may be had by the ordinary sweet potato. Practical, Inexpensive. Furnished in Forest Green, Ruby, Amethyst, Royal Blue. The Cambridge Glass

Co., Cambridge, Ohio. CGL [Cambridge full page paid advertisement. Illustrated was the No. 1330 Sweet Potato Vase, minus the bracket. It was later offered with a bracket. This same advertisement previously appeared in the September issue of CGJ]

October

Shown at right is a new handled decanter set from the Cambridge Glass Co. It is one of their new smart Fall items and is shown in amber, forest green, carmine, amethyst, royal blue as well as crystal. In addition to these plain colors it is also to be had in etchings. CGL [Illustrated was the 3400/113 decanter and six 1341 1 oz. cordials]

November

The indoor days have arrived and many housewives seek green foliage. To meet this need, either as an addition to or a substitute for ivy, the Cambridge Glass Co. suggests the sweet potato vine and has brought out an interesting vase which it calls the sweet potato vase. The new vase is so shaped as to hold the sweet potato just the proper way and with the vase there is obtainable a wrought iron holder. Rich, green foliage comes from the sweet potato in three weeks. An actual example of a sweet potato vine in one of these vases ought to sell many of them in retail stores. The vases are made in forest green, ruby, amethyst. CGL

November

Heading list of new items at Cambridge this month is the debut of the Mount Vernon decanter. This pattern seems to lend itself particularly well to the rather substantial shape they've used, --- it's really excellently modeled and boasts of a huge stopper that's very much in keeping with the general feeling of the Mount Vernon pattern. This looks smart as can be in ruby with a crystal stopper and it is made in Royal Blue, Forest Green, Amber and all crystal as well. There are some more new decanters too---both the Imperial Hunt and the Catawba Grape designs in the Tally-Ho range are smart additions to the assortment.

Then there's a new dog series in a line of beverage accessories that include ice pails, decanters, bitter bottles, and all sizes of glasses. This collection has been christened "Here's Looking at You," and the two cute pups carry out the theme...Added interest is found in the gay plaiding, which you may have in such color combinations as red and black, black and white, orange

and black, yellow and black, green and black, and red and white. And as a last note on the drink line---the famous ball jug is now a ball cocktail shaker with chromium top made with either center pour or with one or two lips---the knob can be had in chromium or red enamel. These retail from \$5.00 up.

And speaking of new treatments of old friends I think you will like what they've done to the Diane and Portia etched patterns---trimmed then up with gold or with gold line decoration on the usual etched affairs. This has been done with great delicacy and effectiveness and has been intelligently confined to the decorative pieces---most of the items may be retailed from \$3.50 to \$5.00.

They are doing things with opaque glass, too, in their Crown Tuscan Line. This glass is a warm sort of peach-cream tone with narrow bandings of black, red or green. They've made a line of vases in this, urn shapes, low squat ones, and bud vases, comports, ash trays, ball jugs and novelties. The vases retail from \$1.00 to \$5.00. CGJ

November

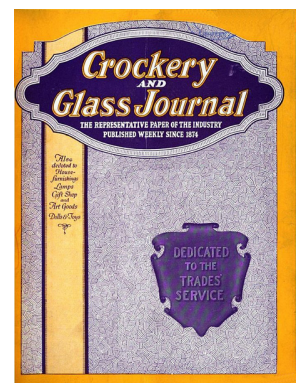
Cambridge Rock Crystal. Quality Glassware, unexcelled for shape, design and finish. Available in complete lines of Stemware, Tableware and occasional pieces. The Cambridge Glass Company, Cambridge, Ohio. CGJ [Text from a Cambridge paid full page advertisement. Illustrated were the No. 1228 vase engraved No. 629; No. 993 bowl engraved No. 628 and the No. 3400/67 celery and relish engraved No. 621.]

December

Cambridge will display their new wares during the Pittsburgh Exhibit, starting January 9th, at their Pittsburgh Salesroom, 318 Koppers Building, (between Fort Pitt and William Penn Hotels) They most cordially invite you to visit their display during your stay in Pittsburgh. The Cambridge Glass Company, Cambridge, Ohio. CGJ [Text from a Cambridge paid full page advertisement.]

CGJ:
Crockery and Glass Journal

CGL:
China, Glass and Lamps



ONLY QUESTIONS - NO ANSWERS

By Frank Wollenhaupt (fewvic303@sbcglobal.net)

A couple of months ago I received an email from one of our long time members, Lynn H. She had a question about some stems that she received from her Grandparents. The email follows:

"I was hoping you could identify the crystal pattern shown above. I know it is a Cambridge pattern. It was a Golden Wedding Anniversary gift to my Grandparents, around 1957.

I inherited several pieces of this pattern along with all of her Rose Point pieces. Adding to the Rose Point collection was easy. (I have over 250 pieces now. I would love to add a few more pieces to this unnamed set, but do not know a pattern name to aid in my search.

I would really appreciate your help!

Love reading your column!

Lynn H"

I have started to look the stem up several times but something always got in the way. This time I closed the door, turned off the phone and got to it. With that said, I do think it has paid off. I have the stem number (#3109) and I think I have the items identified.

The stem to the left in the photo is a 6 oz low sherbet, the stem in the center is a 9 or 12 oz goblet and the stem

on the far right is 3, 5 or 10 oz footed tumbler or 12 oz ice tea. Without having the stem to measure, it is only a guess.

The gold band decoration around the rim and foot and smaller gold line is called D/Wedding Band with hairline.

If anyone has any of this stemware in their inventory, please email me and I will connect you with Lynn.

Quoting from "Cambridge Stemware" by Mark Nye:

The first known reference to the decoration Wedding Band on No. 3109 stemware dates to 1939 but this combination was probably available earlier. This decoration, which consists of a gold band edge with hair line, continued to be offered on No 3109 stemware until the company's 1959 demise.

By 1940, the No. 3109 line had been reduced to 13 items, dropping to 10 in 1950 and on the 1958 price list, only 7 items were listed.



WANTED

Glass Dash Participants

We are on the lookout for several interested glass dealers for the 2015 Glass Dash which will be held Saturday June 27, at the St. Benedict's Gym, the same location as the past several years. The dash is where everyone gets the same chance to add that rare item to the collection. We are looking for anyone that is wanting to reduce their collection or just has too much. This is a great venue to reduce your collection and add that rare item. If interested in joining the fun, please contact Frank Wollenhaupt by email at fewvic303@sbcglobal.net or just give him a call at 937-475-2889.

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National Cambridge Collectors Inc

present

**41st Annual NCC Convention Show & Sale
June 26-27, 2015**

at

**Pritchard Laughlin Civic Center
Cambridge OH**

Friday June 26
1 pm - 5 pm

Saturday June 27
11 am - 4 pm

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Admission \$10

8:30am General
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While in town, don't forget to visit the National Museum of Cambridge Glass
136 S 9th Street
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www.cambridgeglass.org for more info

*** Free ***

Got your attention! Thanks to the generosity of a NCC member, all members are invited to have a FREE classified ad in the June 2015 Crystal Ball. Your ad is limited to 20 words, and can be a "for sale", "trade" or "wanted" type of classified ad. You can place a classified ad anytime, but this free offer is only good for the June issue.

All ads must be submitted using a link on the NCC website: <http://www.cambridgeglass.org/fread> If you don't have access to a computer to submit an ad, ask a friend or relative to help you. All ads must be submitted electronically by May 10, 2015.

Questions? Contact editor@cambridgeglass.org

NCC Events

**2015 Convention
June 25-27, 2015**

**November Membership Meeting
& Educational Program
November 7, 2015**

NCC welcomes the
following new members

Randal Bakkum	TX
Sherry Bakkum	TX
Judy Grisham	TX
Larry Grisham	TX
Carol Larro	NJ

Recent Finds



Amethyst 1336
18" vase

CLASSIFIEDS

Want to buy or sell? Your ad could be here for only
10 cents per word. See the special offer!

Glass Shows

May 2-3, 2015

Walter Reserve American Glass Club
Retro-Vintage American Glass Show & Sale
Cleveland, OH
440.439.2969

May 15-16, 2015

Valley Glasshoppers 26th Annual Glass Show & Sale
Winchester, VA 22601
540-974-9001

June 12-14, 2015

35th Annual Fostoria Glass Society of America Show & Sale
Featuring 2056 American Pattern and Figurals
Moundsville, WV
<http://www.fostoriaglass.org>

June 13-14, 2015

Belleville Antique American Glass Show and Sale
Belleville, IL
636-257-567

June 17-20, 2015

National Heisey Convention & Show
Newark, OH
<http://heiseymuseum.org>

June 20-21, 2015

Tiffin Glass Collectors Club
30th Annual Tiffin Glass Show & Sale
Tiffin, OH
<http://www.tiffinglass.org>

June 26-27, 2015

**National Cambridge Collectors, Inc.
Annual Convention and Show & Sale
Pritchard Laughlin Civic Center
Cambridge, OH
<http://cambridgeglass.org/glassshow.php>**

June 26-28, 2015

H. C. Fry Society 9th Fry Convention (held every 3 years)
Columbiana, OH
hcfgs1@comcast.net

July 9-12, 2015

Mega-Glass Convention
Wavecrest, Vaseline, Duncan, Greentown, Milkglass, EAPGS
Indianapolis, IN
<http://www.mega-glassconvention.info/>

July 11-12, 2015

NDGA 41st Annual Convention Glass Show & Sale
Kansas City, MO
<http://ndga.net>

DEALER DIRECTORY

Dealer Directory - \$24 for 12-months, size limited by box (see below). Includes listing on NCC website.


Advertising Rates:

1/8 page \$15 1/4 page \$20
1/2 page \$30 Full page \$50

Electronic submissions should be emailed to:

editor@cambridgeglass.org

Use Word. Mailed submissions and all payments should go to PO Box 416, Cambridge, OH 43725. Deadline is 10th of preceding month. Ads must be paid in advance. Show listings are FREE; send info to PO Box or e-mail address 60 days before event.



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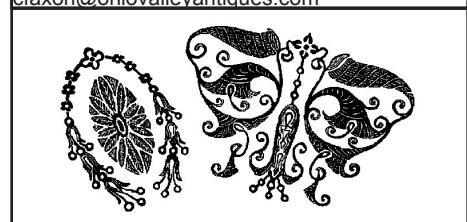
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Friends of Cambridge – Annual Fund

NCC exists through member giving using an Annual Fund system to raise operating funds and to ensure the preservation of Cambridge glass for future enthusiasts. The Annual Fund uses a common member "renewal" date and NCC sends out Annual Fund materials to everyone once a year. There are no monthly reminders or monthly renewal dates. The Annual Fund is NCC's primary means of support and all Annual Fund gift recognition levels are per household and include membership for all adults within the household. Additionally, each household will receive a subscription to the Crystal Ball newsletter, unlimited admissions to the museum, and rights to vote in elections for the Board of Directors. Multiple households at the same address are welcomed. NCC is a 501C(3) organization and Annual Fund gifts are allowed as a tax deduction under Section 170 of the Internal Revenue Code.

Levels of Membership

Patron	\$35
Benefactor - Century	\$100
Benefactor - Mardi Gras	\$200
Benefactor - Japonica	\$500
President's Circle	\$1,000

President's Circle includes Convention registration for two members in the household and one copy of any new NCC publications.

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