The weather forecast was bleak, snow followed by freezing rain. And when we got up on Saturday morning, there were a couple more inches of snow on the ground. But for the hardy who came to Cambridge from all parts of the country, the National Cambridge Collector’s 2008 Benefit Auction, significantly brightened the weekend. It was a packed house with 150 to 200 people attending from states as far away as California, Colorado, Texas and Missouri (just to name a few), as well as from just a few streets away, and everyone who got there was richly rewarded. Time flew by with our wonderful auctioneer, Craig Connelly and his superb staff, adding a touch of humor to all the excitement. There were many first time attendees, as well as those who rarely ever miss an auction, and the fabulous array of 403 items held something for everyone, from that first time purchaser to the most seasoned collector.

If you wanted to start your first stem collection, there were many items to choose from such as the Crystal 3 oz Cocktails with Gold Encrusted Chantilly for $20 each, or Rosepoint etched Tall Sherbets for $10 each (what an incentive for someone beginning a collection!)

The Colors truly stood out this year. A few of the highlights included a #7606 Mulberry 10-oz Goblet, wide optic with Marjorie etch for $375; a rare shape #1385 Amber 28-oz Decanter for $210; a pair of #1396 Amethyst Melon Decanters in a Chrome Locking Stand for $200; a rare Madeira 6.5” Footed Terrarium, etched #733 for $500; a Peachblo #432 Ram’s Head 8.5” Bowl and 9” Doric Column Candlestick set for $575; a #1563 Four-Candle Arm on a Sterling Base with four #1536 Emerald Green Peg Nappies for $450; a Crystal #1602 Crucifix Candlestick for $300; and a wide variety of Nudes like the Tahoe Blue 3-oz Nude Cocktail for $325 or the Carmen Nude Ashtray for $350.

Opaques were also well represented. A few of those highlights include the #1228 Ebony 9 inch Pillow Vase, etched Apple Blossom for $410; a #1237 Crown Tuscan 10-inch Keyhole Vase, etched Portia with no Gold Encrusting for $420; and a Sample Yardley Cosmetic Set with multiple Yardley items (in both flesh color and Peachblo Satin jars) with advertising booklets all in the original box for $355.

The large variety of enamel and silver decoration was outstanding this year and a few highlights included a #3400/38 Royal Blue 80-oz Ball Jug with an elaborate Floral Silver Overlay for $700; a #1321 Crystal 28-oz Decanter and 6 matching Sherries in a Silver “Flying Flamingo” decoration for $250; a Crystal 10-oz Footed Tumbler with Blue Enamel Willow for $90; and the crème de la crème of this year – the extremely rare 5A Mardi Gras 6.5” Pear Shaped Vase for $2,500.

The Gross Receipts for this year’s auction were $39,567.50. The gross to NCC was $9,133.50 before expenses, with $6,911.80 in Net Proceeds going to NCC, not including the Door Proceeds or Cordial’s Raffle proceeds, thus marking a very successful year!

For myself and others who are unable to help put the auction together, I wish to offer a HUGE “Thank-you” to the Auction Committee, and especially Squeek and Dorothy Rieker, Lynn Welker and all of the other volunteers who work so very hard to make the auction such a wonderful success for our club! And if anyone couldn’t make it this year, mark your calendars now for next March. Trust me; you will have a wonderful weekend! With the fabulous variety of beautiful Cambridge glass, with the chance to see dear friends who we only get to see once or twice a year, and because of everyone who consigned glass and everyone who bid on glass to help benefit the club, I would say this year’s auction was definitely BETTER THAN EVER!
National Museum of Cambridge Glass

Located at 136 S. 9th Street in downtown Cambridge, OH
Wed-Sat 9 a.m. - 4 p.m. - Sunday Noon - 4 p.m.
Admission: $3 Seniors & AAA members, $2 NCC Members and children under 12 FREE

Membership

Patron: Single $22; with 1 Associate $25
• Additional Associate memberships are available at $3 each.

Benefactor - Century: $100
• Includes membership for Master Member and unlimited Associate Members, plus Century Club membership for Master Member.

Benefactor - Mardi Gras: $200
• Includes membership for Master Member and unlimited Associate Members, plus Century Club membership for all members (limit of two plaques in Museum).

Benefactor - Japonica: $500
• Includes membership for Master Member and unlimited Associate Members, plus Century Club membership for all members (limit of two plaques in Museum).

President’s Circle: $1,000
• Includes membership for Master Member and unlimited Associate Members, plus Century Club membership for all members (limit of two plaques in Museum). Also includes Convention registration for two adults and one copy of each new NCC book upon publication.

Associate Members must be at least 18 years of age and live in the same place of residence as the Master Member. Associate Members have full voting rights, but do not receive an additional copy of the newsletter.

Address Changes
Please send address changes to:
Membership · NCC
PO Box 416
Cambridge, OH 43725
or by e-mail to:
tarzandeel@verizon.net

Websites
• NCC WEBSITE
  www.CambridgeGlass.org
• NCC WEBSITE - MEMBERS ONLY SECTION
  www.CambridgeGlass.org/NCCmembers
  (User Name: NCC · Password: CarmeN)
• MIAMI VALLEY STUDY GROUP WEBSITE
  www.mvsg.org

Officers & Committee Chairs

President Rick Jones
Vice-President Ken Filippini
Secretary David Ray
Treasurer Mike Strebler
Sergeant-at-Arms Larry Everett
Acquisitions Lynn Welker
Archivist Mark A. Nye
Auction Squeek & Dorothy Rieker
Budget & Finance Mike Strebler
By-Laws Alex Citron
Convention Sharon Miller s.miller@omeresa.net
Crystal Ball Helen Klemko, Executive Editor
Endowment Rick Jones
Facilities Carl Beynon
Glass Dash Larry & Susan Everett
Glass Show & Sale Mary Beth Hackett & Joy McFadden
Membership Linda Adkins
Museum Cindy Arent
Nominating Ken Filippini
Program David Ray
Projects Bill Hagerty
Publications Mark A. Nye
Publicity Lorraine Weinman Ncc_lw@yahoo.com
Study Group Advisory Judy Rhoads
Technology David Adams, Webmaster

Contacts
NCC Museum [open April thru October only]
(phone) (740) 432-4245
(fax) (740) 439-9223

Rick Jones, President..................e-mail: Caprice0@aol.com
David Ray, Secretary..................e-mail: westervillesh@hotmail.com
Helen Klemko, Crystal Ball Editor.e-mail: ncccrystalball@charter.net
There were no winter doldrums for NCC this year. At a time when we were “closed,” we’ve been really busy. Here are just a few things:

- Our museum has been cleaned and three new display rooms decorated.
- We have just held an incredibly successful Benefit Auction.
- Our Annual Fund drive is organized and on the go.
- We have prepared an Annual Report for 2007.
- We have developed and approved a 2008 budget.
- We’ve launched a redesigned website.
- We have an exciting Convention in final planning stages, with many new and fun ideas.

The Museum looks great. Our thanks to Cindy, Carl, The Cordials Study Group and all the others who tirelessly devoted hours to our annual refreshment. Betty and Sandi are primed for a new season of welcoming guests to Cambridge Glass.

Our display rooms look spectacular. Cindy Arent has already photographed them and David Adams loaded the slideshow on our website. Check them out. Rich Bennett coordinated two of the rooms. The dining room is set in breathtaking Heatherbloom—mostly Gloria. The rotating room has many of the rare and spectacular items from his collection.

The “showroom” this year features part of Bill Alexander’s swan collection on loan to the museum. You are in for a real treat when you see it. Our thanks to Bill and Rich for their generosity.

This year continues to really fulfill the vision for these rooms: that we would be able to display items from private collections that most of us would never have a chance to see. In doing this, we spread education and enjoyment.

Speaking of enjoyment, were we ever fortunate that we held our Auction the week we did. A week later there was a blizzard with double digit inches of snow. Our good fortune was that we sold nearly $40,000 worth of glass and raised over $7,000 for the club. It looks like we exceeded our net revenue goal by about $1,000.

We were also pleased to see so many new and young collectors actively bidding. We were so glad you came and enjoyed yourself!

Next up is our Annual Fund Drive. Please read Jane and Ken Filippini’s article in this issue that explains the how-to’s for this year. We sure hope you re-up with us this year as we need the support. Please try to find new members this year. It’s always good to make new Friends of Cambridge.

Treasurer Mike Strebler has again done Herculean work in producing both an Annual Report for 2007 (look for it on our website) and a 2008 budget. The Board reviewed this at our 2/29 meeting and approved it with a few amendments. It calls for a zero-based budget that includes paying off the balance of the loan we drew to purchase the Summit molds.

Mike’s cash-based system makes all of our activities very understandable and he did a great job answering member questions at the Quarterly Meeting. We are so fortunate to have him on our team.

Speaking of teams, please join ours this June for our Annual Convention that marks the 50th year since the closing of the Cambridge Glass factory. Sharon Miller and her team are putting together fun events— from a picnic at a winery to a dinner being catered by our local Ruby Tuesday’s for the first time.

At this year’s Convention, we are looking to make new Friends of Cambridge, which is our preferred way to refer to members. We all belong to a community of glass lovers and we have a great chance to celebrate that this June.

It also marks ten years since floods wiped out our old museum. Oh how far we have come since then. Please join us as we celebrate this fellowship and all of our accomplishments and be part of the plan for how we do even more great things in the future.

And finally, I’d like us all to again salute our webmaster David Adams. If you haven’t had a chance to see his redesign of our club website, please do so at www.cambridgeglass.org—it is clear how much work he put into this.

The site is bright, clean and packed with pictures of our favorite thing—Cambridge Glass. Make a special point to visit the Museum section to see this year’s displays. Once that has whet your whistle, start making your plans to see them in person at this year’s Convention. It’s worth the trip!
By now you have most likely received an Annual Fund packet in the mail from NCC. This article is designed to help explain what is in that packet and to encourage your participation. You will see that the 2008 packet contains materials for two distinctly different organizational agendas, both are extremely important. The response made by the membership will ultimately shape the future of this most worthwhile endeavor, known as the National Cambridge Collectors Inc.

The first items in the packet are related to the 2008 Annual Fund. The initial step is to read the letter addressed to, “Dear Friend of Cambridge” from Rick Jones, the President of NCC. This letter will stress accomplishments and objectives as well as a request to renew your membership. After carefully reading this document, the next step is to consider the levels on the Annual Fund Response Form. This is an 8.5 inch by 3.5 inch card that will be customized with members’ name and membership number. To the right will be a list of Fund Levels, ranging from Patron to President’s Circle. Please remember all amounts contributed to NCC are tax-deductible. Place this form along with your generous support into the return envelope, which is addressed to NCC with postage already affixed.

Next step is to read the bios for the 2008 nominees for your NCC Board of Directors. This year rather than printing the bios in the Crystal Ball, we have decided it would be strategically convient to add them to this packet along with the ballot. The ballot is the lime green 6.25” x 3.25” card called “Official Ballot 2008” which includes a list of the candidates for your consideration. Please select no more than 3 of the nominees. If you choose more than three, or use a non-official ballot, it will not be counted. It is very important to vote! Place the ballot into the “Ballot Envelope” and seal it. Place the sealed Ballot Envelope inside the return envelope addressed to NCC and mail in time to reach Cambridge by June 22, 2008. Ballots received after this date will not be included in the ballot count. We appreciate your time, dedication, and support of National Cambridge Collectors Inc.
ONLY QUESTIONS - NO ANSWERS

By Frank Wollenhaupt

Hello…………..anyone home? This is not the way to start a new column or maybe it is. Everyone must be so busy that they haven’t been able to send in a question or observation. Come on Cambridge collectors, I need your input. I’m even thinking of putting together a blog so it would be easier for you to reply or send in questions. This is just like the centuries old question that if a tree falls in the forest and no-one is there to hear it fall, does it make any noise?

Many years ago Gene Henn was the convention speaker. Mr. Henn was the New York sales manager for The Cambridge Glass Co. He made the comment that the company should never have gotten into milk glass. He said that Westmoreland did it so well and Cambridge had a lot of difficulty keeping the color clean. He was addressing the milk glass production of the 1950’s.

So with that said, let’s talk about Milk Glass. Like Mr. Henn said, every glass company has tried milk glass at one time or another. Cambridge tried it three times. The first time it was called Opal, around 1906, the second time was around 1923 and was called Carrara and then again for the third time in 1950. This month we are going to talk about the production of the 50’s. If you have a copy of the 1949 or 1950 catalogue reprint, check out all the interesting items that were available in Milk Glass. Where are these today? Now, I realize that Cindy Arent is saying “I have it, it’s in my basement.” What she has in her basement are probably the items that were photographed for the catalogue.

I remember back in the 70’s after I was elected to the board, we had a directors meeting at Pavlov’s music center………………

HISTORY LESSON: Fran and Dick Pavlov were the first editors of the crystal ball. Dick Pavlov was the first Secretary of the NCC. Today their daughter runs Penny Court, which many of you may visit during convention. They also had an antique business that was located upstairs above the music center.

……………..After I was leaving the directors meeting, I looked through the glass Dick had for sale. In his case, he had a pair of milk glass caprice reflector candlesticks. The price (if I can remember correctly) was $200.00. A fortune at that time. Boy did I want them. We collected caprice and these would really look nice in the collection but I didn’t have the money at that time. Instead, I purchased two Rubina Georgian tumblers. Looking back, I didn’t know just how rare these candlesticks were.

You can find pieces of Martha Washington, Mt. Vernon and Sea Shell without much of a problem. You can even find a set of milk glass swans with a little work but from that point on, it gets much more difficult. What about Everglade? You can find the Everglade tulip plate and the handled mug but what about the 12” oval bowl? I am going to list the rest of the items that only one or very possibly none are known of:

W117 - Cake Salver or Table centerpiece (Virginian)
W119 - Heron Figure Flower Holder
W122 - Pigeon Book Ends
W121 - Scotty Book Ends
W129-12” Everglade Vase
W126 - 5” Everglade Vase
W136 - 5 Piece centerpiece Cambridge Arms
W142 - 5” Peg Vase
W140 - 4 - Candle Arm
W143 - 5” Peg Nappy
W141 - 3 ½” Candlestick – For Cambridge Arm Units

I believe, but can’t prove it, that these items were produced as samples only. There could have been a few of each made so they had a good item to photograph but I don’t believe they were put into production or sold in large quantities.

I would like for anyone that has any of the above items to send me a letter or email and let me know what you have. I am not interested in the common items, only the above list or if you have something else that is odd, rare or hard to find. I will share the results with everyone but not your names.

(You can email Frank at fewvie303@sbcglobal.net .. Ed.)

2008 Candidates for Board of Directors of NCC

Cindy Arent
Nancy Finley
Helen Klemko
Freeman Moore
Mark Nye
Many thanks to the Club Members who helped during the Auction. Some of the moments are captured below. (If you would like to see these photos in color, the April Crystal Ball is located in the Members Section on the website)
## 2008 Auction Results

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Time is flying by - it’s later than you think! We hope you have all made your motel reservations (the motel listing is on Page 17 of this Crystal Ball) for the 35th Annual NCC Convention that will celebrate “The Elegance of Cambridge Glass” and our history as a family of Cambridge Glass Collectors. Your next step is to fill out the registration form that appears on Page 10 of this issue of the Crystal Ball. The registration form must be returned before June 1st, to avoid a late fee, so don’t delay.

The first event of the Convention will be the Wednesday evening picnic. This year it will be held at a new location - the Georgetown Vineyards which affords a beautiful panoramic view of Cambridge. We will also have an opportunity to sample some of the wines offered by Georgetown while visiting with both “old” and “new” convention participants. Early arrivals will also be able to get their convention packets on Wednesday and Thursday afternoons at the museum.

Thursday will be a full day of activities commencing with a morning program at the storage building hosted by Frank Wollenhaupt and Ron Hufford. They will do a very educational and informative program about the various moulds used by the Cambridge Glass Company to produce the elegant glass that we all love. It will also be an opportunity to see some of the Cambridge moulds that were acquired last year from Summit Art Glass. Following the mould program, we are planning to offer a factory tour of Mosser Glass.

Thursday afternoon will be reserved for the popular and informative Orientation Session for our First Time Conventionees. First Timers will be given useful tips and information to make their first NCC Convention a memorable one. Judy and Ken Rhodes do a great job of recruiting Mentors to be available to help and answer questions for the first timers. On Thursday evening, the knowledgeable Les Hansen will present an informative program covering the various styles of Cambridge swans.

Friday morning will begin early with the handing out of numbers for the Glass Show and registration will continue at the Pritchard Center. There will be another “Dash Through the Past” program presented by the museum staff that will focus on the Cambridge Glass Plant and former workers. The Glass Show opens at 2:00 p.m. on Friday. The Banquet follows that evening with the mini-auction as the highlight. The mini-auction is a fund raiser for the museum and the auctioneer, Alex Citron will entertain as well as attempt to relieve us of our $$$.

Please consider donating a wonderful piece of Cambridge glass to be auctioned off with a value of at least $25.

We hope that you will come and enjoy friends, old and new as well as adding some wonderful finds to your Cambridge collection. If you have any questions, please email me at s.miller@omeresa.net or s.miller@cebridge.net.

The Convention Registration Form is available on the NCC Website - www.cambridgeglass.org as well as in this Crystal Ball. Please complete and mail as soon as possible.
Advance Registration Form

Please complete the form on the back of this page and return it no later than June 1, 2008. (Registrations post-marked after June 1 will incur a late charge. See below for cancellation policy.)

Send your check payable to National Cambridge Collectors, Inc. along with this completed registration form to:

National Cambridge Collectors, Inc.
Convention Registration
P. O. Box 416
Cambridge, OH 43725-0416

Each person registering for the convention must pay the registration fee of $20.00 regardless of which events will be attended. The registration fee includes admission to the NCC Glass Show and Sale and all other scheduled events as well as a Convention Booklet and Souvenir. Please register for all events you plan to attend, including those offered at no charge. For children under ten years of age, there is no registration fee; however, they will not receive the Convention Booklet or Souvenir.

**Wednesday evening wine-tasting at the Georgetown Vineyard** – please join us for appetizers and wine (other beverages will be available).

**Show dealers** – If you are a member of NCC, Inc. and wish to participate in other convention activities, the registration is $15.00 (registration fee less show admission charge). The benefits are the same and late fees apply.

Please list each person registering separately. Names should be given as you wish them to appear on your name badge. Please provide your NCC, Inc. membership number. If registering for more than four, please list additional members on a separate sheet.

If you would like to receive an email confirmation of receipt of this registration form, please list your email address. **This is the only way we can provide confirmation of your registration.**

**Cancellation Policy**
Written Cancellation up to 30 days before first convention event – full refund.
Written Cancellation up to 15 day before first convention event – full refund less $10 handling fee.
Written Cancellation up to 5 days before first convention event – refund meals only.
Written Cancellation less than 5 days before first convention event – no refund.
National Cambridge Collectors, Inc.
Advance Registration Form
June 1 Deadline

**Name of Conventioneer**
(please print legibly as you wish it to appear on your Name Badge)

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Email address ______________________________________   Phone Number (_____) _________________
(for registration confirmation)

**ACTIVITY**                  **FEE**      **NUMBER ATTENDING**      **TOTAL**

Registration (postmarked by June 1) $20.00 _________ $__________
Late Registration (postmarked after June 1) $30.00 _________ $__________
Dealer Registration ($25 if registering after June 1) $15.00 _________ $__________
Wednesday Wine Tasting at Georgetown Vineyard $5.00 _________ $__________
Friday Evening Banquet $22.00 _________ $__________
Saturday Italian Buffet $18.00 _________ $__________

Optional Donation to NCC for _____________________
(i.e. museum acquisition, endowment, facilities, etc.)

* Chicken Bella - 10 oz. grilled chicken with fresh sautéed baby portabella mushrooms and artichokes with Parmesan cream sauce. With fresh, steamed broccoli and white cheddar mashed potatoes.
** Top Sirloin – 9 oz. cut with fresh, steamed broccoli and baked potato.
If you have special dietary needs, please let us know and we will do our best to accommodate you.

**For Information and Planning Purposes Only**
Please indicate how many will attend the following events:

<table>
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<tr>
<th>Event Description</th>
<th>Date/Time</th>
<th>Number Attending</th>
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<tbody>
<tr>
<td>Storage Building with Moulds Program by Miami Valley Study Group</td>
<td>9:30 am Thursday, June 26th</td>
<td>________</td>
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<tr>
<td>Mosser Glass Tour, where you will actually see glass being produced</td>
<td>11:30 am Thursday, June 26th</td>
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Major Field(s) of Cambridge Collecting ______________________________________________________
(This information will appear in the Convention Packet.)
By Cindy Arent

Many, many thanks go to all of our member volunteers who helped with the museum cleaning this year. Every Saturday in January and February a group could be found working at the museum. All of the 67 showcases and over 9,000 pieces of glassware were cleaned without a single “ding”!

The three feature rooms are also ready for the 2008 season with special thanks to Bill Alexander and Rich Bennett for loaning pieces from their collections. On February 9th, Bill left his home in MI at 6 a.m. and arrived at the museum at noon with his swan collection. After unloading and placing the swans in the Sample Room, he drove the return trip to Michigan in the snow. NCC is very fortunate to have members willing to give their all and we really appreciate Bill’s time and effort. The swan display is outstanding and is sure to be enjoyed by members and museum visitors during the season!

This year the **Dining Room** display features a table set with Heatherbloom, etched Gloria, from the collection of Rich Bennett. Rich graciously volunteered to loan glassware for both the Feature Display Room and Dining Room for the 2008 season. Thanks to Rich for all of his hard work. Both of the exhibits are just beautiful!

I would also like to thank our museum employees, Betty Sivard, Sandi Rohrbough and Linda McClain, as they have also volunteered many hours this winter helping to get the museum ready for the new year. They always go above and beyond to do what is best for the museum and we owe them our gratitude.

The museum opens for the season on April 2nd. The hours of operation are: April – October, Wednesday through Saturday from 9:00 to 4:00 and Sunday, noon to 4:00. As always, if you are traveling through Cambridge on a day the museum is not open, please contact us in advance and we will be glad to meet you for a tour. We look forward to seeing you!
Defining Elegant Glass

By Debbie and Randy Coe (article continued from the March Crystal Ball)

Another step that could be used to make the piece different was to add different paints or stains to the glass. The piece was then re-fired to seal the stain or paint to the glass. All of these labor intensive further added to the cost of the piece of glass.

One of the final steps in the glass making process was to fire polish. In this step, the glass is reheated to remove any mould seams and to give it extra clarity. The final step is to grind and polish the bottom of the piece to allow it to have a smooth surface. Not every piece in a pattern was ground nor did every company do this. These are more steps used to show the difference between Elegant and Depression.

Elegant Glass was sold in fine department and jewelry stores. These stores also carried many china and silver patterns allowing customers to mix and match the selections with their own preferences. All these patterns remained open stock items for several years. Open stock meant, having your particular pattern available for many years so you could go back to that store to purchase additional items to add to your set. Many of these patterns were very extensive and ran for many years, even several decades. Not every piece was available every year as different items were periodically added and dropped from the line. Some items were only available for very short time periods making them hard to find today and usually expensive.

Fostoria’s Cupid pattern would have been one of the shortest lived Elegant Glass patterns. It was introduced in 1927 and lasted until 1929. Over the three years, it was produced in the following colors: Amber, Black (called Ebony), Blue, and Green. This was part of a line which Fostoria called Brocade. Others in this same line which also had a short life were Oak Leaf and Oak Wood. Note, that Oak Wood is the same pattern as Oak Leaf with only the added treatment of iridized finish and gold trim setting it apart.

When you look at some of the longest produced Elegant Glass patterns, Fostoria’s American comes to mind. Introduced in 1915 and was last made by Fostoria in 1981. We feel that it is the single most asked for glassware pattern by name that was ever produced. Many times collectors will ask us if we have their Fostoria pattern and usually what they mean is American.

The patterns that were etched were usually found on several types of blanks. The different styles of blanks, with the same etching, gives the collector a wide range of choices if only trying to build a specific place setting. For those collectors trying to obtain everything made in a pattern, they will spend years and a vast amount of money.

The following companies, in our opinion, made Elegant Glassware: Cambridge, Central, Consolidated, Duncan & Miller, Fenton, Fostoria, Heisey, Imperial, Morgantown, New Martinsville, Paden City, Phoenix, Tiffin, Viking, and Westmoreland. Gradually, through the years most of these have closed.
Defining Elegant Glass (continued)

The first to close was Central Glass Works in 1939. In the 1940s, New Martinsville closed, reorganized and was then given the new name of Viking so it could have a fresh start. After the end of World War II many cheaper imports were flooding into the United States and many American companies could not compete with these products. As a result of this during the 1950s, Cambridge, Duncan & Miller, Heisey, and Paden City glass companies all closed. This was a tremendous loss in the number of American companies making elegant glass.

Tiffin (U.S. Glass) closed in the early 1960s before being bought by employees. A few years later it was sold to Continental Can. In 1968, the company was sold to Interpace, who also owned Franciscan China. In 1979, Tiffin was sold again, this time to Towle Silversmiths before the division was finally shut down in 1980.

Consolidated closed in 1964. Fostoria purchased Morgantown in 1965 but allowed them to operate under their own name. The Morgantown plant was sold in 1972 to Bailey Glass with the Morgantown name disappearing. In 1970 Phoenix was purchased by Anchor Hocking.

In the 1980s, several more companies closed: Fostoria, Imperial, Viking, and Westmoreland. Viking was purchased several years later by Kenneth Dalzell, who reopened it under the Dalzell-Viking name. Kenneth Dalzell was a former Fostoria employee. In 1998, the company was forced to close due to several problems.

Lancaster Colony, who also owned Indiana Glass, purchased Fostoria. For awhile they continued to utilize some of the moulds, but soon eliminated most of the high quality finish work on their glass that had been previously done at Fostoria. Finally in 2003, after several years of languishing in a warehouse at Indiana Glass, a subsidiary of Lancaster Colony, a decision was made to sell all the cast iron moulds that required extra hand work. The company had finally come to the conclusion that it was no longer economically feasible for them to be producing this type of glass anymore. The focus would now turn to only making their more profitable machine made glass. Fenton became the recipient of this major decision. Several thousand moulds were purchased and are now in the safe hands of Fenton. Even if Fenton never uses some of these moulds, no foreign importer will ever be able to unscrupulously reproduce these items. The moulds had previously been owned by Cambridge, Fostoria, Imperial and Indiana. In the case of the former Fostoria Baroque candy box, before it entered the Fenton catalog, the inner dividers were removed. It was made in a non Fostoria color and the piece now has the Fenton logo on it. In addition when Fenton put it in their catalog, it was only given a number and not a name. The reasoning behind this was to emphasize the piece today and not where the mould came from.

The only company left standing today of this original elegant glass group and continuing to make elegant glass today is the Fenton Art Glass Company. They have survived by continuing to adapt their products to meet the needs of today's consumers. They are still family owned and now have fourth generation family members working within the company to make decisions for the future of the company and surrounding community. Their acquisition of the many different company moulds will give them the ability to produce some different types of glass without the expense of making an entirely new mould.

In conclusion, we would like to remind you that Depression Era refers only to a time period. Depression Glass was an inexpensive glass that was mass produced for a short period, sold in the five and dime stores plus used for premium or promotional purposes. Elegant Glass was a hand made glassware produced for a long time as open stock merchandise with many different treatments. This type of glass was sold in Department and Jewelry stores.
The Early History of Cambridge Etchings

By Mark Nye

At the November quarterly NCC, Inc. membership meeting, Lynn Welker presented an excellent program on Cambridge etchings using examples from the Museum collection along with a wide array of items brought to the meeting by members. Lynn’s presentation included the entire gamut of Cambridge etchings, from the first etchings through those produced by the reorganized company during the period known as the reopen years. Due to time constraints, he was not able to go into great detail about the history of Cambridge etchings or about any specific etching. This article will take a look at the early history of Cambridge etchings.

Cambridge began making glass in May 1902 but it was not until some ten years later that they began to produce the thin blown and paste mold ware typically used as blanks for etching. The April 11, 1912 issue of Crockery and Glass Journal carried this item: “L. A. Fletcher, a well known glass factory man, this week assumed the business management of the Byesville plant of the Cambridge Glass Co. …On Monday Mr. Fletcher went to Byesville where hereafter the plant will make a specialty of thin blown and paste mold work…” It is not clear how long Mr. Fletcher lasted at Byesville for the September 19 issue of the same trade journal had this to say: “Samuel P. Kinney, formerly with the Economy Tumbler Co., but now manager of the Byesville plant of the Cambridge Glass Co., was a visitor in Pittsburgh last week. There was a full page Cambridge advertisement in the December 23, 1912 issue of China, Glass and Lamps. The text read in part: “We now ask your attention to our NEW DEPARTMENT. We are producing a most excellent line of high grade, lead blown stemware, tumblers, etc., both in plain, optic, needle etched, deep plate etched and light cut patterns. Thus we have the first trade journal reference to deep plate etching being done by the Cambridge Glass Co. What is interesting is that from this point on, until the demise of the original Cambridge Glass Co., the blown ware department was referred to as the “Byesville Department” even after the Byesville plant was closed (circa 1920-1921) and the manufacture of blown ware moved to the main plant in Cambridge.

Very little mention is made of Cambridge produced etched ware in the trade journals for 1913. Crockery and Glass Journal for January 23, 1913 makes mention of “Blown tumblers and stemware, plain and decorated, are new features of the Cambridge Glass Co. this year and a long line of each is given a prominent display in the [Pittsburgh] exhibit.”

Trade journal descriptions of the Cambridge exhibit at the 1914 Pittsburgh Exhibit made little reference to the relatively new lines of etchings and then it was mostly indirectly. “Then, on the long shelving against the rear wall of the room were beauties in what are called “stem” ware but what the plain ordinary people would style tumblers or goblets, for fancy table decoration. This was what attracted attention. They were delicate and beautifully decorated, and while dainty enough to impel one to hold his breath while handling a piece, were rich enough in real beauty to appeal to the most ordinary visitor.” China, Glass, Lamps January 19, 1914

Later in the year, the March 19 issue of Crockery and Glass Journal had this to say: A full line of stemware as well as a number of pieces in a new copyrighted Strawberry design in a deep plate etching is one of the latest additions to the Cambridge Glass Co.’s stock being shown by sales manager D. King Irwin. The shape is the well known “Touraine” already made popular by the Cambridge Glass Co. In December 1914 this item appeared, again in Crockery and Glass Journal: “A complete assortment of stemware and numerous other items in a beautiful and novel design and shape, for both of which D. King Irwin is responsible, is now being shown at the salesroom of the Cambridge Glass Co. This is not the first time Mr. Irwin has demonstrated his ability as a designer, but he has never turned out anything prettier than this cleverly arranged Fuschia pattern in a deep plate etching on a shape that is out of the ordinary and exactly suited to the design.” This, of course, is the etching we now know as Marjorie, probably named in honor of Mr. Bennett’s daughter, Marjorie.

From the commentary found in the trade journals along with Cambridge advertising, it can be concluded that Cambridge began deep plate etching some time in 1912. The trade journals continued to pay more attention to the old lines which were the “standards” of the period. Etched glassware for home use was still the “new kid on the block.” The first appearance of deep plate etchings in a Cambridge catalog occurred in one titled “Catalog of Lead Blown Tumblers and Stemware” and issued circa 1913. In this catalog appear the first commercial etchings produced, a total of seven being shown. All have numbers; the first number being used was No. 401. This etching was also named Grape Vine Design. No. 402 was named Strawberry Design and for some reason, unknown to today’s collectors, No. 403 never made it into the catalog nor is it known what it looked like. The balance of the etchings shown in this catalog did not have names, only numbers: Nos. 404, 405, 406, 407 and 408. There is a comment on each catalog page showing etchings that reads: “For Full Line of Etchings See Price List.” Unfortunately for us today, the price list has not survived. Whether this means there were more etchings being offered (some what doubtful) or that more items than those shown were available with the etchings (most likely) is not known with complete certainty.
No. 401 or Grape Vine Design was pictured on the No. 7390 9 oz goblet, several pieces of No. 300 stemware, two tumblers, two styles of master almonds with individuals to match, and the No. 7605 25 oz. grape fruit. The illusive Strawberry Design or No. 402 etching (It has yet to be seen on an actual piece of glass.) was also illustrated on items from the same two stemware lines as No 401, Nos. 7390 and 300, as well as a tumbler and a fingerbowl. Illustrated in the 1913 catalog is the No. 7390 1 oz. cordial, etched Strawberry. (Dream on cordial collectors!)

The other five etchings, Nos. 404, 405, 406, 407, and 408 were each shown on a single piece, with the exception of No. 405 being shown on both the No. 7390 5 oz. parfait and the No. 9415 9 oz. flat tumbler.

No. 401, Grape Vine Design, remained in the Cambridge line until the mid 1920s and then was revived in the 1930s under several names, Old Fashioned Grape, Grape, Bacchus and Vintage. Strawberry simply disappears. It remains a mystery why no piece has ever been reported. A single etching plate survives and is in the NCC, Inc. collection.

No. 404 was discontinued before the beginning of the 1920s and no etching plates survive which is also true for the original version of No.405, as seen in the 1913 catalog. For unknown reasons, this same number was used for an entirely different etching that appeared in a Cambridge catalog issued circa 1921. Etching No. 406 is also known only through the illustration in the 1913 catalog as once again, no etching plates exist today. Production of this etching had ceased by the time the 1920s began. Several etching plates for No. 407 survived the passage of time and from one the illustration seen here was taken. Like many of the other early etchings, it too did not survive into the 1920s. The last of the initial Cambridge etchings, No. 408, was also discontinued by 1920 but then combined with a border etching, No. 625, and renamed Wedgewood. No. 408 was also joined with another border etching, this one being No. 619, with the combination known as Plate Etching No. 5. Both of these combinations appeared in a Cambridge catalog issued circa 1921 but were out of the line by 1927. More on these combination etchings in a future article.

The best known of the early etchings is Marjorie. Introduced in late 1914, it proved to be a popular design and is readily found today, particularly on stemware. Jugs and plates can also be found and added to one’s collection. Marjorie was placed on 7606 stemware and the combination remains almost as popular today as it was when first offered. Many collectors use their Marjorie etched stemware when entertaining and some on a daily basis, this writer being among the latter. Marjorie stemware was produced until the very late 1920s. The etching was later revived in the early 1930s as Etching No. 764 and offered on a console set, consisting of the No. 1307 candelabrum and the No. 1349 12 in. bowl.

By 1921, etchings were fast becoming a major player in the Cambridge line and for years to come, new etchings were introduced almost every year. Several dinnerware lines were designed as blanks to be used for etching, lines such as the Decagon, Round, No. 3400, Gadroon or No. 3500, Martha, and Corinth. For more information about Cambridge etchings, the interested collector is urged to obtain a copy of “Cambridge Glass Company Etchings,” published by NCC, Inc.
NUDES
March 5th saw the sale of a beautiful #SS40 flying nude lady bowl in Windsor Blue sell after furious and frenzied bidding. It soared to $2,277. A most gorgeous, gorgeous piece and the photographs were superb-u-la! An all green, dark green, nude-stemmed comport with SeaShell top sold for $568 on 3/9. It looked absolutely magnificent and just love-love-love the all-green piece. Also on 3/9, a most wonderful and not-that-often seen all crystal #SS40 flying nude lady bowl sold for $384. It was indeed, very pretty.

CAPRICE
Simply put, the most elegant of all pieces of Caprice glass is the #178 high-handled Doulton pitcher or jug. And there was one in Moonlight Blue sell on 2/28 for $2,121. Like the enchantment of rippling water, twirl this jug in your hands and watch the waves of light that play over its lovely and ethereal Moonlight Blue color. A Moonlight Blue ice bucket with hammered chrome tongs and bail sold on 3/9 for $120. After a delirium of bidding, 6 of the #24 dinner plates that were admittedly scratched and needed to be cleaned and with air bubbles sold for a walloping $392 on 2/29.

FLOWER FROGS
A most impressive 13" draped lady flower frog figurine in opaque Ivory sold on 2/11 for $1,576. It was truly a masterpiece to look at. February 29th saw the ending auction of a beautiful 12" Light Emerald Bashful Charlotte flower frog figurine sell for $394. Very stunning and on such a dark background to really make the color stand out. GORGEOUS! And my second favorite of Cambridge flower frog figurines, the Rose Lady, sold on 2/28 for $265. Simply dripping with elegance.

SWANS
Again this month, not much going on in the swan world. There was a stated 10" black swan that sold on a buy-it-now format for $250 on 3/4, looked very beautiful, but measured weirdly and only one picture to sell it by. A 10" crystal and what appeared to be style 1 swan, sold on 3/9 for $128. Very nice looking photographs too. And on 3/1 and 3/2, the same seller had 2 groupings of crystal swan punch cups, 4 to a lot, that sold for $80 each lot on a buy-it-now format. Some scratching stated.

ROSEPOINT
I really don’t need to report anything else in this month’s issue of the E-bay report except for this exquisite piece of RosePoint to write about and a full-page picture! I’m hoping most people saw it as it is so rarely seen. It was the M.478 punch bowl and M.129 underliner to the punch bowl. The equally hard-to-find M.488 punch cups were not present with this set, but the photographs were magnificent! It sold for $6,230 for the 2-piece set on 2/19. Looks like the seller would’ve done better to sell it privately as they stated in their comments for $6,250! A most superb small R.64 comport with rarely etched RosePoint foot and trimmed in gorgeous Wallace RosePoint silver work, sold on 2/25 for $200. the trim on the top rim was crimped gently and had the pressed holloware RosePoint medallion work that is so coveted. An extremely rare piece of RosePoint and really, most overlooked by only the most advanced RosePoint collector, maven, or aficionado.

OTHER ETCHES
A dizzying dollop of dark Diane, amber that is, found its way out of deepest, darkest, Dianest Australia to a number of different e-bay auctions this past month. Of particular note was a gorgeous ball jug that sold on 2/24 for $363. And, a pair of #1337 cigarette holders that sold for $304 on 3/4. Let’s just organize a big expedition to go get all the fabulous colored Diane out of Australia that never shows up here in the USA. What’s the deal with that anyway? Does anyone know why? Colored Minerva and some colored Valencia too. A most fabulous pair of Crown Tuscan gold-encrusted Chintz #2 etched small #3500 Gadroon-line urns and lids with thick, thicker, thickest gold trim work, sold on 3/1 for $523. The photographs were absolutely out-of-this-world fabulous. Very little interest though with only 2 bids. A shame, because these are so stunning and seldom do you see the Chintz #2 etching on such monumental pieces.
And, another extraordinarily beautiful piece was a #1130 pink vase from the Nautilus line and etched with Rosalie. A most stunning piece and one that is rarely seen in Rosalie. So fabulous. It sold for $562 on 2/17.

**MISCELLANEOUS**

For you NearCut fans, and I’m one of them, a most wonderful and tall ever or jug in the Inverted Strawberry pattern and marked NearCut sold on 3/9 for $1,375. It was amethyst with Carnival treatment and coveted more likely than not, by Carnival glass collectors than by Cambridge glass collectors. Still, a stunning piece of early Cambridge. A hard-to-find #3500/144 plain crystal center-handled keyhole drink caddy sold for $103 on 2/25. Interestingly though, the Gadroon pie-crust edge was continued around the keyhole handle. I had never noticed that before.

And finally, a most gorgeous 2-light Everglades candleholder in Ebony sold for $197 on 3/2. It was stunning.

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**CAMBRIDGE MOTEL INFORMATION**

**2008 NCC Convention June 25-29**

All of these motels are located in Cambridge at Exit 178, Ohio route 209 off Interstate 70. Remember to mention that you are attending the National Cambridge Collectors Convention. Book before June 15 to ensure availability and best rates.

**BAYMONT INN CAMBRIDGE**

61595 Southgate Parkway
(740)439-1505 or 1-877-BAYMONT
$69 single or $59 double (weekday rates)
$79 single or $69 double (weekend rates)
includes continental breakfast
15% off the going rate for NCC
(Indoor pool, in-room amenities)
www.baymontinns.com

**BEST WESTERN CAMBRIDGE**

1945 Southgate Parkway
(740)439-3581 or 1-800-WESTERN
$54.95 single or double includes continental breakfast
(Outdoor pool, in-room amenities)
www.bestwesterncambridge.com

**HAMPTON INN CAMBRIDGE**

8775 Georgetown Rd
(740)439-0600 or 1-800-HAMPTON
$85 per night for 4 or more night stay
$89.10 per night if less than 4 night stay
Rates include continental breakfast
(Indoor pool, business center, wireless internet)
www.cambridge.hamptoninn.com

**HOLIDAY INN CAMBRIDGE**

2248 Southgate Parkway
(740)432-7313 or 1-800-465-4329
$65 per night for 2 or more night stay
(Outdoor pool, in-room amenities)
www.holidayinn.com

**COMFORT INN CAMBRIDGE**

2327 Southgate Parkway
(740)435-3200 or 1-800-228-5150
$70 plus tax includes continental breakfast
Evenings snacks in the lobby
(Indoor pool, in-room amenities)
www.choicehotels.com

**DAYS INN CAMBRIDGE**

2328 Southgate Parkway
(740)432-5691 or 1-800-432-5691
$45 single or double includes continental breakfast
(Outdoor pool, in-room amenities)
www.daysinn.cambridge.com

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**Glass Shows**

**April 11-12, 2008**
North Jersey DG Show & Sale
Allendale, NJ
Call: (973)267-7511 or (973)838-2419

**April 26-27, 2008**
Rocky Mountain DG Show & Sale
Castle Rock, CO
Call: (303)722-5336

**April 26-27, 2008**
Nutmeg DG Show & Sale
Southington, CT
Call: (860)643-5353
E-mail: james.dwire@snet.net

**May 29-31, 2008**
National Imperial Glass Collectors’ Society
Annual Convention
St. Clairsville, OH
www.imperialglass.org
E-mail: info@nigcs.org

**July 12-13, 2008**
Fostoria Glass Show & Sale
Nashville, TN
Call: (615)223-0816
E-mail: ullerre@comcast.net

**July 19-20, 2008**
NDGA Annual Convention & Sale
St. Charles, MO
Call: (636)257-0567
E-mail: Convention@NDGA.net
The Columbus Wildflowers Study Group #17 - February 2008

On Thursday, February 7th, 2008, the Wildflowers met at the home of Linda and Bryan Roberts at 7:00 pm. After spending some time socializing and munching on wonderful refreshments, we had a brief business meeting to discuss our Penny Court cases, the NCC auction (we have no study group meeting in March), hosting tables at the June Convention, our April meeting topic, and collecting in general.

We then adjourned to the dining room for our February Valentine program “Romancing the Glass” for which we each brought our first piece of Cambridge glass, the thing that started our whole collecting obsession.

We really had fun listening to each other’s tales of how our love for Cambridge glass began. Some of the stories ranged from thinking how beautiful a Nearcut bowl was, on the floor of a relative’s house that they were helping to clean out, and then later receiving two Carmen dessert dishes as Christmas gifts from a half brother, and that has developed into a love for Carmen pieces, and is now expanding into Amber. OR, the purchase of a Blue Caprice creamer at a church rummage sale for $1.50, which turned into getting involved in a Depression glass club and has developed into a love of opaques, perfumes and Firenze. OR, moving to a new city and looking at a Rosepoint footed Candy Box (with no cover) on an antique shop shelf, and waiting for months to actually purchase it for $20 (having still never found the lid), and that has developed into a love for Nudes and Cordials. OR, being in college and hearing your mother and grandmother talk about a Blue Caprice Bowl they found in Pennsylvania and then driving back to buy it, then spending the summer going to antique malls and flea markets looking for more, which developed into a love of Crystal Caprice, Nudes, Swans and colored etched pieces. OR, driving at random to learn your way around Columbus when starting college and happening across a yard sale which had a set of rock crystal cut stems and luncheon plates for $27, and has developed into a love for hand painted enamels, nudes and silver overlay items.

We all had a really good time getting to know each other a little better and seeing how all of our collections have evolved over the years.

We also brought a few of our favorite items, and explained the reasons why, so our Show and Tell this time consisted of a continuation of our romance with glass. Favorite items included: a Peachbloc Decanter etched Rosalie; a Crystal Bowl with very early Cherub etch; a Light Emerald Cordial etched Apple Blossom; the Crystal Caprice Cracker Jar with ornate handle (that took 15 years to find); a Light Emerald Budvase with the Hanging Hearts etch; an Everglades covered Candy in Violet; the Bluebell Bunny Box; a Carmen 3400/78 Decanter etched Portia; an Amber Oil Bottle etched Marjorie; a Satin Nude Claret with very deco geometric floral silver overlay; and a Crystal Water Pitcher etched Chantilly.

Other Show and Tell items included: a Gold Krystol tall Keyhole Comport etched Gloria; a Carmen Ice Bucket in Farber holder; two Carmen 1066 Stems; an Amber Cigarette Holder with Crystal foot; a 3400/119 Amber 12 oz Decanter with round Cordial glasses; an Amber Favor Vase; a #3111 Amber Stem; an Mocha Two Kid Flower Frog with an unusual bent body style; and an Amber flashed Perfume with Dancing Girl etch.

Our meeting adjourned at 10:30 pm. The Wildflowers will not meet next month due to the NCC quarterly meeting and auction in Cambridge, and will next meet April 3rd at the home of Barbara Wyrick. New members in the Columbus, Ohio area are always welcome and can contact either Linda Roberts at lrobert2@columbus.rr.com or Barbara Wyrick at bwyr@ee.net

—respectfully submitted by Barbara Wyrick, Secretary
Cambridge in San Antonio

By Freeman Moore

February 2008 began with the Kent Washburn Show in San Antonio, Texas. Kent has always been a big supporter of NCC and graciously donates table space for the NCC book and information table. Jeannie and Freeman Moore staffed the table and answered questions for people as they stopped by. The new Rosepoint book was a hit and we sold all of the copies we had. We used the occasion to renew friendships with numerous NCC members. It wouldn’t be a Texas show without Margaret and Bob Downing stopping by to visit. Rosie and Phil Cook found another water set to add to their collection. Mike and Gloria Morris spent two days enjoying the show and decided to add another Cambridge lady to their collection.

There was plenty of Cambridge to be found at the show. Several dealers dealt primarily in Cambridge glass which made looking for items easier. We saw two Wild Rose punch bowls (crystal and Carmen), a variety of swans, an assortment of Cambridge ladies, some colored Mount Vernon, and even some Cambridge pieces with cuttings. Just about every color could be found at the show, including some nice crown tuscan pieces with Charleton decoration. We’re already making plans to participate at the February 2009 show.

CARMEN GOLD ENCRUSTED CAMBRIDGE

WE NEED YOUR HELP: One of our members is planning to write an article about Carmen Gold Encrusted Cambridge for the August color issue of the Crystal Ball. We need your help with this article in the form of photos of any Carmen Gold Encrusted Cambridge pieces that you may have in your collection. Please share with us and make the article really ‘WOW’ with wonderful photos.

Take a digital photo of each piece individually in .jpeg format and send them to me (Helen Klemko) at ncccrystalball@charter.net. When you take photos of glass, please have a plain background - do not put your beautiful glass in front of brick or tile or any decorative background as it makes it difficult to see the beauty of the glass. If you have any questions, please email me. Thanks for your help.

In Memoriam

Jack E. Smith

Word reached us while the March Crystal Ball was at the printer, that long-time member Jack Smith passed away on January 30, 2008. We received this word from his wife and fellow member Suzanne. He was member #2946, joining in the early/mid ‘80’s.

Jack was a frequent convention attendee and was responsible for all the showcase plaques in the Museum honoring this important fund-raising drive that helped furnish our new Museum. A quiet but friendly person, Suzanne tells us that he enjoyed the years of viewing and collecting beautiful Cambridge Glass. He made many new friends and enjoyed the fellowship within NCC.

Jack and Suzanne were married 52 years and had four children – daughter Cheryl and sons Gary, Tim and Neal. He lived in Sylvania, OH, just outside of Toledo. We send our condolences to the whole family and thank Jack for his valued role within NCC.

Museum Volunteers – February 2008

Carl Beynon
Cindy Arent
Rich Bennett
Betty Sivard
Squeek Rieker
Dorothy Rieker
Bill Alexander
Lindy Thaxton
Sharon Miller
Joe Miller
Jeff Ross
Jill Ross
Jack Thompson
Elaine Thompson
David Ray
Sandi Rohrbough
Judy Momirov
### NCC Books for Sale

**Published by NCC • Members receive a 10% discount**

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<td>1910 NearCut Catalog Reprint</td>
<td>$14.95</td>
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<td>Caprice Value Guide (when purchased separately)</td>
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<tr>
<td>Etchings: Elaine</td>
<td>$9.95</td>
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<td>Etchings: Portia</td>
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<td>Etchings: Wildflower</td>
<td>$7.95</td>
<td>$7.15</td>
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<td>Rock Crystal Engravings</td>
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<td>$16.15</td>
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<td>Rock Crystal Engravings (Listings)</td>
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<tr>
<td>Rock Crystal 1940 Illustrated Catalog &amp; Price List</td>
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<tr>
<td>Rose Point - Second Edition</td>
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<th>All items (including books) except Scottys:</th>
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<tr>
<td>Total order up to $6</td>
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<td>$6.01 to $25.00</td>
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<tr>
<td>Over $75.00</td>
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<th>Frosted Cobalt</th>
<th>Cobalt</th>
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<td><strong>Order Now...only a few pairs left.</strong></td>
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<tr>
<td>Plus $12 shipping &amp; handling; sales tax if applicable.</td>
<td>Plus $12 shipping &amp; handling; sales tax if applicable.</td>
<td>Plus $12 shipping &amp; handling; sales tax if applicable.</td>
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