



Cambridge Crystal Ball

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

Issue No. 183

July 1988

Cambridge resumes production

• At the end of March, fires were lighted in the furnaces of the 53-year-old Cambridge Glass Co., Cambridge, Ohio, and production was resumed. The occasion was a big one; resumption of operations will mean employment for 400 former workers and the continuation of a fine and well-known line of handmade glass.

Prior to its shutdown in July of last year, the company had an annual payroll of \$1,250,000. The new management expects that the new annual payroll will be \$2,000,000.

At a large luncheon for federal, state and local civic leaders, Cambridge's new president, K. Theodore Korn, a well-known management consultant, reviewed what had happened to make the firm active again. After its shutdown, the assets of the firm were purchased by Sydney L. Albert, nationally known Akron, Ohio, industrialist. Former workers of the company then conducted a survey to see if they could raise local capital. When the survey indicated that such a movement would be successful, the new Cambridge Glass Co. was incorporated. Former employees have signed up to purchase more than \$260,000 worth of stock through payroll deduction, and the business community has backed up the proposal with outright purchases of stock.

An unusual feature of the effort to get the company back in business was the canvassing of the community for stock purchases by the wives and women relatives of former employees. The Women's Task Force met with a fine response.

Directors of the new company are Sydney L. Albert, who recently became president of Bellanca Aircraft Corp.; Frederick A. Schultze, president of the Cambridge Bank; Herschel J. Hancock, president of the La-Flo Cut Glass Co.; Howard Fenwick, an employee in the mold-making department who was selected by the employee-stockholders; and Frank C. Leysion, Cambridge attorney, who is also secretary of the company.

Thomas J. Walshe, Jr., for many years a sales representative for Cambridge, is vice-president in charge of sales. Edward Korach, of Akron, Ohio, vice-president of Seiberling Latex Products, Inc., is treasurer. Clark Gamble,



GROUP of guests toured the factory at the open house held March 28 when first new Cambridge piece was made.



AT LUNCHEON (l. to r.) Herb Dowler, engineer; Margaret A. Mahoney, Dept. of Industrial Relations; president K. T. Korn; George Parker, A.F.G.W.U.; speaker J. Knox Montgomery; Mary Mitchell, ass't to the president.

with Cambridge for many years, is vice-president in charge of manufacturing. In rounding out the top management team, president Korn promoted Mary Martha Mitchell, long-time executive secretary, to the position of assistant to the president.

CROCKERY & GLASS JOURNAL for May, 1955

Cambridge Crystal Ball

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

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

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

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Classified Advertising Rates

5 cents per word \$1.00 minimum

We cannot mix type size in classified advertisements. Abbreviations and initials will count as words. Payment in full must accompany all ads.

Display Advertising Rates

(Camera-ready ads preferred)	Members	Non-Members
1/8 page (9 items)	\$ 4.00	\$ 6.00
1/4 page (20 items)	7.00	10.00
1/2 page (20 items)	12.00	18.00
3/4 page	17.00	25.00
Full page (50 items)	22.00	33.00

Dealers Directory

Five-line maximum \$12.00 for 12 months

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

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

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

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

Please Address All Correspondence to:

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

President — Willard Kolb, 614/695-0695

Secretary — Janice Hughes, 614/432-7823

Editor — Phyllis Smith, 513/323-3888

NCC Museum of Cambridge Glass is located on U.S. Route 40, one-eighth mile east of I-77 near Cambridge. Hours: 12 noon to 4 p.m., Wednesday through Sunday (March through October). Closed Easter and July 4th.

Please notify us immediately of any change in your address.

Please enclose an SASE when requesting information.

CAMBRIDGE GLASS BOOKS FOR SALE

by National Cambridge Collectors, Inc.

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

* **1930-34 CAMBRIDGE GLASS CO. CATALOG REPRINT**
(250 page reprint of original catalog)
Hardbound with Price Guide \$14.95

* **1949-53 CAMBRIDGE GLASS CO. CATALOG REPRINT**
(300 page reprint of original catalog)
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* **1956-58 CAMBRIDGE GLASS CO. CATALOG REPRINT**
(164 page reprint of original catalog)
Paperback \$6.95

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(95 Stemware lines with 107 illustrations)
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by Mary Lyle and Lynn Welker

CAMBRIDGE GLASS CO.
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Paperback \$6.95

CAMBRIDGE GLASS CO. BOOK II
(119 page reprint from old catalogs)
Paperback \$6.95

CAMBRIDGE, OHIO GLASS IN COLOR II
Spiralbound \$5.95

by Harold and Judy Bennett

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

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BOOKS
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Cambridge, OH 43725

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

Ohio residents please add 6% state sales tax.

DEALER DISCOUNTS AVAILABLE - PLEASE WRITE!

**THOUGHTS from
PRESIDENT WILLARD KOLB**

Welcome to your 1988 Convention and to the celebration of our 15th Birthday!

Be sure to check your Convention Schedule carefully, each day, to find out when all the fun, parties, educational, and special events are scheduled. It should be a fun filled weekend for all of you.

For those of you who are unable to attend this year, we will be thinking of you. We'll try our best to fill you in on everything that happens in your next issue of the CRYSTAL BALL. I would hope that we will do a good enough job so that no one in this organization feels left out.

Rose McAfee, now retired from the Jeffersonian newspaper, will once again be our in-house reporter; and she will bring you all the highlights of our Convention.

It will be a must for you to pay close attention to our speakers at both our Saturday morning breakfast and Saturday night banquet. As you have already observed, they will be George Fogg and Frank Maloney in the morning and Frank Fenton in the evening.

I talked with George and Frank at the Imperial Convention and asked what their program is going to consist of; knowing that their topic was "Cambridge Glass - A 50/50 Proposition." Their answer was, "Oh no, Willard, you will have to come to find out." I thought I would be coy and send a friend of mine over to talk with them (someone they had never met and who isn't even a member of NCC) and they would probably give her a preview. Forget it! They had a nice conversation and when she put the question to them, they said "On no, you were probably sent here by Willard!"

Mark Nye's choice of the Saturday night speaker is also a good one. Mr. Fenton is perhaps one of the most knowledgeable people in glass manufacturing today; and his topic "A Potpourri of Glass, 1901-1954" should be of great interest to everyone. Most collectors today have diversified much as the large corporations of America have. That is to say, with the demise of most of the giants in the glass industry, collectors today are interested in all facets of glass manufacturing. We have become multiple collectors.

Do I need to mention the Show? I'm sure everyone will find it. Just follow the maddening crowd. Joy and the dealers have planned another fine one for you.

Early Saturday morning all roads lead to the Flea Market. Marybelle has changed locations, but it is all for the better!

Don't forget the Show & Tell Saturday afternoon. Lynn will again lend his expertise to help you with your questionable items.

Hopefully you will have glass for the "Mini-Auction" on Friday evening. Put your name and address with the piece(s) of glass you are donating, and give it to me or Janice Hughes. If you can't find either one of us, leave it in room 101 with the Registration personnel, or in room 102 or 104 with either the Smiths or Kolbs. (Sorry, I don't know which room I have. -- am I organized or what?)

With plans for the Convention taking up much of our time lately, and I am only speaking from the standpoint of getting the Museum ready, as Mark is handling everything else, there isn't too much to report.

A thought for all of you. Don't ever say that our educational system is breaking down and the younger generation will suffer. I recently had some insight into the younger generations command of the English language. I had been at the Museum cutting grass and had just locked up the Museum and was ready to leave when a young "gentlemen" came into the parking lot at about 40 miles per hour, slid sideways and had to backup and turn to get back on Route 40. I yelled at him and said "If you are going to turn here, please go slower." Do you know, it only took him four words to tell me where to go and what to do?

By the way -- the new fence and gates will be installed before Convention!

To all of you attending, enjoy yourselves, and to all of you other fine members, we wish you could be here!

WILLARD

YOUR ATTENTION PLEASE!!

In lieu of an article by Mark Nye this month, we are reprinting pages of old advertisements depicting Cambridge production during the 1955-58 reopen period. Hope you enjoy!

Convention Faces

Do you recognize any of these faces from our Convention past? We thought it might be fun to help celebrate our 15th Birthday by running pictures of past Convention attendees. See how many faces you can put a name to. We will print a list of "who's who" in next month's CRYSTAL BALL.





NATIONAL CAMBRIDGE COLLECTORS, INC.

Balance Sheets

December 31, 1987 and 1986

Assets

	<u>1987</u>	<u>1986</u>
Current assets:		
Cash	\$ 14,145	16,278
Accounts receivable	484	27
Inventories	7,927	9,074
Prepaid expenses	<u>1,125</u>	<u>604</u>
Total current assets	<u>23,681</u>	<u>25,983</u>
Property and equipment:		
Land	24,500	24,500
Buildings	51,214	51,214
Building improvements	38,912	37,271
Furniture and equipment	10,459	5,659
Display fixtures	9,185	9,185
Museum contents (Note 2)	<u>34,377</u>	<u>34,330</u>
	168,647	162,159
Less accumulated depreciation	<u>33,408</u>	<u>25,408</u>
	<u>135,239</u>	<u>136,751</u>
Other assets:		
Deposits	<u>44</u>	<u>44</u>
	\$ <u>158,964</u>	<u>162,778</u>

Liabilities and Fund Balances

	<u>1987</u>	<u>1986</u>
Current liabilities:		
Mortgage payable - current portion (Note 3)	\$ 1,652	4,492
Accounts payable	15	142
Deferred membership dues	6,809	6,803
Accrued and withheld taxes	<u>1,378</u>	<u>1,411</u>
Total current liabilities	<u>9,854</u>	<u>12,848</u>
Long-term debt - less current portion (Note 3)	<u>-</u>	<u>1,652</u>
Fund balances:		
Operating fund	23,114	23,194
Museum fund	<u>125,996</u>	<u>125,084</u>
Total fund balances	<u>149,110</u>	<u>148,278</u>
Total liabilities and fund balances	\$ <u>158,964</u>	<u>162,778</u>

NATIONAL CAMBRIDGE COLLECTORS, INC.

Statements of Activity and Changes in Fund Balances

Years Ended December 31, 1987 and 1986

	Operating Fund	Museum Fund	Total	
			1987	1986
Support and revenue:				
Admissions	\$ -	584	584	635
Memberships	12,335	-	12,335	12,366
Donations	-	4,449	4,449	12,086
Auxiliary activities and sales	6,532	17,149	23,681	25,383
Interest	201	785	986	1,362
Other	11	145	156	291
Total	<u>19,079</u>	<u>23,112</u>	<u>42,191</u>	<u>52,123</u>
Expenses:				
Supporting services	13,730	15,513	29,243	30,517
Cost of auxiliary activities and sales	<u>5,429</u>	<u>6,687</u>	<u>12,116</u>	<u>12,674</u>
Total	<u>19,159</u>	<u>22,200</u>	<u>41,359</u>	<u>43,191</u>
Excess (deficiency) of support and revenue over expenses	(80)	912	832	8,932
Fund balances - beginning	<u>23,194</u>	<u>125,084</u>	<u>148,278</u>	<u>139,346</u>
Fund balances - ending	\$ <u>23,114</u>	<u>125,996</u>	<u>149,110</u>	<u>148,278</u>

Board of Directors
National Cambridge Collectors, Inc.
Cambridge, Ohio

We have reviewed the accompanying balance sheets of National Cambridge Collectors, Inc. as of December 31, 1987 and 1986, and the related statements of activity and changes in fund balances and changes in financial position for the years then ended in accordance with standards established by the American Institute of Certified Public Accountants. All information included in these financial statements is the representation of the management of National Cambridge Collectors, Inc.

A review consists principally of inquiries of company personnel and analytical procedures applied to financial data. It is substantially less in scope than an examination in accordance with generally accepted auditing standards, the objective of which is the expression of an opinion regarding the financial statements taken as a whole. Accordingly, we do not express such an opinion.

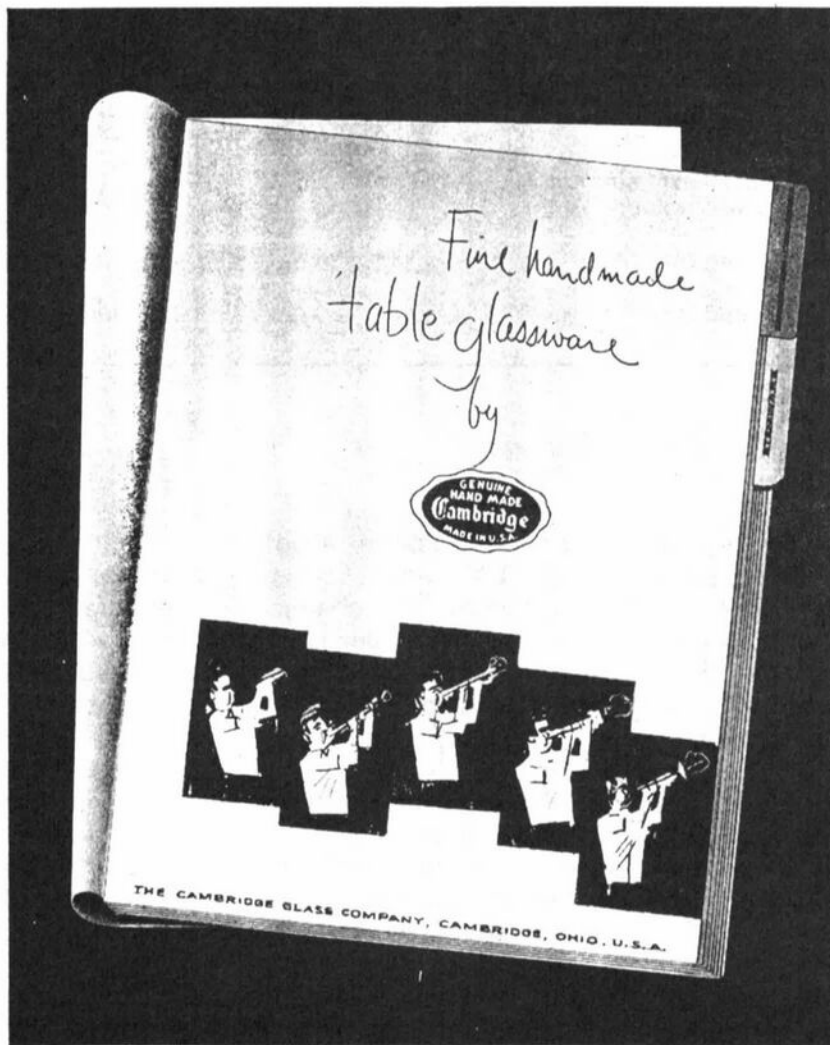
Based on our review, we are not aware of any material modifications that should be made to the accompanying financial statements in order for them to be in conformity with generally accepted accounting principles.

(signed) Clark, Schaefer, Hackett & Co.

Springfield, Ohio
April 12, 1988

.....c'est magnifique

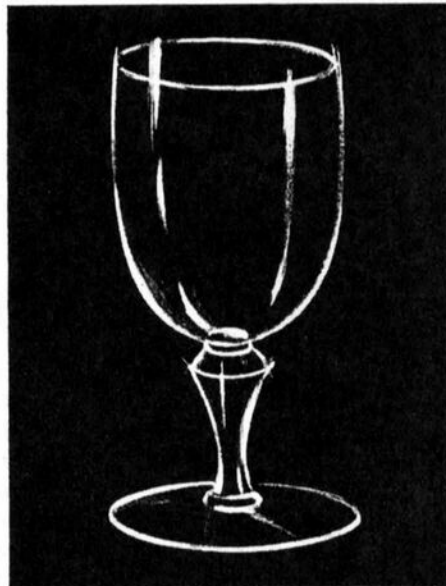
for the new Age of Elegance ... Magnificent, indeed! Here are just a few of the distinctive new Cambridge patterns so lovely to look at ... so delightful to know and recommend to those choosing elegant glassware for a lifetime. So many buyers have patiently awaited our new catalog — it's ready ... fully illustrated, showing our full line of sparkling new patterns, beloved old ones ... and designed with you in mind — to make identification, reference and ordering as fast and simple as your rushed schedule demands! You'll like it — watch for it — you'll have yours soon!



While you're at the Pittsburgh Show

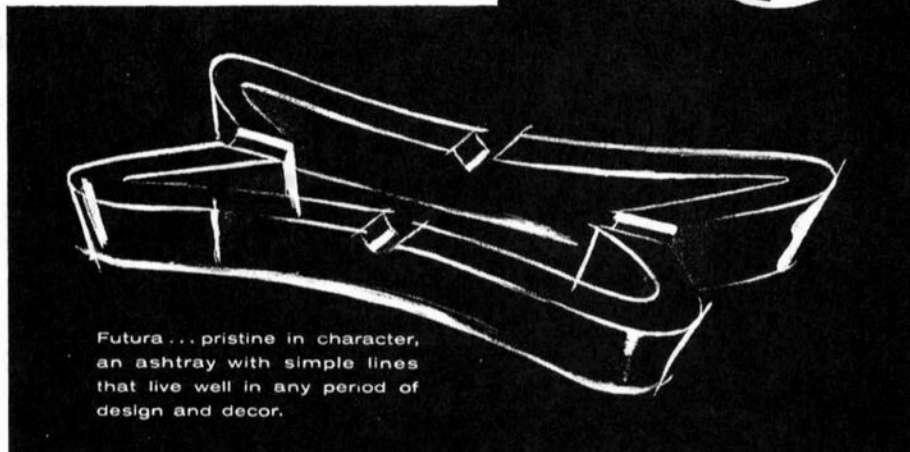
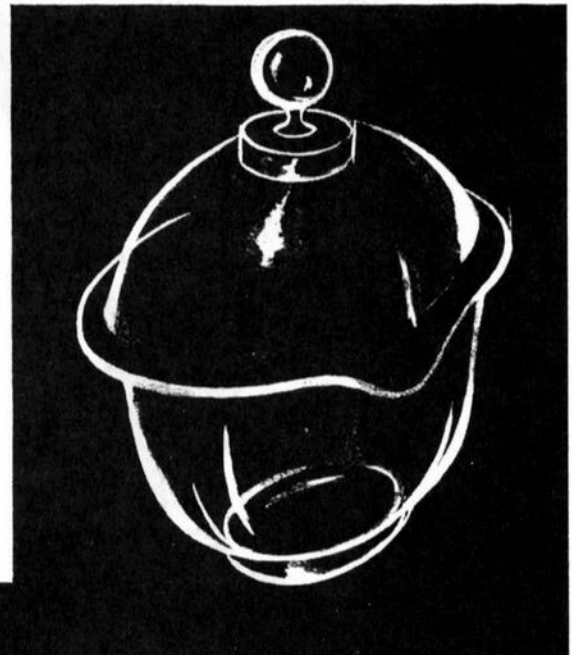
Be sure you stop in our exhibit room to say "hello", and become acquainted with the new Cambridge patterns! Hotel William Penn, Room 514-516, January 9-16, 1957. Also, see us at all of the other major shows.

Cambridge



Sonata... there are graceful old lines in this new stemware of classic pattern - it's classic with a markedly modern flair!

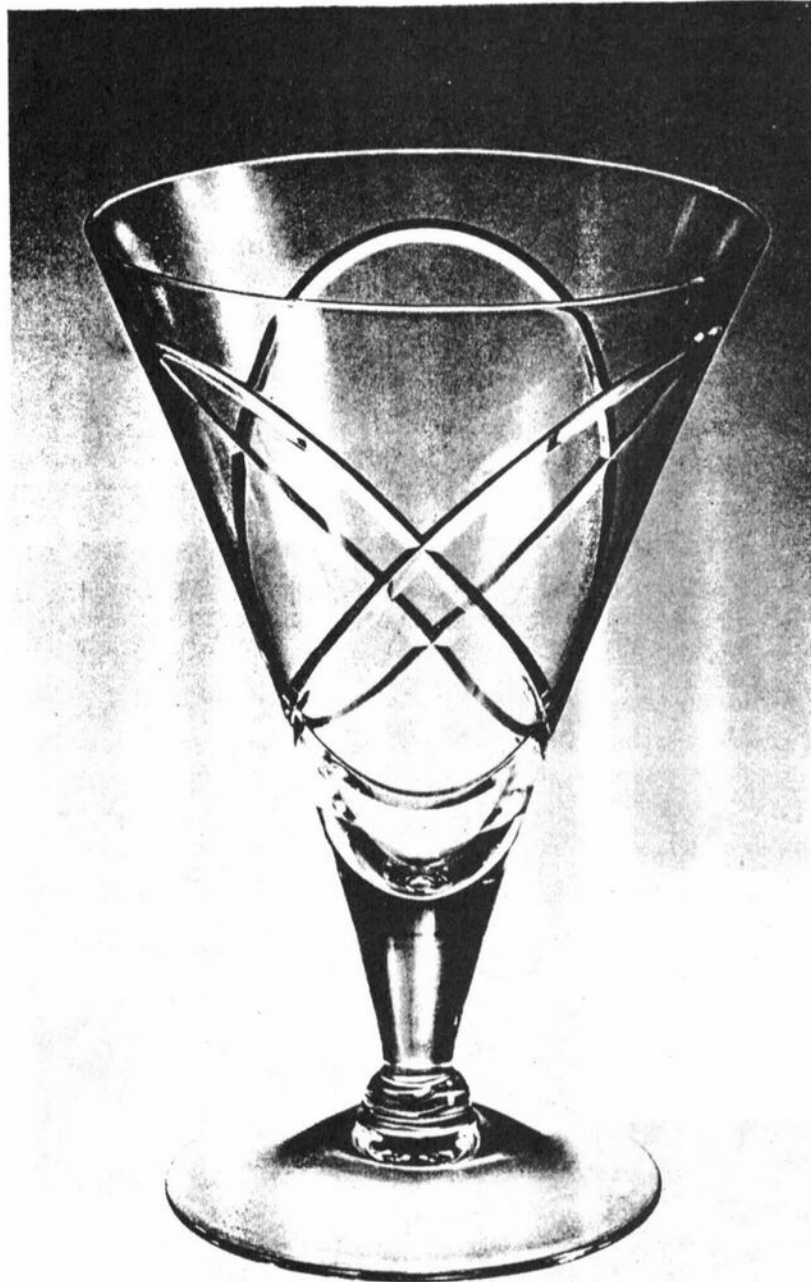
Sonata... muted contours in modern design lift this candy dish from the mundane. It has lovely harmony with formal settings.



Futura... pristine in character, an ashtray with simple lines that live well in any period of design and decor.

The Cambridge Glass Co., Cambridge, Ohio





Wedding Rings

Lovely new Rock Crystal engraving presented with pride and overwhelmingly accepted and acclaimed at major shows in New York, Los Angeles, Chicago. One of a number of firsts to come in a continuous stream from the resurgence at Cambridge Glass. Dynamic management and tradition-steeped craftsmen offer design, workmanship and quality of handmade glass second to none! At best possible prices and profit for you.

"Wedding Rings" is a unique cutting, retails for about \$30 a dozen. Nothing now available on the market approximates this handsome design.

*Remember our 2/10 cash discount may mean the difference between profit and loss to you!
Watch for new items and developments at Cambridge. See us at the Major Shows.*

The Cambridge Glass Co.

CAMBRIDGE
OHIO



Cambridge toasts you with another new profit* pattern

Something old, something new . . .
proven craftsmanship, America's
most wanted new designs—with
these, Cambridge sets a high sales
goal for you! Shown here,
the magnificent English Old Master,
latest in matchless quality
rock crystal engraving from
Cambridge. In time to spark your
customers' interest for holiday
entertaining, gift-giving and,
of course, the winter brides.
Graces the handsomest tables, lists at
\$96 the dozen. Order today for
prompt delivery . . .
check your other Cambridge patterns,
restock now.

Write to The Cambridge
Glass Company,
Cambridge, Ohio.

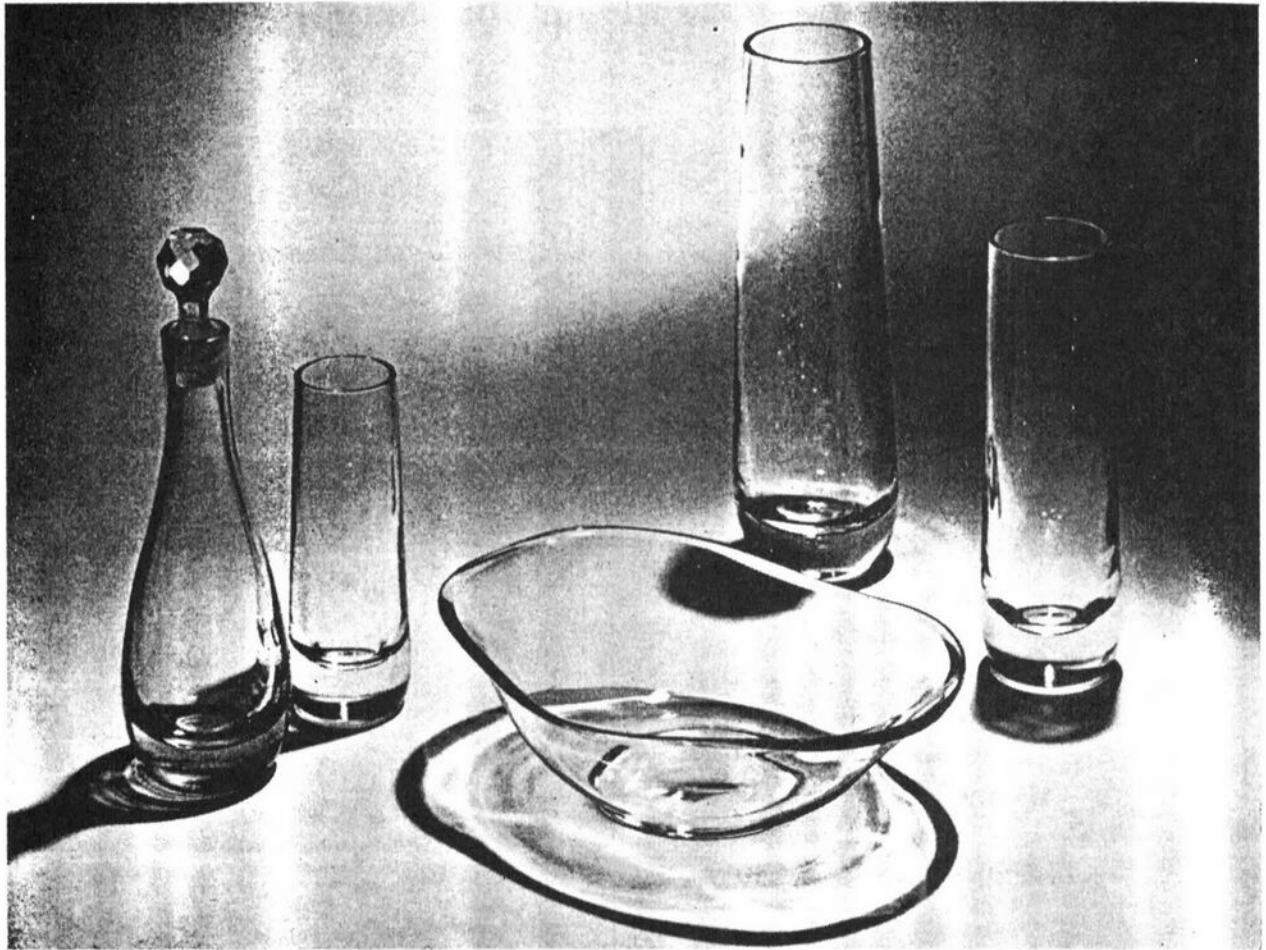


English Old Master



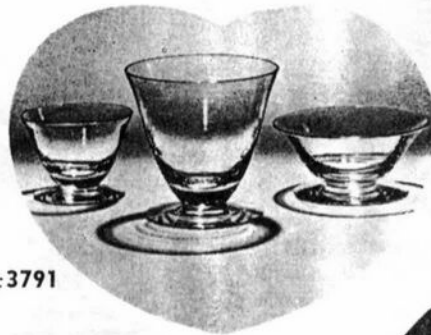
*Take advantage of the Cambridge 2/10 cash discount — it means more profit for you!

For the new Age of Elegance

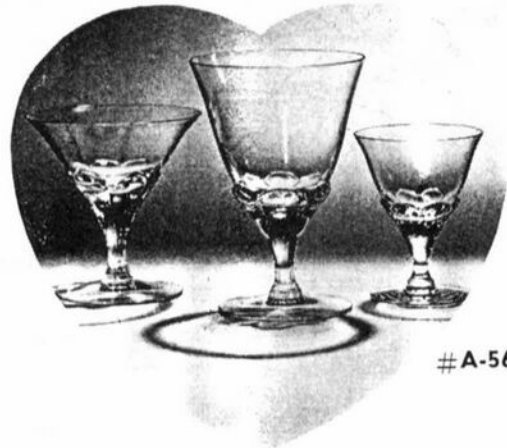




All at Once You Love It



and so do your customers

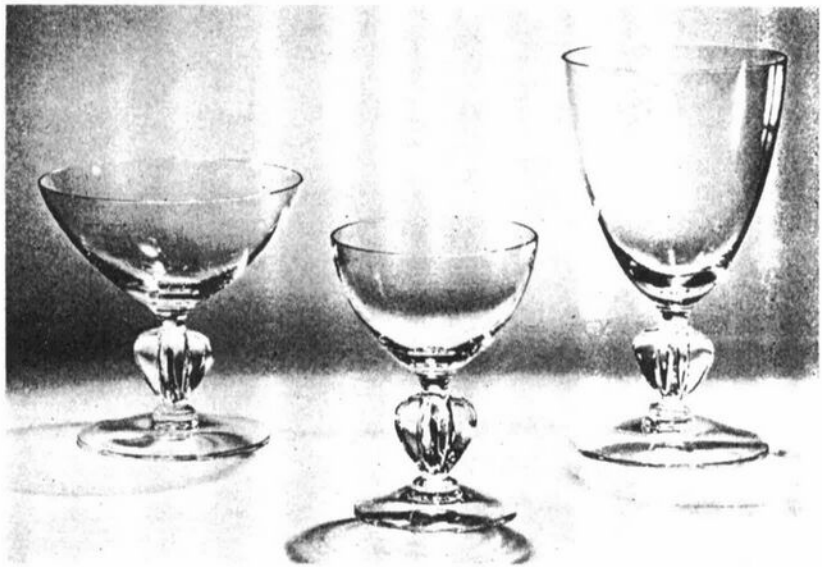
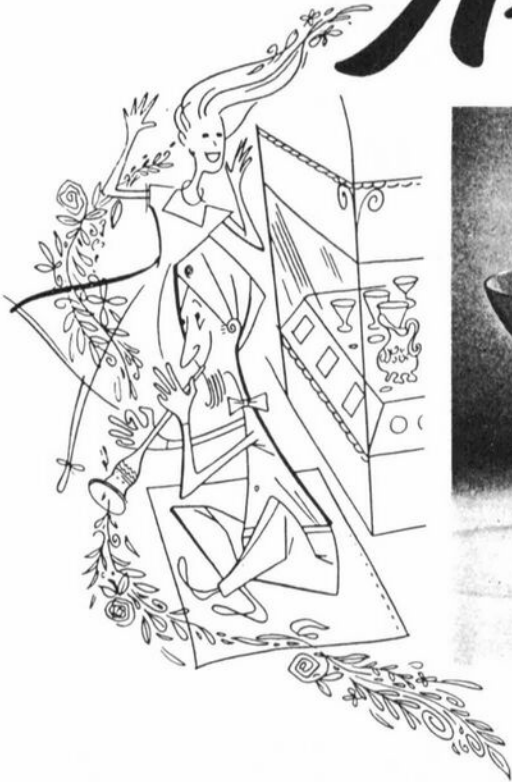


Lovely and beloved as spring brides shopping for their hearts' desires . . . three delightful new Cambridge patterns you admired for the first time at the Pittsburgh Show. Available unadorned or with a choice of breathtaking embellishments. Plate or rock crystal engravings, platinum trim, the latter two with colors if you like. #A-56 also may be had with etching or gold encrustations. Each item in these new lines is popular priced. Order today—be ready for the Leap Year rush! The Cambridge Glass Co., Cambridge, Ohio



Court her favor
with Cambridge's

Allegro



Happy as sunlight, heartwarming as a smile, this lilting new pattern from Cambridge. Note the rhythmic grace, the new lower pitched stem . . . so right to echo the bride's shining young mood through the years.

Judging from ovations "Allegro" receives at shows, there are profit overtones for buyers who stock it now, show and sell it first!

The Cambridge Glass Co., Cambridge, Ohio

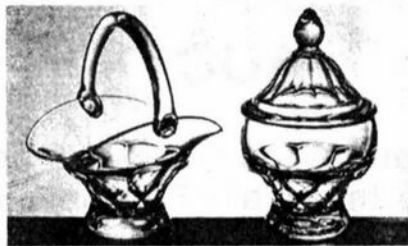
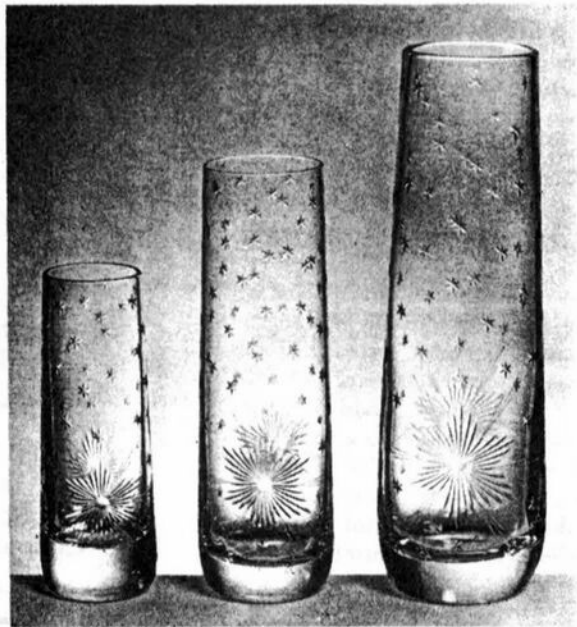
For the New Age of Elegance





The compliment supreme... a gift of Cambridge

Plain or Fancy . . . to see these Cambridge classics is to possess them. Unadorned or splendidly engraved with the celestial Starlite pattern, they're of quality crystal destined to become the heirlooms of the future. Plain #1528, \$2.95. With Starlite design #1528, \$5. Prices shown are retail. Pink, pistachio, moonlite blue, charcoal, mandarin gold or crystal.



Sweet and Low-priced. Covered candy dish #319C and nut basket #319/B2 with the kind of charm that grows on their owners. Ideal hostess gifts or party favors. Ideal hostess gifts or party favors. Assorted colors. Each style \$6.60 per dozen net. Candy jar bulk packed. Basket three dozens to a carton. Order from The Cambridge Glass Co., Cambridge, Ohio.

Starlite . . . starbrite . . . first stars in a twinkling new constellation of "Originals" from Cambridge. Exquisite cuttings on magnificent crystal. #1517 six inch vase \$2.95. #1518 eight inch vase \$3.50. #1519 ten inch vase \$4.50. Prices quoted are retail. Pink, pistachio, moonlite blue, mandarin gold, charcoal or crystal.

For the New Age of Elegance



The following article is taken from

Crockery & Glass Journal
July 1956

11. Cambridge, Ohio

• Cambridge being the county seat of Guernsey County, we stopped to admire the typical Ohio courthouse which stands in the square before we went on to see the *Cambridge Glass Co.* T. M. Walshe, just back from a business trip, told us about a selling plan whereby dealers can sell their customers fill-ins on favorite patterns. The firm's old patterns as well as new are being listed; on all listed patterns deliveries on special orders will be made twice a year, direct to the customer or to the store, which ever is preferred. The company is proud of the editorial attention the "wedding ring" cutting on its stemware is getting; seems it chimes the modern note and the traditional note in perfect harmony. Here's how the trading up retailers are aware of its striking in glass: one of the most successful Cambridge punch bowl sets retails at \$75! As many stores know, Cambridge has an excellent exhibit of glassware making, so elaborate with its miniature furnaces, implements, charts and pictures, that it travels from place to place whenever such educational material is wanted.



T. M. WALSHE, Cambridge Glass Co., feels that preference now is for simple designs.



"It's A Grand
Old Flag"

— Classified —

BUYING: Moonlight Caprice or Rosepoint by Cambridge; Rose or Orchid by Heisey; & June, American, Fairfax, Versailles, Trojan, etc., by Fostoria. **Nadine Pankow**, 207 South Oakwood, Willow Springs, IL 60480. 312/839-5231.

WANTED: Cambridge #3400 blank, light green 6", 8-1/2", and 9-1/2" plates; soup or cereal bowls; cups and saucers. **Barbara Cohen**, 10550 SW 71st Ave., Miami, FL 33156. Phone: 305/666-9472.

FOR SALE: Peach-blo #402 12" Vase etched #717 (beautiful) \$60; emerald green Plainware #1917/88 1 lb. Candy, #732 etch \$40; Caprice crystal Alpine #122 3-part Relish \$20; Cascade crystal cups and saucers (6) \$7; #3400/10 royal blue center handled tray \$35, same in emerald green; #1096 Cream and Sugar set \$15; Rosepoint #1242 11" Vase \$75. Priced each and as stated. UPS Extra. **Robert Taylor**, 80 Middle Street, Apt. 21, Gloucester, MA 01930. Phone: 617/281-4637

WANTED: 1949-53 Cambridge Glass Reprint. Will pay the price of a new book if in good condition. **Helen G. Cooper**, 11700 S.W. Lancaster Road, Portland, OR 97219.

AUCTION

Cambridge - Heisey - Fostoria
Imperial - Fenton Glass

July 9, 1988 10:00 A.M.

Peddicord-Rice Auctioneers

Alfred Riley

904 Fairview Blvd.

Ph. 622-1591

Rt 541 S.E. in Coshocton

Lincoln School, turn left, 2 blocks,
turn right 1 block

The DAZE

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Clark County Fairgrounds

SPRINGFIELD, OH

Exit 59 on I-70

400-800 DEALERS

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Ohio's largest year round show with an
emphasis on quality antiques

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FEATURING DUNCAN, HEISEY, CAMBRIDGE,
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July 23 11:00 A.M. to 5:00 P.M. July 24 11:00 A.M. to 5:00 P.M.

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QUARTERLY MEETING & PICNIC

Saturday, Aug. 6 at the Museum

Flea Market 10 - Noon Picnic Lunch Noon - 1pm
Quarterly Meeting 1pm

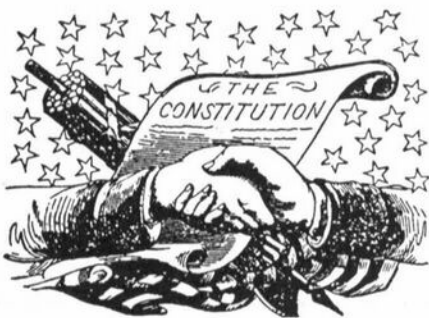
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