

# Cambridge



# Crystal Ball

ISSUE No. 27

JULY 1975

Published monthly by the NATIONAL CAMBRIDGE COLLECTORS, Inc.  
To encourage and to report the discovery of the elegant and boundless product  
of the Cambridge Glass Company, Cambridge, Ohio

Thoughts from the President - - - -

Now is the time to grab your hat and get moving if you plan to keep up with all of the Club activities that are being formulated at the present time.

With the chairpeople selected for all of operating committees nearly a month ago, the initial reports indicate that we can anticipate great things from the committees. This is a very natural occurrence when you are involved with such a dedicated group of people.

The Project Committee is rapidly getting the Auction all put together and we can mark our calendars for this event. It will occur on August 24. You will be receiving more of the details in other items of this issue and full details in the August issue. Your support will greatly benefit the overall effort.

Plans are already being made to make the next Convention "bigger and better", if that is possible.

There is some talk that the Club will be the sponsor of an "All Glass Show" some time in the late Fall. The Project Committee has agreed to check into the details and give us a proposal soon.

The Study Group Committee is prepared to give assistance to all of you folks who have expressed desires along these lines. We had several indications at the time of the convention that we could expect more groups becoming active in the very near future. This is another way in which each of you can give assistance in the enrollment of our needed additional members.

The Publicity Committee is now preparing articles regarding the Club to be submitted to some of the Trade publications for printing. The design of these articles will be to acquaint a larger sector of the glass interested public with our activity. Cambridge Glass has historically attracted great followings and this will be an attempt to bring more of these "glass lovers" into our Club.

We could mention several other ideas of general interest that are being discussed at this time, but consideration to space and to the incomplete plans dictate that we reserve these until a later date.

The primary objective in stressing these activities by the various committees is two-fold, first, to let you know that the people appointed to the various committees are putting forth effort and, secondly, to keep you informed so that you can support the efforts and contribute where-ever possible. We need the help of all you if we are really to make this "The Year of Progress".

RENEWAL  
If the date on your address label is - **7-75**  
it is time to renew your subscription.

*J. C. Smith*  
J. C. Smith

CAMBRIDGE CRYSTAL BALL  
 P. O. Box 416  
 Cambridge, Ohio 43725  
 Official Publication of  
 NATIONAL CAMBRIDGE COLLECTORS, Inc.

# Club News

PRESIDENT . . . . . William Smith  
 VICE PRESIDENT . . . . . Charles Upton  
 SECRETARY . . . . . Janice Hughes  
 TREASURER . . . . . Dave McFadden

## HOKEY-POKEY NEWS

The May meeting of the Hokey-Pokey study group was held on Sunday, June 1, 1975 at the home of Frank and Vicki Wollenhaupt in Dayton, Ohio. Nine members were present.

After a delicious pot luck dinner we viewed slides taken at the Cambridge show & sale and the National Cambridge Collectors display. The slides generated a lively discussion about some of the pieces which we saw pictured but could not remember seeing or about details which we missed while viewing the show and display.

We reviewed our financial activities for the past year which showed receipts of 461.75 including tip board sales at the convention. Total expenditures were \$461.17. Of this amount 413.67 went to the national club.

We then discussed plans for the coming year. From the discussion it appears that we will have another busy and productive year.

As usual we concluded our meeting with a show and tell. Thirty pieces were included, all of them beautiful. One of the most unusual items shown was a Heatherbloom covered candy jar in the Martha Washington pattern. Our research indicated that the Martha Washington pattern was made in Heatherbloom but in conversations with other knowledgeable collectors this combination is rarely, if ever, seen.

Another item was an Aurora (1066) goblet decorated with a colorful hunt scene decal highlighted with hand painting. Within a set of three goblets each varied slightly due to variation in the hand painted portion.

The meeting adjourned after another day of learning more about the boundless product of the Cambridge Glass Company.

### CLASSIFIED ADVERTISING RATES

5¢ per word - \$1.00 minimum

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

### DISPLAY ADVERTISING RATES

	Members	Non-Members
1/8 page . . . . .	\$ 4.00	\$ 6.00
1/4 page . . . . .	7.00	10.00
1/2 page . . . . .	12.00	18.00
3/4 page . . . . .	17.00	25.00
full page . . . . .	22.00	33.00

### DEALER'S DIRECTORY

1" ad . . . . . \$6.00 for 6 months

Advertising copy must be in our hands by the 15th. of the month to assure publication in that month's issue. Advertisements containing reproductions will not knowingly be accepted unless clearly stated.

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

CRYSTAL BALL Editor . . . . Dick Pavlov  
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Please address all correspondence to:

NATIONAL CAMBRIDGE COLLECTORS, INC.  
 Box 416  
 Cambridge, Ohio 43725

NOTIFY US IMMEDIATELY OF ANY CHANGE IN ADDRESS.

SASE - When requesting information, Please send a Self Addressed Stamped Envelope.

### WANTED

CARARAH MILK GLASS IN COMMUNITY. Pieces as shown in Welker's Book page # 107. Brush Vase, Sponge Bowl & Drainer, Soap Dish & Cover, Pomade Boxes and Cover, 16oz. Night Bottle & Tumbler

Max D. Cater  
 1321 Morton Avenue  
 Cambridge, Ohio 43725

# TRADEMARKS

BY DAVE RANKIN

## TRIANGLE C (△)

To date, we have discussed NEARCUT which took us to 1922 and the CAMBRIDGE △ paper labels which began in 1927. This month we will fill the gap. As indicated in our NEARCUT discussion a new trademark made its appearance in trade advertising in late 1922. It was △. We did not find any trademark registration for △; therefore, we do not have the informational advantage we have had with the other trademarks.

In looking for some evidence that △ was actually used on the glassware in the early to mid-20's, we located several possibilities. The best evidence is a Primrose bowl with a △ stamped in the bottom. Our research indicates that the Primrose color was introduced in early 1923 and does not appear to have been produced for more than a couple of years.

Before we can discuss how long △ was used, we must make a distinction. There are 2 △ marks of differing sizes. Both are triangles of 3 equal sides. One measures approximately 8mm per side while the other is 5mm.

The 8mm size is the older mark and is the one on the Primrose bowl mentioned above. It has also been observed on Rubina Honeycomb pieces. Our findings show that Rubina was introduced in 1925. Although we have no specific evidence of usage of the large mark in 1926, we would like to think that is was and that the switch to the smaller mark occurred simultaneously with the introduction of the CAMBRIDGE △ paper label in 1927.

The thought occurred to us that if the small △ started at the same time as the △ paper label, maybe both were discontinued at the same time. This does appear to be substantially the case. Many new lines were introduced by Cambridge from 1927 thru 1937 including Decagon, 3400, Tally Ho, Seashell and, in 1936, Caprice. We have observed the △ on all of these lines but in decreasing frequency on later lines. For all practical purposes, the usage of the small △ does coincide with the △ paper labels and, accordingly, we will use the same date range of 1927-1937.

In summary, we have the large (8mm) △ used 1923-1926 and the small (5mm) △ used 1927-1937.

The figures below are examples of how the △ mark was presented in the trade advertising.



Figure 1



Figure 2

Figure 1 comes from a December, 1927, ad and figure 2 comes from an August, 1930, ad.

We would also like to ask for some more assistance on the △ mark. If each reader will send in a list of articles in their own collections which have the large △ mark, we can get a better feel for the extent and period of usage. Additionally, it would be valuable to know if anyone has seen Pristine pieces with the small △ mark. This information or any other information you send will be used for later update articles. Send the information to the author at the club's address:

P. O. Box 416  
Cambridge, Ohio 43762

Next month we will conclude our discussion of general line trademarks with GENUINE HAND MADE CAMBRIDGE paper labels.

## IS IT CAMBRIDGE?

by David McFadden

For those of you who did not have an opportunity to attend the functions of the 2nd annual convention, let me say that you really missed a very interesting speaker.

Mr. Eugene P. Henn, our speaker at the banquet, was a wealth of information about Cambridge Glass, and we shall look forward to hearing more from him in the near future.

Mr. Henn reported to us that 3 Cambridge Rock Crystal cuttings are alive and still being cut in Germany. They are King Edward #821, Chesterfield #952, and Windsor #500.

All three patterns can be seen in the McLean Catalog reprint.

King Edward-Pages 111 thru 113

Chesterfield-Page 146

Windsor-Page 36

These patterns are still in production today and are being cut on full lead blanks which, according to Mr. Henn, makes the cut deeper and more brilliant.

# TOUCH OF HISTORY

Jack and Sue Rettig

Hello again! This month's information includes the last reference to Near Cut patterns. The Chelsea pattern is relatively scarce and often is difficult to identify because of the etching and cutting. Even though Chelsea is a part of the Near Cut line, we know of no marked pieces.

The bowl shown on the opposite page is the 3200 line Cut Wild Rose, but is called Moss Rose by the feature writer of that article.

The rest of the information is primarily etched stemware and other articles made in crystal and transparent colors. It is interesting to note that: Cambridge used top quality coin gold for their decorations, which puts a premium on any of these pieces in mint condition; the May 11 and April 20, 1925 articles show the difference between narrow optic and wide optic patterns; The Bordeaux etching shown in the Dec. 1 and June 2, 1924 articles apparently evolved into the Dresden pattern.

Next month's article will show the introduction of opaque colors by CAMBRIDGE!



Chelsea—No. 147  
3¼ inch sweetmeat.

China, Glass & Lamps

## We Extend Greetings AND The Best of Wishes for 1921

See our complete display of this new line of

### Tableware & Novelties

Also Complete New

### Etched and Cut Lines

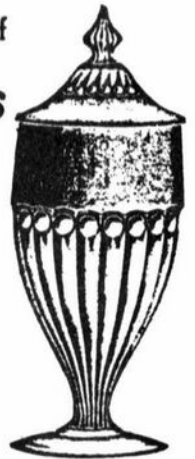
WE WILL EXHIBIT AT HOTEL HENRY,  
PITTSBURGH, FROM WEDNESDAY, JAN-  
UARY 12, TO SATURDAY, JANUARY 29.

Dec. 6,  
1920

## The Cambridge Glass Co.

Cambridge, Ohio, U. S. A.

TRADE  
"Nearcut"  
MARK  
Patented.



Chelsea—No. 144  
½ lb. Candy Jar.

Sales Offices and Show Rooms: Jan. 17, 1921

New York.....49 West 23d St.  
Chicago.....58 E. Washington St.  
Philadelphia.....839 Market St.  
Baltimore...308 Merch. & Mfg. Bldg.  
Denver.....304 Enterprise Bldg.  
New Orleans.....703 Canal St.  
Portland.....68 3rd St.  
Dallas.....1322 Commerce St.  
Milwaukee.....204 Grand Ave.  
Toronto.....6 E. Wellington St.  
Cincinnati.....Thomas Bldg.



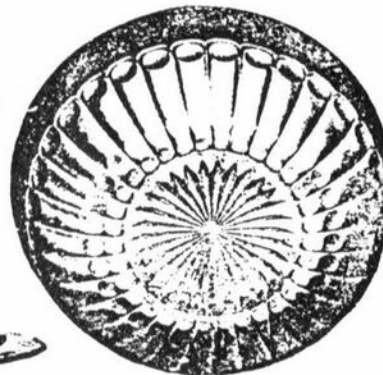
"Chelsea" No. 94 Matinee Covered  
Sugar



"Chelsea" No. 96 Matinee  
Cream



"Chelsea" No. 106 Covered Syrup  
and Plate, 12 oz.



"Chelsea" No. 47  
Deep Bowl, 8½ in.



"Chelsea" No. 108 Covered Jam  
Jar and Plate

## THE CAMBRIDGE GLASS CO.

CAMBRIDGE, OHIO, U. S. A.

TRADE  
"Nearcut"  
MARK  
Patented.

June 2, 1924  
**THE CAMBRIDGE GLASS CO.**  
 CAMBRIDGE, OHIO, U. S. A.



"ETTA"

Two new patterns in Deep Plate Etched Stemware on two attractive shapes. It is ware of this kind which brings and keeps steady demand day after day.

The Bordeaux pattern has a conventional etched band with an underhanging basket of flowers. On the chaste optic background, the Etta pattern is beautiful.



"BORDEAUX"

April 20, 1925  
**THE CAMBRIDGE GLASS CO.**  
 CAMBRIDGE, OHIO, U. S. A.



Ice tea sets out-of-the-ordinary are features of the CAMBRIDGE line. The one illustrated has both handle and foot. It is a sale builder of merit and your orders should be placed promptly. Complete description and prices on request to our representatives or to our Cambridge, O., office.

Dec. 1, 1924  
**THE CAMBRIDGE GLASS CO.**  
 CAMBRIDGE, OHIO, U. S. A.



Artistic stemware from our factory and shops constitutes many articles of real sales value. In attractive etchings and in shapes, CAMBRIDGE stemware is exceptional. Our facilities are ample to fill all needs in crystal, etched, cut, gold-decorated and colored stemware.

May 11, 1925  
**THE CAMBRIDGE GLASS CO.**  
 CAMBRIDGE, OHIO, U. S. A.



Goblets and stemware of beauty and saleability are included in the CAMBRIDGE line. The narrow optic can be had in a variety of colors. The plate etched goblet has a gold encrusted band. Our agents or our Cambridge, Ohio, office will be glad to tell you about these and many other designs.



**THE**  
**Cambridge Glass Co.**  
 CAMBRIDGE, OHIO

Deep Plate Etched, with Coin Gold Medallion and Gold Trimmed.

Showing only one of the many decorated Colognes that we are now manufacturing.

April 9, 1923

No. 206—1½ oz. Cologne, Dec. 485

**THE CAMBRIDGE GLASS CO.'S NEW MOSS ROSE BOWL.**



Dec. 11, 1916

5 The illustration carried herewith shows the handsome eight-inch Moss Rose bowl, No. 3200, manufactured by the Cambridge Glass Co., Cambridge, O. Secretary W. C. McCartney states that the company can ship a limited number of eight-inch bowls and Sugar and Cream Sops in this pattern in time for Christmas trade, provided orders are sent in at once.

Early in the month of May, 1902, The Cambridge Glass Co., made its first piece of glassware. That jug or pitcher is still in existence and is illustrated in the article. It was the forerunner of a great production in gold encrusted glassware in the present day.



*The first piece made at Cambridge,  
a three-pint Pitcher.*

And yet the man who has guided the Cambridge Glass Co. over the last 25 years was not a manufacturer by training or experience. He who had been a buyer and importer of china and glass proved his ability in the field of production and there are few in any industrial endeavor in these United States who have carried on to a greater vision than Arthur J. Bennett.

Some there are in the glassware trade of today who will recall the activities of the National Glass Co., planned as a country wide and all-embracing combine of glassware factories. The only factory erected by the National Glass Co. was that at Cambridge, Ohio. In the latter part of 1901, the Cambridge Glass Co. was incorporated under the laws of Ohio as the operating company for the factory at Cambridge. Arthur J. Bennett was called from New York to take charge.

It was planned to have three melting furnaces of 14 pots each in the Cambridge factory but only one was completed when the first piece of glassware was made in May, 1902. The first product was common pressed ware. The moulds available were those gathered from other factories of the National Glass Co.

One of the reasons for the location of the factory at Cambridge was that there was reported to be a good supply of natural gas. It is true there were gas wells but they were shallow. However, when the first fires were lighted and operations began, it was found the supply of gas was not sufficient. There was not enough gas to supply furnace, lehrs and equipment. A real problem for the new factory manager, but a few months before an importer of china and glass.

## THE FEARSOME FOURSOME

The fearsome foursome decided to undertake a journey to the famous outdoor show at Brimfield, Massachusetts. We should have know at the very beginning that fate wasn't going to be kind to the group. Of course, we decided to break the endurance record for number of hours in a car. We started out Thursday evening managing to drive till late evening before stopping for dinner. Our first mistake was stopping at a truck stop to eat. We were invaded by two bus loads of female senior citizens. It resembled ants attacking a picnic feast. It was rather difficult to recognize the ladies as senior citizens especially the ladies wearing hot pants and white go-go boots. Our food arrived minus the silverware but that didn't deter the three little piggies and the bad wolf, we gobbled the food and started out again. The driving proceeded and proceeded and proceeded. Early Friday morning after many gasoline fill-ups we stopped once again at a filling station that had a unisex restroom. Yours truly missed that I slept through the whole thing. Our next stop was in Hartford, Connecticut, naturally at a filling station. Have you ever met a singing gasoline attendant that wants to be on Tony Orlando's show? Well, he's at that gasoline station in Hartford, singing away! We arrived in Brimfield at noon that Friday. We were all chomping at the bit to tear havoc through the booths.

We saw a tremendous amount of Farber with Cambridge inserts, a good showing of Near Cut items and few flashy Cambridge pieces. Nothing was found at a sleeper price. The dealers seemed to be having a merry time running to and fro kicking up the dust. The greatest excitement occurred at the lunch stand when we had a small inferno in a garbage can. We did see a few goodies there tho a Jade Rams Head bowl and Doric column candelsticks, a few nudes, a Buddha lamp, a Geisha Girl lamp, several Thistle half gallon tankards, several assorted pieces of Marjorie, several Fernland tankards, a Royal Blue ring-stemmed vase and a Heatherbloom, Martha Washington candy dish. Most of these items were found within four or five different booths.

# THIS IS THE BIG ONE !!!

NATIONAL CAMBRIDGE



COLLECTORS INC.

ALL  
CAMBRIDGE GLASS

# AUCTION

## Cambridge, Ohio

STARTS AT 10:00 A.M.

## Sunday, August 24th

EXIT I 70 at SR 209  
HOLIDAY INN  
"BUCKEYE ROOM"

Partial listing

Large crystal Everglades plate - Large Ivory Planter, with under-plate, (Choice and Rare) - Sunset, Gyro Optic, Ranch Tumbler - Rose Point - Near-Cut - Carmen, Crackle Champaign with crystal nude stem - Tumbler with (D-990) Hunt Scene (unusual) in the Green Enamel - Many more choice items will be listed in next issue of the CB.

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CONSIGNMENTS AND DONATIONS WELCOMED!

All donations go 100% to the museum fund and are now tax deductible

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Consignments and donations for this 1975 ALL CAMBRIDGE GLASS auction can be left at any of the following locations:

Evelyn Allen, 135 Cynthia St., Heath, Ohio 43055	Phone 1-614-522-1635
Marg Dzierwa, 487 Maple Avenue, Newark, Ohio 43055	Phone 1-614-345-1316
Pavlov's Music Center, 623 Wheeling Avenue, Cambridge, Ohio	Phone 1-614-432-2515
Jack Rettig, 5616 Hensel Woods Road, Gahana, Ohio 43230	Phone 1-614-855-1711
William Smith, 4003 Old Columbus Rd., Springfield, Ohio 45502	Phone 1-513-323-3888
Frank Wollenhaupt, 633 Bowen Street, Dayton, Ohio 45410	Phone 1-513-254-2937

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CONSIGNMENTS MUST BE CATALOGED AND A LISTING PRESENTED ALONG WITH CONSIGNMENT

-----  
AUCTIONEERS FOR THIS 1975 ALL CAMBRIDGE GLASS AUCTION WILL BE THE SAME AS LAST YEAR  
COL. MAX D. CATER = = = = = DALE SNODE

# DEALERS



# DIRECTORY

<p><b>THE VICTORIAN SHOPPE</b> 623 Wheeling Ave. Cambridge, O. 43725 Cambridge Glassware 614-432-2515 614-439-2344</p>	<p><b>COLLECTOR'S HAVEN</b> 135 Cynthia Street Heath, Ohio 43055 Specializing in CAMBRIDGE 614-522-1635 GLASS</p>	<p><b>HERITAGE ANTIQUES</b> Rt. 5 Cambridge, Ohio N.8th. St. Rd. (Co. Rd. 33) Left at R. R. track 614-439-3241</p>
<p><b>ANTIQUES by E. H. &amp; W.</b> 22 E. Home Street Westerville, Ohio Hours-12 to 5 Thur.-Sun.</p>	<p><b>HOBBY HOUSE ANTIQUES</b> Rt. 1 Cambridge, Ohio Rt. 209 West from Cambridge to 658 - North 1 1/2 miles 614-432-6971 Frank &amp; Lena</p>	<p><b>ANTIQUÉ ALLEY</b> 24815 Broadway Bedford, Ohio 44146 Cambridge Glass-Ryl.Doulton 216-232-7739 Marie Spagnola</p>

## PIONEERING from page 6

We have stressed the fundamental factor of courage. Determined not to be overwhelmed by this unsuspected development, Mr. Bennett obtained a supply of gas from a commercial company. As soon as a new source of supply was assured, a gang of men was rushed into the field to make the necessary connections and before few realized what had happened, the Cambridge factory was launched insofar as a supply of fuel was concerned.

Came the panic year of 1907 and financial difficulties for the National Glass Co. resulting eventually in its bankruptcy. For three years the position and future of the Cambridge factory was uncertain.

Courageously, Mr. Bennett continued operations. Conditions were adverse, the future of the plant was in doubt but the operating company, represented in Mr. Bennett, carried on. In the scrambled financial troubles of the National Glass Co., it appeared at one time that The Cambridge Glass Co. would lose its factory. Mr. Bennett went to Eysville, three miles from Cambridge, and with the assistance of the townspeople got control of a small plant there. It was smaller than the plant at Cambridge, but it was a factory where Mr. Bennett was safe from the financial alarms surrounding the closing days of the National Glass Co. debacle.

After a long drawn-out fight with the receivers and bond holders of the National Glass Co. an arrangement was finally effected whereby Mr. Bennett purchased the factory with all the machinery and personal property of the Cambridge Glass Co. This was a real burden to assume for any one individual - the total amount represented being well under \$400,000, of which \$50,000. was paid in cash and the balance carried about 50% in notes and mortgage bonds, maturing over a period of 10 to 15 years. This was an individual transaction on the part of Mr. Bennett and was accepted by the bankers, who had confidence in him, without any outside endorsement.

Continued next column

In reply to an inquiry as to why Mr. Bennett carried this proposition through as an individual and never attempted to sell stock, he stated he had a well defined idea of what he wanted to do and the policy outlined might not be satisfactory to outside stock holders and capitalists. Therefore he preferred to take the entire risk and if it was a success the profits accrued would help retire the obligations that much sooner. His prediction on this was sound for all of the obligations, including the mortgage bonds, were retired several years ahead of the time limit. And when all of these burdens were removed, then came the opportunity for a complete re-arrangement of the capital structure, and the putting into effect the plans for the perpetuation of the business.

Reprinted from a December 27, 1926 issue of China, Glass and Lamps. It is reprinted with the permission of China, Glass and Tableware. Continued Next Month.....

## FEARSOME FOURSOME from page 6

Of course, you can never go anywhere without meeting someone that you know! We ran into another member of the board of directors, he wasn't having much luck either.

We decided to hot foot it to Renninger's number two and follow up the next day with the original Renninger's and Shupp's Grove. Well, we managed between the four of us to find one Azurite perfumer and one crystal star candelstick! Not a tremendous amount of Cambridge Glass, to say the least.

On our way back we stopped off in Cambridge, Ohio and hit a few shops and picked up a few pieces of glass. After that stop we hit the road for home!

COLLECT CAMBRIDGE GLASS

The Fearsome Foursome

Reprinted 4-81