



# Cambridge Crystal Ball

Published monthly by 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. 330

October 2000

## NEW MUSEUM POWER BUILDING CLOSING TAKES PLACE



### *Inside This Issue:*

Feel the Excitement  
New Museum Floor Plan  
Collecting in the 21st Century  
Promotions—1937 Style  
August Quarterly Meeting Minutes

Pictured above are: (left to right) Carl Beynon, Cindy Arent, Denise Terrell, Charles Upton, Dave Bennett, and Mike Neilson at the closing on the Power Building in Cambridge, Ohio. See related articles and the floor plan on page 4.

## Cambridge Crystal Ball

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Membership is available for individual members at \$17.00 per year and an additional \$3.00 for associate members (12 years of age and older, residing in the same household). Of the master member dues, \$12.00 is credited to a one-year subscription to the *Crystal Ball*. All members have voting rights, but only one *Crystal Ball* per household. **Multi-year memberships are available: 2 years for \$33.00, 3 years for \$49.00.**

### 2000-2001

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2001 Glass Show .....	Mary Beth Hackett, Joy McFadden
2001 Glass Dash .....	Bud Walker
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Internet website: [www.cambridgeglass.org](http://www.cambridgeglass.org)

**THE TEMPORARY NCC MUSEUM IS LOCATED IN PENNY COURT MALL IN DOWNTOWN CAMBRIDGE, OHIO.**

## ADVERTISING RATES

### Display Rates (camera ready ads preferred)

Unit	Members	Non-Members
Full Page	\$45.00	\$60.00
3/4 Page	\$35.00	\$50.00
1/2 Page	\$25.00	\$35.00
1/4 Page	\$15.00	\$25.00
1/8 Page	\$10.00	\$15.00

(\$5.00 additional if a photograph is included in display ad)

### Classified Rates

10 cents a word \$2.00 minimum

Abbreviations and initials count as words. Type sizes cannot be mixed in classified ads. **Payment in full must accompany all ad copy.** Contact Editor for copy assistance.

### Dealer Directory

Six Line Maximum \$24.00 for 12 month contract

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[www.cambridgeglass.org](http://www.cambridgeglass.org)

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

**Advertising copy, letters, articles, must be received by the 5th of preceding month to be considered for publication in the next issue.**

Please address all correspondence (include SASE) to:  
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**Please notify us immediately of any address change.**

Opinions or information stated in any signed article or letter printed in the *Crystal Ball* are those of the author and may not agree with National Cambridge Collectors, Inc. The Editor reserves the right to refuse and to edit any material submitted for publication to conform to the editorial style of the *Crystal Ball*. Members are encouraged to write to NCC and the *Crystal Ball* sharing their knowledge and questions.

## President's Message



### *Feel the Excitement*

As I write this on September 1, we are one day removed from closing on what was formerly known as the "Power Building" and hopefully forever hence will be known as the National Cambridge Collectors, Inc. Museum of Cambridge Glass.

It has been an exhilarating last month. Just last weekend, we had our August Quarterly Club meeting and you could feel the genuine excitement. After having endured a lot of hardship as a club, we have had an amazing month of luck and success, borne of very hard work by many people.

The recent turn of events included the closing on the Route 209 property we purchased in 1999. We were able to privately sell this real estate without commissions for \$115,000. We had paid \$100,000 for the property, payable over a five-year term. Our only costs in the property were one-fifth of the purchase price, one year's interest, and some miscellaneous taxes and closing costs. When you evaluate this based on the dollars we had invested, we returned about a 25% gain on our money.

We definitely did not want to be in the real estate business and were ecstatic to turn this property so rapidly once we knew the Power Building was ours. Kudos to Charlie Upton for finding the buyer and moving so swiftly to prepare everything needed for the closing.

The very next week, we closed on the Route 40 property. We were able to sell just the front parcel for \$76,500. After sales commissions (we listed it with a top-notch agent in Cambridge), we realized income in excess of \$70,000. Our cost basis in the land was \$17,500 so we realized a net gain over \$50,000. The building had been depreciated some time ago and we had written it off as a loss after the flood (at least this is how I understand it, but I'm sure I'll be corrected by our Budget and Finance Committee!).

Then yesterday, the culmination – the closing of our purchase of the AEP building from Northeastern University. The people who we worked with on this transaction were topnotch—from the treasurer of the university, their counsel, our top officer at Guernsey Bank, and of course, Russell Booth, our attorney.

Now comes the immense amount of work to set a plan for the Museum and an opening schedule. Based on

conversations at the NCC Board meeting and Club meeting last week, this may be a phased-in process.

The Board had many crucial decisions to make. We began evolving a new committee structure. We closed down the Museum Relocation Committee, which I had chaired last year. My co-chair, Cindy Arent, now takes over a Museum Committee with three parts: Design and Display, "Historical" – the history of Cambridge and the glass-making process, and Research – how do we build a top-notch research center. Her co-chairs are Lynn Welker, Bud Walker, and Tarzan Deel, all of whom are actively recruiting a nationally representative group of committee members. It's an exciting time with a lot to do.

Also, at this meeting, the Board made the inevitable decision to raise our membership dues for the first time in six years. We have had major cost increases for our newsletter, but didn't want to pass those costs on to members while we weren't incurring the normal museum operations costs. Since we will be back in the museum business full-time next year, we made the decision to modestly increase master member dues from \$17 to \$20, effective January.

We will still have our discounted multi-year membership and we hope as many of who can, sign up for this program before the end of the year. It's always tough to have to boost costs and we really tried to hold this off as long as we can.

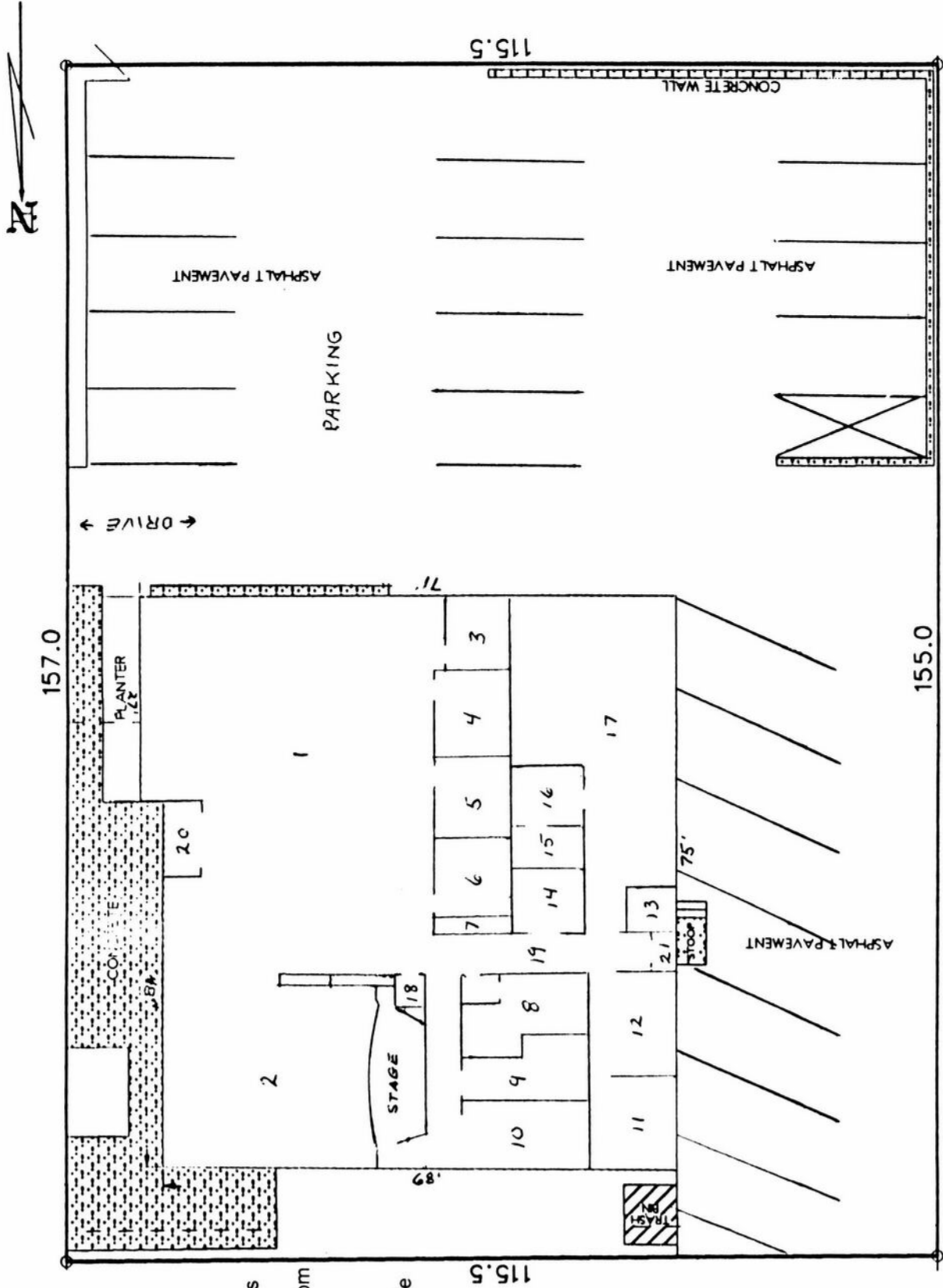
NCC will make an active priority increasing the number of benefits of membership. We'll be brainstorming ideas prior to our November meeting when we convene a first ever summit of our new regional membership chairpersons, our study group presidents, and our new Committee of Member Services to be headed by George Stamper from our Miami Valley Study Group.

I know we have a lot of exciting things to look forward to. We are really happy to have you as a member and encourage you to get involved!

*Bill*

# 136 South Ninth Street

- 1- Main display area
- 2- Presentation area
- 3- Security room/office
- 4- Special display area
- 5- Special display area
- 6- Special display area
- 7- Closet/Storage
- 8- Men's Rest Room
- 9- Women's Rest Room
- 10- Kitchen
- 11- Security room
- 12- Research room
- 13- Small utility room
- 14- Utility room/roof access
- 15- Electric box room
- 16- Janitor/Electric box room
- 17- Meeting room
- 18- Handicap Rest room
- 19- Hallway
- 20- Main entrance vestibule
- 21- Emergency/Rear exit



ALLEY

# Collecting in the 21st Century

by Ken Filippini

Collecting in the 21st Century compared to before is dramatically different. One of the most overwhelming changes is that what once was a weekend trip to an antique store or waiting for spring shows to begin, has changed into a 24 hour, seven day a week affair. To collect, one no longer has to make plans, get dressed, take long drives, fight traffic and the weather. Instead, all you have to do is get up, turn on the computer, and off you go. A person is no longer limited to buying times, distances, or the ability to get somewhere. If you feel like collecting at 3:00 in the morning on a Wednesday, no problem, get on line and bid to your heart's content. Instead of taking a whole day out of a busy schedule to go to a show, spend hours driving, only to find that after walking around a hot field that there wasn't anything worth purchasing. You can now spend 15-20 minutes in your air-conditioned home surfing the net, with the inevitable conclusion that there are just too many things you want. Collecting in the 20th Century was like going out to eat at a nice restaurant, having a satisfying meal, and driving home feeling good. Collecting in the 21st Century is like sitting in my grandmother's kitchen with bubbling pots all around and always feeling stuffed, but unable to get up and leave because you were sure the next course would be even better.

Access to items in the 20th Century was limited to the distance you were willing to travel, the amount of shows you were able to go to, or the number of dealers you developed a relationship with who might call you to offer an item. Now access is worldwide, thus enabling a collector the opportunity to reach items that were geographically out of his reach. However, this is a double-edged sword, because before the competition was limited to a small group of collectors who might attend the same show as you, and now you are competing with the whole world. So, even though access to items has blossomed, so has your competition and this inevitably leads to a change in the price of an item. Before, you saw an item and played the haggle game with a dealer, one-on-one. You pulled your little two-step; it's nice, but ... well, it is a little pricey, and so forth and the dealer told you how this was the first show he put the item out at, and how he paid dearly for it; until you reached a common ground. Inevitably you got some kind of discount on the price. With online buying it is a whole new process. It is a casino like game where the collectors fight with each other and the price goes up, and the house/dealer just sits by hoping that crazed collectors push the price up way beyond what he dreamed he could ever get for his piece.

This massive availability of items has changed the whole concept of building a collection slowly; the gradual hunt to

add an item, the whole process of building a collection over many years. The challenge to search for 20 years to build your collection, that magical feeling of "is this the day I add a piece?" Now if you can afford it, you can put a collection together overnight. For instance, I have been collecting Rosepoint for 25 years, and figured it would go on forever, adding basic items slowly, and one of those Holy Grail items very rarely. With the advent of the Internet, I no longer buy basic items, because those rare and unusual pieces show up with regularity. Now, all I want are the rare items; so it sort of changes your goal. Building a collection in the 21st Century will no longer be a lifetime endeavor. It will almost be like: Well, that collection is finished. What's next? And, I think collecting in the 21st Century may be more of an instant gratification game rather than the slow developing process it was before. Collecting in the 21st Century will lack some of the best aspects of the 20th Century. Collecting in the 20th Century was more than just getting items. It was the fun of entering a room or a field or a hall full of other people with the same interests as you...people who love the same things you do, talking about antiques, learning together, touching items, feeling the electricity in the air, sharing a good time together. Being with hundreds of people who didn't think you were crazy; in fact, thought you were the sanest people in the world. Talking for hours without getting bored, and making that last a lifetime...antiquing in the 20th Century can be remembered as some of the best days of your life. I fear that 21st Century collectors will miss out on this camaraderie, and will miss making those fabulous face-to-face relationships. If 21st Century collecting continues to be dominated by the Internet, it will become a lonely, self-absorbed affair, and could crush the very essence of what collecting should be.

Now people say to me, but Ken, there are still things to do other than the Internet, and of course that is true. There still are antique shows, Brimfield, Adamstown Extravaganza, and the like. But if we look at these things dispassionately, we have to wonder how do they fit into 21st Century collecting.

Antique stores in the last 10 years have really grown in number and size. A perfect example of this phenomenon is Heart of Ohio, which is both new and enormous in scope...rows of cases and aisle after aisle of dealer booths. Adamstown in Pennsylvania is another example of this; one large antique store after another. These shops are made up of rented space, where dealers show their items. In the later part of the 20th Century, massive antique malls such as Riverfront in New Philadelphia, Ohio, seemed to be the ultimate collector's paradise.

*(Continued on page 6)*

*(COLLECTING—Continued from page 5)*

Booth after booth of stellar pieces cause the collector the wonderful problem of not knowing which items to buy. These malls opened up an avenue for new dealers who didn't wish to or were unable to do formal shows. This was great for the 20th Century collector, giving him access to continue to collect between shows. These malls not only grew in size but in quality as dealers filled their cases with more and better pieces, realizing that hoards of voracious collectors were shopping these stores, and why not let your items sell themselves while you are doing other things. However, in the last couple years, a not so subtle change has occurred. Both the quality of items available and the number of shoppers visiting these malls have diminished dramatically. So major has the drop off been that inevitable survival of the antique mall as currently configured is in question. Antique malls recognizing this fact have themselves gone online to try to reach the customers who used to frequent their stores in person. Twenty-first Century antique malls may no longer be places you drive to, but rather places you visit on your computer. Such malls already exist, examples of this are Collectors on Line and the Mega Show. Twenty-first Century collectors can now travel up and down aisles and visit dealer booths without leaving their homes.

The antique show which was the greatest collecting tool of the 20th Century faces the severest challenge to its existence in the 21st Century and will be the most sadly missed. The glass show put on by local Depression glass clubs are already in jeopardy and have begun to struggle to survive. These shows which were overflowing with quality glass are now little more than depositories for leftover items that are hard to move on the Internet, and the once huge lines one had to stand on to get in are almost nonexistent. New 21st Century collectors may soon find that glass shows, full of knowledgeable dealers and tables full of beautiful examples of rare glass, may not be available to them, cutting off a resource which was invaluable to the 20th Century collectors ability to learn, to see, and to touch. Small local glass shows used to have waiting lists for new dealers and were very hard to get into; however, the exact opposite is now the case, and club shows are struggling to get dealers to fill all their booths. For instance the North Jersey Depression Glass Club decided a few years ago that due to so many members anxiously awaiting entry into the show, which the club could not accommodate, that it was in everyone's best interest to establish a second show. Now, only a few years later, with the stiff competition from the Internet, the NJDG Club had to cancel one of the shows and is struggling to get quality dealers to fill its other show. If 21st collecting is to be monopolized by the Internet and the auction network eBay specifically, small club shows will surely become anachronisms, and with their demise so might follow the dissolution of local depression glass clubs themselves. Membership in these clubs is directly proportional to the success of the club shows and this loss of clubs will add to the isolation of the 21st Century collector. The NJDG Club, for instance, has dropped in membership from around 125 active members to around

60 in the small space of five years, the same time frame of the growth of eBay (not a coincidence I'm sure). Small clubs with knowledgeable members, who were always willing to share were one of the 20th Century's best ambassadors for new collectors and I just wonder if they cease to exist will new collectors cease to exist. The Internet and eBay are great for the existing 20th Century collector, but for the new generation collector, who would begin collecting by wandering into a Saturday antique show for something to do and then gets hooked, without these shows, how will they get started? How will they catch the fever? How will they get addicted?

At this point it appears that certain major glass shows such as NCC, Houston, Denver, The Great Northeast, and others are still holding their own, mainly because national circuit dealers realize that it is in their best interest to keep these shows strong, and there is a strong core group of serious collectors that frequent these shows. The existence of these special glass shows should survive well into the 21st Century, allowing collectors some access to that feeling of excitement that is only available when surrounded by tons of beautiful glass and people who appreciate it, that euphoric feeling you can only get from carrying bags of treasures back to your car after a glutinous day of wandering through a room full of sparkling antiques, that pleasant exhaustion that washes over you as you sit at your dining room table mesmerized by the pile of purchases you made that day. If 21st Century collecting ends up being totally controlled by eBay, as it appears it might be, then this feeling will be replaced by a much more cold, clinical, short-lived pleasure which can only be sustained by bidding on the next item.

Twentieth Century auctions where a group of people in a room physically bidding against each other, and while they still exist, the 21st Century has the new auction form to buy at. That form is exemplified by eBay, the seven day a week, 24-hour-a-day auction networks. In the past a piece was up for bid for a couple minutes, and you had to decide on the run how far to go and you had a short period to decide when you were done bidding. Twenty-first Century auctions are now normally a seven-day window, giving collectors time to change their minds, to rethink, to back and forth, and to bid on multiple items at the same time. Since it is apparent that eBay auctions are here to stay and is inescapably the major collecting tool of the 21st Century, at least at this time it is prudent to collect this way. However, I truly believe it is in all our best interests to see that all other forms of collecting are not allowed to disappear or we will all miss out on the experience that started us collecting in the first place. We should work with eBay to create avenues to promote other collecting vehicles, which will both be good for collectors and eBay alike. At the 2000 Cambridge convention, some excellent suggestions along these lines were made and it was decided that the Cambridge club should work with eBay. If you have any suggestions, please forward them to the NCC club where they will be greatly appreciated.

# Promotions – 1937 Style

by Mark Nye

The following is a circular letter dated September 24, 1937, that was sent to all Cambridge agents. Not only is it interesting to read about Cambridge marketing techniques but we also learn that in September 1937 Apple Blossom was still a part of the Cambridge line.

"We are going to continue our plan of promoting etched lines. This has been very effective where it has been tried out. The plan is very simple and will apply to both the large or small dealer.

"Tell the dealer of the possibility he has of promoting an etched line. Tell him that you can make no better price than \$5.40 less 5%, on the Stemware, which would be \$5.13 net. Then suggest to him that instead of retailing the Stemware at \$10.00 for the two or three days or the week of his sale, that he retail it at 69 cents each piece. He, no doubt, will want you to give him a concession in the price of the stemware in order to do this but it is utterly impossible to make any closer price on etched stemware for the reason that our prices are exceedingly close and that we have made but slight advances in our etched prices so that he is receiving a very low price at \$5.13 net.

"Explain to him that by promoting this etched stemware, he is building a future business for his store, as customers who have already purchased this etched stemware at the regular price will come in during his sale and purchase other items to fill in their sets. Furthermore, he will be able to start a lot of new accounts at this special price. The customer will also know that this is a special for a special promotion, due to the fact that he is only running this sale for a few days. Customers will further know that from visiting the store both before and after the sale that there is a big reduction in the stemware for this sale. The customer is greatly impressed, as this is quite different from the ordinary method where a store buys a line of stemware or other cheap merchandise for a special sale and then after the sale he has no more of this in stock for replacements or fill-ins for the customer.

"While we cannot do anything on stemware, we nevertheless are willing to lend our aid all we can to this promotion, so have decided to allow the customer to pick out FOUR flatware items, on which we will make him a special Net price. We are listing below nine such items from which your customer may make a selection of Four:

	NET
#3500/64 Celery & Relish, 10 in. 4 toed, 3 compt.	12.00
#1397 13 1/2 in. salad plate, turned-up edge	15.00
#1399 11 in. salad bowl	15.00
#3400/91 8 in. relish, 3 hdl. 3 compt.	7.80
#3400/11 3 pc. Mayonnaise set	11.25
#3400/168/646 3 pc. console set	22.50
#3400/35 11 1/2 in. cake plate	9.60
#3500/148 6 in. footed comport (4 3/4 in. tall)	6.60
#3400/4/647 3 pc. console set	33.00

"The prices we have placed on these various items are special NET prices for this promotion only.

"These flatware specials are to be advertised in the newspapers, as well as on the counter, under the name "Cambridge" and it is with this idea in mind that we are making these special prices.

"This promotion will apply to any etched patterns, such as Rose Point, Wildflower, Candlelight, Diane, Portia, Apple Blossom, or whatever the etched line may be that the customer wishes to promote.

"We have talked this proposition over at different times with you when you have been at the factory but we never had the  
(Continued on page 8)

**(PROMOTIONS—Continued from page 7)**

opportunity to try it out with any of our customers until quite recently and in all instances it went over in a big way.

"We have tried to make this proposition as simple and as short as possible for you but if there is any further information you want, we will be only too glad to furnish it.

"Please understand that on these Specials only a proportionate quantity of these are to be taken, according to the amount of stemware and regular flatware that is ordered for the etched promotion. Use your best judgment."

Yours truly,  
THE CAMBRIDGE GLASS COMPANY  
W.C. McCartney.

It is too bad a complete listing of all the available etched patterns was not included in the letter. From other letters, we do know that Minerva and Valencia were still in the line, as well as Elaine and these were apparently also a part of the promotion. A Net price, as used in this letter, was the price the dealer paid Cambridge for one dozen of the item.

**Mea Culpa**

The *Crystal Ball* office has moved. In so doing, some major computer problems were encountered. After many hours of labor and persistence the CB is back in business. Due to this and numerous other unforeseen factors, this issue is arriving later than usual.

Sorry for any inconvenience this may have caused.

**PROPOSED  
BY-LAWS CHANGE**

In the By-Laws, Article XII, Section 3:

Remove "Study groups shall be limited to a maximum of 20 members."

In the By-Laws, Article XII, Section 5:

Eliminate the written "monthly" reports

**FALL  
DEPRESSION GLASS  
SHOW & SALE**

**FREEPORT RECREATIONAL CENTER**

130 East Merrick Road, Freeport, LI, NY

NEW LOCATION - MAP ON REVERSE

**SATURDAY, OCTOBER 28, 2000 • 12:00 TO 6:00 PM**

**SUNDAY, OCTOBER 29, 2000 • 10:00 TO 4:00 PM**

Door Prizes  
References Books  
Unlimited Parking

**Grand Prize**  
Luncheon Set  
BLUE PILLAR FLUTE

Free Depression Glass  
TD & Appraisal  
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**DONATION \$5.00 WITH THIS FLYER • 2 FOR \$4.50 EACH**

Sponsored By  
The Long Island Depression Glass Society, Ltd.  
For Information Call (631) 924-6133

**UPCOMING EVENTS**

- Oct. 14 & 15 21st Northeast Marble Meet  
Radisson Hotel  
Marlborough, Massachusetts
- Nov. 17-19 45th Eastern National Antiques Show & Sale  
State Farm Show Complex  
Harrisburg, Pennsylvania  
610 437-5534 or jcmaena@aol.com
- Feb. 24 & 25 Depression Era Glass Show and Sale  
Hall of Industry, State Fairgrounds  
Little Rock, Arkansas  
501 375 0435

Know of any interesting events or shows coming up?  
Please let us know, and as space allows, we will print information about these events.



# National Cambridge Collectors, Inc.

## Quarterly Meeting

### August 26, 2000

The August Quarterly Meeting of the National Cambridge Collectors, Inc. was held at Theo's Restaurant in Cambridge, Ohio, on August 26, 2000, at 12 o'clock noon. President Rick Jones called the meeting to order. George Stamper and Dennis Snyder, our two new NCC Board members, were introduced. Rick asked that the minutes of the June 25, 2000 Annual Meeting be approved. A motion was made by Frank Wollenhaupt and seconded by Alex Citron that the minutes of the June meeting be approved as published in the *Crystal Ball*. The motion carried. Shelley Citron was recognized and asked for clarification for which property the Board had accepted the offer of \$76,000. The statement was amended to read that the Board had accepted an offer of \$76,000 for the Route 40 property. Frank Wollenhaupt made a motion that the minutes be accepted as clarified. The motion was seconded by Shelley Citron. The motion carried.

Charles Upton gave the treasurer's report. As of July 31, 2000, the following fund balances were reported: Operating Fund - \$5,917; Museum Fund - \$226,605; Building Fund - \$247,122; Endowment Fund - \$17,519; for a Net Fund Balance of \$497,164 as compared to \$370,266 last year.

Committee reports were given as follows:

**Acquisitions** – Lynn Welker was not present but Rick Jones reported that this committee would become active again with the new museum purchase.

**Budget & Finance** – Dennis Snyder gave some high points of the financial year to date. An additional \$14,000 has been realized from the Scottie dog sales. The convention netted approximately \$1,600 which was up from last year. The book sales have remained level. The Antique Show and Glass Dash revenues were down slightly this year. Operating costs continue to rise as a result in the increased cost to publish the *Crystal Ball*. Dennis also reported that realized investment has increased significantly as a result of naming pledges by Cindy Arent and Lindy Thaxton, Rick and Cindy Jones, and Robert Gallagher. The best news that Dennis had to report was that NCC, Inc. is out of the real estate business as a result of selling the front part of the Route 40 property as well as the Route 209 property. The club has realized a profit of \$6,600 on the Route 209 property and a net profit of \$70,850 from the Route 40 property. Dennis reported that the Power Building property closing should occur sometime during the

coming week. The closing costs will be approximately \$3,000. The terms of the mortgage will be a 10-year note with a three-year rate lock of 10.2% with no penalty for an early payoff. The bank will be giving between \$5,000 to \$6,000's worth of closing cost write-offs. A lengthy discussion followed with Dennis giving detailed information concerning the Power Building transaction. In summary, the club is in an excellent financial position and the resources are available to begin designing and furnishing the new museum. Rick Jones thanked Charles Upton, Carl Beynon, and Cindy Arent for all their efforts in acquisition and disposition of the properties.

**By-Laws** – Bud Walker reported a proposed change to Article XII of the by-laws concerning study groups. The proposed change would strike the phrase that limits study group membership to 20 and further would eliminate the written monthly reports to be sent to the study group chair. The proposed changes will be published in the October *Crystal Ball* and voted on at the November quarterly meeting.

**Corresponding Secretary** – No report

**Membership** – Jeff Ross reported the following membership numbers: Master – 938; Associate – 372; Honorary – 7; Lifetime – 4; for a total of 1321. Jeff also reported that he had sent out about 60 letters to those members who had dropped membership earlier in the year. He has received 17 positive responses from this mailing. Linda Roberts asked if the club was still getting new members from the website. Jeff answered that it accounted for about 50% of the new memberships. Also he reported that 15 or 16 new members were signed up at the book table during convention. Vicki Wollenhaupt suggested that we work toward assigning new members a "buddy" at the convention. Jeff reported that we need to become more focused on membership and for this purpose a membership summit will be convened in November to put together an action plan. Jeff stated that we need to make our new members feel more connected and thus the regional thrust. A discussion followed with some excellent suggestions put forth. Rick Jones announced the formation of a new committee called **Member Services** with George Stamper as chair and Ken Filippini assisting to focus on a new spirit of volunteerism by seeking out the expertise of the membership to help with the many projects necessary to open and operate a successful museum.

(Continued on page 11)

# *The Year In Poetry*

## *1996*

### *By*

# *Paul E. White*

A book of poems celebrating the year 1996 written by the National Cambridge Collectors member and ardent supporter, Paul White. A number of Mr. White's poems have, over the years, appeared in the *Crystal Ball*. None of the poems in this book have previously appeared in print. Available from NCC for \$7.95 plus \$3.00 shipping and handling. All proceeds go to the Museum Memorial Fund. Send orders to NCC, Inc., P.O. Box 416, Cambridge, OH 43725.

Have you visited the NCC website lately?

**Come See What's New**

[www.cambridgeglass.org](http://www.cambridgeglass.org)

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and handling

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P.O. Box 416  
Cambridge, Ohio 43725-0416

## **Project Committee Report**

by Bill Hagerty

Thanks to all of you! We have sold out of the blue Scottie Dog Bookends. The money made on this project will go a long way to get the new building. Thank You again!

**Ruby Red Scotties** are now being sold. We have sold 138 pair of the 389 we had made. There has been some interest in frosted pairs. The NCC Board decided to sell **frosted pairs** from September 15, 2000 through December 31, 2000. The price will be \$110.00 a pair with \$10.00 shipping charge. They will be limited to the year 2000. **These would make a wonderful Christmas gift, so order your pair now!**

Salt and Pepper Shaker Tops have sold out and we are going to make 500 pair more. These will be sold in the new building.

(AUGUST QUARTERLY MEETING—Continued from page 9)

**Museum Relocation** – Rick Jones announced that this is the last official report of this committee as the committee is no longer needed. This committee will now be called the **Museum Committee**, with Cindy Arent as the new chair. There will be three sub-committees working with Cindy: **Design/Display** – Cindy will chair this sub-committee with the members of the committee to represent a broad spectrum of the membership; **History/Glassmaking** – Bud Walker; **Research/Education** – Tarzan Deel. More information will be forthcoming as we close on the museum property and proceed with the project.

**Facilities** – Carl Beynon reported that the Route 40 museum building had been cleaned out and the utilities moved to the upper building. A survey has clearly defined our property lines.

**Non-Glass** – Bill Hagerty will be helping Carl Beynon in this area.

**Nominating** – Tarzan Deel reported that three board seats will be up for election: Rick Jones, Bill Hagerty, and Dennis Snyder, who is finishing out Lynne Franks' term. Tarzan will be appointing a committee to help him recruit Board candidates.

**Program** – Bill Hagerty announced that the program for the November quarterly meeting will be "Learning About Cambridge Animals" by Lynn Welker. The meeting will be held at the Cambridge Holiday Inn with the social hour at 5:00 p.m., with dinner following at 6:00 p.m. Members are encouraged to bring animals for ID and/or Show and Tell.

**Projects** – Bill Hagerty reported that an additional 500 pairs of salt and pepper tops will be made as the inventory is running low. Bill announced that there are only three pairs of blue Scotties left. Of the 389 pairs of red Scotties made, 254 pairs remain. There will be a campaign launched to sell Frosted Red Scotties at \$110 per pair with a shipping charge of \$10.00. These will be frosted only as ordered. A total income for the Scottie project to date is \$52,621.

**Publications** – Mark Nye reported that the Wildflower and Elaine etching books should be available by the November quarterly meeting. The Diane and Portia books will be ready at the March auction.

**Publicity** – Cindy Arent reported she will be putting an ad in the Guemsey County Visitors Guide. Charles Upton was commended for his efforts to keep NCC visible in the Penny Court Antique Mall in downtown Cambridge. Discussion followed concerning the need to remain at Penny Court after the museum opens.

**Convention** – Mark Nye announced the convention dates to be June 21 – 24, 2001.

**Auction** – Squeek and Dorothy Rieker will be chairing

this event with Lynn Welker assisting them. Frank Wollenhaupt suggested the club emphasize making donations to the museum by donating items to the auction for that purpose. Some concern was expressed concerning the amount of damaged glass accepted for the auction. Discussion followed.

**Glass Show** – Joy McFadden and Mary Beth Hackett will serve as co-chairs for this event.

**Glass Dash** – Bud Walker is looking for help.

**Technology** – Linda Roberts reported that she has increased the website to 40 megabytes to receive the space for patents. She is still getting many questions about glass values and is referring these to the appropriate parties. The website continues to be well received.

Rick Jones announced that some committees are still being re-vamped to fill current organizational needs. Grants and Fundraising and Endowment are two examples.

**Old Business** - None

**New Business** – The Board has made a major decision to increase membership dues from \$17.00 to \$20.00 for master members. The associate dues will remain at \$3.00 as well as the multi-year rates remaining at the same level. Rick Jones clarified that the membership dues pay for the publication costs of the *Crystal Ball*. He also discussed the need to define more clearly the benefits of membership. Some discussion occurred concerning the criteria for lifetime membership. At this point, Rick opened up the floor to a town meeting format. Several members offered suggestions for the museum and it was also suggested that a museum wish list be established so that members and/or study groups could know what is needed. The Citrons offered a crystal chandelier to be used with displays. Cindy Arent, the new museum chair, responded positively to all suggestions and offers made. Following the town meeting discussion, Bud Walker made a motion to adjourn the meeting, seconded by Frank Wollenhaupt. The motion carried. Adjournment was 3:00 p.m.

Respectfully submitted,

Sharon Miller

Nothing is particularly hard if you divide  
it into small steps.

*Henry Ford*

## CAMBRIDGE GLASS BOOKS FOR SALE

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128 pages, 60 color plates, full index. Hardbound w/value guide.....19.95

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94-page book listing of Rose Point from several sources: catalogs, trade journals, price lists, etching plates, and other surviving company records. One of the most popular lines of The Cambridge Glass Company, showing the many blanks on which Rose Point might be found along with the history and production life of the line. B&W PB  
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B&W picture of The Cambridge Glass Company post card.....50

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Crystal Ball Table of Contents Issue #69, January 1979 thru Issue #320, December 1999.....2.00

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(Plain) \$100.00 per pair (Frosted) 110.00 per pair

Please include \$10.00 per pair - shipping and handling.

Ohio residents include \$6.50, per plain pair and \$7.15 per frosted pair, for Ohio State Sales Tax.

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THANKS!!!!

*Order blank*

Name: (please print) \_\_\_\_\_

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City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_ - \_\_\_\_\_

No. of pair (Ruby)	_____ X \$100.00 = \$ _____	Check # _____
No. of pair (Ruby Frosted)	_____ X \$110.00 = \$ _____	Amount \$ _____
Shipping - \$10.00 per pair	_____ X \$10.00 = \$ _____	
Sales tax (if Ohio Resident)	\$ _____ (\$6.50 for reg. & \$7.15 frosted)	Date _____
Total of order	= \$ _____	

Make checks payable to: N.C.C., Inc.

Mail to: **National Cambridge Collectors, Inc.**  
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**National Cambridge Collectors, Inc.**  
**NOVEMBER QUARTERLY MEETING**

**Saturday, November 4, 2000**  
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**DINNER BUFFET at 6:00 p.m.**  
**QUARTERLY MEETING at 7:30 p.m.**

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**Saturday, November 4, 2000**  
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\_\_\_\_\_

Number Attending \_\_\_\_\_

Amount Enclosed \_\_\_\_\_  
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