

January 1, 1938

FLORISTS

CIRCULAR LETTER #1
TO ALL AGENTS:

It will be alright for you to continue calling on the florists whom we are already selling but due to a connection we have made we do not wish to add any more floral accounts.

In fact, any inquiries you receive from florists please refer to us and under no circumstances make any quotations to florists.

Of course, those you are already selling it will be satisfactory to continue to sell.

Please send at once a list of Florists whom you have sold and wish to continue to sell in the future. Do this immediately.

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

WCMc/CD
j

C/L #16
1/1/38

MAYONNAISE LADLE

Crystal

	Per Doz.
#3 Mayonnaise Ladle	4.50

This Mayonnaise Ladle is much lighter and daintier than the old #445.

If you wish to use this instead of the old #445 in any of the sets, be they either plain, cut, etched or decorated, add the difference in the ladles, which is \$1.50 list, to the list price of the set.

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

J

January 8, 1938

SPECIAL - CIGARETTE SET

CIRCULAR LETTER #48
TO ALL AGENTS:

We call your attention to a Cigarette Set consisting of one of the #616 Cigarette Boxes and four of the #720 Ind. Trays.

This makes a very handsome set and at the price at which we are going to let you offer these to the trade, we believe you should do a nice business on them.

We are going to let you use this during the month of February as a special. The price will be a \$9.00 a dozen in 100 lots and in less lots \$9.60 per dozen. Prices NET.

The sample Cigarette Set we are sending you is cut and polished but the sets we supply will be made full fire finished. We doubt whether anybody will be able to tell the difference between the cut and the fire finished.

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

mj

January 10, 1938

SPECIALS

CIRCULAR LETTER #56
TO ALL AGENTS:

Attached are new price lists for the following Specials:
Ice Tea Sets
Tumblers
Epergnes & Epergnettes
Candelabra
Console Sets

These cancel:

C/L #3 dated 9/25/37 and C/L 50 dated 1/8/38 for
Ice Tea Sets and Tumblers.

C/L #23 dated 10/15/37 - for Epergnettes
Special Prices for Candelabra and Epergnes sent
with C/L #327 date 9/18/37. This is the second column on those pages,
giving net prices.)

C/L #78 dated 12/6/37 - Special Console Sets.

Commission for sales at these Special prices is 5%.

The other Special Prices which are now effective are:

Etched Promotion Specials-C/L #1, dated 9/24/37
for Special One-Time Promotion.

Caprice Promotion Specials - C/L #2 dated 9/24/37
and corrected by C/L #51 dated 1/8/38.

Caprice Smoker Sets - C/L #6 dated 9/27/37

Caprice Condiment Sets - C/L #30 dated 10/23/37

616/720 Smoker Sets - C/L #48 dated 1/8/38

Punch Sets - C/L #84 dated 12/9/37

Punch Sets Packed - C/L 19 dated 10/8/37

We, of course, do not want these special low prices
to be used except for good quantities and for planned promotional
purposes. Otherwise, use regular prices at regular discounts.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H.A.Lovelady

mj

SPECIALS

EPERGNETTES & EPERGNES

Out. No 105.92

Crystal

EPERGNETTES

NET PRICES

<u>WITHOUT BOBECHE & PRISMS</u>	Lots	Lots	Lots	Less than
	of <u>100</u> Per Doz.	of <u>50</u> Per Doz.	of <u>25</u> Per Doz.	25 <hr/> Per Doz.
1580 - Epergnette w/1579 Vase	12.60	13.50	14.40	15.00
1580 - Epergnette w/1579 Vase <u>with Carmen Vase</u>	13.80	14.70	15.60	16.20
1583 - Epergnette w/78 Vase crimped	12.60	13.50	14.40	15.00
1591 - Epergnette w/93 Vase	12.60	13.50	14.40	15.00
<u>WITH BOBECHE AND PRISMS</u>				
1588 - Epergnette w/bobeches & prisms & w/78 Vase, crimped	25.80	27.00	28.80	30.00
1589 - Epergnette w/bobeches & Prisms w/93 Vase	25.80	27.00	28.80	30.00
<u>EPERGNES</u>				
645 3 lite (1438 arm #19 bobecche 8 #1-2½in. prisms and Vase)	27.00	-	-	30.00
654 1 lite (1438 arm #19 bob. 8#1-2½in. prisms and vases)	24.00	-	-	27.00
Caprice 76 3 lite (1437 arm #21 bob. 4 #5 prisms and vases)	24.00	-	-	27.00
Caprice 75 3 lite(1437 arm and vases)	16.80	-	-	18.00

INDIVIDUAL CARTONS 15¢ EACH

SPECIALS

CANDELABRA

Crystal

NET PRICES

For
not
less
than

NET
Price
Per
Doz.

1-Lite

649	5½ in. (#21 bob.4 #1-2½ in. Prisms)	9.00	1 doz.
648	6 in. (#23 bob.-5 #1-2½ in. Prisms)	12.00	1 doz.
1270	6½ in. (#23 bob.5 #1-2½ in. Prisms)	12.00	1 doz.
1402/81	6½ in. (#23 bob.5 #1-2½ in. prisms)	12.00	1 doz.
Mt.V.	36 8½ in. (#19 bob. #1-3 in prisms)	16.00	100 pcs.
1269	10 in. (#19 bob.8 #1-3 in. prisms)	16.50	100 pcs.
1440	9 in. (#19 bob.8 #1-3 in. prisms)	16.50	100 pcs.

2-Lite

1356	7 in. (#19 bob.16 #1-2½ in. prisms)	30.00	100 pcs.
1441	9½ in. (#20 bob.20 #1-3 in. prisms)	34.80	100 pcs.

1307/19/11 Candelebra net special 15.00 100 lots
3500/17 Bowl & 1307/19/11 Candle net 3.25 special

C/L 62 - page 2
1/14/38

BULL'S-EYE

Crystal

		Per Doz.
1700/382	12 in. Oval Bowl, 2 Hdl.	30.00
1700/501	2 Holder Candlestick	16.50
1700/520	2 Holder Candelabrum (w/#27 bobèche & 12 prisms) <i>2-6 pieces</i>	52.50
1700/382/501	3 pc. Console Set	60.00
1700/382/520	3 pc. Console Set	135.00

February 1, 1933

CAPRICE SMOKER SETS

CIRCULAR LETTER #81
TO ALL AGENTS:

We wish to call your attention to the Caprice
5 pc. Smoker Sets 207/209 and 207/213.

These list at \$16.50 per dozen, which is \$6.60
per doz. net. The package charge is 30¢ per dozen for the sets
packed in individual cartons. This enables you to sell the sets
at 7.20 per dozen NET packed, which makes a wonderful retail value.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H.A. Lovelady

mj

February 14, 1938

1525 OPEN SALT

CIRCULAR LETTER #96
TO ALL AGENTS:

A sample of the #1525 Open Salt Dip has been sent to you.

The price of this is \$1.70 per doz. list, subject to regular discounts.

Add this to Salt & Pepper price list on page 2 with other Open Salts.

We are getting a box in which to pack 8 of these and as soon as this is received we will send you a sample box of 8. Made in Crystal only.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H.A.Lovelady

mj

P.S. The price for the set of 8 in a box is \$1.40 each. This price is list subject to regular discount.

February 14, 1938

COASTERS
(8 in a box)

CIRCULAR LETTER #98
TO ALL AGENTS:

Last summer we had very good sales of the Caprice #13
Coaster packed 8 in a box.

So we are going to give you that Set and also
Mt. Vernon #70 Coaster Set packed 8 in a box.

The price for either set will be \$1.40 per box of 8,
without charge for the box. This price is list, subject to regular
discounts.

We think if you will specialize on these two Coaster
Sets that you will be able to send us some nice business for them.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H.A.Lovelady

mj

February 17, 1938

STACKWAYS

Also Crystal - Ch 159/38

CIRCULAR LETTER #103
TO ALL AGENTS:

Some of our representatives have advised us if we will let them sell the stackway in less than 1 dozen lots at 65¢ they will be able to write quite a few of them on the orders.

Therefore, our future prices on the Stackaway will be as follows:

6 doz. lots Price will be 60¢ each Packed

Due to increased metal cost the 6 dozen price will now be 60¢ each. Packed. Please bear in mind that this price is packed and as the freight is very slight, there is a nice profit in this item at 60¢ for the dealer.

Where less than 6 doz. lots are ordered the price will be 65¢. Please bear in mind also this price is Packed so this leaves a fair profit for the dealer.

Of course, a great many small dealers buying two or three of these can sell them at \$1.25 but we would suggest that you get them to pay 65¢ and sell them for \$1.00. There is very little freight on the item and there is no package charge so they ought to be able to make about a normal profit on the item even at 65¢.

We don't want to let this item die out as it is strictly a Cambridge item and it has been identified with us now for quite some time and we, therefore, want to keep plugging it and get a few of these on every order.

If you are not carrying a sample, obtain a sample and get your customers to put a few of these on their orders.

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

mj

February 18, 1938

SPECIAL GIFT PACKAGE

CIRCULAR LETTER #109
TO ALL AGENTS:

We beg to call your attention to the Gift Package as per list herewith attached.

This package contains two dozen items, three of each of eight items. We call your particular attention to the fact that a number of items are assorted in colors so that it gives the customer really three items instead of one item.

They are all every day desirable gift items and we believe this is a package that your trade will be glad to get.

The price of the package containing the two dozen is \$14.40, or in other words \$7.20 a dozen packed.

Order this as "Gift Package", 1/12 for one, 1/6 for two and etc. Carry a sample of each item with you in a Special case for this only. If you do not have a sample of every item, send us your order/the pieces needed.

for

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

mj

C/L #109 - page 2
2/18/38

SPECIAL GIFT PACKAGE

3 each of 8 items - Total 2 doz.

1525 Open Salt (8 in Box) Crystal
Caprice 13 Coaster (8 in Box) Crystal
Vir. 315 Candy Box & Cover Crystal
Stackaway Rainbow
3500/151/15 - 3 pc. Sugar & Cream Set
Carmen with Crystal Tray

1066 5-3/8 in. Blown Comport - 1 each Rb-Crys.-Amber
1237 9 in. Ftd. Vase 1 each Rb-Ame-Amber
3450 3 pc. Salt & Pepper Set 1 each Rb-Crys.-Amber

Price per package (doz.) \$14.40 each net Pkd.

March 11, 1938

NEW #33 ICE TONG

CIRCULAR LETTER #126
TO ALL AGENTS:

We are sending you sample of a new Ice Tong. This will be known as the #33Chrome Plated and the price of this Tong will be somewhat cheaper than the regular hammered Tong which we are now using. We will be able to furnish this new Tong at \$3.15 per dozen, list, subject to regular discounts.

Please advise us by return mail if you feel you will be able to do a nice business on this Tong and if we should adopt the same.

We do not wish to put this Tong in our line unless you feel that you can dispose of quantities of the same.

Please let us have this information at the earliest possible date so that we can order a stock.

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

mj

July 1, 1938

NEW SHAPED TUMBLERS

CIRCULAR LETTERS#2
TO ALL AGENTS:

Today there is more or less of a demand for a fine plain Crystal glass Tumbler. We, therefore, have decided to produce such a Tumbler in two sizes.

This will be known as our #499 Tumbler, which will be made in the 10 oz. and 5 oz. sizes. Samples of each are being sent you and the list prices are as follows:

#499 Tumbler, 10 oz. \$7.00 doz.

#499 Tumbler 5 oz. \$4.50 doz.

These prices are subject to the usual discounts.

You will please note that these Tumblers are very easy to handle as this particular shape is one of the best shaped Tumblers for practical use that has ever been produced.

We hope you will like the Tumblers and that a nice business will be sent us.

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

mj

C/L #35 - page 2
7/22/38

NEW CANDELABRA

Crystal

		Per Doz.
1354/27	7 in. 3 Holder Candelabrum (w/3 #27 bobeches and 185#5 prisms	\$105.00
1354/23	7 in. 3 Holder Candelabrum (w/3 #23 bobeches and #15 #1-2½ in. prisms)	105.00
1354/19	7 in. 3 Holder Candelabrum (w/3 #19 bobeches and 24 #1-2½ in. prisms)	112.50

August 12, 1938

CIRCULAR LETTER #55
TO ALL AGENTS:

SPECIALS

NEW CANDELABRA AND CONSOLE SET

In this letter we are giving you two Specials on which we believe you will be able to do a nice volume of business.

The first is #1545 3 lite Candelabrum (this is the #1307 - 3 light Candlestick with #19 bobèche and 8 2½ in. prisms on the center candleholder).

Price is as follows:

100 lots \$15.00 per dozen Net
1 doz. lots \$16.50 per dozen Net
less than 1 doz. \$18.00 per dozen Net

We are sending sample to you.

The other Special is a Console Set, using a pair of 1545 Candelabrum with a 3500/17 Bowl.

The price of the Console Set is \$39.50 per dozen Net and we do not want orders for less than 1 dozen sets at that price.

We are also sending you a sample of the plain Crystal 3500/17 Bowl so that you will be able to show this set.

We have not offered a Special on this type of Candelabrum and Set and we believe that you will find a ready demand for them, so hope that you will be able to send us good orders for these items.

Yours truly,
THE CAMBRIDGE GLASS COMPANY
H.A.Lovelady

HAL:mj

C/L #56 - page 2
8/12/38

CUT FLUTE TUMBLERS

Crystal

	<u>Not optic</u>	<u>Post Bottom</u>	<u>Cut Flute #7</u>
			<u>Per doz.</u>
321	1 $\frac{1}{4}$ oz. shammed	to 1 $\frac{1}{2}$ oz.	4.40
321	8 oz. "	" 7 oz. O.F.	6.90
497	5 oz. "	" 4 $\frac{1}{2}$ oz.	5.60
497	9 oz. "	" 8 oz.	6.90
497	11 oz. "	" 10 oz.	7.50
497	13 oz. "	" 12 oz.	7.50
497	14 oz. "	" 13 oz.	10.00

C/L #75 - page 2
9/12/38

PLATE COLLECTION

	<u>Price</u> <u>Per</u> <u>Doz.</u>
1/6 doz. M.W. 77 13 in. r.e.	26.25
1/6 doz. Mt.V. 93 14 in. r.e.	22.50
1/6 doz. 1397 13½ in. r.e.	25.50
1/6 doz. 1402/126 13½ in. r.e.	24.00
1/12 doz. M.W.78 15 in. r.e.	30.00
1/12 doz. E/G 30 16 in.	30.00
1/12 doz. E/G 31 16 in.	30.00
1/12 doz. 1402/29 17½ in. r.e.	52.50
Total 1 doz.	

Price - - - - - \$12.00 Per Collection

NET Packed

9/27/38

MARTHA WASHINGTON LINE

CRYSTAL

		Per Doz.
34	9 oz. Goblet	5.25
35	12 oz. Ftd. Tumbler	6.00
36	6 oz. Sherbet	5.25
51	10 oz. Goblet	5.00
45	7 oz. Tall Sherbet	5.00
59	5 oz. Low Sherbet	4.50
60	4½ oz. Oyster Cocktail	4.50
61	3½ oz. Cocktail, Tall	4.50
47	7 oz. Fruit Salad	4.50
50	12 oz. Ftd. Tumbler	6.00
49	10 oz. Ftd. Tumbler	5.00
46	5 oz. Ftd. Tumbler	4.50
37	5 " " " <i>blend like 35</i>	4.50
52	Fingerbowl	4.40
53	Fingerbowl Plate	4.40
20	6-3/8 in. B. & B. Plate	4.50
21	8-3/8 in. Salad	7.50
23	13½ in. Plate	18.00
77	13 in. Torte Plate	26.25
78	15 in. Torte Plate	30.00
42	Cup & Saucer	7.50
1	Sugar & Cream doz.pr.	18.75
14	Sugar & Cream doz.pr.	11.25
76	Salt & Pepper Shaker, w/gl.top doz.pr.	7.90
43	7 in. 3 comp. Candy Box & Cover	18.75
71	5 in. Ftd. Candy Box & Cover	11.25
8	12½ in. Bowl, flared	21.00
25	10½ in. Bowl, flared	16.50
58	8 in. Ice Tub	16.50
58	8 in. Ice Tub w/chrome Tongs	24.00
72	4 in. Candlestick	4.50
2	4 in. Candlestick	9.40
3	9 in. Candlestick	16.50
1269	10 in. Candlestick, w/bob.& #1 prisms	47.50
57	5½ in. Fruit Saucer	4.40
10	5½ in. Comport	6.00
73	5½ in. Relish, 2 comp. 1 Hdl.	9.00
74	7 in. 4 compt. Relish	11.25
70	5½ in. Ftd. Mayonnaise	6.00
70/445	2 pc. Mayonnaise Set	9.00
90	3 pc. Mayonnaise Set	13.50

MARTHA WASHINGTON LINE

CRYSTAL

		Per Doz.
81	8 in. Comport or Tidbit Tray	16.50
83	15 in. 2 pc. Supper Set (78/81)	46.50
84	13 in. 3 pc. Salad Dressing Set(77/70/445)	35.00
79	15 in. 2 pc. Supper Set (78/74)	41.25
30	80 oz. Jug	26.25

October 5, 1938

HIGHBALL GLASS WITH GRADUATED "DRINK" LINE

CIRCULAR LETTER #96
TO ALL AGENTS:

We have had quite a few calls of late for a Highball Glass with a line around the bottom to gauge a drink of liquor that would measure about $1\frac{1}{4}$ oz.

The people that have asked for these say so many people are asking for a Highball Glass in which they can pour a drink and know that they have about the right amount. In other words, in the serving of a Highball, they want to avoid handling the extra whiskey glass.

We are sending you a sample of our Caprice #310 12 oz. Tumbler with this line at the bottom. This additional line can be put on any of our Tumblers at an additional cost of 60¢ a dozen list, or 24¢ a dozen net.

There is no better Highball Tumbler than the Caprice Tumbler and it might be well to specialize on that for Highball purposes for this fall.

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

October 7, 1938

SPECIAL PUNCH SET
VIRGINIAN

CIRCULAR LETTER #97
TO ALL AGENTS:

We have decided to make a Special price on the Virginian 15 pc. Punch Set. This price will figure \$6.50 each set NET packed.

We are making a Special price on the set of \$6.00 and on the packing 50¢, making the set \$6.50 packed. Ordinarily you know the set is \$6.25 and the packing is 85¢ so that it totals \$7.10, so this special is quite a saving.

We hope you will not give this price to customers buying one set but will try to get them to buy at least six sets.

This will not change your regular price list any and is only being made for a Special for this fall.

Enter your orders at \$6.00 per set Net, and make note that the package charge is 50¢ per set, instead of a packed price. This can make a difference in retail in a lot of stores and we feel that is the way this set should be priced.

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

C/L #104 - page 2
10/11/38

FRENCH DRESSING BOTTLES

CRYSTAL

	Per Doz.
1261 French Dressing Bottles, Ftd.	22.50
1261 French Dressing Bottles, Ftd. Etched Oil & Vinegar	26.25
1263 French Dressing Bottle, not Ftd.	20.00
1263 French Dressing Bottle, E/Oil & Vinegar	22.50
1263 French Dressing Bottle, Etched Ketchup	22.50
1263 French Dressing Bottle, Etched Sauce	22.50
1263 French Dressing Bottle, Etched Oil	22.50
1263 French Dressing Bottle, Etched Vinegar.	22.50
1263 " " " " <i>Chili</i>	22.50

October 15, 1938

NEW CANDELABRA

CIRCULAR LETTER #109
TO ALL AGENTS:

We have had a few nice orders on a couple of new Candelabra we have worked up.

These two Candwlabra are the #1440/5 and #1269/5 assembled with ten 5 in. prisms and the large bobèche. These Candlesticks when fitted with these prisms make a very rich and handsome Candelabra.

The list price on either will be \$75.00, so at the extreme discount it makes a good \$5.00 retailer or \$10.00 a pair.

If you desire that we send you a sample of each for your road samples, please advise and we will send them immediately.

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

October 29, 1938

#1800 GLOBE SHAPE PUNCH SET

CIRCULAR LETTER #120
TO ALL AGENTS:

We are sending you sample of our #1800 Globe-Shape Punch Set, which consists of the following:

#1800 Bowl & Cover	\$24.00 doz.
#1800 Ladle	6.00 "
#1800 Cups	2.50 "
#1800 17 in. Plate	24.00 "

This brings the set to \$7.00. We are going to allow you to use this price for both large and small trade, whether they buy from one to 100 sets, as we want to feature this set.

Please understand the price is NET. We think it better on this particular set, inasmuch as it is a high priced set, not to place too great a quantity on the set and to use a net price instead of a list, as it makes a more simple proposition.

Now, just a word relative to this set. The different parts of it can be used for many purposes. For instance, the Bowl without cover can be used as an aquarium or a rose bowl. In fact, when it is not used as a Punch Set, it could be used as a covered rose bowl.

The Custards can be always used for custard purposes and the Plate is always a desirable item for a Torte or Sunday Evening Supper Plate.

In other words, practically every item in this set has a separate use when not in use as a Punch Set.

We hope to see some nice business on this between now and the holidays.

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

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