

December 31, 1938

CIRCULAR LETTER #10 - 1939

1443 - CANDELABRUM

We wish to call your attention to the new #1443 3 lite Candelabra, sample of which is being sent.

We have been having calls for such a Candelabra for quite some time and now we have at last produced it.

You will notice it is made on the same design as the #1441 two-way which has been one of the most popular large Candelabra on the market.

This is our own design and is carried out in a great many of our old Candelabra and Candlesticks, so we thought in making a 3-way we would still continue along the order of this design.

We are listing this at \$150.00 per dozen. At this price, this should be a very popular item.

Add to Candelabrum pricelist page 5. Illustration is attached.

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

January 23, 1939

HURRICANE LAMP

CIRCULAR LETTER #36
TO ALL AGENTS:

There is more or less of a demand for Hurricane Lamps today in some parts of the country.

We have worked up a double Hurricane Lamp, which will be known as #1590. This consists of the double holder with two bobeches and two of the glass shades. This should be a very good one, as the Hurricane Lamp is an antique proposition and this and this outfit is quite antique.

We worked this up during/early part of January, when we had a great many buyers here from New York and other points and all of them liked this very much and purchased it.

The price is right on it as it lists at \$75.00. Where the extreme discount is used, we would like at least for an order to be placed for a dozen.

It will be necessary for you to get some short candles to be used in this.

We hope we will see some nice orders from you on this item.

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

j

February 25, 1939

SMALL HURRICANE LAMP

CIRCULAR LETTER #60
TO ALL AGENTS:

We are sending you sample of a new small Hurricane Lamp, which will be known as #1601, the price of which will be \$30.00 a dozen list, netting \$12.00.

This is made up in combination with the #506 3 in. Pristine Candelabra, using our regular Hurricane Lamp Shade.

This makes one of the most attractive little Hurricane Lamps that we have seen on the market and already we have sold several dozen of these to customers who have visited the factory, and the representative who originated the idea (we are glad to say) has sent us orders for quite a few of them. We trust we will see some nice business from you on these.

The price on this Hurricane Lamp is one that will allow it to retail at a popular price and after all that's what the trade are looking for today.

In closing will say that some of our representatives are not selling the amount of the #506 Candelabra that they should. Have you overlooked this? Are you carrying a sample of it? If not, you better get sample and concentrate a little more on this item for it is a Candelabra that is very easy to sell.

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

February 24th, 1939

CUT STEM CANDELABRUM
#1272 (w/10 #1-5 in. prisms)

CIRCULAR LETTER #61 (corrected)
TO ALL AGENTS:

We have recently been getting some calls for a Cut Shank Candelabrum.

We have tried out in one or two places #1272, with the cut shank or stem, with ten of the #1 5 in. long prisms. Our customers are very much pleased with it and advise us that such a Candlestick can be sold with any cut Bowl.

These finer customers have told us it is not necessary to cut the feet of the Candlesticks with the same cutting as is on the Bowls and say if we simply make a nice cut shank candlestick it can be used with any cut bowl.

It is, therefore, with this thought in mind that we are adding this #1272 stick to our line. The price will be \$90.00 per doz. list. We would suggest a retail price of \$10.00 per pair for these, as this makes a nice profit but of course if a store wants to double their money they will have to get \$12.00 a pair.

If you wish a sample of this, please advise and we will immediately send it to you.

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

j

June 30, 1939

3400/180 BOTTLE WITH CROSS STOPPER
AND ECCLESIASTICAL SYMBOL

CIRCULAR LETTER #136
TO ALL AGENTS:

We have an item now with which we want you to call upon the Church Supply Houses. You will notice this has the ecclesiastical symbol on the bottle as well as the cross stopper.

Such bottles were formerly imported from Czecho and were sold at a very high price by these church houses. We understand they can no longer be obtained so now is our opportunity to get in and get this business.

We believe if you will look up these various houses in the states that you cover, you will find you will be able to obtain some real worth while business.

Cross Stopper
This article can be furnished, as sample we are sending you, at a list price of \$30.00 per dozen, f.o.b. Cambridge, subject to the usual discounts.

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

mj

Crucifix & stopper 18.75
" " " " 30.00

June 30, 1939

CIGARETTE SET FOR SPECIAL

CIRCULAR LETTER #138
TO ALL AGENTS:

We beg to refer you to the #207/213 Caprice Cigarette Set, consisting of a Cigarette Box & Cover and four Ash Trays. This is a most attractive Set and you should specialize on it for your fall business.

You can sell it in quantity you know at 60¢ per set packed, f.o.b. Cambridge. They are packed one set in a non-test carton and twelve of these in a reshipping carton.

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

mj

June 30, 1939

1442 CANDELABRUM

CIRCULAR LETTER #147
TO ALL AGENTS:

We have revised the Lyre Candlestick and a new sample is being sent to you.

This will now be known as #1442 10 $\frac{1}{2}$ in. Candelabrum (#19 bobeches and 16 #1-3 in. prisms).

The list price for this is \$105.00 per dozen.

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

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C/L #168 - page 2
7/24/39

MARTINI COCKTAIL SHAKERS

CRYSTAL

1660	23 oz.	15.00 per dozen
1661	64 oz.	26.25 per dozen

C/L #176
8/3/39

COCKTAIL MIXERS & SHAKERS

	<u>Crystal</u> Per Doz.
1394 18 oz. Cocktail Mixer with chrom. Top & Spoon	28.75
1395 28 oz. Cocktail Mixer with chrom. top & spoon	32.50
1408 60 oz. Cocktail Mixer with chrom. Mixer	75.00
3400/175 54 oz. Cocktail Shaker with #10 chrom Top	24.00
Pristine 99 46 oz. Cocktail Shaker w/#9 Chrom. top	45.00
97 12 oz. Cocktail Shaker with #9 chrom. Top	18.75
98 46 oz. Cocktail Shaker with #9 Chrom. Top	30.00
1660 23 oz. Martini Cocktail Shaker	15.00
1661 64 oz. Martini Cocktail Shaker	26.25

C/L 176
8/3/39

PUNCH BOWLS, CUPS AND LADLES

		<u>Crystal</u>	<u>Capacity</u>
		Per	in Quarts
		Doz.	Per
			Doz.
1800	10 in. Punch Bowl & Cover	60.00	9
1800	5 oz. Punch Cup (7801)	6.25	
Martha 478	15 in. Punch Bowl, Ftd.	75.00	10
Martha 488	5 oz. Punch Cup	4.50	
Martha 129	18 in. Plate or Tray	52.50	

August 29th, 1939

MUSTARD & MARMALADE SPOONS

CIRCULAR LETTER #191
TO ALL AGENTS:

We have had a great many calls for Mustard and Marmalade Spoons. Therefore, we have decided to add one of each to the line. Crystal only.

Samples are being sent you and prices will be as follows:

Mustard Spoon \$1.00 Dozen List

Marmalade Spoon \$1.50 Dozen List.

We believe these Spoons will greatly help the sale of the Marmalades and Mustards.

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

August 29th, 1939

PRISTINE 68 - SHRIMP COCKTAIL OR
STRAWBERRY ICER.

CIRCULAR LETTER #192
TO ALL AGENTS:

We have produced a new Shrimp Cocktail, or Strawberry Service. Sample is being sent you. You will readily see the idea of it.

For Shrimp the cocktail sauce is put in the center and then the shrimp around the edge; while for the Strawberry Service the powdered sugar is put in the center and then the strawberries arranged around the edge.

This is a very clever idea and one we think will meet with the general trade.

The price is \$15.00 per dozen List.

Add to Pristine Pricelist Page 1.

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

August 29th, 1939

722 - 3½ in. ASH TRAY

CIRCULAR LETTER #193
TO ALL AGENTS:

We are sending you a sample of our new #722 -3½" Square Ash Tray, which is made to match the #721 -2½", which has been so popular.

We find that quite a nice set can be made up by using one of these new Ash Trays with four of the small ones. It will also make a popular priced set, as this new Ash Tray will list at \$7.50. When used with four of the #721's at \$3.75, it will make the set list \$22.50 doz. sets.

We hope you will be able to send us some nice business on this set.

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

September 15, 1939

NEW VASES

CIRCULAR LETTER #199
TO ALL AGENTS:

We beg to call your attention to a couple of new vases made in heavy weight special Crystal glass for which there seems to be quite some little demand today.

Samples are being sent.

You will notice these vases are very clear and sparkling, due to the particular batch of glass we have made for these heavier weight items.

The 1620 11 in. Ftd. Vase will list at \$52.50 per dozen, while the 1621-10 in. Urn Vase will list at ~~\$52.50~~ ^{52.50} subject to usual discounts.

Add to Vase price list page 2.

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

j

MOUNT VERNON LINE

C/L #200
9/15/39

CRYSTAL

		Per Doz.
1	10 oz. Goblet	5.00
2	6 $\frac{1}{2}$ oz. Tall Sherbet	5.00
25	4 $\frac{1}{2}$ oz. Claret	4.40
26	3 $\frac{1}{2}$ oz. Cocktail	4.40
27	3 oz. Wine	4.40
41	4 oz. Oyster Cocktail	4.40
42	4 $\frac{1}{2}$ oz. Low Sherbet	4.40
20	12 oz. Ftd. Tumbler	5.60
3	10 oz. Ftd. Tumbler	5.00
21	5 oz. Ftd. Tumbler	4.40
22	3 oz. Ftd. Tumbler	3.75
59	14 oz. Tumbler	5.00
58	10 oz. Tumbler	4.00
51	10 oz. Table Tumbler	4.00
57	7 oz. O.F.Cocktail	3.75
56	5 oz. Tumbler	3.15
55	2 oz. Tumbler	2.75
60	3 in. Coaster	1.50
70	3 in. Coaster	1.50
23	Fingerbowl	5.00
23	Fingerbowl Plate (19)	4.50
85	2 pc. Cocktail Icer	11.25
13	66 oz. Jug	22.50
91	86 oz. Jug	26.25
90	50 oz. Jug	16.50
95	80 oz. Ball Jug	22.50
52	40 oz. Decanter, g.s.	22.50
52/22	7 pc. Decanter Set	45.00
19	6-3/8 in. B. & E. Plate	4.50
5	8 $\frac{1}{2}$ in. Salad Plate	7.50
40	10 $\frac{1}{2}$ in. Dinner Plate	12.00
93	14 in. Cabaret Plate	18.75
122	13 $\frac{1}{2}$ in. Cabaret Plate	18.75
123	14 $\frac{1}{2}$ in. Plate	18.75
37	11 $\frac{1}{2}$ in. 2 Hdl. Plate	16.50
31	4 $\frac{1}{2}$ in. Fruit Saucer	3.75
6	5 $\frac{1}{2}$ in. Fruit Saucer	3.75
32	6 in. Cereal	5.00

MOUNT VERNON LINE

C/L #200
9/15/39

CRYSTAL

		Per Doz.
7	Cup & Saucer	7.50
8	Sugar & Cream (doz.prs.)	11.25
4	Individual Sugar & Cream (doz.prs.)	7.50
4	Sugar & Cream Tray	5.00
4	3 pc. Sugar & Cream Set	11.25
120	10 $\frac{1}{2}$ in. Salad Bowl	18.75
121	12 $\frac{1}{2}$ in. Bowl, flared	18.75
39	10 in. 2 Handle Bowl	16.50
43	10 $\frac{1}{2}$ in. Bowl, deep cupped	18.75
44	12 $\frac{1}{2}$ in. Bowl, flared	18.75
126	11 in. Bowl, shallo cup	16.50
128	11 $\frac{1}{2}$ in. Bowl, belled	16.50
136	11 in. Bowl, Oval, 4 Ftd.	18.75
130	4 in. Candlestick	5.00
35	8 in. Candlestick	16.50
36/19	8 $\frac{1}{2}$ in. Candelabrum (#1-3 in.prisms)	45.00
36/20/1	" " (#1-3 in. prisms)	47.50
36/20/2	" " (#2 prisms)	60.00
9	Covered Unr, footed	15.00
10	7 in. Footed Bonbon	9.00
11	7 $\frac{1}{2}$ in. Comport, flared	9.00
12	4 $\frac{1}{2}$ in. Ftd. Ivy Ball	9.00
33	4 $\frac{1}{2}$ in. Comport	12.00
34	6 in. Comport	12.00
96	6 $\frac{1}{2}$ in. Comport, belled	9.00
97	6 $\frac{1}{2}$ in. Comport	9.00
77	5 $\frac{1}{2}$ in. Comport, 2 Hdl. Ftd.	13.50
99	9 $\frac{1}{2}$ in. Comport	21.00
100	9 in. Comport, 2 Hdl.	30.00
98	11 in. Celery	15.00
76	6 in. Preserve or jelly	5.00
78	6 in. Pickle Tray, 1 Handle	7.50
103	8 in. Relish, 3 part, 3 Handle	11.25
101	8 in. Relish, 2 part Handle	11.25
80	12 in. Relish, 2 part	16.50
104	12 in. Celery & Relish	22.50
105	8 $\frac{1}{2}$ in. Sweetmeat, 4 part, 2 Handle	15.00
200	11 in. 3 part Celery & Relish	18.75
89	Tall Salt & Pepper Shaker, w/glass top	11.25 doz.pr.
28	Salt & Pepper Shaker, w/glass top	7.90 " "
24	Individual Salt round	1.70
102	Individual Salt, Oval, 2 Handle, Footed	3.00

MOUNT VERNON LINE

Q/L #200
9/15/39

CRYSTAL

		Per Doz.
29	2½ oz. Mustard & Cover	7.50
74	7 oz. Honey Jar & Cover	8.00
30	Ftd. Sauce Boat, 2 lipped	6.75
30/445	Sauce Boat & Ladle	9.75
73	5 in. Butter Tub & Cover	9.00
73	5 in. Butter Tub, no Cover	4.50
15	4½ in. Toilet Box & Cover, round	9.00
16	3 in. Toilet Box & Cover, round	3.75
62	Bitter Bottle w/chrom. tube	7.50
18	7 oz. Toilet Bottle, g.s. Square	16.00
46	10 in. Vase	15.00
50	6 in. Vase	11.25
54	7 in. Vase	10.00
48	11 in. Tom & Jerry or Fruit Bowl	30.00
49	13½ in. Ftd. Cake Plate	30.00
92	Ice Eucket with chrom. Hdl.	18.75
92	Ice Bucket with chrom. Hdl. & Tongs	26.25
81	8 in. Tidbit Tray	16.50
94	14 in. 2 pc. Supper Set	39.00
63	3½ in. Ash Tray	1.50
68	4 in. Ash Tray	4.50
66	Cigarette Holder	9.00
67	Cigarette Box & Cover, 4x4 in.	9.00
65	2 pc. Ash Tray & Cigarette Holder	12.00

September 15, 1939

NEW 7801 64 oz. BRANDY INHALER

CIRCULAR LETTER #201
TO ALL AGENTS:

We have produced a new Brandy Inhaler, larger than the one we made in the past. This will be known as the #7801 64 oz. The list price is \$26.25 per dozen. Add this to 7801 Stemware price list along with the two other Brandy Inhalers.

This will also be made into a Martini Cocktail Shaker #1661ⁱⁿ the same manner as the #1660 as per C/L #176, 1939. The list price will be \$26.25 per dozen as shown on the Cocktail Mixer and Shakers price list, C/L #176.

Samples of each are being sent to you.

The large Brandy Inhaler #7801 64 oz. is correct to use as a flower vase. If you will present it in this way to the stores, we think you will be able to sell considerable of them.

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

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SWANS

		<u>Plain</u> <u>Doz. List.</u>	<u>Frosted</u> <u>Doz. List.</u>
#1040	3" Swan	\$3.75	\$6.00
#1041	4½" "	6.00	9.00
#1042	6½" "	9.00	13.50
#1043	8½" "	16.50	22.50
#1044	10" "	30.00	37.50
#1045	13" "	60.00	75.00
1040-3	1. Crown Swan 500		

Quotations made Dohrmann
5/19/38

3/7/39

STOPPERS.

		<i>net</i> <u>Dosen</u>
#1320	Stopper, ground	1.50
"	" , not ground	1.30
#1369	Stopper, ground	1.60
"	" , not ground	1.40
#1388	Stopper, ground	1.80
"	" , not ground	1.60
#293	Pristine Stopper, Cut top & peg.	1.80
#293	" " , not cut	1.60
#1321	Stopper, ground (cut peg)	2.00
"	" , not ground	1.80
<i>#5</i> #1379	Stopper, ground (cut peg)	3.00
"	" , not ground	2.80
#1542	Stopper, ground (cut peg)	1.80
"	" , not ground	1.60
#3400/161	Stopper, ground	1.30
" " "	" , not ground	1.10
#1070	Stopper, ground	2.00
" "	" , not ground	1.80
#1380	Stopper, ground	1.80
"	" , not ground	1.60
#90	Pristine Stopper, cut all over	5.00
"	" " , not ground	4.80
#3400/193	Stopper, ground	1.50
" " "	" , not ground	1.30
#1323	Stopper, ground (cut peg)	1.80
"	" , not ground	1.60
#1382	Stopper, ground	1.80
"	" , not ground	1.60
#85	Pristine Stopper, cut top & peg.	2.00
"	" " , not ground	1.80

(Several doz. of each number selected to be ordered).
(Letter 3/7/39--Chicago, re. Coin S Xhanga Shop).

August 24, 1939

SWAN PUNCH SET

CIRCULAR LETTER #185
TO ALL AGENTS:

One of the items that you don't want to overlook this fall is the SWAN PUNCH SET.

This is now nicely illustrated and from the price list you will find that the 15 piece set, consisting of the swan, foot, ladle and 12 cups lists at \$13.75 which figures \$5.50 net.

The size of this swan is 16 in. and the capacity five quarts.

Now is the time to go after all Punch Bowl business. You have the greatest variety of Punch Sets made by any manufacturer and in your list you will find some very attractive special prices.

From now on is the time to work this punch set business.

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

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