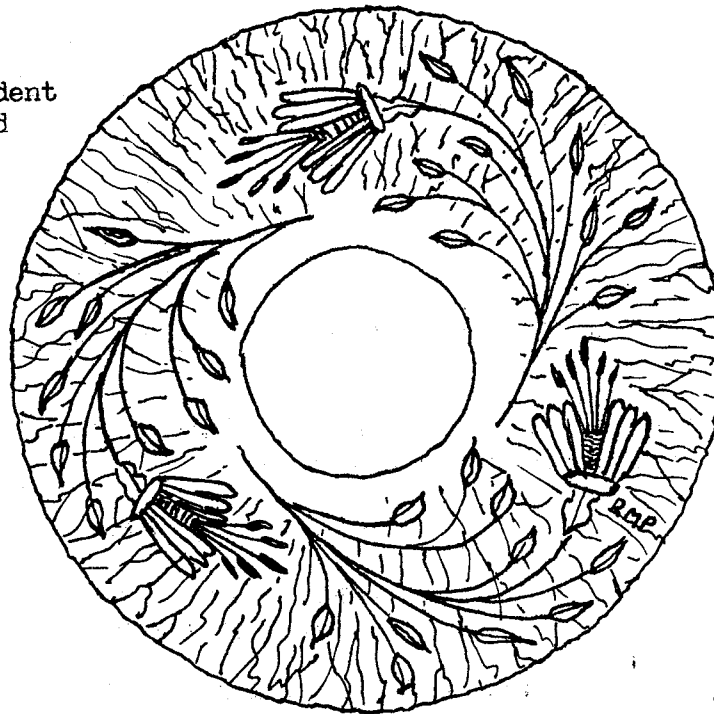


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STRETCH GLASS SOCIETY

NEWSLETTER

OCTOBER 1976

A message from your President . . .

Mr. John A. Artzberger, Curator, Mansion Museum, Oglebay Park, Wheeling, West Virginia, and I had a very good discussion on Stretch Glass and he will be one of our guest speakers at the banquet on Tuesday Evening, April 26, 1977, during our 4th Annual Convention and we are hoping to have another speaker besides Mr. Artzberger.

Plans for the convention in 1977 are coming along very nicely and we can all look forward to a great time. Here below is a copy of the letter received from Mr. Russell C. Bond, Jr., Wilson Lodge Manager, for your information and please keep this where you will be able to locate it when you will need it:

Wilson Lodge
Oglebay Park
Wheeling, West Virginia 26003

August 19, 1976

Dear Mr. Wiggins:

This is to confirm that we have reserved for The Stretch Glass Society thirty (30) Kline Wing rooms plus five (5) Chalet rooms for the following dates:

Checking in after 5:00 P.M. on Sunday, April 24, 1977
Checking out prior to 3:00 P.M. on Wednesday, April 27, 1977

October 1976

Page 2

Any of the above rooms not assigned by March 24, 1977, will automatically be released to others requesting accommodations at that same time. A reservation deposit is NOT required. In fact we prefer that no deposit be sent by individuals.

It is our understanding that you will not require Glessner Auditorium at any time. There will be two (2) group breakfasts and one (1) banquet, with all other meals on your own in the Main Dining Room. A private room is being held for your auction on Monday evening and for your business meeting on Tuesday. Further details can be discussed at a later date.

Tables for displays in the rooms can be provided; however, we do not permit any furniture to be moved.

We look forward to accommodating your group in April. If we can be of any further assistance to you in any way, please do not hesitate to contact us.

Very sincerely yours,

Russell C. Bond, Jr.
Wilson Lodge Manager

Oglebay Park and Wilson Lodge are located on State Route 88 North, two miles from the I-70 Oglebay Park Exit.

Please note carefully the underscored statements above - the underscoring is mine. Your Board of Directors would like to thank each of you who have been instrumental in adding a member or members to our membership. We do need ALL the members we can get and we welcome all of you who have joined us during 1976 and sincerely hope that your interest in collecting Stretch Glass will be greatly increased. Be sure to write Paul any of your adventures in the wonderful world of Stretch Glass hunting and report anything new that has happened to you while hunting for Stretch and anything new and unusual that you find in your searching. It is imperative that we have input from the membership in order to keep on getting out an interesting and informative newsletter as has been done in the past. Start NOW planning for the 1977 convention so that you won't miss another great time together.

Listed below is a SCHEDULE OF EVENTS for the 1977 convention and other information you will need to know:

Arrival Sunday evening, April 24, 1977, by 5:00 P.M. if at all possible.

Monday, April 25, 1977

| | |
|--------------|--|
| 9:00 AM | Breakfast and Registration (Charge of \$1.00 for this) |
| 2:00 PM | Visit Oglebay Mansion Museum as a Group |
| 4:00-6:00 PM | Check in glass for auction |
| 6:00-7:30 PM | Glass on display |
| 7:30 PM | Auction |

Tuesday, April 26, 1977

| | |
|----------|---|
| 10:00 AM | Business meeting Visit rooms, etc., in afternoon |
| 6:00 PM | Banquet with guests and speakers |

Wednesday, April 27, 1977

| | |
|---------|---|
| 8:00 AM | Breakfast, etc. Install new officers |
|---------|---|

Miss Elizabeth Northwood Robb, Mrs. Amy Northwood Hamilton, Mrs William L. (Mildred Northwood) Meland, Mr. & Mrs. Frank M. Fenton, and others will be our guests. Besides Mr. John A. Artzberger, Curator of the Mansion Museum, we are hoping to have other speakers from the Wheeling Area.

For reservations write to:

Mr. Russell C. Bond, Jr.
Wilson Lodge Manager
Oglebay Park
Wheeling, West Virginia 26003

Room Rate Schedule April thru June

| | <u>Kline Wing</u> | <u>Chalets</u> |
|----------------------|-------------------|----------------|
| Single room | \$18.00 | \$16.00 |
| Double room | \$23.00 | \$21.00 |
| Living Rooms \$25.00 | | |

For more than 2 persons per room, \$2.00 per person per night.
In consideration for all guests, pets are not permitted in the Lodge or Chalets.
Room rates are subject to change without notice during these inflationary times.
Credit cards are not accepted but personal checks will be.

Any deviations and/or price corrections will be given you in the January, 1977, issue of the newsletter at which time we hope to be able to have a firm price for the food. Start NOW planning your April, 1977, trip to Wheeling, West Virginia. We are very sure you will be glad that you did.

Each of you without doubt have at least one (1) question that you would like to have an answer to about Harry Northwood. Will you please get any question or questions that you may have written down and send them to Paul. Answers will be secured if at all possible and these questions should be sent in, not only in advance to our speakers, but to the membership in general. Some member is sure to have the answer to a question that you may have. So let's get busy and send in the questions so that a real effort to answer can be made before the convention. Thanks to each of you.

B. A. Wiggins, President

Continuation of the speech by Mr Henry A. Hunsicker, guest speaker, after the banquet on Thursday evening, April 22, 1976, before the membership and others of The Stretch Glass Society.

Possibly the greatest opportunity there is for people like you and me is to serve this great number of people who are unaware of what they own or the value of it. You know your stretch glass collection may be insured but unless you have it listed if you would happen to lose it you would have a terrible time collecting from the insurance company because on lines 94, 95, 96, 97, of most of the insurance policies it says that it is your responsibility to provide an estimate of the cost of the items and records of the cost or records of the value of the items and if you could, you are different than I am if you can, but if you could come up with \$2,000.00 worth of receipts or \$10,000.00 worth of receipts for your items which perhaps you bought 10 years ago, this insurance adjuster may adjust it downward saying it has depreciated at 10% a year, so it has no value. Now as I've told you before, there is a great wonderful

world out there of people who are ignorant, who know nothing about what they have in their home. I'll use an example in telling you that when I went into a home just last Monday that the lady had items there that she had no idea of the value. In one of the sections of my Studies Course I tell the people, and I will repeat it to you, that most of the things that you will ever get, the fine items, the good items, that you will ever get may cost you little or nothing. This may go in one ear and out the other here tonight and I'm sure it does to many people I tell this to, I'm going to repeat it, if it has gone into your ear and you didn't hear I'm going to repeat it again. Many of the fine items that you get may cost you little or nothing. And the reason for this is that once someone has lived with a fine piece of furniture, or a lamp, or a good piece of glass or other collectible that it becomes just like a member of the family and they would rather have someone who appreciated it possess it after they are through with it than to have it fall into the hands of someone who did not appreciate it.

Now I'll say this, if you have anything of this stretch glass that you are displaying here tonight that you don't want to take home with you, just give it to me and I will give it a home. Well I know you aren't going to give me anything but this is actually the attitude that you must take. First you have to learn all you can about items and then let people know that you appreciate them to even put yourself in a position to get these things at little or no cost. Now the other thing you have to do is have space large enough to contain the things that are going to be given to you.

For example, I did an appraisal just the night before I came down here, that the people had a gigantic hall tree that had been removed from the old Galt House in Kentucky when it was torn down. Now this hall tree had been secured by a member of the family and now that that member had passed away this young couple have it and they worked until after midnight getting it put together so that I could see it and give them a value, and it cost them absolutely nothing, in fact, they had to go down to the Louisville Area and get the item.

Now, this place where I was on Monday had a lamp that had been passed on. It seems as though the aunt of the lady in whose home I was visiting had been a housekeeper for the Hannah's, one of the wealthy families of the Cleveland Area, they lived on Euclid Boulevard when it was known as "millionaire's row," and it was a custom in those days and still is a custom in many homes that when you redecorate, the items that you had been using that you no longer need, that you would leave them to someone else. You would let a servant, or friend or a relative have them. And this lady had this lamp and she had no idea of its value or what it was and she said "it's signed Tiffany, both the base and the shade." I instantly recognized it - it was a Wisteria lamp, and it was a Tiffany lamp. It wasn't the large size Wisteria lamp that was sold at Sotheby Parke Bernet during the past year for \$44,000.00, but it was one of the smaller ones. It was about 18 inches high by eleven inches across and I told her it was worth \$18,000.00 to \$20,000.00. This woman is not a collector. Up until this point this lamp didn't bother them much, they accepted it, it was something from the aunt, but now they want me to do an appraisal of the entire house because this home has iron toys, and other lamps, there is a Handel lamp that is peacock feather design, old bottles, crystal chandeliers, items all over the place. Paintings that have been given to them from this aunt, she had gathered them up when she was a housekeeper, she couldn't have bought these things if she had wanted to, but she did secure them and I tell you that every house on every street in the United States or in the world is filled with treasures that the people don't know what they are. It is an opportunity for you and for me to provide a service as appraisers for these people to tell them what they've got so that they can cover it properly with insurance.

One time I wrote an article, in fact it was the first article on antiques that I was ever paid to write, called "Don't Call the Junkman." You would be surprised how many people are junking good items every day just because they do not know what they are and you and I as collectors, and perhaps we are 5% of the total population who recognize value, but because we are collectors we think that everyone knows as much about it as we know. Actually they don't, and they could care less. It's junk that they want to get rid of and unless someone tells them, it is going to

be lost. And you can do this by being an appraiser. As an appraiser you would be working for \$50.00 an hour when you indicated awhile ago that you would be willing to work for \$20.00 an hour, and you would be getting to see all these fine items and at the same time would be providing a service to the customer.

Actually, at \$25.00 an hour I'm working cheap. Many appraisers charge \$50.00 an hour. But here is another area that as an appraiser you can help people learn and that is that many antique show promoters will pay you up to \$100.00 a day to sit in a booth and tell customers who carry in items exactly what they have and give them some idea of the value of it. You get to see the most beautiful things in the world and you really get to be of help and service to people who own these things. I do this at the Lima, Ohio, antique show and flea market that is held at the Fair Grounds once each month. One day a lady came in and she had an item wrapped up and said, "I have a lot of beautiful things at home, and I would like to know what this is, this isn't one of the good items, I brought it because I was afraid that if I brought one of the good items I'd break it." When unwrapped she had a little vase about 4 inches high and it was Webb glass and was worth about \$400.00. She was amazed and pleased. And this is one of the most rewarding things. You know I'm working harder since I retired than I ever worked before in my life. I'm enjoying it more. I took early retirement and it is something that was brought about because the company I worked for was in financial trouble during this "depression" or "recession" whatever you want to call it that we've just gone through, and they had to get rid of all the high-priced people that were on big salaries and didn't want to work 24 hours a day. They got some young men that didn't mind working 24 hours a day and weren't used to making money, so I took early retirement and believe me I'm glad of it.

You have met my wife, Beth, here tonight. We've been quite busy in the one year that we've been married, we've only been married a year on May 3rd and we already have 10 children and 27 grandchildren. Of course, Beth got her start 42 years ago and I 38 years ago, so marriage is our modus vivendi operation, and these families are the combined ones that we have. And these are people that we love and are trying to make realize the value of antiques. Much of the goods that I've collected over 25 years have been passed on to our children, then we packed up 64 boxes or so and sent to auction over in Pennsylvania. Then we had a house sale for 3 days and took in \$1,900.00 and then packed over 100 other boxes about 12 to 18 inches square and have those stored for future selling. I have a concrete building in back of our home that has been packed full of things that we can sell in the future.

An honest man once told me that perhaps, since he was a researcher and knew what all of the items were that he had but not an appraiser and wasn't sure of the current values, he should have me do an appraisal of his goods so that he would know what they were. Then he said, "well, maybe I shouldn't because if I sold everything that I have for five dollars an item I would probably double my money." Now he's not alone in this because Dr. Larry Freeman over in New York has filled his Century House full of things in his museum and he has custard glass lying around that he paid two or three dollars for which he thinks is worth maybe eight dollars and the pieces, many of them, are worth maybe \$30.00 or \$40.00. And many people are in the same situation.

I tell the people who are students of my Antiques Study Course that I have utterly failed if I ever catch them paying over 1/3 of what an item is worth. Actually you should be able to do this also. And if you pay more than 1/3 of what an item is worth then you are not using your brains as leverage or your knowledge as leverage but you are using money. Mr. Farr over here has just whispered to me that maybe it would have been better if I had not said this before your auction tomorrow. Actually what I say here is not going to affect you people, you've already been bitten by the bug, and people who have been bitten do the strangest things, for you will probably see something that you want and you'll pay the price. But I'm talking about the things that you go out seeking for and purchasing.

Now you do not have to be dishonest to do this, you just have to hunt for the things that are there. The reason that many people don't find things at reasonable prices is because they do not hunt for them. They are there if you will hunt for them. I'm not talking about stealing

things from people, I'm talking about giving them some money for things they are going to throw away. I know one man who is 90 years old who has been an auctioneer and he is a dealer and he is only paying 10% of what he feels an item is worth and people are forcing so much goods on him that he cannot contain all of them. These are people who have no regard for the items, they are tickled to death to find someone who will give them a dime on the dollar. And this is not strange because this happens in the retail business, the wholesale business, if you have something you don't want the best thing to do is to sell it to someone cheap that can promote it and let them make the profit and get rid of it so that you can do something else with your money.

If age made something beautiful I'd be prettier than I am. But it isn't age that makes a thing valuable, it's the appearance of it, what it is made of, the color of it, how scarce it is, and many of us are willing to fall into this 100 year syndrome the Government has given us and say well, it's not really an antique and I don't really like to talk about antiques, I like to talk about antiques and collectibles.

I got into stretch glass many years ago and I thought it was Carnival Glass, then I found out it was stretch glass. I'm sure that many of you did the same thing and you have pieces in your possession that you paid a dollar or two for that you are valuing at one hundred dollars. As long as you love these pieces you will not sell them for less than that. But if you didn't know what they were and they only cost you a dollar or two, you might even be willing to take a loss on them. And this whole wide world out there I've been telling you about, every house on every street, every village, every city, actually most people say that the countryside has been scoured looking for antiques, and I agree with this, but most of them have overlooked the cities. The cities are where the farmers have moved and they have carried these things with them, or the old folk on the farm have died and their children have moved into the city and brought these things into their condominiums, into their trailer, into their small house and they are available as they are an aggravation to them rather than a source of income.

I would also like to talk to you just briefly about a collector and how he must think. When you are building a collection a collector must first get interested in an item then he must study about it, and then after he is interested and gets to studying about it, the next step is collecting, but may I suggest to you that the third step should be determining how you are going to dispose of it because you are not going to live forever. And it is very possible that your heirs will have to dispose of this and they will not know where to turn because they have not been educated in this field. It would be well as you are collecting for you to make plans and keep records so that you can suggest to those who must do it how to get rid of the things that you have. You cannot spend your entire lifetime collecting - you continue to collect, you turn it over, you enjoy it, but sometime it is going to come back on the market again.

Thank you very much. I'm very glad to see that you are doing so well. END.

Ed. It is with deep sorrow and regret that I inform many of you that Henry passed away on July 17th while driving in his station wagon with his wife Beth. The Stretch Glass Society extends deepest sympathy to Beth and the families. Henry was a wonderful person, a Christian man, a good husband, father and grandfather. Moreover he was a good personal friend to many of us. He will be missed by so many. His monthly newsletter "Collectible Trends" and Heritage Antique & Appraisal Society, Inc., will be carried on by others assisted by Beth as a living memorial to a wonderful, Christian gentleman and friend to all who have in one way or another crossed his path.

Thank you sincerely for your kind expression of sympathy - it was deeply appreciated. The family of Henry Hunsicker.

From the mail . . .

I am certainly looking forward to meeting all of you in the Stretch Glass Society next April. As to the other Northwood descendants - as you know, Harry Northwood was the son of John Northwood of Stourbridge, England. There were 9 living children. The youngest son, Carl, was 12 years younger than Harry. Whereas, Harry came to America in 1881 at age 20½ or 21, Carl did not follow until about 1888 or perhaps slightly later, a boy of 16 - 18 years. He married a childhood sweetheart from England a little later and they moved around to Ellwood City and Indiana, Pennsylvania with the Harry Northwood's and Carl was always a part of the Northwood organization, in the sales department, mostly, as was my Mother's brother, Clarence. One of Carl Northwood's daughters, Amy, was born in Indiana, Pa., and the other, Mildred, was born in England while the whole family was there for the two years before returning to America and starting once more in Wheeling. Amy and Mildred were thus my Mother's first cousins. They both live in the Wheeling Area and as a family we have kept close contact. Both are very much interested in Northwood glass. So far they are in good health.

Carl Northwood died just a few months before my grandfather, of pneumonia, in Pittsburgh, Pa., perhaps a victim of the Spanish flu in 1918. He was only 46.

Thank you for your kindness, and you may be assured of my interest. I enclose a small check to help out in any postage or expenses involved, as I do enjoy the publications.

Sincerely, Elizabeth Northwood Robb

Dear Paul: I really enjoyed reading the last SGS newsletter, especially the letter from Mr. Fenton on how the black, or ebony, bottoms were applied to the iridescent candle holders.

Your remark about the amethyst vase which was "signed" L.C.T. caused me to write of a similar event. I recently purchased a red stretch vase for only \$15.00. On the ground pontil were the initials L.C.T. Of course, it is a gorgeous color but the initials make it even more provocative. The outer edge of the rim is beautiful amber/yellow. Even if it isn't Tiffany the colors are breathtaking with marvelous stretch effect. Perhaps together we can start a "Faux-Tiffany Society!"
Keith C. Younker, Director.

Dear Paul: Enclosed please find check for \$10.00 - my membership fee plus some extra to help with expenses that I'm sure you can use. I can tell you that the stretch glass was made in the cobalt blue as my husband has purchased a piece to give me as a gift. I know it is old and that I have been able to tell the difference after someone sold me a new red piece for old.

I have several pieces of red (old) - one a plate, absolutely gorgeous color, 12½ inches in diameter with very small rolled rim. I have some very good pieces packed away in storage which I haven't seen for several years. I'm hoping this Summer to move into a larger house and take my things out of storage and will be able to display them. I have pieces that haven't even been shown in the books. At one time I did sell a few pieces which I wish now that I would have kept. I have two large barrels of stretch glass and I'm still buying it when I can find something different. Also have several marked Northwood pieces.

We do several shows and find that the price is really going up on the stretch glass, but if I find something different, I buy it. I look forward to the newsletters. Sincerely, Margene Cordell

Stretch Glass Society: Happy to have just received latest (March 1976) newsletter and agree with Editor that it IS important to get input from members.

I feel very lucky to own about 40 pieces of stretch glass. My favorite is the dolphin fan vase

adopted as club symbol. Mine is in green. Also have what I consider possibly rare items - two bobeches in green stretch.

Noted that another auction is planned for this convention. Couldn't you publish prices realized for pieces using Umbraco and Wiggins numbers? Would be very interested in seeing them. Also a report from someone attending the Fenton auction. Sincerely, Robert F. Becker

Ed. Thanks so much to each of you who took the time to write. Your letters are really appreciated by your Editor. It appears to me that our members are finding, knowing and at times rejecting the new stretch glass from West Germany. Knowing about the new stretch glass can and will save you many times over the amount of your yearly dues to the SGS. It seems to me that our Director, Keith Younker, got a good buy on his piece of new red stretch signed L.C.T. The red piece I bought some time back was signed De Renee but I paid twice for it that Keith did and I knew it was new - there was no paper label on it either. I have to agree, it is lovely glass. Buy it if you like it but don't pay the prices you do for the old glass.

We do appreciate the bit of Northwood history from Miss Robb and we thank her so much, not only for the history but for the donation given us. With that donation she is now a member in good standing of The Stretch Glass Society. Welcome! It is information such as this that could come from no other source than through the family, and we want to preserve every shred of information as history on Harry Northwood, his life, his family, as well as his work that we can. Thank you again, Miss Robb.

Thank you, Margene, for your good letter and the check. The extra amount is certainly appreciated and, yes, it is badly needed. Thank you also for the information on the cobalt blue stretch glass. Please tell us more about the gift of the piece of cobalt from your husband, or let him tell us, after all he is a member of SGS, too, and it would be good to have a let from him. Do hope you have moved into the larger home and have all your things displayed. Don't forget to send me your new address if you move.

Thanks for your letter and suggestion, Bob, of perhaps publishing the prices in the newsletter realized for pieces sold during our convention auction. This possibly could be done but it would entail some work on someone's part locating the Umbraco and Wiggins numbers for the pieces to go along with the prices for which they were sold. Perhaps other members would have some good ideas regarding this suggestion and will share them with the entire organization. This could also be brought before the convention meeting next April. The only drawback that I can think of is that so many pieces show up that are not pictured or listed in either the Umbraco or Wiggins books. Does this give you authors any ideas?

Regarding your two green stretch bobeches, Bob, I have not seen them in green unless you are referring to the lemon-yellow/chartreuse/vaseline color. Don't believe we will ever dispense with the name "vaseline" as it readily describes this color and has been used for so long. When people hear the word "vaseline" they know immediately what the shade or the color is. I have four of these bobeches in "vaseline" that I've had for several years and paid only \$5.00 each for them at that time. I've seen several of that color only at many shows at a much higher price and did not buy them. It is surprising to me that neither Umbraco nor Wiggins show a bobèche.

The many different colors as listed in the Umbraco book are confusing, as they state. It is true that there are many variations of colors. Each company had it's own names for the different colors. Umbraco's list lime-green; mint-green; emerald-green; sea-green, and others with tints of green. And yet if you put the many different "green" colored pieces side by side you will notice the variations in the color. The same will hold true for the blues. Wiggins book li all the colors that The Fenton Art Glass Company gave to their Florentine Line, and even after reading the descriptions of the colors as given, you cannot really visualize what the color actually is. Wish there were not so many but until there is time to sort them out and categorize them we will just have to go on with what we know of color per se.

October 1976

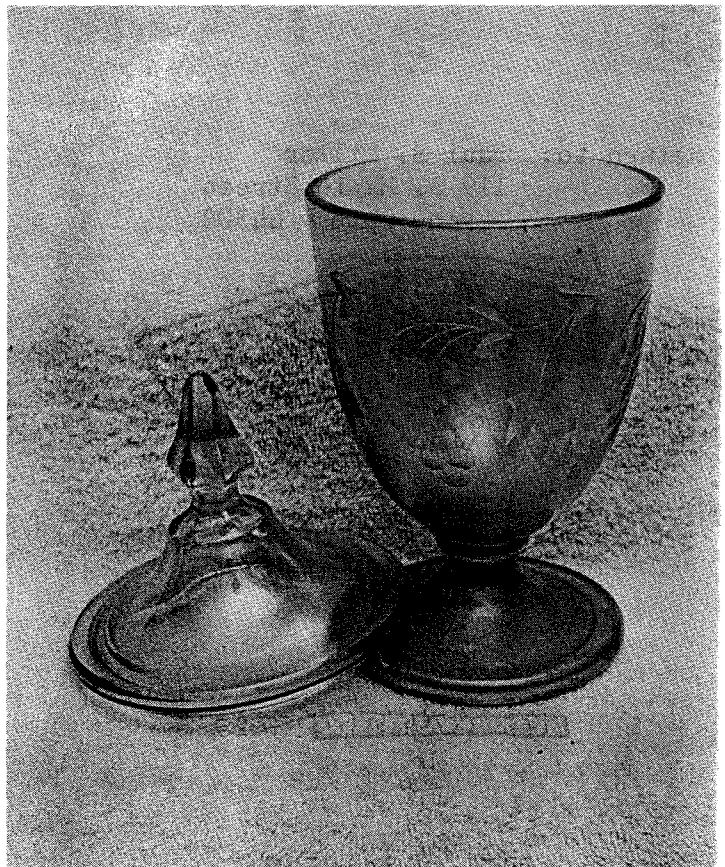
^ word about some new "finds."

At the right is a most unusual pair of candle holders in Celeste-Blue/Sapphire that your Ed. has even seen. These were exhibited by Mr & Mrs Stozus of Connecticut at the American Carnival Glass Association convention at Ithaca, N. Y. the last of July, 1976. They would remind one of "glass dumb-bells" but for the fact that they are so beautiful and so colorful. Here are some approximate measurements so that you can determine for yourself what they actually look like: Dia. of bottoms - 5" - overall height - 8" - 3-1/4" across the top, and the diameter just above the flange close the bottoms is 1-3/4". So you see why they might remind you of a "glass dumb-bell" - they are almost as wide as they are tall. It certainly would be nice to know who the manufacturer was. They are hollow all the way from the bottom to the candle socket so that they could be turned upside down and used as vases. The stems taper slightly from the flange close the bottoms up to the tops. If anyone can pin down the maker please let me know.



The photo below is a covered candy jar with the apes and leaves motif cut all the way around the jar. Mr & Mrs Martin Stozus also exhibited two of these at the ACGA convention, one in the same blue color and the other in the lemon-yellow/chartreuse/vaseline color. The lid has no cutting but in the picture the light reflection would lead you to believe so. Umbraco book, Plate 21, page 59 shows one of these in white or crystal. These were the first ones I have seen and we thank Mr & Mrs Stozus for sharing with us their good finds.

On a trip south through five States in mid August with Mr & Mrs Ken Magenau who are members of SGS, we found very little stretch in the great many shops we visited. In a shop close to Knoxville, Tenn., Mrs. M. spotted a lovely jade-yellow or yellow opaque vase which they let me buy. It is really beautiful, 5 1/2" tall, 4" across top, the body being pear shaped. It is lightly ground on the bottom and has a circle in quite high relief in center bottom. I'm still not sure if the circle on the bottom indicates a certain manufacturer. Wiggins book lists jade-yellow as a Fenton color. I'm pleased to own it. Right at home Mr & Mrs Magenau have found a small compote, clear footed base, about 6" across top and 5" high, rim turned out, with heavy swirl in a smokey color, iridescence on inside only, and when you look into the bottom there is a very lovely gold iridescence. Very different and very pretty.



STRETCH GLASS
IN COLOR

By Berry Wiggins

This is the first book on Iridescent Stretch Glass for immediate mailing. Who made Stretch and how to identify Stretch Glass are answered in this book. Articles on Fenton, Imperial and Northwood taken from original catalogues and old magazines.

38 Color Pictures

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