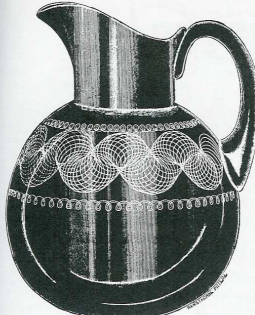


Northwood Needle Etching

In 1890, Northwood invented a machine that would needle etch designs into glass. (See Northwood the Early Years) This venture proved to be a rather expensive process and the company did not make very much of this type of glass. I was in a junk shop in Maine many years ago and found this pitcher. At first I thought the piece was too contrived to be old, so I left it. Later I found this Northwood advertisement showing the exact piece. I hurried back to the shop and to my fortune it was still there. This needle etched pitcher by Northwood is still the only one known to exist.



(November 20, 1890) were dubbed No. 315 Royal Oak and No. 317 Jewel.

A splendid advertisement for the Northwood Glass Company appeared in the Holiday Number of *Crockery and Glass Journal* (see next page). In addition to alluding to the "two new lines for Spring trade," the ad mentions the color "ruby" prominently and shows three articles in Royal Ivy. Also of significance is the mention of "opalinescent" glassware. Elsewhere in the Holiday Number, the journal's editorial columns summarized the Northwood firm's fortunes:

"It [the new pattern] is the product of that rare genius, Mr. Harry Northwood, whose new pattern this year brought to this company the largest and best business they have ever had; yet each new design seems to be better than the last one. That they are popular is evinced by the fact that with the factory running constantly they have accumulated no stock, and during all of the season until this month were from two to four weeks behind in their orders. Now they are catching up some, and are ready to do business on the new line [Royal Oak] presented in this number, which will be a holiday treat to the dealers who get in first. Mr. John G. Anderson represents the Northwood on the road, and Mr. Charles Helling is the efficient secretary."

In its first issue, the new trade publication *China, Glass and Lamps* (December 17, 1890) said that 1890 had been "a very prosperous run" for the Northwood concern, and the publication called the firm "the leading house in colored blown ware in this country." *Crockery and Glass Journal* (January 1, 1891) was equally enthusiastic: "...they make no common ware, and the rich glass, beautiful designs and elegant novelties count up rapidly. The demand during all of the past season was fully up to their capacity, and the two rich lines they will display this month promise even greater returns. They will exhibit at the Monongahela House in Pittsburgh."

When the semi-annual gathering of glass manufacturers and buyers was in full swing, the writer for *China, Glass and Lamps* (January 14, 1891) had a full account of Northwood's new lines:

"The Northwood Glass Co., of Martin's Ferry, Ohio, have a beautiful assortment of ware in Room 119, with Mr. J. G. Anderson in charge. No. 317, Jewel, in crystal and crystal ruby flashed, twist rib with delicate thread going around, is one of the newest products and they have a complete line of it. The Royal Oak, No. 315, is a square shape, in bright ruby, flashed and etched [satin finished], and crystal etched, with oak leaf in

imparted through the wax by the machine. The result was etched glassware which rivaled engraved ware but cost much less, since the machine could be operated by an unskilled worker (for an excellent description of the invention, see *John Northwood* by John Northwood II, pp. 20-22).

Brief, but enthusiastic, reports appeared in the trade press throughout the summer and fall of 1890, and this note from *Pottery and Glassware Reporter* (October 9, 1890) is typical: "The Northwood Glass Co. is still running the works to its fullest capacity and continues to make large shipments. Never in their history have they been so busy and their new lines have verified all that has been said of them in this paper from time to time. Dealers wishing shipments in time for the holiday trade should place their orders at once. Mr. J. G. Anderson, the western salesman, is home and it is thought that he will not have to travel any more this fall. Mr. Northwood is to be congratulated on the success of the new lines."

By late November, 1890, the Northwood concern was readying several more new lines for the January, 1891, exhibition and the subsequent spring trade. The "two new lines for next season" mentioned by *Crockery and Glass Journal*

Jug from Northwood ad in *China, Glass and Lamps*, December 17, 1890.

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