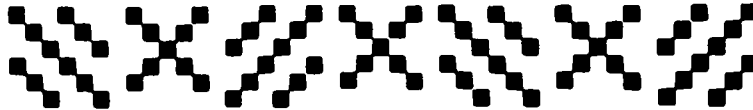


## The Indiana Tumbler and Goblet Company, 1894-1903

*James S. Measell\**



In 1880 there were just four glass manufacturing plants in Indiana; by 1890 the number had increased to twenty-one, and by 1900 there were 110 such establishments. The 1900 census showed Indiana second only to Pennsylvania in number of glass factories, total invested capital, average number of wage-earners, total wages, and value of glassware products.<sup>1</sup> The discovery of natural gas was largely responsible for this growth, as factories sprang up in many central Indiana towns in the 1880s and 1890s, especially in Blackford, Delaware, Grant, Howard, Madison, and Tipton counties. Many gas-belt towns were eager to attract a glass bottle works, a window glass plant, or a glass tableware factory and frequently offered free sites or other inducements. One particularly interesting and successful glass tableware factory was the Indiana Tumbler and Goblet Company, which was begun in 1894 in Greentown, Indiana, a small hamlet near Kokomo in Howard County. From its modest origin as a family-owned firm making plain utilitarian glassware, the factory developed into a major producer of colored and patterned tableware and novelty items. This suc-

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<sup>1</sup> Shirley P. Austin, "Glass Manufacture," Census bulletin no. 228, *Twelfth Census of the United States: Bulletins* (6 vols., Washington, 1900-1902), V, 45-48; for a detailed study of the glass industry ca. 1880, see Joseph D. Weeks, "Report on the Manufacture of Glass," *Tenth Census of the United States, 1880* (22 vols., Washington, 1884), II, 1029-1139. There are two book-length studies of the glass industry: Warren C. Scoville's *Revolution in Glassmaking: Entrepreneurship and Technological Change in the American Industry* (Cambridge, Mass., 1948) is especially good on developments in the Toledo area; Pearce Davis' *The Development of the American Glass Industry* (Cambridge, Mass., 1949) is a useful economic study of the industry.

cess brought about expansion of the factory and attracted the attention of Pittsburgh businessmen interested in merging a number of tableware concerns. Such a combination was effected in 1899, when Indiana Tumbler and Goblet joined several firms in forming the National Glass Company. Subsequent personnel changes among the consolidated factories brought glass color chemist Jacob Rosenthal to Greentown. Rosenthal perfected two unique glass color formulas which ensured the factory's success. The glass tableware made by the Indiana Tumbler and Goblet Company generally sold well at the time, and in the 1930s the unique colors developed by Rosenthal began to attract the attention of glass collectors. In recent decades several published sources have sustained collectors' interest.<sup>2</sup> The establishment of the Greentown Glass Museum in 1970 and the National Greentown Glass Association (a collectors' group) in 1974 are the most recent evidences of strong interest in the glassware manufactured more than three quarters of a century ago.

The history of the Indiana Tumbler and Goblet Company began with the natural gas boom in central Indiana. When natural gas was discovered in great quantity near Greentown in 1887, the prospects for industrialization must have risen considerably for this farm town of about six hundred inhabitants. The *Kokomo Dispatch* predicted a rosy future indeed:

All Greentown is delirious with the fever of a great joy; they have struck natural gas. And well may they rejoice over their lucky find, for it assures them a material blessing that few things else could vouchsafe them. No greater boon to any town just at this juncture of time is conceivable than the possession of an unlimited supply of nature's light and fuel. The possibilities of this

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<sup>2</sup> The first published account of the factory's history is J. Stanley Brothers' *Thumbnail Sketches* (Kalamazoo, Mich., 1940), 33-34, 36-40. Other brief histories may be found in: Jackson Morrow, *History of Howard County Indiana* (2 vols., Indianapolis, n.d.), I, 243-44; Ruth Herrick, *Greentown Glass* (Grand Rapids, Mich., 1959), 5-6; Diane Andrews, *Greentown History* (Kokomo, 1969); and Catherine Beth Lippert and James S. Measell, "Greentown Glass: Indiana Tumbler and Goblet Company," *The Magazine ANTIQUES*, 111 (April, 1977), 774-81. Several brief magazine and newspaper articles focus upon the glassware made at Greentown; see Nelle B. Robinson, "Among the Latest Things in Glass," *The Magazine ANTIQUES*, 24 (August, 1933), 62; *Indianapolis Times*, February 13, 1933; Jack York, "Greentown Glass: A Century-old Howard County Community Mirrors Its Past in Colorful Glassware," *Indianapolis Star*, September 26, 1948; Opal Crockett, "Collects Rare Items on Vacation," *Indianapolis Times*, February 10, 1953; "Museum Open House, Report on Greentown Glass, Popular," *Kokomo Tribune*, April 13, 1957; Mark Mast, "Lore of Greentown Glass Spurs New Interest in Ware," *Kokomo Tribune*, November 17, 1957; *Kokomo Tribune*, April 10, 13, 1959; James S. Measell, "Greentown Glass: A Collector's Guide," *The Antique Trader* (June 5, 1973), 42-45; and Herbert R. Hill, "Gas and Glass," *Outdoor Indiana* (December, 1976-January, 1977), 30-40.

wonderful new element of civilization and commercial prosperity have as yet scarcely been dreamed of, much less had a practical test. Penetrating the unborn years with prophetic eyes, we see the entire natural gas fields of Indiana, Ohio and Pennsylvania thickly dotted over with manufacturing industries, and the whole region presenting the appearance to the traveler passing through it on the [railroad] cars as one continuous and vast city. We see Kokomo and Greentown united by an unbroken chain of factories, with a belt railroad line connecting the extreme limits of this magnificent [sic] city and all under one municipal government. And all this too, is to be witnessed by generations now living.<sup>3</sup>

Natural gas alone was an insufficient lure, however, and it was not until 1894 that industry was brought to Greentown by the promise of a free industrial site. David C. Jenkins, Jr., an experienced glassmaker and glass factory superintendent, had severed his relationship with the United States Glass Company's plant, Factory U, at Gas City, Indiana. He was attracted to Greentown through the efforts of Dr. Amos A. Covalt, long-time Greentown physician and real estate developer. Covalt convinced a number of townspeople to subscribe to a land purchase agreement which would provide a site for the factory on the northeast side of Greentown. David C. Jenkins, Jr., and other members of his family applied for a corporate charter as the Indiana Tumbler and Goblet Company on February 10, 1894. On February 28, Covalt concluded an agreement between Jenkins' firm and the lot subscribers. The pact obligated Jenkins' Indiana Tumbler and Goblet Company corporation to construct and operate their glass tableware factory in Greentown in exchange for eventual clear title to the lots upon which the factory and its yard were to be built. Lot subscribers were pledged to contribute \$100 per lot, subject to the following payment schedule: \$20 when the factory foundation was completed; \$20 when the buildings were erected; \$10 when glass production began; and the remaining \$50 in payments of \$10 per month thereafter.<sup>4</sup> This sort of arrangement was relatively common in western Ohio and eastern Indiana during the gas boom of the 1880s and 1890s, as many glass concerns were lured from the Ohio Valley area around Wheeling, West Virginia, to the newly discovered gas fields.<sup>5</sup> In an editorial headed "Plucky, Lucky Greentown," the Kokomo *Dispatch* lauded the "enterprising and progressive men" who brought the factory to Greentown and noted that "every dollar of foreign capital invested in this county is an aid to each and every

<sup>3</sup> Kokomo *Dispatch*, September 29, 1887.

<sup>4</sup> *Ibid.*, March 1, 1894.

<sup>5</sup> Davis, *American Glass Industry*, 125; for details of plants in the Findlay, Ohio, area, see Don E. Smith, *Findlay Pattern Glass* (Fostoria, Ohio, 1970).

portion of it, and what Greentown has achieved by the exertions of her own progressive citizenship deserves the praise of all."<sup>6</sup>

The Kokomo newspaper records the progress of the plant's construction. By the end of April, 1894, a main building ninety by ninety-two feet with a seventy-by-seventy-four-foot extension had been completed, as had an office building, a cooper shop, and two warehouses along a siding provided by the Toledo, St. Louis and Western Railway, known locally as the Cloverleaf. Gas wells were drilled and glassmaking furnaces and equipment installed. On June 11, 1894, the Indiana Tumbler and Goblet Company began making glassware, chiefly common tumblers and bar goods such as beer goblets and ale schooners virtually indistinguishable from the products of similar glass factories. David C. Jenkins, Jr., was president of the firm; his father served as secretary-treasurer and as day manager and foreman. An uncle, Thomas Jenkins, was night manager, and the street on which the factory was located was subsequently named Uncle Tom Street in his honor. Lewis Jenkins, another uncle, was in charge of the shipping department. A traveling salesman, Jule Braun, was also employed.<sup>7</sup>

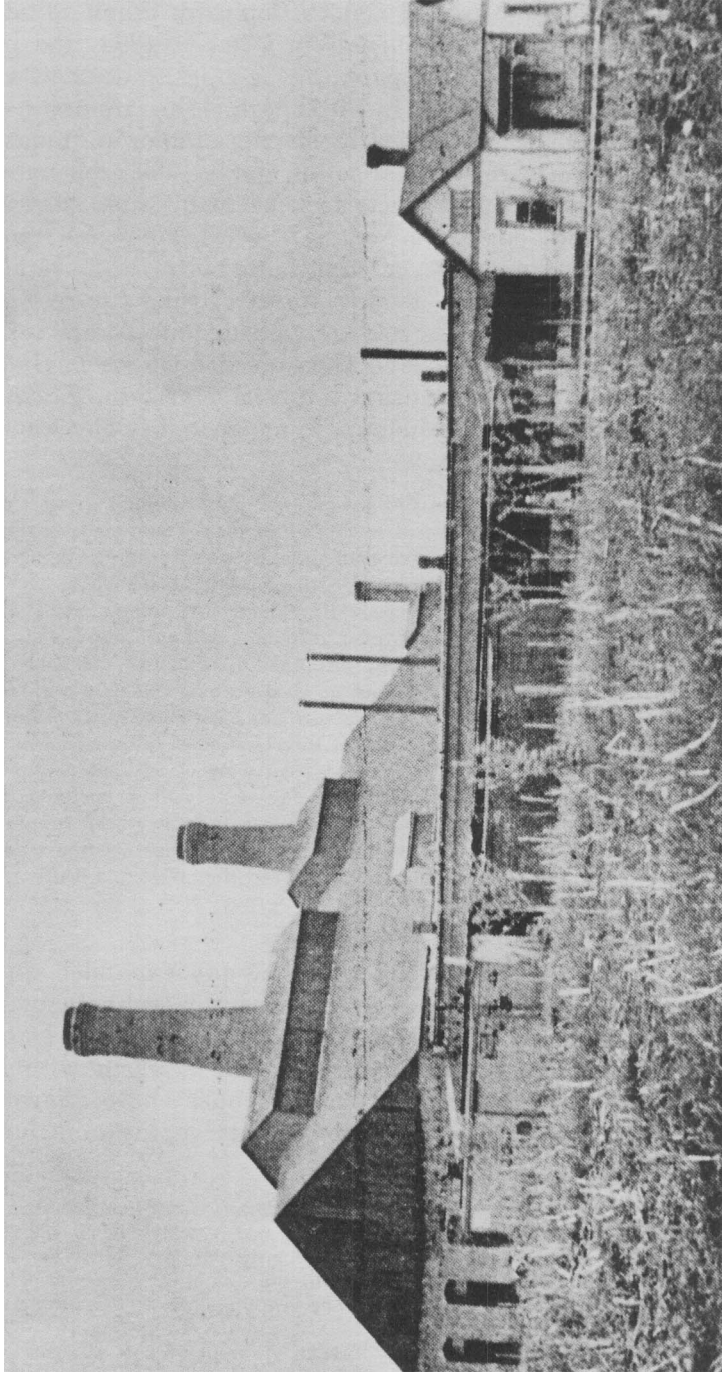
Shortly after operations began at the factory, the skilled workers organized as Local Union No. 61 of the American Flint Glass Workers Union. This chapter was not a large one; records in 1895 showed forty-seven members with a total weekly payroll of \$650, or about \$14 per hand. Such wages were earned only by the skilled gatherers, pressers, and finishers; the unskilled "boys," who carried glass tableware items from place to place during the manufacturing process, earned twenty-five or fifty cents per five-hour shift or "turn," as it was called.<sup>8</sup> Throughout its history the Indiana Tumbler and Goblet Company seems to have had unusually amicable relations with its unionized employees. Neither the *Kokomo Dispatch* nor the publications of the American Flint Glass Workers Union make mention of any strikes or other work stoppages hindering production, which often continued day and night.

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<sup>6</sup> *Kokomo Dispatch*, March 1, 1894.

<sup>7</sup> *Ibid.*, March 8, 13, 15, 17, 22, 30, April 7, 9, 11, 17, 28, May 12, and June 9, 1894. There was no local newspaper in Greentown during this period. The *Greentown Gem* began publishing in September, 1894, but no issues of the *Gem* prior to about 1911 are extant in libraries or archival collections. Both major glass trade journals reported the factory's construction, probably from *Kokomo Dispatch* clippings. See *China, Glass and Lamps*, March 14, 1894, and *Crockery and Glass Journal*, March 15, 1894.

<sup>8</sup> Circular Letter No. 11, October 19, 1895, American Flint Glass Workers Union Papers (AFGWU Archives, Toledo, Ohio).



THE INDIANA TUMBLER AND GOBLET COMPANY

Courtesy of Author.

The Indiana Tumbler and Goblet Company began to advertise in the weekly trade journals in October, 1894, and in January, 1895, the firm participated in the glass trade show at the Monongahela House hotel in Pittsburgh.<sup>9</sup> This annual display was a longstanding tradition in the glass tableware industry, and the various firms rented suites and erected tables and shelves to show off their products to department store buyers and "jobbers"—middlemen who bought at wholesale prices from the factory and sold small lots at slightly higher prices to retail outlets such as grocers and general stores. During the rest of the year glass tableware was sold through manufacturers' representatives in major cities and through the efforts of Jule Braun, the firm's traveling salesman. *China, Glass and Lamps* provided this account of the Indiana Tumbler and Goblet Company's wares in January, 1895:

The Indiana Tumbler & Goblet Co., Greentown, Ind., the farthest west of any factory of its class, are represented in Glass Fair for the first time, having their goods in room 137, with the veteran Jule Braun in charge. Being a comparatively new factory, their display is not so comprehensive as some others, but what is shown is in all respects first class, and, as new molds are being put in as fast as they can be secured, the Indiana will soon have as big a display as the best of them. They show full lines of tumblers and goblets, wines, etc., plain and engraved, and about as good an assortment of packers' goods as can be seen anywhere. A new departure has been made in the taking up of tableware, and the first essay in that direction must be pronounced a success. It is to be known as No. 11, simulates cut ware closely, and the few pieces thus far completed are very pretty in design as well as brilliant in appearance. The factory only went into operation last June, has been running to its full capacity ever since, and doing a phenomenal business, the trade being highly pleased with the goods. The shipping facilities West and South are superior.<sup>10</sup>

During the next few years the company expanded and prospered through the application of current technology in glassmaking. Another warehouse was built, and a second main building one hundred feet square was added, along with a structure forty by one-hundred feet to house the conveyor-equipped glass cooling ovens or lehrs.<sup>11</sup> A large day tank fur-

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<sup>9</sup> The firm's first advertisement appeared in *China, Glass and Lamps* on October 10, 1894, and ran without change for nearly a year; advertisements were not placed in *Crockery and Glass Journal* until January, 1897. For an account of the annual Pittsburgh exhibition, see James S. Measell, "The Monongahela House: Glassman's Mecca," *The Antique Trader* (January 20, 1976), 44.

<sup>10</sup> *China, Glass and Lamps*, January 9, 1895. A similar report was carried in *Crockery and Glass Journal*, January 12, 1895.

<sup>11</sup> *Kokomo Dispatch*, March 27, 1895.

nace was installed in 1897. This type of tank furnace, which is still used today, melted a large quantity of raw material, called "batch," during the night hours in order to have sufficient molten glass ready for the next day's work, which consisted of two five-hour turns. Then the day tank was filled again, and the cycle began anew. The day tank made possible the large-volume production of transparent colored glasses in such hues as amber, blue, canary, and various shades of green.

In November, 1898, an even greater technological advance took place when a seventy-five ton capacity continuous tank was readied. This apparatus was similar in shape to a large swimming pool; batch was fed into the shallow end, and, as the gas-fed flames played over the raw materials, they melted and became more dense, sliding down toward the deep end. Since raw materials were constantly introduced and molten glass ready to be pressed was continuously withdrawn, this operation was termed a continuous tank. According to the *Commoner and Glassworker*, the big continuous tank was to be used for clear glass tumblers and jelly glasses.<sup>12</sup> The huge volume of production made possible with this equipment no doubt enabled the firm to compete successfully with other concerns.

The success of glass tableware factories during the 1890s was dependent upon both production volume and the ability to design attractive patterns to catch the public's fancy. All manufacturers strove to produce a sales "winner" year after year. The Indiana Tumbler and Goblet Company's successes were widely reported in both *Crockery and Glass Journal* and *China, Glass and Lamps*, as well as in the two new trade journals, *China, Glass and Pottery Review* and *Glass and Pottery World*, which also noted the firm's new patterns.<sup>13</sup> In July, 1897, pattern No. 200, also known as Austrian, was introduced and became an immediate hit. Other successful pattern lines were developed, including No. 137 (Pleat Band) in 1898 and No. 140 (Columbia) in 1899. When Admiral George Dewey became a Spanish-American War hero, there was a nationwide rush to commemorate his triumphs with all manner of memorabilia in

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<sup>12</sup> *Commoner and Glassworker*, December 10, 1898. This labor-oriented newspaper is a valuable source of glass industry history, and microfilm copy is available at the Carnegie Library, Pittsburgh, Pa.

<sup>13</sup> *Crockery and Glass Journal*, July 1, 1897, January 13, 1898, and January 19, 1899; *China, Glass and Lamps*, August 4, 11, 1897, January 12, 1898, and January 12, 1899; *China, Glass and Pottery Review*, January, February, March, April, June, July, and December, 1898 (this journal added *Housefurnisher* to its title in September, 1899); *Glass and Pottery World*, October, 1897, January, February, and December, 1898.

# INDIANA TUMBLER AND GOBLET CO

GREENTOWN, IND.



NEW YORK,

BALTIMORE,

PHILADELPHIA,

W. J. SNYDER & BRO., 231 Greenwich St. J. BEISWANGER, Jr., & CO., Moore Building. A. S. TOMKINSON, Sixth and Arch S

Road Representative, JULE BRAUN.

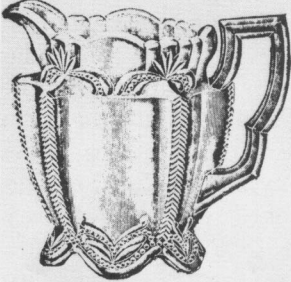


ADVERTISEMENT FOR PATTERN NO. 200 (AUSTRIAN)

*From China, Glass and Lamps, August 11, 1897.*

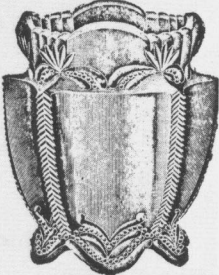


**INDIANA TUMBLER and GOBLET CO.**  
Greentown, Ind.



**Columbia**


AN ENTIRELY  
ORIGINAL  
CONCEPTION,  
FIRE POLISHED  
THROUGHOUT



The best of all  
for the money.

✿ ✿ ✿

Largely increased  
Factory capacity.

FULL LINES OF  Tumblers, Goblets, Jellies, Jugs, Staples  
and Packers' Goods in general.

ADVERTISEMENT FOR PATTERN NO. 140 (COLUMBIA)

From *China, Glass and Pottery Review*, February, 1899.

print, cloth, china, and glass. In August, 1898, a Dewey pattern was marketed by the Indiana Tumbler and Goblet Company, although the pattern bore no resemblance to Dewey or to anything even remotely military.<sup>14</sup> The association with his name apparently was sufficient to create demand for the glassware.

Although the 1890s were marked by steady progress for the Greentown-based factory, other plants were not nearly as fortunate. Strikes plagued the Ohio Valley area, and one plant, the Buckeye Glass Company, was burned down during a union dispute.<sup>15</sup> Factories in the Findlay, Ohio, area were running short of natural gas, especially during cold weather. Competition was keen, particularly in prices for common tumblers, and some factories could not keep pace with such firms as the Indiana Tumbler and Goblet Company. Neither the nonunion plants nor the union-run cooperative firms were able to match the Greentown factory's prices for tumblers. In 1896 the *National Glass Budget* reported the concern to be "making and selling common tumblers so cheap under union rules as to have made several nonunion firms tired all over."<sup>16</sup>

<sup>14</sup> See *China, Glass and Lamps*, September 15, 1898, for a picture of glassware items in the Dewey pattern.

<sup>15</sup> AFGWU, *Convention Proceedings* (Toledo, Ohio, 1895).

<sup>16</sup> *National Glass Budget*, August 14, 1896.

A possible solution for the financial problems caused by intense competition and exacerbated by strikes and other factors was the merger of several companies under the aegis of a parent corporation. Formation of industrial pools, consolidations, and combines was common during the last quarter of the nineteenth century. A glass combination had been attempted in 1891 when fifteen factories formed the United States Glass Company. This company got off to a shaky start as natural gas shortages, labor difficulties, and the general economic depression plagued the venture from 1892 to 1897. Individual factories became more specialized, and some factories were shut down as the company strove to maintain its financial stability. By 1898 the United States Glass Company had overcome its labor problems and was in reasonably good condition.<sup>17</sup>

David C. Jenkins, Jr., had been part of the United States Glass Company's Factory U at Gas City, and he was a prime mover in establishing a new combine of which his Indiana Tumbler and Goblet Company was a part. After several abortive attempts, the National Glass Company was formed in July, 1899. Chartered as a corporation in Pennsylvania, it embraced twenty prominent glass tableware firms.<sup>18</sup> Jenkins was a member of the initial board of directors, and he held stock in the firm as well. Other board members were: Harry C. Fry, president of the Rochester Tumbler Company; John Jamison, president of the Greensburg Glass Company; David Baird, president of the Riverside Glass Company; and Daniel C. Ripley, president of the United States Glass Company. For some reason Ripley withdrew his interests sometime in August or September, 1899, and the board was reconstituted to bring in other company representatives, including A. Hart McKee of the McKee and Brothers Glass Company, the largest glass tableware factory then operating in the United States. Some trade journals speculated that McKee was the driving force behind the scenes for the merger, probably with a view to closing down factories which competed with his own firm and/or stabilizing prices among the combine's members.<sup>19</sup>

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<sup>17</sup> For a brief history of the United States Glass Company, see William Heacock and Fred Bickenheuser, *U.S. Glass from A to Z* (Marietta, Ohio, 1978), 7-11, 181-83.

<sup>18</sup> There has been no published history of this important concern, which received only brief mention in Scoville, *Revolution in Glassmaking*, 237-38.

<sup>19</sup> McKee was singled out in an article titled "The Fallacies of the Promoter," in the December, 1898, issue of *China, Glass and Pottery Review*; he replied in an open letter in *China, Glass and Lamps*, December 8, 1898.

On November 23, 1899, the National Glass Company announced its formation with full-page notices in all the glass trade journals.<sup>20</sup> Nineteen separate factories were listed as member firms: Rochester Tumbler Co., Rochester, Pennsylvania; McKee Brothers, Pittsburgh, Pennsylvania; Northwood Glass Co., Indiana, Pennsylvania; Greensburg Glass Co., Greensburg, Pennsylvania; Keystone Tumbler Co., Rochester, Pennsylvania; Dalzell, Gilmore and Leighton Co., Findlay, Ohio; Ohio Flint Glass Co., Lancaster, Ohio; Crystal Glass Co., Bridgeport, Ohio; West Virginia Glass Co., Martins Ferry, Ohio; Royal Glass Co., Marietta, Ohio; Robinson Glass Co., Zanesville, Ohio; Indiana Tumbler and Goblet Co., Greentown, Indiana; Canton Glass Co., Marion, Indiana; Beatty-Brady Glass Co., Dunkirk, Indiana; Model Flint Glass Co., Albany, Indiana; Central Glass Co., Summitville, Indiana; Riverside Glass Works, Wellsburg, West Virginia; Fairmont Glass Co., Fairmont, West Virginia; and Cumberland Glass Co., Cumberland, Maryland. Each factory shut down briefly to inventory stock on hand; the Greentown plant's stock exceeded \$125,000.<sup>21</sup>

Although a Kokomo *Dispatch* article assured Howard County residents that the new combine was only a "gentleman's agreement," fears that local control of the plant would be lost were voiced.<sup>22</sup> In fact, the deed and corporate title of the Indiana Tumbler and Goblet Company were transferred to the National Glass Company, which had its home office in Pittsburgh. Within a few months several of the National's plants were closed, including the Robinson factory in Zanesville and the Central Glass Works in Summitville, and there was apprehension that the Indiana Tumbler and Goblet Works also would be closed. In January, 1900, the plant was indeed shut down briefly, and a trade journal carried this disconcerting report: "[A]lthough it is stated that the shut-down is only temporary, it is believed in certain sections that the idleness will be continued for some time."<sup>23</sup>

The Greentown factory resumed production almost immediately, but during the summer and fall of 1900 there were

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<sup>20</sup> *Crockery and Glass Journal*, November 23, 1899; *China, Glass and Lamps*, November 23, 1899; *Housefurnisher: China, Glass and Pottery Review*, December, 1899; and *Glass and Pottery World*, March, 1900.

<sup>21</sup> Kokomo *Dispatch*, November 18, 1899.

<sup>22</sup> *Ibid.*, November 18, 1899.

<sup>23</sup> *Housefurnisher: China, Glass and Pottery Review*, January, 1900.

major personnel changes. Apparently disenchanted with the combine, David C. Jenkins, Jr., liquidated his stock in the National Glass Company and left Greentown for Kokomo to start his own glass factory, incorporated as the Kokomo Glass Manufacturing Company.<sup>24</sup> The rest of the Jenkins family followed, as did many employees, including salesman Jule Braun and a number of skilled workers. To fill the void the National Glass Company moved William Barris and Jacob Rosenthal to Greentown from the Ohio Flint Glass Works to become superintendent and factory manager respectively.

Rosenthal was an experienced glassworker when he came to Greentown in September, 1900. He began to learn the trade in 1866 when, at age eleven, he toiled as a carrying-in boy at the Pittsburgh firm of Campbell, Jones and Company. During the next thirty-odd years, he worked at many glass tableware factories on the South Side of Pittsburgh and in the upper Ohio Valley area of Martins Ferry, Bridgeport, and Bellaire. He was active in AFGWU affairs and served as president of Local Union No. 15 in Martins Ferry. In 1898 he became manager of the Royal Glass Company in Marietta, Ohio, then a new firm. When the Royal was absorbed by the National Glass Company in 1900, Rosenthal was sent to Lancaster, Ohio, as manager of the Ohio Flint Glass Works. Within a few months he was dispatched to Greentown, where his glass color inventions were to make the Indiana Tumbler and Goblet Works one of the few successful glass factories in the rapidly crumbling National combine.<sup>25</sup>

Rosenthal developed two unique glass colors at Greentown. The first, called Chocolate glass, was an opaque brown glassware ranging in color from a dark, rich chocolate to a light Boston coffee hue. The glassware probably was introduced to the public during the Pan American Exposition at Buffalo, New York, where the National Glass Company sold souvenirs and erected a small working glass plant. By the close of 1901 the glass trade journals praised Chocolate glass as "novel" and "a glass color winner" while noting that "demand . . . has been enormous and almost the entire capacity of a large [continuous] tank has been required to supply it."<sup>26</sup> A special menu printed

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<sup>24</sup> There is no published history of this firm, but there is a brief study of a branch plant established at Arcadia, Indiana. Ethel C. Lorton, "The Golden Age of Arcadia, Indiana," *Spinning Wheel* (September, 1965), 10-12.

<sup>25</sup> James S. Measell, *Glass Was His Life: The Story of Jacob Rosenthal* (Greentown, Ind., 1976), 1-9.

<sup>26</sup> *China, Glass and Lamps*, December 28, 1901. Two glassware patterns, No. 375 (Cactus) and No. 400 (Leaf Bracket), were created especially for Chocolate glass production.

for Greentown's Union Hotel Christmas day dinner in 1901 had this to say about the Greentown glass plant and Chocolate glass: "The Glass Factory, one of the National Glass Company's plants, manufactures the rare Chocolate Glassware that is rapidly making Greentown famous. No other factory produces this ware." Within a few months, however, Rosenthal sold the formula, called the "receipt" by glassworkers, to the National Glass Company, which began to make Chocolate glass in several of its other plants, no doubt to capitalize as much as possible upon its financial success.<sup>27</sup>

The second glass color creation perfected by Jacob Rosenthal was called Golden Agate. Trade journals reported that he was working on "something new" as early as July, 1902, but Golden Agate was not introduced to the trade until January, 1903, when a full-page color advertisement appeared in *Housefurnisher: China, Glass and Pottery Review*.<sup>28</sup> The new color was favorably received by the trade, and the factory must have been extraordinarily busy producing it, for more than three dozen items were in the pattern line, a large number as glass pattern lines went.

The commercial successes of Chocolate and Golden Agate glass were probably overshadowed locally by persistent rumors that the Indiana Tumbler and Goblet Works would be dismantled and moved to a location nearer the National Glass Company's Pittsburgh headquarters. Only ten of the National's nineteen factories were in operation by March, 1903, and during that year and the next the trade journals carried reports of the company's precarious financial condition.<sup>29</sup> Like David C. Jenkins, Jr., some of the National's former officers, notably Harry C. Fry and Harry Northwood, had left the combine to start factories of their own, which, in turn, became successful and competed directly with the National Glass Company. In order to assure the survival of the factory at Greentown, area citizens attempted to raise five thousand dollars in the spring of 1903, much as they had pledged their dollars for the free factory site some nine years earlier.<sup>30</sup>

<sup>27</sup> *China, Glass and Lamps*, March 29, 1902. See also *American Glass Review*, March 4, 1933, 10.

<sup>28</sup> *Housefurnisher: China, Glass and Pottery Review*, January, 1903, insert between pages 8 and 9. For earlier mentions of this glassware, see *China, Glass and Lamps*, July 19, December 27, 1902; *Crockery and Glass Journal*, January 8, 1903.

<sup>29</sup> Such reports appeared almost weekly in *Crockery and Glass Journal* and *China, Glass and Lamps*. The National Glass Company was "reorganized" in January, 1904, ostensibly to permit more local control of the plants.

<sup>30</sup> *Kokomo Daily Tribune*, May 22, 1903.

Both the citizens of Greentown and the National Glass Company suffered an economic blow when fire destroyed the Indiana Tumbler and Goblet Works on June 13, 1903. Estimating the loss of buildings, equipment, and stock at \$125,000, the Kokomo *Daily Tribune* called the calamity "the greatest fire loss that has ever occurred in Greentown and probably the largest that has ever occurred in Howard County. . . ." The reporter went on to note the extent of the economic loss to Greentown:

The factory employed 300 men and boys and its [sic] pay roll yielded to Greentown merchants a very large per cent. of their business. It is the opinion of the people of Greentown that the plant will not be rebuilt and if it is not it will mean a loss of 500 in the population of the town and the emptying of from eighty to one hundred of its houses. The people feel the loss already and are greatly cast down that the factory should be taken from them just when they had been given assurances that it would remain and after they had raised \$5,000 to retain it. They know that the company had been wanting to abandon the plant and now that it has burned they feel that it will not be rebuilt.<sup>31</sup>

The National Glass Company quickly decided not to rebuild, but Greentown citizens began raising funds once more in the hope of attracting another glass tableware factory. *Crockery and Glass Journal* saw this effort as a poor investment, largely because of failing natural gas supplies in the Indiana gas belt.<sup>32</sup>

Accounts of the fire in local newspapers mentioned no cause for the blaze, but one glass trade journal attributed it to "chemical combustion, the result of water dropping upon a heap of soda."<sup>33</sup> About a year after the fire, however, the National Glass Company filed suit against the Toledo, St. Louis and Western Railway in Howard County Circuit Court, alleging that sparks from a passing locomotive had caused the destruction of the glass plant.<sup>34</sup> Legal motions and countermotions were filed during the next two and one-half years, and the suit finally went to trial before a jury on October 23, 1906. The Kokomo *Daily Tribune* predicted "one of the hardest fought battles seen in a local courtroom in a long time," but rulings on

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<sup>31</sup> *Ibid.*, June 13, 1903.

<sup>32</sup> *Crockery and Glass Journal*, July 23, 1903.

<sup>33</sup> *National Glass Budget*, June 20, 1903. The other glass trade journals carried brief reports of the fire: *China, Glass and Lamps*, June 20, 1903; *Crockery and Glass Journal*, June 18, 1903; and *Glass and Pottery World*, July, 1903.

<sup>34</sup> File Number 14902, Howard County Circuit Court Records (Howard County Courthouse, Kokomo, Indiana). The Kokomo *Daily Tribune* provided front page coverage on the date of filing, May 19, 1904, and revealed that the damages requested were \$86,591.82.

the admissibility of evidence apparently went against the National Glass Company, and the company dropped the suit abruptly on October 26, 1906.<sup>35</sup> The National made another attempt to pursue the suit, however, and it was refiled on February 21, 1907.<sup>36</sup> This may have been a ploy to prompt an out-of-court settlement, as the Kokomo *Daily Tribune* had speculated earlier,<sup>37</sup> for no legal proceedings took place. Whatever its cause, the fire ended Greentown's industrial history.

The factory's successes in harnessing natural gas, using available technology, and obtaining key personnel are mirrored today in the reputation of "Greentown glass," as it is known to collectors across the nation. Several reunions of former glassworkers have been held.<sup>38</sup> The Greentown Glass Museum displays over seven hundred glassware articles, and the town hosts an annual Greentown Glass Festival on the second weekend in June, marking the anniversary of the factory's demise and the close of a short but significant period in the history of this Howard County town.

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<sup>35</sup> Kokomo *Daily Tribune*, October 26, 1906. Records of depositions taken and witnesses subpoenaed exist in the Howard County Circuit Court Records, but the depositions themselves (and whatever courtroom transcript there may have been) were discarded because the case did not proceed to a jury verdict.

<sup>36</sup> File Number 15368, Howard County Circuit Court Records. The file number has a line drawn through it in the entry book, and there are no records of depositions, subpoenas, or other proceedings.

<sup>37</sup> Kokomo *Daily Tribune*, October 26, 1906.

<sup>38</sup> For a brief report of one of these, see *Indiana History Bulletin*, 36 (February, 1959), 31. An exhibition of Greentown glass at the Indianapolis Museum of Art, from October 1 to November 9, 1975, was made possible by a bequest from the late Ruth Herrick, M.D., author of *Greentown Glass*; this writer delivered the keynote lecture there and wrote the foreword to the exhibition catalogue, which is available from the museum's publications division. See Catherine Beth Lippert, "Greentown Glass," foreword by James S. Measell (Indianapolis, 1975).