

# Introduction

**A**n entrepreneur is a person with the vision to see an emerging need, or the ability to create a need that others did not know existed, and then to produce and market a product, or service, to fulfill that need.

What you are about to read is the story of one man who had a vision that led to the development of the sanitary china industry in America, and later to the establishment of the Lamberton China line of highest-quality hotel ware, which was created to fulfill the needs of the emerging food service business. As the first man fades from the scene, another man with the ability and drive to expand the reputation of Lamberton China enters the scene as an office boy.

As you read through all of the names and dates that comprise the history of the Lamberton Works, try to put yourself into the place of some of the people involved

in creating this history. Imagine how you would have felt at the age of 29, standing with your wife and young son on a pier in your homeland, about to depart for a country that you had possibly only seen in drawings.

Try to decide if you would have kept experimenting, when attempt after attempt to make vitrified china had failed. Once you had succeeded in perfecting your china, would you have carried 50 pounds of it around on your back, day after day, trying to convince someone to buy it?

Then move your mind into the 20th century. You are 34, your father has just died, and you are faced with trying to settle his estate, and at the same time you are struggling to keep the family business from going under.

These are just some of the real stories behind the facts and figures that make up the history of the Lamberton Works.

The production of Lamberton China is another story composed of the day-to-day labor of many people and their dedication to producing a superior product. As you read about how Lamberton China was made, try to imagine working every day amidst clay dust, carrying a wooden board on your shoulder that is full of unfired pottery.

Now try to imagine walking up or down the steps without tilting this board and spilling the china, which would be deducted from your pay. We tend to think about working conditions based on today's workplaces, but those automated conveyor belts of endless moving products, and the office cubicles we are familiar with, did not exist at the Lamberton Works. Each piece of Lamberton China we hold in our hands was held in the hands of numerous craftsmen during its creation at the Lamberton Works.

## History of the Lamberton Works

The history of the Lamberton Works really begins, not in New Jersey, but back across the Atlantic in England with the birth of Thomas Maddock.

Thomas Maddock was born in the Staffordshire area of England on April 1, 1818. Fine craftsmanship was part of Thomas' heritage. His father, Thomas senior, was a china decorator in the Davenport Pottery, which had opened in Longport around 1793. His grandfather, John Maddock, had been a cabinetmaker in nearby Burslem. Young Thomas's uncle, John Jr., was also a decorator at Davenport. Thomas's cousin, who like his father and grandfather, was also named John, would establish his own pottery in Burslem during the 1830s. Cousin John's pottery eventually became John Maddock and Sons Ltd. , the name it operates under to this day.

Thomas was the third of nine children born to Thomas and Mary Maddock (nee Crompton). Their first son, William, died during childhood. His older brother, John,

was their second child. Thomas had two younger brothers, William B. and Henry, and four sisters, Sarah, Betsy, Mary, and Jane.

It was only natural that Thomas would spend his teen years as an apprentice decorator in the Davenport Pottery, possibly working under his father and uncle.

In 1844, at the age of 26, Thomas married Honor Bossoms. Thomas and Honor decided that America might offer more opportunities than could be found in Longport. Thomas packed a wooden chest with his decorating tools and materials, including tiles that he could use to construct a kiln for firing the ware he decorated. (BIBLIOGRAPHY #1)

A friend and fellow decorator, William Leigh, was willing to try his luck with Thomas in the china decorating business, so on May 15, 1847, the steam packet Constitution sailed from England with Thomas, Honor, their young son, William B., and William Leigh on board. (FOOTNOTE)

The Maddock family settled into a house on Hudson Street in New York City while Thomas and William established their china decorating shop a few blocks away on Spruce Street.

In February of 1848, their second son, John, was born. All was not to go well with the young family, for shortly after John's birth, Honor would die leaving Thomas with two small children to care for.

Thomas met Isabella Smith Middleton, who was 15 years younger than he. They were married in 1851, and had four children, Charles Smith, who was born in 1852, Archibald M., born 1856, Harry S., born 1861, and Janet Carson, born in 1865.

Thomas and William Leigh are reported to have decorated a dinner service in 1853 for President Pierce to use in the White House. Neither the White House, nor the Smithsonian Institution have any record of Thomas Maddock producing this china, but they do have records of Franklin Pierce visiting the New York Crystal Palace Exhibition

in 1853, and seeing two sample plates decorated by the firm of Haughwout & Dailey of New York.

Pierce liked the design of one of the plates so well that he ordered from them a service decorated in blue, gold and white, with the rim stippled in blue, and a shield in the center. Haughwout & Dailey had about 100 people working for them in 1853; most of these employees were English. (BIBLIOGRAPHY #2)

It is possible that Thomas Maddock and William Leigh were hired by Haughwout & Dailey to work on decorating this china, or they may have been subcontractors on this service.

Maddock and Leigh also decorated china used in the St. Nicholas Hotel, which opened in 1853, in New York City.

No record has turned up on William Leigh after 1853, and exactly what happened to their partnership is unknown.

By 1862, Thomas and his younger brother, William B., were operating what was listed in City Directories as "China Importers and Wholesalers." They were located in a shop at 20 Broadway.

The 1867 directory lists Thomas Maddock at 76 Murray Street. In 1870, the listing is "Thomas Maddock and Brother." By 1872, Thomas Maddock was located at

34 Church St., while William B. Maddock was operating from 48 Murray St. (BIBLIOGRAPHY #3)

Thomas is also reported to have moved to Jersey City, where he operated a retail crockery business. (BIBLIOGRAPHY #4)

During this period Thomas would travel to Trenton, N.J., to purchase blank china, which he took back to New York City to decorate. (BIBLIOGRAPHY #1)

One of the Trenton firms that Thomas purchased undecorated china from in 1853 was Millington & Astbury, which had been established by John Astbury and Richard Millington, both experienced, English-born claymen, and a Mr. Young. (BIBLIOGRAPHY #PIT)

In 1859, the firm became Millington, Astbury and Poulson and was moved to a building on Carroll Street. Mr. Poulson died in 1861, and he was replaced by a Mr. Coughley. Mr. Coughley died in 1869, and the pottery was renamed Millington and Astbury. Thomas Maddock joined the pottery in 1872, and on April 4, 1873, the pottery was reincorporated as Millington, Astbury and Maddock. Richard Millington left the firm in 1876 to start the Eagle Pottery in Trenton. (BIBLIOGRAPHY #5)

Thomas believed that sanitary ware could be produced in America and began to

experiment with manufacturing this ware.

He had not been taught how to make pottery during his apprenticeship at Daventport, only how to decorate it. He had to learn everything by trial and error, and hard work.

Thomas found that too much flint caused the china to "dunt" or crack. Too much feldspar gave the body an overly glassy character that caused it to bend or craze.

If the kiln was not properly regulated, Thomas discovered that the ware would warp out of shape. During his experiments, Thomas had many failures. Often when 50 pieces were placed in the kiln, 45 would come out defective.

Mr. Astbury, his partner, could not understand why Thomas wanted to continue trying to perfect the production of sanitary ware when the firm was so successful with their more porous table and toilet ware. (BIBLIOGRAPHY #4)

In addition to teaching himself how to produce the sanitary ware he wanted, Thomas had to convince the pottery workers to learn the new techniques required for this higher grade ware. Besides their lack of knowledge, the workers usually had their own ideas on how the work should be done and paid little attention to their boss's wishes.

Endless trials, hours of labor, unfailing patience and determination finally resulted in the perfection of the vitrified sanitary ware which Thomas had sought.

In 1876, the firm, now called Astbury and Maddock, exhibited at the Centennial Fair in Philadelphia, and won a medal for their white granite and sanitary ware. (BIBLIOGRAPHY #6)

One of the items produced around this time was a small spittoon, 4" in diameter at the top, 3" high, with loop handle on one side and a molded rooster's head with a beak shaped spout for emptying on the opposite side. (BIBLIOGRAPHY: EBAY 8/06)

Astbury and Maddock was not the only pottery in Trenton. There were at least 15 other pottery establishments operating in that city in 1879. Among them they had invested between a million and a half, and two million dollars in plants and equipment. Their buildings covered large tracts of ground and employed about 3,000 workmen with annual sales of almost \$2 million.

Trenton had become one of America's leading pottery centers for several reasons. It was first selected for its abundant supply of clay. This was not clay for making pottery, but rather brick and fire brick clays, which were suitable for kilns and burning equipment. Its location near the metropolitan markets gave Trenton another advantage. Of great importance was the availability of skilled labor.

New Jersey became a mecca for the many immigrants skilled in ceramic work who were flocking into the Eastern ports. Among the workmen in the Trenton potteries were many Englishmen and Irishmen, including designers and decorators from Minton's great English tile works.

Ninety percent of the raw materials used by the potteries were imported, and almost all of the finished chinaware had to be shipped throughout the country, so Trenton's railroads and boat landings were vital to this growing industry.

American-made pottery had originally been greatly inferior to the ware produced in England and France, and as a result, the American public preferred the imported products. After perfecting his sanitary ware, which was as good as, or better than, the imported ware, Thomas faced the extremely difficult task of finding dealers who would be willing to sell his pottery line. This proved to be as difficult as producing the china. There were at that time very few china jobbers in the United States, and these few were all carrying imported goods.

With the same determination he had for developing his sanitary ware, Thomas set out to sell it. He was what can best be described as an individual.

He never rode where it was possible to walk, he never wore an overcoat or carried an umbrella. When Thomas, now at least 58 years old, set out to visit a china dealer, he

carried over his shoulder about 50 pounds of china wrapped in a slate-colored sheet of muslin.

Entering the dealer's showroom he would place the sack on the floor, untie the knotted corners and proudly remove his samples, which included a 14-inch P.O. basin, a 14-inch C.O. basin, a 14-inch R.P. basin, and a French closet. (BIBLIOGRAPHY #4)

For six months Thomas carried this heavy load of samples around the lower part of New York and across the river to Brooklyn, trying to persuade dealers to try his product.

Finally, in the winter of 1873, after many disappointing attempts, Thomas' persistent urging resulted in a small order from the New York firm of Miller and Coats. Soon other jobbers, like Waeffelaer and Duysters, placed orders with Thomas, and the sanitary pottery industry in America was born.

Even though dealers were convinced by Thomas of the quality of his ware, the American public would only buy imported ware if they had a choice.

Thomas Maddock and other American potters had to fool the public into thinking their products were made in England or France. They did this by using backstamps that mimicked those used by foreign potteries.

Some used lions and unicorns along with crowns similar to those used with the English coat-of-arms, and with slogans like

“Best Staffordshire Earthenware made for the American market.” They never mentioned that this earthenware was actually made in Trenton, not in England.

One of the backstamps Thomas used was an anchor, the same device used by Dav-  
enport Pottery, where he had apprenticed. Another was a circular design almost identical to what his cousin John was using at his Burslem pottery.

While Thomas was in Trenton perfecting his sanitary ware, his brothers were still in New York operating as china importers and wholesalers.

In 1879, Thomas Maddock and Brother was located at 48 Park Place. Why Thomas Maddock didn't sell his sanitary ware through this outlet is not clear, unless their business was devoted entirely to decorating china, or to handling only tableware.

By 1888, the business at 48 Park Place was listed under the name of Henry Maddock. Between 1890 and 1892, it was called Maddock and Steel, the “Steel” being William Steel, husband of one of Thomas' younger sisters. For some reason this partnership did not survive, and by 1897 the name had been changed to Maddock and Miller, and the operation had moved to 21 Barclay St. John Miller is listed as the partner.

Whether or not he is the same Miller that was associated with Miller and Coates is not known. By 1904, Maddock and Miller had moved to 53 Barclay St., where they would remain until the early 1920s, when they moved to 23rd St. (BIBLIOGRAPHY #3)

At that time they advertised as “Importers and Agents for John Maddock & Sons, Burslem, England.” Maddock and Miller was still operating in the early 1950's.

In 1877, Astbury and Maddock introduced a syphon-jet system in the design of their toilets. (BIBLIOGRAPHY #PIT)

In 1882, Thomas took over the Astbury & Maddock Pottery in Trenton, changing the name to Thomas Maddock. Later that same year, he changed it to Thomas Maddock and Sons. The “Sons” were John, then 34; Charles, 30; Archibald, 26; and Harry, 21. (FOOTNOTE)

The following year, Thomas opened a sales office for his pottery at 273 Pearl St. in New York. His brother, William B., is listed as a special partner of Thomas Maddock and Sons, with \$15,000 invested in the firm.

In 1883, Thomas Maddock and Sons issued an illustrated catalog of plumbing and sanitary ware, which was the first such catalog issued in America.

In addition to all of his other talents, Thomas was an inventor. The sanitary china

that Thomas developed was being increasingly used for the production of toilets and sinks. The American sanitary pottery industry grew rapidly as indoor plumbing became more and more popular.

At that time the only way to connect the lead pipe from the water supply tank to the toilet was by stuffing putty into the crevice between the pipe and the china horn that extended from the rear of the toilet. Strips of muslin were wrapped around the pipe and stuffed into the putty – not exactly the most sanitary arrangement.

Thomas invented a method of fastening a brass coupling to the china. This made it possible to couple the metal pipe directly to the toilet. Thomas received a patent for the invention on June 29, 1880, and it was universally adopted within a short time.

Thomas Maddock retired in 1883, at the age of 65. He enjoyed watching the company he founded grow under his sons' leadership for another 17 years, until his death at 84 in 1899. (BIBLIOGRAPHY #4)

Thomas Maddock and Sons purchased City Pottery in 1886. The forerunner of City Pottery was established in 1859 by John Rhodes, who came to America from Scotland around the same time Thomas Maddock left England. (BIBLIOGRAPHY #7)

Rhodes entered into a partnership with

a Mr. Yates and operated under the name Rhodes & Yates. They set up their pottery in a building on Perry Street, which had been built by Charles Hattersley in 1852. Rhodes & Yates were one of the first American potteries to produce cream-colored sanitary earthenware. After Rhodes died, the firm became Yates & Titus (1865), and finally, Yates Bennett & Allan (1871). (BIBLIOGRAPHY #8)

In 1875, it was renamed City Pottery, which closed in 1880. (BIBLIOGRAPHY #5)

Thomas Maddock and Sons was very much a family operation. Thomas spent several hours each day in the pottery. One of his sons ran the clayroom, while another was in charge of the kilns. A third son handled the financial end of the operations. (BIBLIOGRAPHY: PIT)

As business grew, Thomas Maddock and Sons expanded their pottery facility by adding additional buildings. Brick, made in Trenton, was the material normally used for the exterior walls of these buildings, but the interiors were wooden, so fire was a constant danger. As you might expect, a fire in 1892 destroyed the entire Maddock Pottery Works.

Thomas' sons started looking around Trenton for a suitable site to use while their pottery was being rebuilt on the former site. Down at the foot of Landing Street, near where the canal joined the Delaware River, they found an old pottery facility that

until recently had operated under the name Trenton China Company. This pottery was more generally known as the Lamberton Works, because it was located in the Port of Lamberton section of Trenton.

The Lamberton Works (Trenton China Co.) had been founded in 1869 by a farmer, George Comfort; a grocer, Thomas Bell; and a shoe manufacturer, Jonathan Stewart.

These Quaker gentlemen were attracted to the pottery business by the prospect of large profits. Their pottery started with only two kilns in which they produced vitrified white hotelware, that they named "Trenton China." The pottery sold well and the founders made the profits they sought, but eventually they sold the Lamberton Works to new proprietors, who, in 1888, used it to produce porcelain electrical parts. (BIBLIOGRAPHY #9)

Trenton China Co. went out of business in 1891. (BIBLIOGRAPHY #5)

Thomas Maddock and Sons purchased the Lamberton Works and formed a separate corporation "Maddock Pottery Company, Lamberton Works." They used this facility to produce sanitary ware while their burned-out pottery buildings on Perry Street were being reconstructed.

When the rebuilt pottery, bounded by Perry, Ewing and Carroll streets in the Coalport section of Trenton, was completed, Thomas Maddock and Sons moved the sanitary ware operation back there.

(BIBLIOGRAPHY #FN)

In 1895, John Maddock, Thomas's eldest son, left Thomas Maddock and Sons, and with his own four sons, Thomas, Alexander H., William B., and Harry E., formed "John Maddock and Sons Company." Their pottery was also located in the Coalport section, and their products were backstamped with a four-leaf clover design, along with their name.

They produced earthenware and sanitary plumbing ware. John Maddock and Sons operated until John retired in 1926, at which time it was reported to have closed. (BIBLIOGRAPHY #11)

However the company was listed in the 1930 Industrial Directory as operating on Muirheid Ave. (BIBLIOGRAPHY #12)

John Maddock died on May 28, 1938, at the age of 90.

When they reached the age of 18, two of Thomas' grandsons became active in Thomas Maddock and Sons – Archibald M. Maddock in 1898, and Charles Smith Maddock in 1899.

In 1902, the firm was reincorporated as "Thomas Maddock's Son's Company." (This is a rather subtle change which can be easily overlooked when studying backstamps. The difference being the elimination of the word "and," and the addition of " 's" in Maddock's, and " ' " in Son's.)

Thomas Maddock's Son's Co. purchased the Glasgow Pottery in 1906 (BIBLIOG-

RAPHY #4).

Glasgow Pottery had been founded in 1863 by John Moses. Glasgow made white granite, semi-porcelain, opaque wares, ironstone and cream-colored ware. (BIBLIOGRAPHY #5)

A considerable amount of china decorated for fraternal organizations is backstamped "Thomas Maddock's Son's Co." These pieces may have been made in the former Glasgow Pottery factory. (See Thomas Maddock's Son's Co. chapter)

After Thomas Maddock and Sons moved back to their rebuilt Coalport plant, the Maddock Pottery Company started

producing hotel ware at the Lamberton Works. This was in 1893. Charles A. May, Thomas P. Donohar (who had worked at the Perry Street pottery before the fire), and Moses Collear were listed as part owners with Archibald and Harry Maddock, when Thomas Maddock and Sons formed the Maddock Pottery Co.

Charles A. May had worked at other Trenton potteries and had been issued design patents prior to the formation of the Maddock Pottery Co.

He is said to have walked to work from one side of Trenton to the other, carrying his lunch pail. (BIBLIOGRAPHY #6)

In 1884, Mr. May and Elijah Mountford, who owned Burroughs and Mountford, (a pottery that had taken over Richard Millington's Eagle Pottery), were issued a design patent for a dish pattern which was assigned to Spencer M. Alpaugh and Frank A. Magowan, owners of the Empire Pottery. (BIBLIOGRAPHY #5)

Charles May had

13 design patents issued in his name between 1903 and 1923. He was probably in charge of design at the Lamberton Works when Maddock Pottery Co. was formed.

By 1916 Mr. May had become the firm's president. Thomas P. Donohar might have handled sales, because he and Frank J. Bang were listed as running the New York sales office in 1903. (BIBLIOGRAPHY #3)

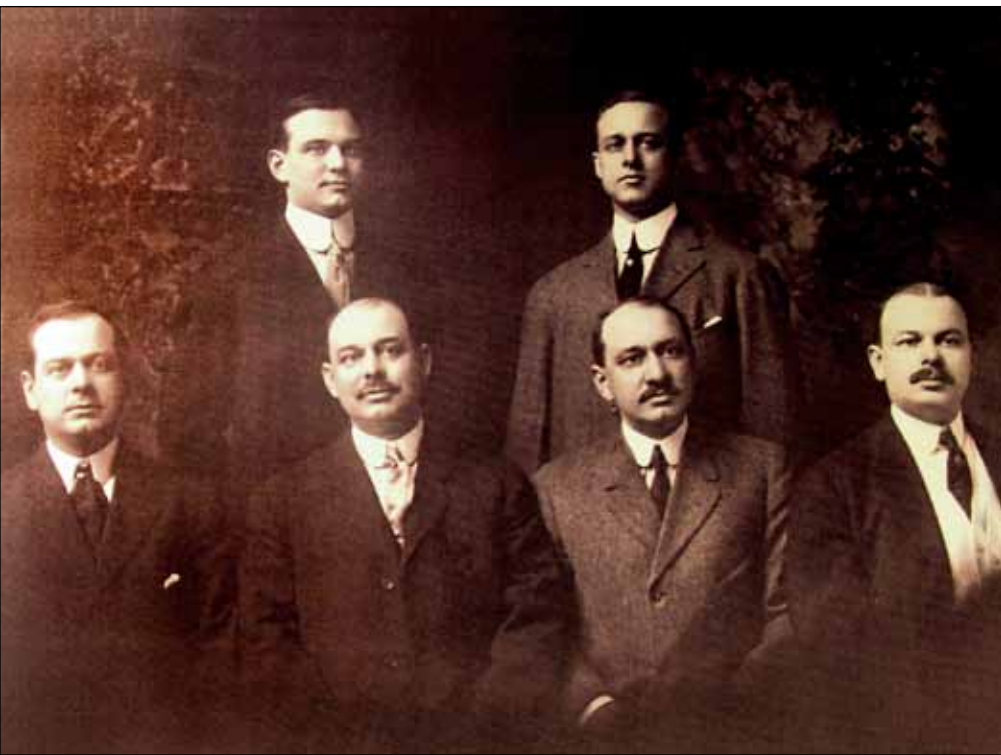
It was Moses Collear who developed the formula for vitrified "Lamberton China." (BIBLIOGRAPHY #21)

He probably took charge of the production end of the pottery operation. Mr. Collear died sometime between 1913, when he and Mr. D. W. Scammell witnessed one of Mr. May's patent drawings, and Sept. 30, 1916, when the "Lamberton China" name was filed for trademark registration.

On this application the names of the owners are listed along with "Estate of Moses Collear." The other owners listed on the trademark registration were C. S. Maddock, H. S. Maddock, A. M. Maddock, C. S. Maddock Jr., E. D. Anderson, D. W. Scammell, with Charles A. May, as president.

In 1901, a 19-year-old office boy was hired, who would turn out to be the motivating and guiding force of the Lamberton Works for the next half a century. His name was David William Scammell, but he

The Scammell brothers circa 1910. Front row, from left: Scott, Charles, John and Frank. Back row, from left: Matthew, D. William. Credit: Scammell family collection.



preferred D. William. Like Thomas Maddock, D. William, was an “individual,” one of those rare people who have the personal magnetism that makes a great salesman and great leader.

D. William Scammell was born in Trenton on Nov. 9, 1881, to John Scammell (born 1841 – died 1902) and his wife Sara H. (born 1845 – died 1925). John and Sara with their two children had, like Thomas Maddock, packed their belongings into a green chest and sailed from Berynmour, Wales aboard the National Lines steamer Erin on April 22, 1868, to New York City, where they arrived on May 9.

Twenty-seven-year-old John, his wife Sara and their son, John Rees, and daughter, Phoebe Mary, settled in the Trenton area where he found work at Robeling Cable, as a charcoal iron mixer. (BIBLIOGRAPHY: SSH)

D. William was the fifth of six sons. The oldest was John Rees (born May 22, 1865 – died 1946). Next came Charles Herbert (born March 12, 1873 – died 1951); Isaac Scott (born May 21, 1875 – died 1954); Frank George (born July 17, 1877 – died 1947); David William, born in 1881; and Matthew Johnston (born Jan. 19, 1883 – died 1953).

There were three daughters, Phoebe Mary, born April 27, 1867, who married Reverend William Barker (she died around 1964 at age 97); Deborah Ellen, born Nov. 17,

1869 (died in early childhood); and Emma Jane, born Jan. 30, 1871, who married Dr. M. Reese (she died between 1914 and 1947). (BIBLIOGRAPHY : SSH)

D. William was 6’ 2”, which was considered tall at the turn of the century. He had a lifelong interest in athletics, particularly swimming, golf and working out at the YMCA. His piercing blue eyes stared down many a person with differing viewpoints.

The John Scammell family, though not poor, was far from being well off. John’s wife, Sara Jane, ran a grocery shop at 32 Mott Street, and the family lived above this store. (BIBLIOGRAPHY: SSH)

Each son had to find employment at an early age. In 1897, D. William, 16 and fresh out of Trenton High School – which was just across the street from his home – went to work for the Cook Pottery Co.

Cook Pottery had been formed by Charles H. Cook in February of 1894, following the collapse of the Ott & Brewer pottery. Cook operated in Ott & Brewer’s former Etroria Pottery Works, where they produced semi-vitreous and porcelain dinnerware, as well as Belleek and Delft wares.

D. William Scammell was a salesman for Cook, and as soon as he had saved enough from his wages, he bought his mother a bust of George Washington which Cook had produced from the old Ott & Brewer molds that came with the purchase of the Etroria Works.

After almost four years of employment, D. William asked Cook for a 25-cent weekly raise in salary. He was told that they couldn’t afford it, so he promptly left Cook Pottery, saying “Someday I will buy you out.” (BIBLIOGRAPHY : FN)

D. William, now just 19, went to the office of Maddock Pottery Co., where he was hired as an office boy. Within a week he was again a salesman, working the New York and Philadelphia area. (BIBLIOGRAPHY #14)

In addition to his winning personality, he had an excellent memory and could add columns of figures in his head rapidly. He also knew shorthand and carried in his pocket a notebook in which he wrote down complete conversations.

If a disagreement would later arise, he would pull out his notebook and quote, word-for-word, exactly what he had said and exactly what the other person had said.

He traveled extensively by train, carrying with him his trunk of china samples. D. William was personally involved in obtaining most of Maddock Pottery’s important china contracts.

Through a business acquaintance, D. William met Meta Walker, daughter of Samuel Walker Jr. a lawyer and member of a prominent Trenton family that included the commissioner of police.

In 1907, 26-year-old D. William Scammell married Meta Walker. On Jan. 15, 1909, the first of their four children, David



William Jr., was born.

By Oct. 6, 1915, when their daughter Elizabeth Leigh was born, D. William, now 34, was advancing rapidly within the Maddock organization, and he was investing part of his earnings in the company's stock.

By 1916 D. William was an active member of the United States Potters Association, acting as the representative for the Maddock Pottery Company and serving on the Art and Design Committee. (BIBLIOGRAPHY: USPA)

On Oct. 26, 1918, their second son, who was named Scott II after his uncle, was born.

With three children, the Scammell apartment was starting to get crowded, so D. William began looking around for a home for his family.

It was the popular practice at this period for prosperous businessmen to have a country estate where they could escape Trenton's summer heat. D. William and Meta went across the Delaware River into Pennsylvania and up the river road into the little town of Yardley. Here they found a 130-acre farm with a stone house built in 1735 which they bought and moved to in 1919.

By Jan. 15, 1921, when their youngest son Robert Walker was born, D. William had become vice president of the Maddock

Pottery Co. His continued investing in its stock made him the largest individual stockholder. He had always been an impeccable dresser, and now he was able to afford the high-quality cashmere hats, imported wool suits, silk ties and all the other marks of a successful businessman, which he certainly was.

From 1922 to 1923 was a difficult time for all of the Trenton potteries, with a massive labor strike crippling this industry.

Thomas Maddock's Son's Co. realized that the only way their sanitary ware business was going to survive was by replacing their 21 periodic bottle kilns with tunnel kilns. They needed a modern facility with more automated machines and less manual laborers. (BIBLIOGRAPHY: PIT)

D. William knew an opportunity when he saw one, so he met with his five brothers to suggest they join with him to purchase the Lamberton Works. John Rees, the oldest brother, was a local sales agent for the Scammell Metal Lath Company. Charles was president and treasurer of the Charles H. Scammell Co. Inc., an expanded metal lathe manufacturer headquartered in West New York, N.J. Charles' patent for metal lathe was filed on Nov. 27, 1914. (BIBLIOGRAPHY: 13)

His brother Scott was a member of the

New York law firm of Noble, Morgan and Scammell. Dr. Frank was a Mercer County medical surgeon and secretary and treasurer of the Maddock Pottery Company. Matthew had been general manager of the American Manganese Co. before going to the Washington Gas and Coal Company. Shortly after the forming of the Scammell China Company, he became president of the S. L. Allen Co. of Philadelphia, makers of Flexible Flyer sleds and Planet Jr. plows. (BIBLIOGRAPHY :SSH)

They all agreed to form a partnership and offer to purchase Maddock Pottery from the Maddock family. The Maddocks did not want to sell the pottery division of their company, which was financially very successful, but D. William had them in a difficult position. They knew that he had all the important contacts – he was “The Company” – and they were afraid he would go elsewhere, taking all the best customers and probably many of the workers with him, if they refused to sell.

They may even have tried to fire him, but he was, of course, the second-largest stockholder. During this takeover attempt, there may have been some litigation. Finally, the Maddocks relented, and in November 1923, agreed to sell out to the Scammell partnership for \$700,000. **FN** (BIBLIO-

RAPHY: SSH) In early 1924, the firm name was changed to The Scammell China Company.

At this time the Lamberton Works employed about 640 workers, **FOOTNOTE** many of them had been at the works since 1890, and like most other firms in Trenton, was a family operation. If you worked for Scammell China, you worked for the Scammells. If you worked across the the canal making wire at John A. Roebling's Sons Co., you worked for the Roeblings. There was no big corporation far away in another city controlling the operation. It was a family project, with D. William making daily visits through the pottery whenever he was not away on business trips. He knew each employee personally, and they respected each other.

A sales office was opened at 70 E. 45th St. in New York, with Joseph T. Sullivan as sales representative, but D. William Scammell was still the master salesman.

He was personally involved in obtaining the china contract when a new hotel or important restaurant was about to open. He was not artistic, so he would take along one of the Lamberton Works designers to work up sketches and designs for these major



Portrait of David William Scammell, Sr. Credit: Scammell family collection.

projects.

Nineteen twenty-eight was a difficult year for the Scammell firm. First a fire destroyed the decorating shop. Then labor difficulties beset the company. The workers belonged to the National Association of Potters, one of the oldest and strongest unions in the country. D. William had to personally handle these labor problems, and he developed a number of techniques that

were effective.

When there was to be a labor meeting, he would schedule it for 10 a.m. About 9:30, he would send out for sandwiches and management would eat just prior to the meeting. He knew that the workers had eaten their breakfast around 6 a.m.

As the meeting progressed toward the noon lunch hour and beyond, the workers were more apt to agree to management's proposals so they could end the meeting and feed their empty stomachs.

When there was a strike, D. William would drive up to the Lamberton Works dressed in his finest golfing outfit. His golf clubs would be sticking out of the back seat of his Pierce Arrow. He would pull into his parking space, and the crowd of strikers

would move aside as this towering figure walked toward the office. A short time later he would emerge from his office, wave to the strikers, say "I'll see you in a couple weeks," and drive off. He would wait until at least one pay day had passed before returning to begin negotiations. By this time the workers would be a lot more anxious to get back to work.

This type of management action might

be frowned upon today, but at that time an owner of a firm could pretty much run it the way he wanted. On the other hand, Mr. Scammell would lend workers money to purchase houses, and even though there was no medical plan, many workers went to Dr. Frank Scammell when they were sick. Dr. Scammell would let them pay a little bit out of their salary when they could. Much that was owed him, he never collected.

In spite of the occasional labor difficulties, the Lamberton Works operated like a family, with D. William as the respected head. The workers needed him to bring in the orders, and he needed their skills to produce the quality product. **Because the relationship worked so well the company**

The final problem facing Mr. Scammell in 1928 was the old factory power plant, which broke down and had to be replaced.

Things were getting back to normal by May of 1929, when Scammell advertised in Hotel Management magazine that they could make delivery of replacement orders in 45 days, and orders for new designs could be filled in 90 days. (BIBLIOGRAPHY: 15)

As the business prospered and his

family grew, D. William added wings to his house in Yardley. These were constructed of the same brown stone as the original 1735 house, all of which was quarried on the estate. When each addition was constructed, a plate with a design being produced at the pottery at that time was cemented into the stone work, up near the eaves, as a date plate.

In one wing, Mr. Scammell installed the marble flooring and mantel from a Trenton bank that had failed during the Depression. Large ceramic urns, brought back from trips to Europe, were used as decoration throughout the estate. His was the first house in the area to have electricity, which he purchased from the streetcar line that ran past the front of the property.

Mr. Scammell enjoyed the advantages provided by the company he had successfully developed, things like upstairs and downstairs maids, fine cars and a winter apartment in an apartment building he owned in Trenton.

Probably of more importance to him was receiving the Rice Institute Award for Outstanding Business Management, or being on the board of directors of banks and the Historical Society. He was a member of the United States Potters

Association, where he served on the public relations committee. In May of 1930, Mr. Scammell wrote a booklet entitled "The Development of Vitreous China and Porcelain in the United States," for the Ceramic Society.

On July 9, 1932, the first cargo to be shipped from Trenton's Marine Terminal aboard a Bristol City Line steamship included a 25-pound carton of earthenware from the Scammell China Co.

This shipment was sent to F. S. Liddicoat, Papermakers Importing Company, St. Austell, Cornwall, England. **FOOT-NOTE** D. William Scammell joined Mayor Frederick P. Donnelly, the ship's captain, and other dignitaries on deck for a ceremony and photograph prior to the ship's departure. (BIBLIOGRAPHY: TT)

David William Scammell Jr., who was known as "Big Bill," because he was six years older than his sister, and nine and 12 years older than his brothers, started working at the Lamberton Works when he was 12.

After he graduated from Norwich Academy with a background in chemistry in the 1930s, he was employed full-time. Bill's basic knowledge of the pottery from his teen years of on-the-job training,

combined with his education in chemistry, allowed him to solve many production problems.

He became production manager and began setting up new production systems and undertook a modernization program. In 1934, the 23-year-old upright bottle-shaped kilns were torn down, and six modern continuous tunnel kilns were installed.

These new kilns reduced the firing time for greenware from two weeks to 72 hours. Glaze firing was reduced from 10 days to 36 hours. (BIBLIOGRAPHY: 14)

New glaze dipping machines were installed to improve that operation. Bill must have inherited some of his father's magnetic personality, because when he asked someone to do something, they would willingly do it. He was a good organizer, a good production man and was liked by the workers.

Most importantly, he had the ability to get his father to go along with what he wanted to accomplish at the Lamberton Works. Bill also got along well with all of his uncles, whose investment in the company was at stake. In short, he ran the factory, and ran it well.

During this period, Scammell's leadership in the field of hotel china came to the attention of china manufacturers around the world.

In April of 1928, a delegation of Japanese potters visited the Lamberton Works

as well as the Lenox factory. They were presented with an ashtray decorated with "Welcome to America" and "April 1, 1928."

Scammell's decal printing operation was visited by a British potter, but later, when D. William sent Bill to observe the British operation, he was received with a less-than-gracious reception. Every time Bill entered a work area in the British pottery, the workers would stop what they were doing, so that he could see nothing of their operation.

When Bill returned to Trenton and D. William found out what had happened, he was so angry that he went through the Lamberton Works and told all the English workers, many of whom had been in America for years, that they must apply for and obtain their American citizenship within one year or be fired. At the end of the one-year period, some workers had not even applied for citizenship, and those workers were fired. In this case, their union agreed with Mr. Scammell and backed his actions.

During the Depression, Scammell adopted a policy of only hiring widows or single women to work in the decorating department. Mr. Scammell wanted these women to have jobs so they could support themselves in those difficult times.

If a woman got married while working there, she would have to leave. As part of this project, Scammell hired about 12 young ladies between the ages of 18 and 20 to be trained as decorators. At that time, many

of Scammell's older decorators were about to retire.

The introduction of the new Lamberton Dinnerware line presented the possibility of increased production. New trained decorators would be needed to meet the anticipated demand.

In February of 1939, when Jean McLaughlin, 18-years-old and just out of high school started as a decorator at the Lamberton Works, a new federal Wage-Hours Act was about to take effect. (BIBLIOGRAPHY: CI)

The minimum wage was to be \$12.00 a week. Miss McLaughlin's first paycheck was held up for six weeks while the Scammell Company made sure they had to abide by this new wage.

Before this law was enacted, a decorator might only work one hour a day if there were no other orders to be filled, and being paid by the piece, would only get paid for the number of pieces she had decorated during that hour.

Once the \$12.00 weekly minimum started, management made sure each decorator produced enough work to equal the minimum wage. At that time, they were paid about 35 cent for a dozen pieces, slightly less than 3 cents per piece. (BIBLIOGRAPHY #17).

The decorator would have to complete over 34 dozen pieces a week to equal the \$12.00 minimum. This worked out to 408

pieces a week, about 81 pieces a day, or 10 pieces per hour. This meant a decorator had to complete one piece every six minutes to meet their minimum weekly quota. Of course a skilled decorator could complete much more than this, and was able to earn higher than the \$12.00 minimum.

Newly hired decorators were started out in the transfer decorating department where the Bickford Restaurant pattern on Trenton China base was used as the “Learner” pattern. From their first day on the job they were expected to produce the minimum quota if they expected to remain employed there. (BIBLIOGRAPHY #17)

A similar plan was undertaken to bring young men into the factory. Former high school athletes were hired as apprentices and helpers in various departments. They also became members of Scammell’s championship basketball team. Industrial league basketball was a big part of the Trenton sports scene, and a great morale builder during the Depression. Elmer Baggeley, head of the packing department, was team manager, and Bill Scammell represented the

company’s sponsorship for the 1936-37 season. { photo---}

Bill was not the only member of the Scammell family to work at the Lambertson Works. His younger sister, Elizabeth (Betty), ran a small retail shop that was opened during the 1930s. Betty sold seconds (pieces with small flaws or imperfections) and discontinued patterns in quantities to restaurants and establishments that didn’t care if the patterns matched. She also sold individual pieces to local families and Scammell workers. One of the popular items sold in this shop was a large oval platter



Large serving platter with turkey scene. Sold in Lambertson Works retail shop.

decorated in the center of the well with a multicolored illustration of a turkey, and finished with a coin-gold rim stripe. These platters still appear on many Trenton area dinner tables each Thanksgiving. (BIBLIOGRAPHY# 17)

There were also dinner plates made featuring the same turkey decal in the center of the well. (BIBLIOGRAPHY: EBAY 12/07) It is quite likely that many of the Thanksgiving turkeys that the Scammell Company gave to each employee every year were served to their families on one of these platters.

Betty was involved in the development of some novelty items such as piggy banks and serving pieces with hand-painted decorations that were carried in retail stores.

Scott Scammell II started working summers at the pottery in 1934, when he turned 16. He began as part of the decorating kiln gang. Later he worked up to the job of “Selector,” which meant he inspected each finished piece and picked out the less-than-perfect pieces (seconds). For this he was paid \$5.00 a week. After high school,

Scott went to Princeton but continued working at the pottery during the summers.

The Lamberton Works, like most other businesses, had financial problems during the 1930s, but the china contracts for the new Stevens Hotel in Chicago, then the world's largest hotel, and the new Waldorf Astoria in New York, were almost enough in themselves to keep the pottery going. (BIBLIOGRAPHY #21)

Scammell entered examples of their china in the Exposition Internationale Des Arts Et Des Techniques, held in Paris, France in 1937. They received a Diploma De Medaille D'Or award for their entry. (BIBLIOGRAPHY #22)

In 1938, Matthew J. Scammell Sr., treasure of the company, sailed to England where he spent four months visiting various ceramic plants. (BIBLIOGRAPHY: C1)

Early in 1938, Fisher, Bruce and Company of Philadelphia asked Mr. Scammell to design a thin, hard, translucent line of high-quality dinnerware using the Lamberton China base, which they could distribute to retail outlets. Fred D. Farrell, a ceramic designer, created a series of decorations

for this ware which was introduced to the public in January of 1939. (BIBLIOGRAPHY #16)

This dinnerware was marketed as "Lamberton China" and did not use the Scammell name in the backstamp. **FOOTNOTE**

The new dinnerware line was well received and soon proved to be an additional source of income. Bill's innovative new plans were upgrading and improving production, and the nation was starting to come out of the Depression. D. William Scammell was preparing Bill to eventually take over as head of the the family business.

But suddenly, on Oct. 1, 1941, David

William Scammell Jr. was dead, at age 33.

To say that D. William was depressed by his first-born son's death is undoubtedly an understatement. After all, a father does not expect to outlive his son – that's not the way it is supposed to happen.

Here he was at 60 years old, with over 40 years of hard work behind him. This is the age when many men start to think about at least slowing down, if not retiring. And now, suddenly the heir apparent to the family business was gone. True, there were two more sons who could be trained to take control, but it was October 1941, and the nation was only two months from total involvement in World War II.

Scott had graduated from Princeton in 1941 and was now on active duty with the Navy. His younger brother Robert would shortly follow him into military service.

D. William had no choice but to continue leading his company through the war years.

After the death of Bill, his father seemed to quit trying. (BIBLIOGRAPHY #21)

In his grief, he had a plate made showing Bill in his Norwich Academy uniform, with birth and death dates. Unquestionably the company

The prestigious 1937 French award. Credit- Scammell family collection, Steven Walker Scammell's History of the David William Scammell Family in America and Scammell's Lamberton China.





Plate with portrait of David William Scammell Jr. Credit: Scammell family collection.

would have taken a different path if Bill had lived, but as it was nothing progressive happened at the Lamberton Works after his death. (BIBLIOGRAPHY #21)

To meet the military's needs for china during the war, a set of new kilns was constructed just for this purpose. However, these new kilns were functionally obsolete

ried this announcement from the Scammell Co.: "To our many friends in the hotel industry we express our regret that we haven't been able to fill your orders promptly as heretofore, you know the reason – Uncle Sam comes first. However, the time will come, and we hope soon, when we can fill your orders and we are

in design when they were built and would later prove to be more of a liability than an asset to the company. (BIBLIOGRAPHY #21)

Because much of their production was going for military base use, for housing the military **FOOTNOTE** or for transporting the military by rail and ship, Scammell was able to obtain government controlled chemicals like cobalt blue and even the gold needed to produce and decorate their china.

The November 1942 issue of Hotel Management car-

anticipating that day with much pleasure."

Other companies ran similar advertisements showing china decorated with military insignias that they were producing. The china industry was more fortunate than the silver-plate firms, which had almost no silver available to supply the needs of their foodservice customers.

When the war was finally over, Scott, a Navy pilot who had been shot down behind enemy lines in the Pacific and rescued by a submarine, returned home to study law at Harvard. Robert, who had studied ceramics at Rutgers University, became involved in various areas of production at the Lamberton Works.

After law school, Scott also became a full-time employee, and at the urging of his uncle Scott who he was named after, was made secretary of the Scammell Co. In this capacity he took the minutes of company meetings.

This solved what had always been a problem – D. William's habit of rewriting the minutes to suit himself, and the resulting disagreements. (BIBLIOGRAPHY #21)

Scott's law background was used to work out labor problems and for litigation when other china manufacturers tried to copy Scammell's patterns. He traveled to the West Coast several times a year to work with

customers because the restaurant china wholesalers did not always do their best job of selling and servicing clients.

Following the war, a boom of new hotel construction took place, and Scammell was chosen to supply their high-quality china to many of these new hotels. The Shamrock Hotel in Houston, Texas, was equipped with a railroad boxcar load of Scammell China when it opened in 1949. The Shamrock's china and glassware inventory, which was reported to have cost \$350,000, included a gold service that was kept in casket-type boxes in a special storage vault. (BIBLIOGRAPHY #23)

Gold-crested pintrays were used on the dressers in each of the Shamrock's 1,100 bedrooms.

The new Carlton House in Pittsburgh chose Lambertton China when it opened in 1952.

New contemporary china shapes and decorations were produced for the Cavalier Hotel in Virginia Beach, Va., the Boss Hotel chain in Iowa and the Schimmel Hotel chain.

The postwar period brought about a

number of changes which would effect the Scammell Co., along with other china manufacturers. In the Trenton area new factories were being built. General Motors and United States Steel both built large new plants and began hiring the returning veterans.



Pintray used in bedrooms of the Shamrock Hotel when it opened.

These plants, because of their unions, were paying much higher wages than the small, family-owned, Trenton factories. As a result, they eliminated cheap labor in the Trenton area. It became almost impossible to get someone to sweep the floors in a small business, and it was equally difficult

to even get a toilet repaired or to have building maintenance performed.

Many of the skilled employees, who had spent a lifetime at the Lambertton Works, were reaching retirement age. In the past, their sons and daughters would have come to work where their parents had, but this custom was rapidly disappearing. Young workers did not want to take the time needed to learn china production skills, particularly when they could make more money in the new factories.

Scammell needed lots of technical help to update its facilities to meet the postwar challenges, but the young men who were graduating from Rutgers with these technical abilities just didn't come to Scammell China looking for a career.

Some new workers who did take a job at the Lambertton Works would work one

day, then take the next afternoon off. This was just fine with Mr. Scammell, because he knew that they were going out to buy a new automobile. And he also knew they would then need to keep on working, to pay it off. (BIBLIOGRAPHY #21)

After almost destroying Japan, the



United States pumped huge amounts of money into that country to help it rebuild. One of the first Japanese industries to get back into peacetime production was the ceramic industry. President Truman reduced the tariffs on imported chinaware, and as a result, large quantities of dinnerware marked "Occupied Japan" began entering the United States.

This was high-quality china which could be retailed at very reasonable prices. This imported dinnerware did not directly affect the Lamberton or Trenton lines of hotel ware. What it did do was move into the 5-cent and 10-cent stores that had previously been dominated by American dinnerware makers like Homer Laughlin. To make up for this lost market, Homer Laughlin went into the production of hotelware.

The result of these inexpensive china imports was a general depression of prices throughout the entire American china industry at a time when labor costs were rising rapidly.

It would have been possible for Scammell to make bisque china blanks in Trenton, ship them to Japan to be decorated, ship them back to the United States, pay the import duties and still sell this china for a greater profit than if they had paid

American labor to decorate it. (BIBLIOGRAPHY #21)

The 1950s was also the beginning of large, national chains of hotels. Sheraton and Hilton were buying and selling older hotels all over the country. As a result, many of the grand old hotels lost their individuality as they became part of these hotel chains.

Hotels that for years had had their own crested china, often in several different patterns for different dining rooms, now used only the chain's standard pattern. These standard chain patterns were usually of lesser quality, simpler in decoration and lower in cost to the hotels. This standardization did affect Scammell somewhat.

The Book Cadillac Hotel in Detroit had asked Scammell to create a new crested pattern, which was approved and in production when the hotel was sold to the Sheraton Hotels chain. The hotel's name was changed to Sheraton Cadillac Hotel, and the \$30,000 order with Scammell was canceled.

The same thing happened with the Gibson Hotel (Sheraton-Gibson) and the Sinton Hotel, in Cincinnati. (BIBLIOGRAPHY #21)

Problems like these are part of running any business, and a successful businessman like Mr. Scammell usually considered them more of a challenge than a problem. The Lamberton Works had overcome similar

obstacles before, and there was no reason they couldn't this time.

In February of 1951, D. William Scammell, now almost 70 years old, became chairman of the board of the Scammell China Co. His son, Robert W. Scammell, succeeded him as president. Scott Scammell II was appointed vice-president and treasurer.

Robert started investigating the possibility of obtaining property outside the Trenton city limits for construction of a totally modern facility.

Once again, after a 10-year delay, D. William felt that the future of the company was secure, and that it would continue operating under Scammell ownership. But that was not to be. One year later Mr. Scammell passed away.

In August of 1983, at the conclusion of an interview we had with Scott Scammell II, Robert Scammell Jr. asked his uncle if there was anything we had not asked him that he thought should be in this book. Scott thought for a couple of minutes and then said, "People should leave their houses in order before they die."

This statement summarizes as only a lawyer could exactly what happened to the Scammell China Company. No one knows it better than Scott, who had to deal with all of the problems after his father's death, early

in 1952.

It was not D. William's death by itself that presented the greatest problems. It was the deaths of his brothers. John Scammell had died in 1946, Frank in 1947, Charles in 1951 and now D. William. Matthew would also die in 1952, and Uncle Scott in 1954.

William and Matthew were the only brothers directly involved in the pottery. The other brothers looked upon the Scammell China Co. strictly as an investment. Once the brothers who had joined together in this enterprise died, the various heirs were mainly interested in obtaining their inheritance. With so many brothers dying within such a short time span, the remaining ones were not able to buy out the other heirs.

Scott was faced with trying to settle his father's estate and provide for his mother. There was also the matter of inheritance taxes which had to be paid. The Scammell Company was doing well and the china orders were still coming in, but there was a serious cash flow problem.

Large corporations usually have enough assets to ride out these situations, but this is not the case with many small businesses. There can be a considerable amount of time between the production of an order and payment to the pottery.

The distributor is supposed to pay the factory as soon as the order is delivered and then collect from the customer. It doesn't

always work this way in practice, however. Regardless of how slow the distributors were in making payment, the Lamberton Works had a payroll to meet each and every week.

Scott was unable to get the heirs to reach any agreement on receiving their inheritance in the form of Scammell Co. stock. He approached the Bickford Restaurant chain and the S. L. Allen Co., but neither of these companies was interested in investing in the Lamberton Works.

Finally, after exhausting all other avenues, a Philadelphia syndicate headed by Albert Grosser agreed to provide the capitol needed to settle the estate.

Around July of 1952, control of the Scammell China Co. passed from the Scammell family to the Grosser syndicate. Scott Scammell II remained as president, and plans were made to refurbish the Lamberton Works and expand the operations.

It is possible for investors to make a profit by allowing a company to enter bankruptcy, and there are investors that purchase companies for that purpose. It soon became apparent that these new investors might not be very interested in the Scammell Company's long-term health. Once again, Scott began searching for another solution to the company's cash-flow problems.

The Sterling China Company, of Wellsville, Ohio, had a modern facility with an assembly-line operation, and best of all, a

good Dunn and Bradstreet credit rating. Scott approached Sterling about taking on the production of the Lamberton and Trenton china lines, and they were receptive to the idea.

In one last attempt, Scott tried to get the family heirs to agree to purchase the Scammell Company for the amount that Sterling was willing to pay for it. He could not get an agreement on this proposal, so it was decided to liquidate the firm's assets and physical properties.

On Dec. 10, 1954, the Lamberton Works buildings on Third Street, kilns, trade name, good will, assets and stock were sold at auction for a total of \$229,000. The major buildings, known as old Trenton and Lamberton No. 1 plants, along with five kilns, were sold for \$90,000 to Walter L. Shearer, president of Bartley Crucible & Refractors Co. (BIBLIOGRAPHY #18)

The modern two-story factory building on the west side of Third Street went to Philadelphia investor Morton Michaelson for \$60,000. William Morlock, acting as intermediary for the Scammell family, bid \$43,500 for the firm's good will, trade names and decalcomanias, litho stones and hollowware molds.

On Monday, Dec. 20, 1954, The Trentonian announced that the manufacture of china under the Scammell trade name would continue, transferring manufacturing operations to the Sterling China Company at

Wellsville, Ohio, but maintaining sales and administration with about 20 key employees in Trenton. (BIBLIOGRAPHY #19)

On Thursday, Dec. 23, 1954, the Wellsville Press of Wellsville, Ohio, had headlines stating "Sterling China buys Jersey plant, will produce new ware locally." "William Pomeroy, president of Sterling China Co., revealed today that his company has purchased the equipment of the Scammell China Company, of Trenton, N.J., and will produce the renowned ware of that pottery in its Wellsville plant."

About 100 of the 175 former Scammell employees were invited to move to Wellsville to set up and operate the Lamberton line, which was expected to begin rolling off the production line in 60 days. (BIBLIOGRAPHY #20)

Sterling moved the hollowware molds, equipment and decorative supplies for patterns that were still being ordered, but left behind great quantities of obsolete decals. Decals containing gold were burned to recover the valuable metal, but many others were just left on the shelves. Kids would later break into the vacant storage rooms and set the leftover decals on fire.

For a short period after Sterling began producing the Lamberton and Trenton china lines, Scott was director of Lamberton

sales. Later he left to pursue his law career.

Sterling China's assembly line production methods eliminated much of the hand operations that had given Lamberton China its special qualities, so in effect the trade names endured but the china produced in the Lamberton Works for over 50 years, passed into history.

By 1983, all but one of the abandoned buildings that made up the Lamberton Works had finally been torn down and replaced by a beer warehouse.

On Jan. 22, 1992, Robert Walker Scammell, the last surviving child of D. William and Meta, passed away. David William Jr. had died in 1941, Elizabeth Leigh in 1973, and Scott Scammell II in 1984.

All of D. William and Meta's nine grandchildren had been born before 1954, but the oldest was only 10 when the Lamberton Works closed, so with Robert's death firsthand knowledge of the family's years of involvement with the Scammell China Company ended.

The Lamberton Works is gone, but many examples of the quality china that was hand crafted there remain. A look at what was involved in the production of this china will help to explain why it was some of the finest china ever produced in America.

Fifty years after the Lamberton Works

closed, one of the factors that lead to its demise, low tariffs on imported china, continues to plague the few remaining American makers of hotel ware (now generally referred to as restaurant china). In 2003, the Bush administration proposed a zero tariff for restaurant china imported from China and elsewhere. Since the mid-1960's, the tariff levels have been dropping steadily at about 0.5 percent a year, from 48 percent in the 1960s to 28 percent in 2003. By 2003 about half of the restaurant china sold in America was imported. (BIBLIOGRAPHY: IWWV)

On March 18, 2003, Senator Robert C. Byrd, Democrat of West Virginia, sent a bipartisan letter to President Bush which stated in part: "The U.S. industry faces intense competition from low-priced imports that have flooded the market as tariffs have been reduced. For example, U.S. imports from China continue to increase steadily, and now comprise 62 percent of all imported restaurant china. In order to remain competitive, the U.S. restaurant china industry has invested over \$50 million since 1995 to develop state-of-the-art equipment and facilities to lower production costs and improve efficiency. Despite these enormous capital investments, low-priced imports continue to erode the U.S. industry's share of the U. S. restaurant china market."

**This letter, urging the administration to develop a flexible tariff proposal that would help the American restaurant china industry stay competitive for many years to come, was signed by eight senators and representatives from New York, Ohio and West Virginia, the three states that still have restaurant china factories in operation. (BIBLIOGRAPHY: SB)**

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