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Photo by Chelsea Flint



EXPERT



011

Glass pusher

What did the Derby mint julep glass look like in 1986, the year Ferdinand won the roses? Amy Seiler, who runs the website **Derby Glass Warehouse**, can tell you from memory. The '86 glass has roses at the top with thick outlines that resemble leaded stained glass. "That was the Tiffany glass," the 33-year-old says. "They designed it to be like the Tiffany-style lamps."

Over the past six years, Seiler has developed this ability by buying and selling Derby glasses online. She and her husband, who live in Norton Commons, got into the Derby glass market to make some extra money. Despite the site's name, there's no actual warehouse. Instead, they run the business out of the UPS Store franchise they own in St. Matthews, selling a lot of the glasses to out-of-state collectors on a waiting list. Last year, Seiler says, they sold 12,000 glasses, most of them for \$10 or less. Glasses from the 1950s and '60s are in high demand and cost more. Running across a glass from the '40s is rare. "The first one, from 1938, goes for \$5,000 to \$6,000," Seiler says. She's not a collector herself. "Maybe when we get the basement bar finished," she says.

A bit of Derby glass trivia: "1956 was a year they had a lot of problems," Seiler says. The design featured three horses running around the glass and two stars at the top, between the words "Kentucky Derby" and "Churchill Downs." But some glasses came out with one tail-less horse and others were missing a star. Or a tail and a star. The defects make these glasses more valuable.

And don't get your hopes up about the value of those Derby glasses you got 10 or even 20 years ago. You have to go all the way back to 1980 to find a glass that lists for more than \$5 on the site. But what should you do if you want that Derby glass you'll pick up this year to sell for top dollar in, say, 2065? Don't drink out of it, for one thing. And if you do, wash it by hand. "They definitely don't do well in the dishwasher at all," Seiler says.

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EXPERT



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Money man

Lovell Bush, mutual department office manager

How long have you worked in the mutual department?

"I started in 1947, before you were born. I'm 86 now. But I was a U of L student when they came out and solicited clerks to work Derby time. I guess it got in my blood, because I've been there since then. Minus three years that Uncle Sam had my services during the Korean War."

Seen any big payouts?

"I guess \$4,000 or \$5,000 is probably the biggest I had. One year — don't ask me what year — a group of Japanese bettors came in. Probably in the early '60s, when money meant a lot more. They bet \$57,000 and got back over \$200,000."

How about losses?

"I've seen \$50,000 bet and lost. I didn't take the bet, but a clerk where I was took it."

Do you ever bet?

"Unfortunately, no. I should say fortunately. I learned the hard way when I was in college and needed all the money I could get. On Derby Day in '47, the pay for a cashier — I got \$20, and thought it was an awful lot of money. That \$20 probably went to somebody saying, 'Here's a tip: This one's gonna win.' Stick around long enough, you'll hear a tip on every horse in the race. You can win the race, but you can't beat the races. Some people say they make a living off of betting horses. I don't believe it. They'll tell you how much they've won, but they'll never tell you how much they lost."

— Dylan Jones