

EFFECTIVE :
September 1, 2003
thru
March 31, 2004

Orders only: 1-800-933-6866 FAX: 1-304-375-6459

INTERNAL USE ONLY

Request ship: ☐ 12/8 - 12/19 ☐ 12/29 - 1/9 ☐ 1/12 - 1/23

DESCRIPTION	#ASST	#MIN	WARE #	SPEED	PCS	COST	EXT.	DESCRIPTION	#ASST	#MIN	WARE #	SPEED	PCS	COST	EXT.
Early Spring Ltd. Editions								Page S3 - Green Apple Stretch							
Page S1 - Heart Optic Last day to order: 3/31/04															
3 Pc. Asst. (3%)	(a)	1	0520 AS	1000		187.75	*	15 Pc. Asst. (3%)	(a)	1	0523 AS	1024		319.50	*
B-Hal, 8 1/2"	aaa	1	4979 CR	1001		64.50	*	Pitcher, 4"	a	1	1962 JH	1025		17.50	*
Page S1 - Mary Gregory								Votive, Drapery, 4 1/2"	a	2	2077 JH	1026		11.25	*
4 Pc. Asst.	(a)	1	0521 AS	1002		319.25	*	Vase, Handkerch., 10"	a	1	2753 JP	1027		37.50	*⊕
Vase, 8 1/2" (2000)	a	1	1577 ZJ	1003		62.00	*▲	Rose Bowl, 3 1/2"		2	2759 JH	1028		14.75	*
Basket, 7 1/2" (2000)	a	1	2989 Y8	1004		67.25	*▲	Basket, Wildflower, 7"	a	1	2835 JP	1029		24.75	*
Water Set, 7 1/2" (950)	a	1	5906 DG	1005		145.00	*▲	Cat, 3 1/4"	a	2	5165 JH	1030		9.75	*
Tumbler, 3"		1	5971 DG	1006		30.00	*	Basket, Paneled, 10"	a	1	5937 JP	1031		29.75	*
Rose Bowl, 4" (2000)	a	1	7424 XF	1007		45.00	*▲	Bell, Priscilla, 4 1/2"	a	2	5966 JP	1032		12.50	*⊕
Early Spring Non-limited								Ringholder, 3"	aa	2	9144 JD	1033		4.25	*
Page S2 - Celeste Blue Stretch								Page S3 - Pansy Morning							
15 Pc. Asst. (3%)	(a)	1	0522 AS	1008		294.50	*	Pitcher, 4"	a	1	1962 JQ	1034		24.75	*⊕
Rose Bowl, 3 1/2"		2	2759 K4	1009		14.75	*⊕	Pig, 3"w	a	2	5220 JQ	1035		14.75	*⊕
Basket, Pan. Gl., 4 1/2"	a	2	4585 KJ	1010		14.75	*	Fairy Light, 5"	a	1	5405 JQ	1036		27.50	*⊕
Elephant, Baby, 3 1/2"	a	2	5058 KA	1011		12.50	*⊕	Basket, Paneled, 10"	a	1	5937 JQ	1037		42.50	*⊕
Slipper, Cat, 6"	aa	2	5290 K4	1012		7.50	*	Box, Paneled, 6"	a	1	7108 JQ	1038		29.75	*⊕
Basket, 8"		1	5430 KA	1013		32.50	*	Rose Bowl, 5 1/2"	a	1	7327 JQ	1039		38.75	*⊕
Vase, Cloverleaf, 8 1/2"	a	1	5951 KA	1014		37.50	*	Page S4 - Garden Club							
Bell, Drapery, 6"	a	2	6536 KA	1015		14.50	*⊕	15 Pc. Asst. (3%)	(a)	1	0524 AS	1040		141.75	*
Ringholder, 3"	aa	2	9144 KJ	1016		4.25	*	Hummingbird, 4 1/2"	aaa	2	5066 OS	1041		9.75	*
Votive, 2-wav, 4 1/2"	aa	2	9596 K4	1017		11.25	*	Bird, 4"	aaa	2	5115 NG	1042		9.75	*
Page S2 - Dancing Daisies								Squirrel, 2 1/2"	aaa	2	5215 SD	1043		9.75	*
Vase, Footed, 6"	a	1	1168 KP	1018		42.50	*	Prog., 2 1/2"	aaa	2	5274 JD	1044		9.75	*
Cat, 5"	a	1	5065 KP	1019		18.75	*⊕	Butterfly, 3"	aaa	2	5296 KJ	1045		9.75	*
Basket, 8"	a	1	5430 KP	1020		44.75	*⊕	Page S4 - Dressing Table Darlings - Trinkets							
Vase, Cloverleaf, 8 1/2"	a	1	5951 KP	1021		48.75	*⊕	12 Pc. Asst. (3%)	(a)	1	0525 AS	1046		193.00	*
Covered Candy, 6"	a	1	5960 KP	1022		44.75	*⊕	Rose Heart, 4" w	aa	1	5780 TH	1047		19.75	*⊕
Basket, 7"	a	1	6530 KP	1023		27.50	*	Beauty, 3 1/2"	aa	2	6506 MI	1048		12.50	*⊕
								Flower, 4"	aa	1	6808 HW	1049		24.75	*⊕
								Art Nouveau, 4" w aa 2 6877 SD 1050 12.50 *⊕							
								Templebells, 5" w aa 2 9486 JD 1051 12.50 *⊕							
								Ribbed Oval, 5" w aa 2 9589 PP 1052 17.50 *⊕							
								Page S4 - Baby Bunch							
								12 Pc. Asst. (3%) (a) 1 0526 AS 1053 176.00 *							
								Elephant, Baby, 3 1/2" aaa 1 5058 N8 1054 16.25 *⊕							
								Kitten, 3 1/2" L. aaa 2 5064 ZQ 1055 14.75 *⊕							
								Mouse, 3" aaa 2 5148 JW 1056 14.75 *⊕							
								Bunny, 3 1/2" aaa 2 5293 QZ 1057 14.75 *⊕							
								Page S5 - Sentiments Rose Bowls							
								8 Pc. Asst. (3%) (a) 1 0527 AS 1058 153.25 *							
								3 1/2" (Green Apple) aa 1 2759 JV 1059 19.75 *⊕							
								(French Opalescent) aa 1 2759 PU 1060 19.75 *⊕							
								(Celeste Blue) aa 1 2759 RK 1061 19.75 *⊕							
								(Rosemilk) aa 1 2759 YZ 1062 19.75 *⊕							
								2004 Rose Bowl Sign a 1 FG 198 1063 N/C *							
								Page S5 - Dresser Set							
								3 Pc. Set (1000) 1 2905 EB 1064 117.00 *▲							
								Page S5 - Dewdrops							
								15 Pc. Asst. (3%) (a) 1 0528 AS 1065 218.25 *							
								Elephant, Baby, 3 1/2" aaa 2 5058 DC 1066 15.00 *⊕							
								Kitten, 3 1/2" L. aaa 2 5064 DC 1067 15.00 *⊕							
								Cat, Grooming, 4" aaa 2 5074 DC 1068 15.00 *							
								Puppy, 4" aaa 2 5085 DC 1069 15.00 *⊕							
								Bunny, 3 1/2" aaa 2 5293 DC 1070 15.00 ⊕							
								2004 Dewdrops sign a 1 FG 195 1071 N/C *							
								TOTAL COST							
								Discount based on total LESS _____% dollars to one location (Refer to special terms).							
								NET COST							

Early Spring and Late Spring orders SHIPPED and BILLED separately.

ORDER NUMBER	E	REQUEST DATE	CANCEL DATE	SCHEDULE DATE	976	P.O. #
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Request ship: ☐ 2/2 - 2/13 ☐ 2/16 - 2/27 ☐ 3/1 - 3/12

Page S6 - Hugs & Kisses							Page S7 - Animals & Boxes							Late Spring - Limited Editions									
Item	# Asst	Min	Ware #	SPEED	PCS	COST	EXT.	Description	# Asst	Min	Ware #	SPEED	PCS	COST	EXT.	Description	# Asst	Min	Ware #	SPEED	PCS	COST	EXT.
Save 22+%							Blue Toile							Page S8 - Whispering Wings on Lotus Mist Burmese									
8 Pc. Asst.	(a)	1	0529 AS	1072		94.00	*	4 Pc. Asst. (3%)	(a)	1	0531 AS	1095		125.75	*	6 Pc. Asst. (3%)	(a)	1	0535 AS	1116		168.25	*
Trinket, Heart, 4" w	aaaa	4	5786 DC	1073		14.75	*⊗	Rooster, 8 1/2"	a	1	5257 WG	1096		77.50	*	Elephant, 3 1/2" (3500)	aa	1	5058 YN	1117		21.00	*▲
Slipper, Rose, 6"	aaaa	4	9295 DC	1074		8.75	*⊗	Rooster, 2 3/4"	aa	2	5265 WG	1097		11.75	*	Kitten, 3 1/2" L (3500)	aa	1	5064 YN	1118		18.50	*▲
Mother's Day Sign	a	1	FG 199	1075		N/C	*	Rooster Box, 5 1/2"	a	1	6483 WG	1098		28.75	*	Vase, 7 1/2" (2500)	a	1	5355 YN	1119		47.25	*▲
Late Spring Non-limited							Red Delicious							Basket, 7 1/2" (2500)									
Page S6 Easter Trimmings							4 Pc. Asst. (3%)							Page S8 - Collectible Eggs Limited to 950 each									
12 Pc. Asst. (3%)	(a)	1	0530 AS	1076		280.75	*	Rooster Box, 8 1/2"	a	1	4680 YJ	1100		49.75	*	6 Pc. Asst. (3%)	(a)	1	0536 AS	1121		144.00	*
Ltd Ed, 9" (George)	a	1	5732 MJ	1077		62.25	*▲	Rooster, 8 1/2"	a	1	5257 YJ	1101		77.50	*	Egg, 3 1/2" (Ruby)	aa	1	5146 TS	1122		24.75	*
Drapery, 9" (Green)	a	1	5739 NH	1078		39.75	*⊗	Rooster, 5 1/2"	aa	1	5292 YJ	1102		27.50	*	Egg (Black)	aa	1	5146 UL	1123		24.75	*
Drapery (Violet)	a	1	5739 YV	1079		39.75	*⊗	Spring Finery							Page S8 - Irish Treasures								
Berry, 7 1/2" (Green)	a	1	5735 JD	1080		19.75	*⊗	7 Pc. Asst. (3%)	(a)	1	0533 AS	1103		135.75	*	8 Pc. Asst. (3%)	(a)	1	0537 AS	1125		168.25	*
Berry (Rose)	a	1	5735 NG	1081		19.75	*	Hen on Nest, 5 1/2"	a	1	5186 JX	1104		23.75	*	Vase, 6"	aa	1	2988 JB	1126		29.75	*⊗
Berry (Violet)	a	1	5735 OQ	1082		19.75	*	Bunny, 3"	aa	2	5262 JX	1105		14.75	*	Kitten, 3 1/2" L	aa	2	5064 JB	1127		14.75	*⊗
Aztec, 4" (Green)	aa	2	6556 JD	1083		14.75	*	Bunny, 3 1/2"	a	2	5293 JX	1106		14.75	*	Bear, 3 1/2"	aa	2	5151 JB	1128		14.75	*⊗
Aztec (Rose)	aa	2	6556 NI	1084		14.75	*	Bunny Box, 8 1/2" w	a	1	5380 JX	1107		42.50	*	Rose Bowl, 3 1/2"	aa	1	7241 JB	1129		27.50	*⊗
Aztec (Violet)	aa	2	6556 OQ	1085		14.75	*⊗	Egg cup, 3 1/2"	aa	2	6883 JX	1108		14.75	*	▲ Retail price includes additional markup							
Page S6 - Easter Figurines							Page S8 - Inspirations: Star Light, Star Bright...							⊗ Direct Mail Catalog									
1 Pc. Asst. (3%)	(a)	1	0538 AS	1086		165.00	*	10 Pc. Asst. (3%)	(a)	1	0534 AS	1109		182.75	*	* New items							
Egg, 2 1/2" (Green)	aa	2	5076 JC	1087		11.25	*	Bell, 6"	aa	1	4694 S3	1110		19.75	*	ORDER BY 12/15/03 AND EARNS SPECIAL DISCOUNTS AND DATING!							
Egg (Violet)	aa	2	5076 NY	1088		11.25	*	Angel, 6 1/2"	aa	1	5014 S3	1111		21.25	*⊗	\$ 600.00 = 5% discount, terms 1% 15, net 15 days!							
Egg (Blue)	aa	2	5076 PV	1089		11.25	*	Kitten, 3 1/2" L	aa	2	5064 S3	1112		14.75	*⊗	\$ 800.00 = 8% discount, terms 1% 15, net 45 days!							
Bunny, 3" (Blue)	aa	2	5162 PV	1090		14.75	*	Bird, 4"	aa	2	5163 S3	1113		14.75	*⊗	\$1200.00 = 10% discount, terms 1% 15, net 45 days!							
Duckling, 3" (Green)	aa	2	5169 JC	1091		14.75	*	Rose Bowl, 3 1/2"	aa	1	7241 S3	1114		23.75	*⊗	(Combine Early Spring and Late Spring totals for volume discounts).							
Bunny, 3" (Rose)	aa	2	5262 C3	1092		7.25	*	Inspirations Sign	a	1	FG 196	1115		N/C	*	Discount based on total dollars to one location (Refer to special terms).							
Bunny (Green)	aa	2	5262 J7	1093		7.25	*								TOTAL COST								
Bunny (Violet)	aa	2	5262 O5	1094		7.25	*																

▲ Retail price includes additional markup
☺ Direct Mail Catalog
* New items

ORDER BY 12/15/03 AND EARN SPECIAL DISCOUNTS AND DATING!

\$ 600.00	= 5% discount, terms 1% 15, net 45 days!
\$ 800.00	= 8% discount, terms 1% 15, net 45 days!
\$1200.00	= 10% discount, terms 1% 15, net 45 days!

(Combine Early Spring and Late Spring totals for volume discounts).

Discount based on total
dollars to one location
(Refer to special terms).

ALL SHIPMENTS F.O.B.
Williamstown, WV

TOTAL COST
LESS _____ %
NET COST