



The Fenton Art Glass Company

700 Elizabeth Street, Williamstown, WV 26187

PHONE (304) 375-6122

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

Order by 12/15/03 for
Special Discounts
and Dating (see below)

EFFECTIVE :
September 1, 2003
thru
March 31, 2004

New Account Minimum: \$600 / Re-order Minimum : \$100

SOLD TO:										ACCT. NO.										CUSTOMER DEPARTMENT										CUSTOMER P.O. NUMBER										CONFIRM? ☐ ATTACHED ☐ HOLD FOR ☐ NOT NEC.																																																											
																				ORDER DATE										REQUESTED SHIP DATE										ORDER CANCEL DATE										NEW CUST? ☐ YES ☐ NO																																																	
																				ROUTING Will ship best & cheapest unless specified																				REPRESENTATIVE																																																											
																				ZIP CODE																																								BREAKAGE INSURANCE, at a cost of 2% of the total value of the invoice, is automatically added on all parcel shipments unless it is SPECIFICALLY refused by the customer. If the 2% insurance charge is refused, any loss or breakage in transit will be the customer's responsibility. ☐ ACCEPT ☐ REFUSE NAME _____																																							
SHIP TO:																																								BUYER'S NAME																				FENTON SPECIALIST																																							
																																								TELEPHONE NO.																				FAX NO.																																							
																				ZIP CODE																				MARK CARTONS																				E-MAIL ADDRESS																																							
INTERNAL USE ONLY	ORDER NUMBER										RECEIVED DATE (stamped)										SRC										CUSTOMER NUMBER										CON.										CUST. P.O. NUMBER										ROUTING										E.O.B.										DEPT.																		
	V																																								Y																														Dis.																												
	TERMS										REQ. SHIP DATE										CANCEL DATE										SCHED. WEEK										REPRESENTATIVES																																																										
																																									*																				*																																						
	SALES GL					AR GL					PRICE CODE					PRICE MULT					L.I. DISC					INV. DISC					INS					HNDLG. CHG					HOLD					INITIALS																																																					
						1 2 3					3																				Y N Y N Y N					P/C					OE					CR					KEY					CHK																																											
COMMENTS (LIMIT 6)																																								MARK CARTONS																																																											
968																																																																																																			
FREE FORM SPECIAL INSTRUCTIONS																																								SPEC																				WHOLESALE ORDER TOTAL																																							
																																								Y N																																																											

EARLY SPRING 2004 (Minimum \$100.00)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	*								
Basket, Hat, 8 1/2"	aaa	1	4979 CR	1001		64.50	*	Pitcher, 4"	a	1	1962 JH	1025		17.50	*								
Page S1 - Mary Gregory								Page S4 - Baby Bunch															
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 ZI	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 3/4"	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 XE	1007		45.00	*^	Bell, Friscilla, 4 1/2"	a	2	5966 JP	1032		12.50	*Ⓢ								
Early Spring Non-limited								Page S3 - Pansy Morning															
Page S2 - Celeste Blue Stretch																							
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. Gr. 4 1/2"	a	2	4585 KJ	1010		14.75	*	Fairv Light, 5"	a	1	5405 JQ	1036		27.50	*Ⓢ								
Elephant, Baby, 3 1/2"	a	2	5058 K4	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 OQ	1041		9.75	*								
Votive, 2-way, 4 1/2"	a	2	9596 K4	1017		11.25	*	Bird, 4"	aaa	2	5115 NG	1042		9.75	*								
Page S2 - Dancing Daisies								Page S4 - Dressing Table Darlings - Trinkets															
Vase, Footed, 6"	a	1	1168 KP	1018		42.50	*	12 Pc. Asst. (3%)	(a)	1	0525 AS	1046		193.00	*								
Cat, 5"	a	1	5065 KP	1019		18.75	*Ⓢ	Rose Heart, 4" w	aa	1	5780 TH	1047		19.75	*Ⓢ								
Basket, 8"	a	1	5430 KP	1020		44.75	*Ⓢ	Beauty, 3 1/2"	aa	2	6506 MI	1048		12.50	*Ⓢ								
Vase, Cloverleaf, 8 1/2"	a	1	5951 KP	1021		48.75	*Ⓢ	Flower, 4"	aa	1	6808 HW	1049		24.75	*Ⓢ								
Covered Candy, 6"	a	1	5960 KP	1022		44.75	*Ⓢ	Discount based on total dollars to one location (Refer to special terms).															
Basket, 7"	a	1	6530 KP	1023		27.50	*									TOTAL COST							
																LESS _____ %							
								NET COST															

Early Spring and Late Spring orders SHIPPED and BILLED separately.

ORDER NUMBER	REQUEST DATE	CANCEL DATE	SCHEDULE DATE	976 P.O. #
E				

LATE SPRING 2004 (Minimum \$100.00)Request ship: ☐ 2/2 - 2/13 ☐ 2/16 - 2/27 ☐ 3/1 - 3/12

DESCRIPTION	# ASST	MN	WARE #	SPEED	Pcs	COST	EXT.
Page S6 - Hugs & Kisses Save 22+%							
8 Pc. Asst.	(a)	1	0529 AS	1072		94.00	*
Trinket, Heart, 4" w	aaaa	4	5786 DC	1073		14.75	*⊕
Slipper, Rose, 6"	aaaa	4	9295 DC	1074		8.75	*⊕
Mother's Day Sign	a	1	FG 199	1075		N/C	*
Late Spring Non-limited							
Page S6 Easter Trimmings							
12 Pc. Asst. (3%)	(a)	1	0530 AS	1076		280.75	*
Ltd Ed, 9" (George)	a	1	5732 MJ	1077		62.25	*▲
Drapery, 9" (Green)	a	1	5739 NH	1078		39.75	*⊕
Drapery (Violet)	a	1	5739 YF	1079		39.75	*
Berry, 7 1/2" (Green)	a	1	5735 JB	1080		19.75	*⊕
Berry (Rose)	a	1	5735 NG	1081		19.75	*
Berry (Violet)	a	1	5735 OS	1082		19.75	*
Aztec, 4" (Green)	aa	2	6556 JD	1083		14.75	*
Aztec (Rose)	aa	2	6556 NI	1084		14.75	*
Aztec (Violet)	aa	2	6556 OQ	1085		14.75	*⊕
Page S6 - Easter Figurines							
16 Pc. Asst. (3%)	(a)	1	0538 AS	1086		165.00	*
Egg, 2 1/2" (Green)	aa	2	5076 JC	1087		11.25	*
Egg (Violet)	aa	2	5076 NY	1088		11.25	*
Egg (Blue)	aa	2	5076 PV	1089		11.25	*
Bunny, 3" (Blue)	aa	2	5162 PV	1090		14.75	*
Duckling, 3" (Green)	aa	2	5169 JC	1091		14.75	*
Bunny, 3" (Rose)	aa	2	5262 C3	1092		7.25	
Bunny (Green)	aa	2	5262 J7	1093		7.25	*
Bunny (Violet)	aa	2	5262 O5	1094		7.25	
Page S7 - Animals & Boxes Blue Toile							
4 Pc. Asst. (3%)	(a)	1	0531 AS	1095		125.75	*
Rooster, 8 1/2"	a	1	5257 WG	1096		77.50	*
Rooster, 2 3/4"	aa	2	5265 WG	1097		11.75	*
Rooster Box, 5 1/2"	a	1	6483 WG	1098		28.75	*
Red Delicious							
4 Pc. Asst. (3%)	(a)	1	0532 AS	1099		176.75	*
Rooster Box, 8 1/2"	a	1	4680 YJ	1100		49.75	*
Rooster, 8 1/2"	a	1	5257 YJ	1101		77.50	*
Rooster, 5 1/2"	aa	1	5292 YJ	1102		27.50	*⊕
Spring Finery							
7 Pc. Asst. (3%)	(a)	1	0533 AS	1103		135.75	*
Hen on Nest, 5 1/2"	a	1	5186 JX	1104		23.75	*
Bunny, 3"	aa	2	5262 JX	1105		14.75	*
Bunny, 3 1/2"	a	2	5293 JX	1106		14.75	*
Bunny Box, 8 1/2" w/a	a	1	5380 JX	1107		42.50	*
Egg cup, 3 1/2"	aa	2	6883 JX	1108		14.75	*
Page S8 - Inspirations: Star Light, Star Bright...							
10 Pc. Asst. (3%)	(a)	1	0534 AS	1109		182.75	*
Bell, 6"	aa	1	4694 S3	1110		19.75	*
Angel, 6 1/2"	aa	1	5014 S3	1111		21.25	*⊕
Kitten, 3 1/2" L	aa	2	5064 S3	1112		14.75	*⊕
Bird, 4"	aa	2	5163 S3	1113		14.75	*⊕
Rose Bowl, 3 1/2"	aa	1	7241 S3	1114		23.75	*⊕
Inspirations Sign	a	1	FG 196	1115		N/C	*
Late Spring - Limited Editions							
Page S8 - Whispering Wings on Lotus Mist Burmese							
6 Pc. Asst. (3%)	(a)	1	0535 AS	1116		168.25	*
Elephant, 3 1/2" (3500)	aa	1	5058 YN	1117		21.00	*▲
Kitten, 3 1/2" L (3500)	aa	1	5064 YN	1118		18.50	*▲
Vase, 7 1/2" (2500)	a	1	5355 YN	1119		47.25	*▲
Basket, 7 1/2" (2500)	a	1	7139 YN	1120		47.25	*▲
Page S8 - Collectible Eggs Limited to 950 each							
6 Pc. Asst. (3%)	(a)	1	0536 AS	1121		144.00	*
Egg, 3 3/4" (Ruby)	aa	1	5146 TS	1122		24.75	*
Egg (Black)	aa	1	5146 UL	1123		24.75	*
Egg (L.M. Burmese)	aa	1	5146 VC	1124		24.75	*
Page S8 - Irish Treasures							
8 Pc. Asst. (3%)	(a)	1	0537 AS	1125		168.25	*
Vase, 6"	aa	1	2988 JB	1126		29.75	*⊕
Kitten, 3 1/2" L	aa	2	5064 JB	1127		14.75	*⊕
Bear, 3 1/2"	aa	2	5151 JB	1128		14.75	*⊕
Rose Bowl, 3 1/2"	aa	1	7241 JB	1129		27.50	*⊕
▲ 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).					TOTAL COST		

- ▲ 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).

TOTAL COST

LESS %

NET COST