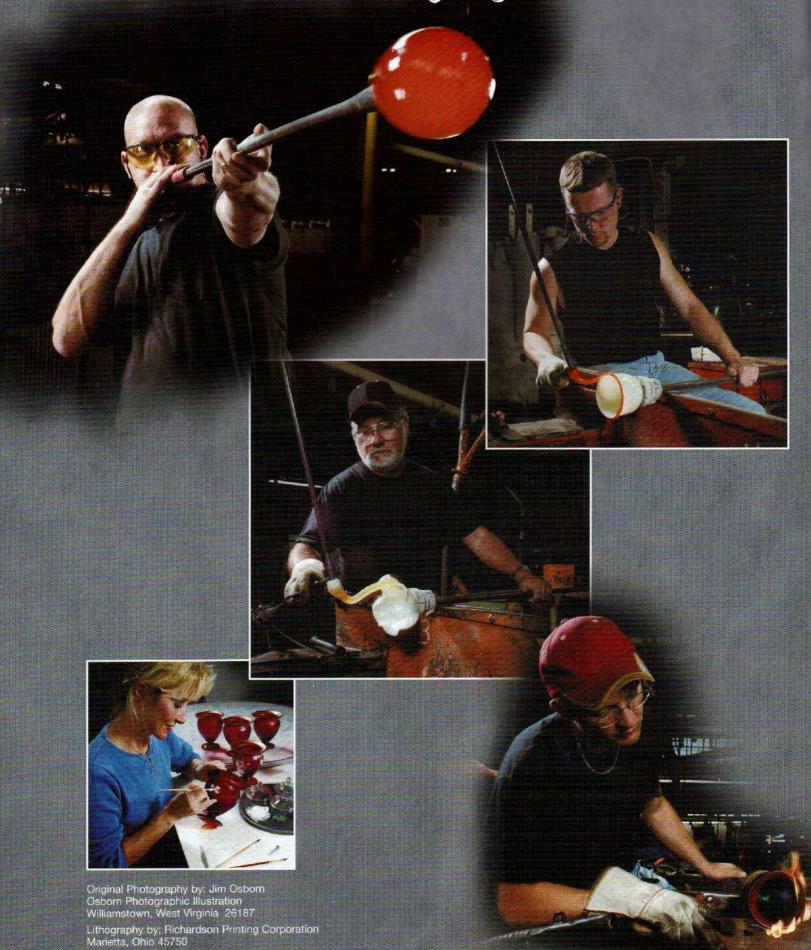


# The Artistry of Fenton







## 3 Fenton Notes The Art of the Gatherer Every glassmaking operation begins with a skilled worker Historic Collection begins with a skilled worker called a gatherer. Using a blowpipe or a punty, the gatherer faces the fire of a 2500-degree melting furnace as he obtains the proper amount of molten glass needed for the item to be made. The gatherer must work quickly, and he Limited to one year of production, 2004. 0036 AS 13 Pc. Perlwinkle Blue **Assortment** 5177 P2 must be consistent each time he Cat, Alley, 11" gathers glass from the furnace. 1995 P2 Slipper, 6" I. 9499 P2 Logo, Oval, 31/2" w. 9188 P2 Tobacco Jar, 71/4" 5956 P2 Vase, Plume, 8" Inscribed with the signature of Shelley Fenton (limited to sales through May 15, 2004) 5243 P2

7513 P2 Comport, Dolphin, 5½"

Cat, Curious 31/2"



FG115F

Showcase Dealer Exclusive Postcard

(Pack of 100)

See your local representative to discuss how you can acquire one of these beautiful Fenton showcases to enhance your store's presentation of Fenton.





# Glass Messenger 2004 Subscriber Exclusives

Subscribers to the Fenton Glass Messenger will be delighted with the apportunity to select from two exclusive pieces for 2004—a classic Cranberry Opalescent vase, a Fenton signature color, along with a coordinating French Opalescent Sleeping Kitten. Both pieces are handpainted with a graceful "Indiana Pansies" design by Kim Barley and each will be numbered, dated, and inscribed with a Fenton family member's signature. Fenton sculptor Jon Saffell created the precious Sleeping Kitten while the paneled Cranberry Opalescent vase is made with an Indiana Glass Company mould as a "first-ever" Fenton production.

Exclusives limited to sales through November 30, 2004.



FG119 Glass Messenger Postcard (pack of 100)

FG208 Subscription Rack Card (pack of 20)



FG086 Annual Subscription (4 issues)

(includes FREE binder with initial order)

## Family Signature Series

As we approach our 100th year, the Fenton heirloom tradition continues with this special collection reflecting the history of the family-owned Fenton Art Glass Company. From our start as a decorating company in 1905, through nine decades and into the 21st century, Fenton is the home of the most respected handcrafted glass artistry in America.

> The Fenton heritage is showcased in the Family Signature Series. Each piece is handpicked by a Fenton family member as an example of the glass artisan's and glass decorator's finest work. Frank L. Fenton's pride and enthusiasm for handcrafted glassware carries through the generations of Fenton family members who remain involved in the

development and continuation of glass artistry in America.

Each piece is individually numbered, dated, and inscribed with the signature of a Fenton family member, and signed by the decorator who handpainted it.

Limited to sales through

May 15, 2004

7160 TC Candy Box, 61/6" w. Inscribed with the signature of Frank M. Fenton

6501 RL Epergne, 9"

Inscribed with the

signature of Nancy Fenton

> 5956 P2 Vase, Plume, 8" Inscribed with the signature of Shelley Fenton

5732 MJ Basket, 9" Inscribed with the signature of George Fenton



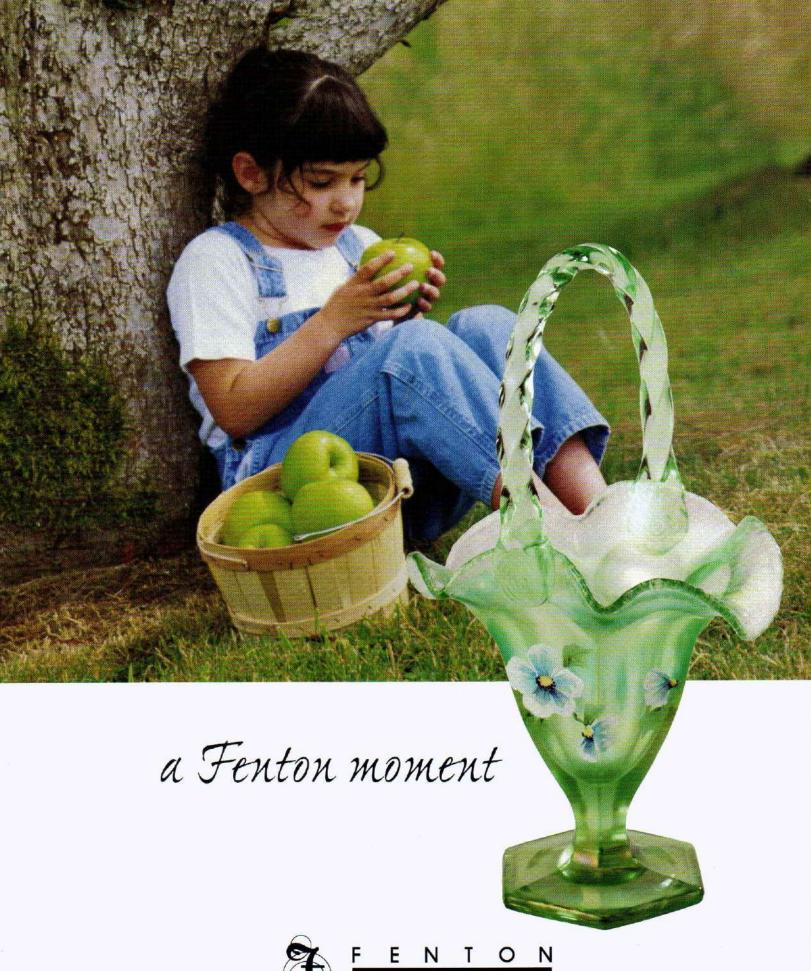


## Celeste Blue Stretch

Crisp white daisies float on a sky of Celeste Blue in Stacy Williams'
"Dancing Daisies" design. Accents of bright spring green allow these
pieces to harmonize perfectly with our Green Apple color statement.



## - Fenton Notes The Art of Stretch Glass During the manufacturing process, these items are sprayed with a mixture of metallic salts before being reheated and brought to their final shape by a skilled glassworker called a Finisher. This finishing procedure often creates a myriad of striations and even a somewhat rough texture in the iridescent surface, particularly at the edges of the piece. 5951 KA Vase, Cloverleaf 8%" 5066 KJ Hummingbird 41/1 9596 K4 Votive, Two-way 41/2" 5290 K4 6536 KA Slipper, Cat, 6" I. Bell, Drapery 6" 4585 KJ Basket, Paneled Grape 4%" ENTON derafted American Glass Artletry www.fentonartglass.com 7108 JQ 5058 K4 Box, Paneled, 6" Elephant, Baby 3/2" 1168 KA Vase, Footed 6 2759 K4 5290 JH Rose Bowl, 31/4" Slipper, Cat, 6" I. 5430 KA Basket, 8"









## Entertaining with Fenton

Functional pieces in translucent French Opalescent for an array of entertaining needs. A new Lily of the Valley cakeplate and Daisy & Button cream and sugar set provide endless wedding gift ideas. Wonderful heirlooms to pass on to your family's next generation of Fenton collectors.

## 0045 AS

12 Pc. Entertaining with Fenton Assortment

1928 FM

Bowl, Daisy & Button, 11" dia.



FG229 Entertaining with Fenton brochure, 50 pack (no charge)

Share the fun of collecting Americanmade glass and begin an heirioom tradition. Brochure with color photos of decorating and entertaining ideas, an introduction to decorating and entertaining with Fenton.



5371 FM Rose Bowl w/stand, 8"

2077 FS Votive, Drapery Two-way 4½"

> 1902 FS Cream & Sugar, Daisy & Button, 3½"

> > 8416 FZ Cakeplate, Lily of the Valley 13%" dia.

5116 FS Leaf Plate, 8½" dia.

1906 FS Salt & Pepper, Daisy & Button, 3%

1910 FS Covered Butter Daisy & Button, 8" I.

# 6335 VO Basket, 9½"

Grape Arbor on Violet and French Opalescent

Kim Barley's lush grape motif was inspired by our successful "Wine Country" design, and the wine theme remains a popular décor influence. The finishing touch of a handcrafted violet ring adds a formal note to handpainted selections on French Opalescent. Absolutely stunning when displayed with Rosemilk or gleaming Violet pieces.

5365 OE Kitten, 3" 5074 VV Cat, Grooming 7619 VV Rose Bowl, 3½" 9144 OE Ringholder, 3"

5371 OE Rose Bowl w/stand, 8"

## Fenton Notes

## The Art of the Ringer

Extraordinary skill is required to apply a thin ring of molten glass on the edge of a Fenton item during the manufacturing process. The glass must be just the right temperature, and the Ringer must work quickly to spin just the right amount of glass. The Ringing process has been a Fenton hallmark since the late 1930s.

2077 OE Votive, Drapery Two-way, 4%"



5066 OQ Hummingbird 4½"









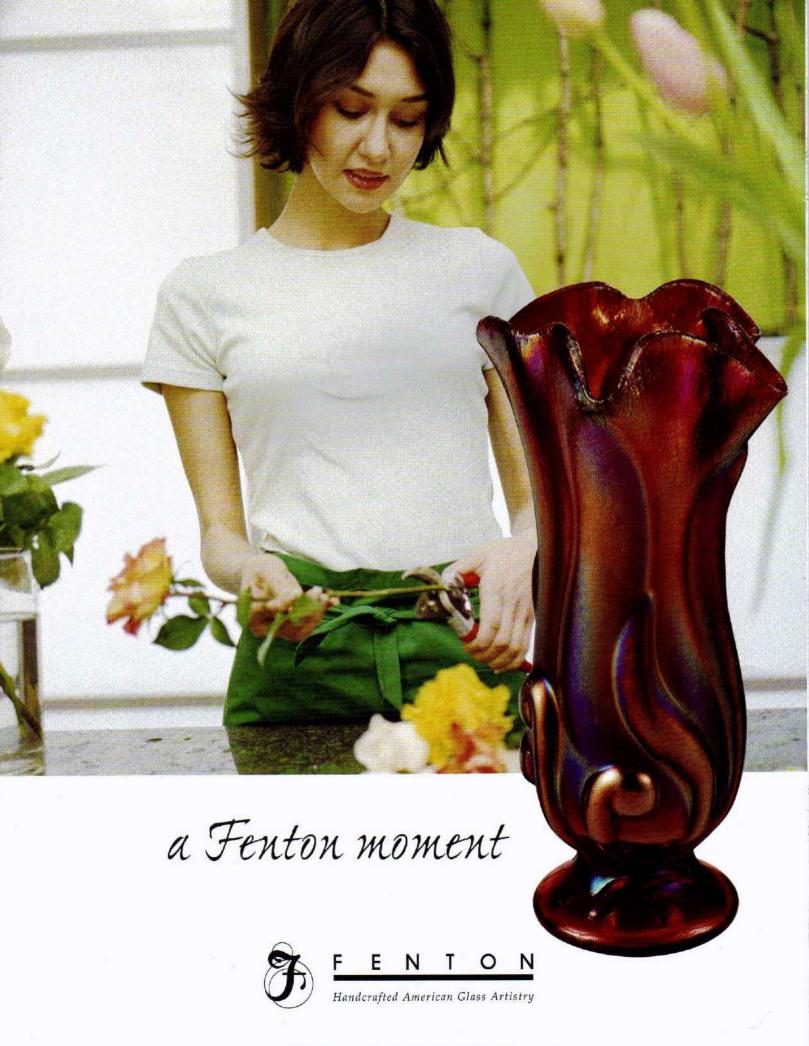
## Tulis Delight on Rosemilk Opalescent Stretch

The soft appeal of creamy Rosemilk Opalescent provides the perfect balance for this vibrant Kim Barley design, "Tulip Delight," created with a special combination of high gloss paints to complement the luster of the rich stretch treatment.















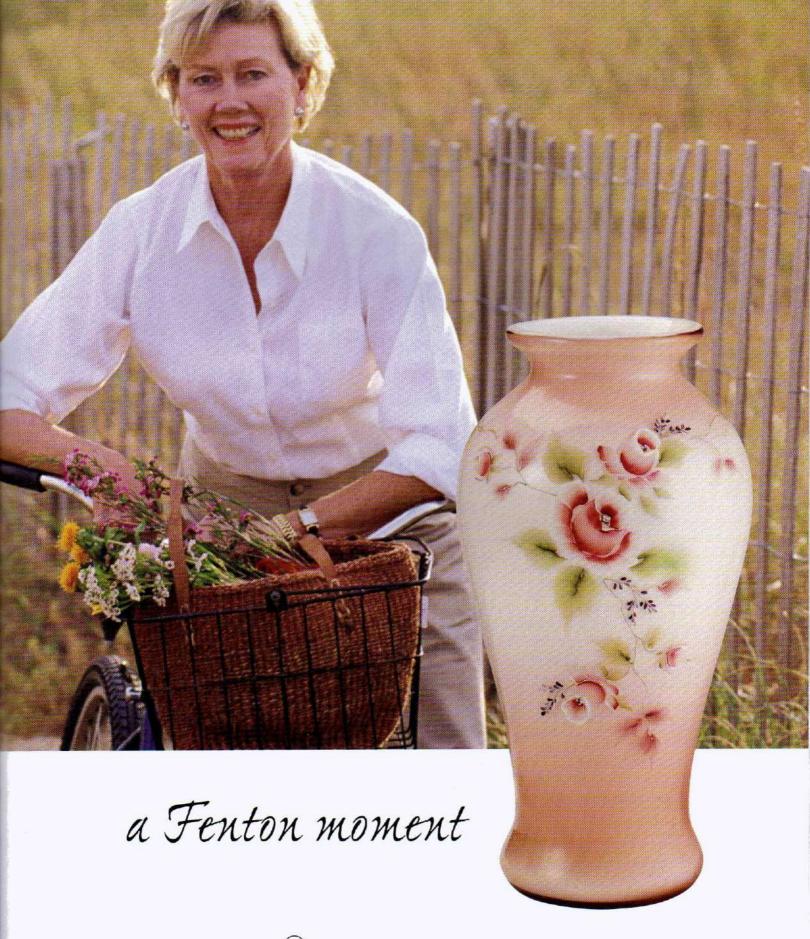






















## Dewdrops

This huggable collection of charming figurines sparkles with Swarovski crystal accents. Crystal dewdrops glisten on a leaf within Robin Spindler's design of a solitary daisy centered with a rose-colored gem. Our new Puppy, Baby Elephant, and Sleeping Kitten join this best-selling collection:

5085 DC

"Puppy Luv" 4"

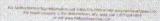


5293 DC "Luv Bunny" 3½" a Fenton moment

#### Enjoy Dewdrops

- Swarovski prystal accents.
- Handcraffed in USA
- Handpointed and signed by the artist
- Perfect to give or to own

5074 DC "Glamour Queen" 4"





FG195 Dewdrops Counter Sign 8½" x 11" (no charge)

5064 DC "Catnap" 3½" I.

5058 DC "Pretty in Pink" 3½"

> 0528 AS 15 Pc. Dewdrops Assortment



## Bell Medley

(Opal)

9763 LV (Green Apple)

The beauty of bells—appealing to the eye and pleasing to the ear, delightful to decorate with and enjoy. Each year, our gifted artists create a new array of handpainted designs to add to your bell collection.





## Sentiments Rose Bowls

Sentimental rose bowls capture a thought to treasure foreverthe perfect pick-me-up aiff for that special someone. Handcrafted and handpainted by the artisans of Fenton, each rose bowl bears a floral motif and special sentiment. Use as a votive (candle included) or a vase with flowers or potpourri.

0527 AS 8 Pc. Sentiments Rose Bowl Assortment





FG198 Rose Bowl Counter Sign (5" x 7", no charge)

2759 YZ

"In the garden of friendship

(Rosemilk)

0061 AS 14 Pc.

2759 JV "Cherish yesterday dream tomorrow". live today (Green Apple)

> 2759 PU Rose Bowl. 31/6"

2077 SD

(Sunset)

2077 FS (French Opalescent) Butterfly Kisses" (French Opalescent)



Each rose bowl bears a special sentiment

On the garden of friendship, you are a rose. Cherish yesterday ... dream temorrosa.... live today You are my sanshine!

you are a rose "You are my sunshine!"

(Celeste Blue)

Two-way Votives

Create a mood with votives and rose bowls for any occasion or "just because." Each sparkles with color from a dancing flame.

2077 OE (Violet) 2077 KN (Cobalt)

2077 NZ

(Rosemilk)

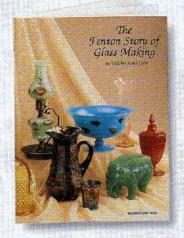
2077 JH Two-way Drapery Votive 41/6" (Green Apple)

9596 K4 Two-way Votive, 41/2" (Celeste Blue)

Two-way Votive Assortment (tea light included)

## Educational Materials

Build your Fenton business by educating your customers. The more they know about Fenton, the more loyal they become.

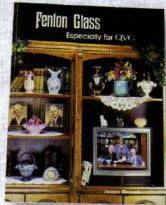


## The Fenton Story of Glass Making

The Fenton history and glassmaking process along with color photography representing each decade.

FG078 The Fenton Story of Glass Making

FG947 (PB) FG948 (HB) Fenton Glass Especially for QVC



9908 Fenton Glass First 25 Years (PB)

9982 Fenton Glass Second 25 Years (PB)

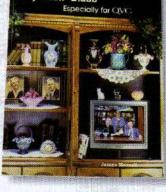
9956 Fenton Glass Third 25 Years (PB)

FG100 Fenton Glass The 1980s Decade (PB)

FG911 Fenton Glass The 1990s Decade (PB)



0064 PK 13 Pc. Educational Materials Prepack



FG209 The Joy of Collecting Fenton Glass VHS - 15 minutes



Experience Fenton Tour of the Fenton Factory

Experience

FG141 Consumer, VHS 22 minutes

TON Glass

The Phird Pwenty-Five Lears

Fenion Glass
The 1990s Decade

FRAIGH CIESS SWOOTS TWENTS FINE SEASON

enion Glass

FG146 Continuous Loop VHS - 2 Hour

FG142 Consumer, DVD 22 minutes





Subscribe to the Glass Messenger and receive four colorful issues, a storage binder and the opportunity to purchase the 2004 Subscriber Exclusives. See page 8 for details!



Glass Messenger Postcard

(pack of 100)

FG208 Subscription Rack Card (pack of 20)

> FG170 Glass Messenger Point of Purchase Display (Includes: 1 current issue, 1 pack of FG208, and 15 copies of a recent issue)



FG086 Annual Subscription (includes FREE binder with initial order)



FG031 Fenton Logo Bags (package of 30)

# Point of Purchase Products



FG037 Logo Sign Acrylic



8599 E3 Glass Fenton Logo, Round, 31/2"

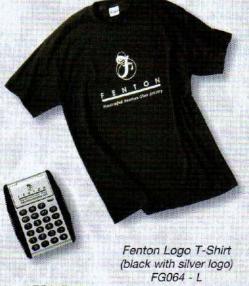


FG207 Fenton Logo Pen



FG147 Fenton Logo Pocket Calculator

9972 Made in USA Sign (no charge)



FG065 - XL FG062 - XXL



FG229 Entertaining with Fenton brochure (50 pack, no charge)

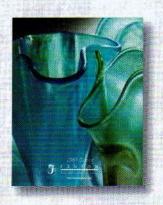


9903

Sign (no charge)

9953 Artistry Brochure (30 pack, no charge)

# Catalog, Counter Signs & Postcards



FG960 2004 Catalog (Retail)

FG961 2004 Price List (Retail)



FG085 General Postcard (Pack of 100)





FG193 Fenton Collector Essentials (includes one each of the following items: 9908, 9982, 9956, FG100, FG911, FG960, Canvas Tote Bag, Fenton Family Tree Sheet, FG141, Fenton Logo Pen and Notepad, Historic River Cities Travel Guide, and a one-year subscription to Glass Messenger)

## Garden Club

Iridescent jewel-like glass figurines sparkle like dew upon blossoms ...delightful creatures nestled among the flowers, gathered as if for a meeting . . . it's the Garden Club. Nature's beauty is captured forever in handcrafted glass by the artisans of Fenton.



## Baby Bunch

Sweet as sugar and twice as nice—these cheerful figurines are carefully handpainted in a floral chintz pattern created by Frances Burton. The "Bunch" is comprised of delightful baby animals just perfect for the young, or the young at heart.

0526 AS 12 pc. Baby Bunch Assortment

> 5293 QZ Lop-eared Bunny, 3½" (Celeste Blue)



5064 ZQ Sleeping Kitten, 3%" I. (Sunset)



## Fenton Sales Representatives and Showrooms

## U.S. Representatives

EAST

#### drummers/lvystone Group

Office and Showroom:
\*301 Commerce Dr.
Exton, PA 19341
610-524-6400
800-327-9036
Fax: 610-524-6429
customerservice@digsales.com
and

\*Rockwood Green Plaza 10134 Hull Street Rd., Suite C Midlothian, VA 23112 804-745-0104

#### C. F. Archer Associates

2976 Persse Rd. Lafayette, NY 13084 Phone/Fax: 315-677-3263 cfaa22@hotmail.com

#### \*BrassSmith House

The Center 59 Middlesex Tpk., Showroom 108 Bedford, MA 01730 781-275-1815 800-777-5743 (New England Only) Fax: 508-853-3903 brasssmith@charter.net

#### J. F. Hukill, Inc.

P.O. Box 23127 Lexington, KY 40523 859-576-2743 Fax: 859-263-5359

Fax: 404-525-7214

### The Weikels P.O. Box 4125

Greensboro, NC 27404-4125 336-292-0170 Fax: 336-299-7498 weikels@att.net - and \*Atlanta Gift Mart 230 Spring Street NW, Suite 1215 Atlanta, GA 30303 404-525-1184

#### Military Exchanges (World Wide) Bird Marketing

P.O. Box 8365 Virginia Beach, VA 23450 757-463-8018 Fax: 757-463-8092 Contact: Bud Bird jpetrock@birdmarketing.com

#### **MIDWEST**

Coyne's & Co.
Gift Connection, U.S.A.
7400 Boone Ave., North
Brooklyn Park, MN 55428
763-425-8666
800-336-8666
Fax: 763-425-1653
salesdpt@coynes.com
and
\*Coyne's & Co.
U.M.A.G.A. Trade Center

Orange Suite 339
10301 Bren Road West
Minneapolis, MN 55343
(Use Phone Number Shown Above).

#### \*Childers & Associates

Kansas City Merchandise Mart 6800 West 115 St., Suite 110 Overland Park, K\$ 66211 913-345-8844 800-341-6692 Fax: 913-345-8496 Office Phone/Fax: 913-338-2200

## \*Simpson Marketing, Inc.

1524 Merchandise Mart Chicago, IL 60654 312-467-6277 800-621-5943 Fax: 312-467-0727 simpson-m@msn.com

### John H. Evans Company

\*Columbus Gift Mart Showroom 238 1999 Westbelt Dr. Columbus, OH 43228 800-344-9253 Phone/Fax: 614-876-3087

#### NORTHWEST

#### \*Dick Gibson & Associates 6100 4th Ave. South, Suite 553 Seattlie, WA 98108 206-762-1404 800-828-4608 Fax: 888-711-5005

daa@dickaibson.com

#### SOUTHWEST

Rohr, Inc. 107 Grandview Dr. Mead, CO 80542 970-535-4866 800-845-2004 Fax: 970-535-4583 ghrohr@attglobal.net

Kingsley Sales & Marketing, Inc.

12069 E. Yucca Street Scottsdale, AZ 85259 480-551-3434 800-843-7850 Fax: 480-551-3435 kingcon@msn.com

\*SMI Associates (TX, AR, OK, LA)

1610 Trade Mart Dallas, TX 75207 214-741-7424 800-541-7429 Fax: 214-741-7434 nfishsmi@aol.com

#### WEST

(Northern California)

Peddlers Too

1478 35th Ave.
San Francisco, CA 94122
415-564-4352
Fax: 415-682-7530
jimpedlr2@sbcglobal.net

(Southern California)

The Newcombs, Inc. P.O. Box 765 Pacific Pallsades, CA 90272 800-245-5522 Fax: 310-454-4418 www.thenewcombs.com

and

\*505 LA Mart 1933 S. Broadway Los Angeles, CA 90007 Phone: 213-746-4545 Fax: 213-746-0098

Representatives Outside the U.S.A.

## R. M. Hall Proprietary Ltd.

131 Keys Road Moorabbin, Victoria Australia 3189 Phone: 61-3-9555-2844 Fax: 61-3-9555-0144 info@rmhall.com.au



FENTON

Handcrafted American Glass Artistry