

# Pansies on Cranberry

Decoration is rare on Cranberry glass, and the Pansies pattern has proven its staying power with continued high demand. The Pansies decorating process requires several painting steps, each followed by a trip through the lehr to make the decoration permanent. Layers of paint add texture to the surface of these fantastic Fenton collectibles.





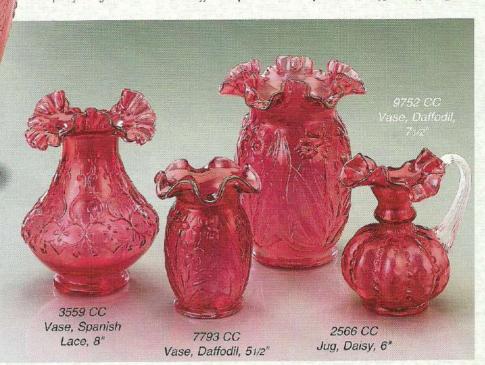


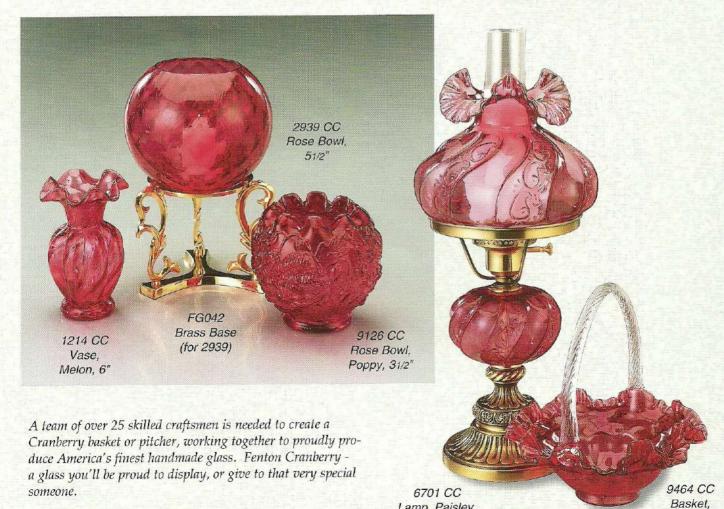
# Cranberry

2782 CC Feather Vase, 11"

1589 CC Box w/ lid, 5"

Fenton's most popular glass, Cranberry epitomizes the art of cased glass. Gold Ruby glass, produced with pure gold in the formula, is encased in a layer of crystal glass, then blown into various "spot" moulds to create an optic pattern specifically chosen to show off each particular shape, or to unify an offering.





Lamp, Paisley,

20"

Jacqueline, 81/2"

gold which are made and heated in ovens for approximately 12 hours. A small bud is then snipped off of the roll and attached to the end of a hollow blow pipe. It is smoothed and shaped to give it a uniform shape for even distribution before the layer of sparkling crystal is added and then blown into the final forming mould. Truly the most unique of glassmaking accomplishments! 9201 CC 1478 CC Lamp, Pillar, 30" Vase, Coin Dot. 81/2" 1434 CC Basket, Coin Dot, 8" Handcrafted Glass Artistry Since 1905

3504 CC Lamp, Gone with

the Wind, 23"

Cranberry glass begins with long Ruby Rolls containing

9202 CC Lamp, Gone with the Wind, 30"

#### Rose Garden

6859 EG Vase, 81/2"

5065 EG Cat, 5" One of Fenton's most popular handpainted decorations, "Rose Garden" maintains an unparalleled balance of design. The blushing and pinstriping offset the delicate roses to perfection and the use of color enhances the carefully-chosen shapes in this top-selling pattern.





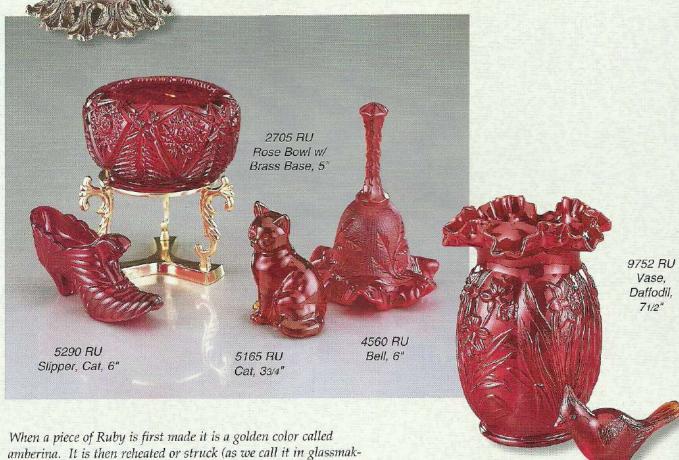
9101 RU Lamp, Gone with the Wind, 24"

# Ruby

Always exciting for special 40th anniversary gifts and holiday decorating, Fenton's Ruby has loaned its sparkle to an array of traditionally beautiful shapes. Requiring an extra firing to coax the deep gem color from its depths, rich Ruby will warm and brighten any room. A delight for Ruby collectors.



5245 RU Cardinal, 51/4"



ing terms) and the deep ruby color magically appears.







Save 3%! 0892 AS 14 Pc. Baby Gifts Assortment

> 5272 GU Praying Girl, 4"

Gifts every mother will treasure - - to be passed on when their child is grown.

5273 BP Praying Boy, 4"

#### Birthstone Bears

5151 W3

Our top volume category year in and year out. Each adorable handmade crystal bear has been adorned with a birthstone heart and comes with a cute message for each month. The perfect impulse item for any occasion that keeps on saying "I Love You."



5151 W1 - January 5151 W2 - February

5151 W3 - March

5151 W4 - April

5151 W5 - May

5151 W6 - June

5151 W7 - July

5151 W8 - August

5151 W9 - September 5151 X0 - October

5151 X1 - November

5151 X2 - December



#### Calendar Cats

5151 W1

0895 PK

Save 3% 0224 AS

Includes 4 each of 12 months

Our top-selling cat figurine in iridescent white with a sparkling birthstone collar. Each comes with a tag featuring a personality poem based on the personality traits of the horoscope. Each is given personality with handpainted eyes, ears and nose.

5165 W1 - January 5165 W2 - February

5165 W3 - March

5165 W4 - April

5165 W5 - May

5165 W6 - June 5165 W7 - July

5165 W8 - August

5165 W9 - September

5165 X0 - October 5165 X1 - November

5165 X2 - December



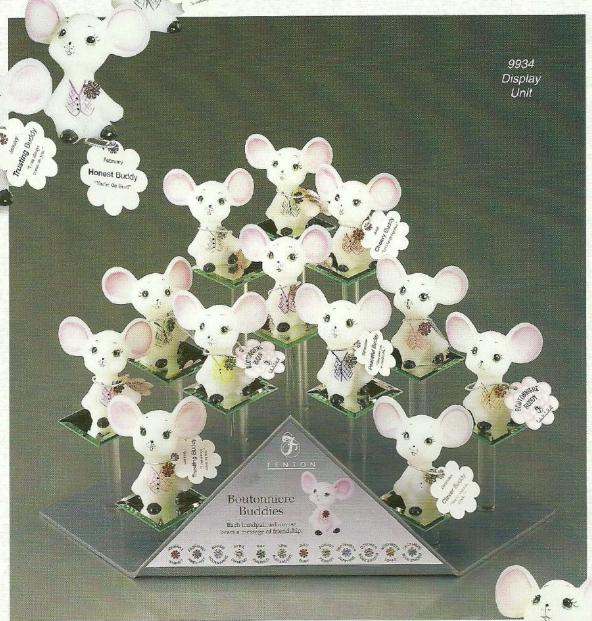
5165 W9

5248 W2

5248 W1

# Boutonniere Buddies

With brave hearts and twinkling eyes, Fenton's Boutonniere Buddies will nibble their way into your heart. Each handpainted mouse wears an Austrian Crystal birthstone boutonniere and bears a message of friendship.



5248 W1 - January

5248 W3

5248 W2 - February

5248 W3 - March

5248 W4 - April

5248 W5 - May

5248 W6 - June

5248 W7 - July

5248 W8 - August

5248 W9 - September

5248 X0 - October

5248 X1 - November

5248 X2 - December

0897 PK

27 Pc. Boutonniere Buddies Prepack

Includes 2 each of 12 months, 1 display unit and 2 FREE Mice (July and December)

> Save 3% 0990 AS

36 Pc. Boutonniere Buddies

Assortment

Includes 3 each of 12 months



5248 W9

#### The Secret Slipper the Legend The Legend of the Secret Slipper in our top-selling embossed rose 9295 JV Secret slipper. Each comes with a written legend that fits neatly inside the Slipper, 6" (Grapes on slipper. Great thank you gifts for that special person! Handpainted Opal Satin) and signed by the artist. 0881 AS 16 Pc. Secret Slipper Assortment 9295 JK Includes 2 each of 8 slippers. **Empress** Rose 9295 JC Spruce 9295 JQ Opal Satin Floral 9295 JP 9295 E2 Misty Blue Aquamarine 9295 EG Rose Garden 9295 JI Champagne the Legend The Medieval Legend of the Gift of Happiness Knights of Yore returned from the Crusades bearing beautifully decorated shoes for their loved ones. Because the slippers had magical powers to ward off evil and bring great happiness, they were given as tokens of the highest esteem to very special people. Fenton revives this lovely tradition with the Secret Slipper. Each is handpainted and comes gift boxed with the written legend included.

0868 AS
19 Pc. Secret Slipper Assortment
Includes 2 each of 8 slippers, a display
unit, plus 2 Free slippers.

FG056 Display Stand

# "The Language of Love" . . .

An anniversary and wedding gift with a story to tell. Each piece comes with a little brochure explaining the "Language of Love" story. It is packed in a nice white box for a very special gift that will be treasured for years to come.



8088 24 Candy w/ Cover, 8" 40th 4960 25 Bell, 6" 8088 24 Candy w/ Cover, 8" 8088 25 Candy W/ Cover, 8"

Sentimental Victorians shared their deepest feelings in a special language of flowers. Each known flower had its own meaning in this delicate art of communication. A young man would send a bouquet of jonquils if he desired "a return of affection." The lady might respond with snowdrops indicating "hope," or red tulips "declaring love."

"The Language of Love" revives this beautiful tradition in a loving anniversary message. Each of the flowers entwine to tell a story:

"The rose represents Love. Blue Violets mean Faithfulness while the Dogwood reflects the durability of a wonderful marriage. The Forget-me-nots remind us that True Love is everlasting."

"This wreath of love was created to represent the enduring strength in your marriage and is given to celebrate the day you were wed."





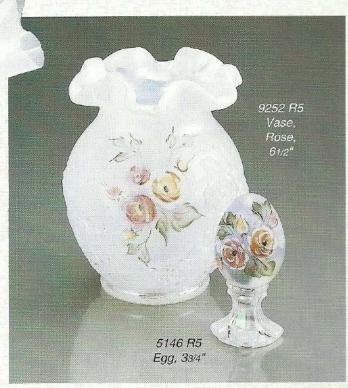


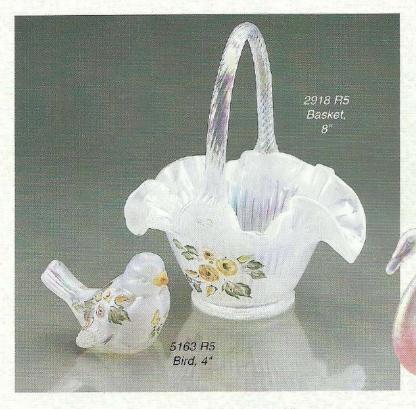


## Romance Collection

Fenton's Romance Collection is the essence of today's relaxed sophistication. Lovers celebrate occasions with gifts that last - pearls and vintage roses together create special believe in never-ending love in an ever-changing world.







Save 3%!
0866 AS
8 Pc. Romance Collection
Assortment

Perfect for wedding and amiversary gifts, each piece comes with a pretty matching Romance Collection card.

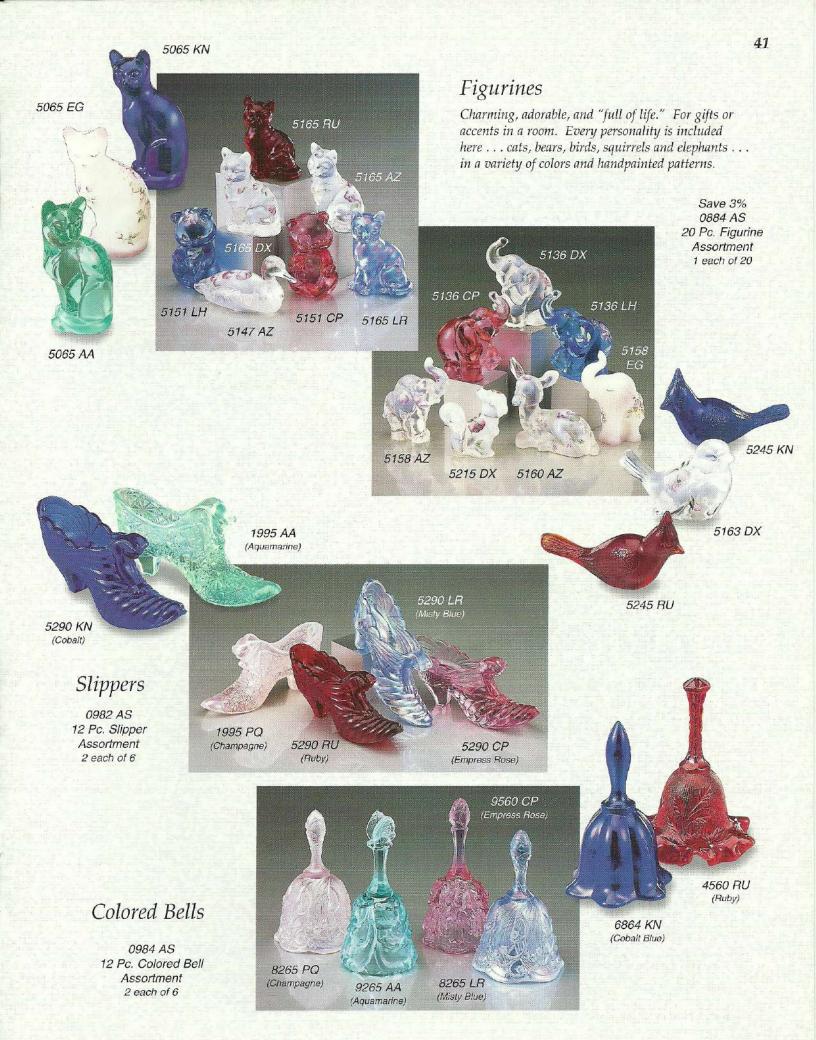
Commune College

5127 PQ

Swan, 5"w.

Pearlized glass and soft, textured roses enhance collectible shapes. Each piece is signed by the handpainting artist.

1127 R5 Bell, 6"



# Bell Medley

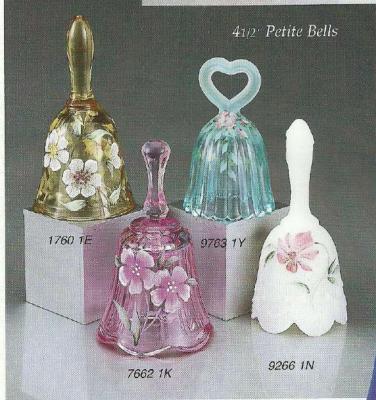
Colorful handpainted bells in a variety of shapes and sizes to win the hearts of all bell collectors. Designs are retired and replaced each year. All bells are completely handpainted and signed by the artist.



Save 3%
0859 AS
20 Pc. Bell Medley
Assortment
(Includes 1 each of 7 large
bells, 2 each of 6 petite
bells, one display stand.)

9995 - Displayer (not shown)





0865 AS 7 Pc. Large Bell Assortment (shown above)

6 1/2" Large Bells

0885 AS 6 Pc. Petite Bell Assortment (shown at left)



1760 1X

#### Rose Bowls

So versatile - rose bowls can be used for flower arrangements, as potpourri holders and candlelights. The stylized leaf design by Fenton designer Jon Saffell is offered in six colors with an accompanying brass base. The smaller historic patterns are offered in three colors also on a brass base. 5371 PY 5371 LK Available Rose Bowl Set. 6" Rose Bowl Set, 6" as Sets (Champagne) (Misty Blue) Only 5371 AA Rose Bowl Set, 6 (Aquamarine) 2705 RU Save 3% Rose Bowl 0894 AS Set, 5" 9 Pc. Rose Bowl w/Base Assortment (Ruby) 2706 LR (Misty Blue) 0886 AS 2706 PQ 14 Pc. Two-way Votive Rose Bowl Set, Assortment Lily of the Valley, 51/2" 2 each of 7 (Champagne)

5371 FM Rose Bowl Set, Leaf, 6" (French Opalescent)

5371 CP Rose Bowl Set, 6" (Empress Rose

Set, 6" (Empress Rose)

9596 AA 41/2" (Aquamarine)

9596 CP (Rose)

## Two-Way Candleholder

Offered in our top colors, the two-way candleholder holds a votive candle or turn it upside down for a taper candle.

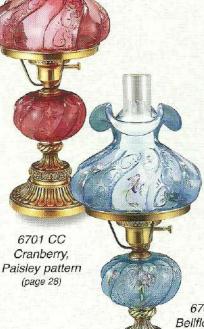
















9218 CC Cranberry, Rose pattern (page 29)



# FEMILIA GLESS THAT FACULT FOR LOSS A

## Educational Materials

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

> Save 20% 0949 PK 7 Pc. Starter Prepack

Save 12% 0465 PK 15 Pc. Educational Materials Prepack with Display Unit



History Books

9956 Third 25 Years FG098 - Comprehensive Price Guide

> 9982 Second 25 Years FG097 -Comprehensive Price Guide

Fenion Glass

by william heacock

Fenion Glass
The Second Twenty-Five Years

POSITION GIRESS AND AMOUNT FIVE HOUSE

The First Twenty-five Years 9908

First 25 Years FG096 -Comprehensive Price Guide

**Educational Materials** Display Unit

Fenion Glass

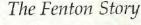
For ease in displaying Fenton educational books and pamphlets, a handsome revolving display unit.

> 9916 Fenton Educational Display Unit



FG100 Decade of the 80's Book

FG101 - Comprehensive Price Guide



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

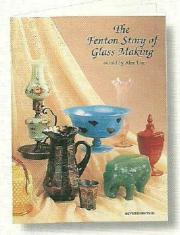
Save 10% - FG130

#### Fenton Collector Cards

Set of 16 Fenton Collector Cards featuring Fenton family, craftsmen, products and glassmaking processes. Each set is packed in a plastic holder for safe storage.



FG129 Collector Card Set



FG078 The Fenton Story

FG086 FG092 Annual

FG128

Special Issue (pack of 10)

Subscription (4 issues)

Subscription **Brochures** (pack of 20)

The Glass Messenger -Fenton's Quarterly Consumer Newsletter Subscribe to the Glass Messenger and receive 4 colorful issues, a storage binder and the opportunity to purchase the 1999 Subscriber Exclusive.

> See page 7 for more details!

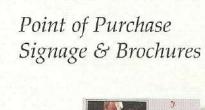


9928 Consumer, VHS 25 minutes



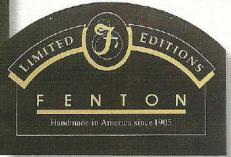
Videos -"Tour of the Fenton Factory"

> FG050 In-Store Use. VHS - 2 hr.





FG052 Fenton Logo Hanging Sign (24" x 16")



FG051 Limited Edition Hanging Sign (24" x 16")



9799 FO

Logo Glass,

5"W

Ad Slick Package



Glass Artistry Since 1905

9979 Artistry Sign (n/c)

FG037 Logo Sign, Acrylic

FG038 Window Sticker

#### Catalogs & Postcards

FG960 1999 Catalog (Retail)

FG961 1999 Price List (Retail)

FG085 Post Cards Featuring Fenton Glass (pack of 100)



9953 Artistry 5-color Brochures (pack of 30)



# Collector Club Information

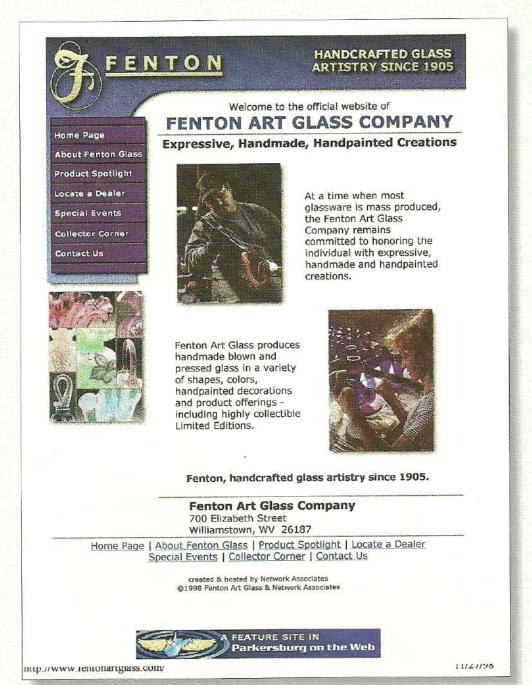
Fenton Collectors are invited to join one or all of the national organizations formed in celebration of Fenton Art Glass:

- The Fenton Art Glass Collector's of America (FAGCA)
- The National Fenton Glass Society (NFGS)
- Pacific Northwest Fenton Association (PNWFA)

9943

Advertising Slick Package (n/c)

FG005 Collector Club Applications (package of 12)



# We invite you to visit our website at http://www.fentonartglass.com

The Fenton website features information covering history, new product offerings, closest dealer locations, special events such as signing events, collector information and more. To be updated on a regular basis.



The newly constructed Fenton factory - 1907

The Fenton Art Glass Company was founded in 1905 by Frank L. Fenton and his brother John, in an old glass factory building in Martins Ferry, Ohio. Here, they painted decorations on glass blanks made by other firms. The Fentons had trouble getting the glass they wanted when they wanted it, and soon decided to produce their own. The first glass from the Fenton factory in Williamstown, WV, was made on January 2, 1907.

An artistic and creative man, F.L. Fenton strove to develop new and unusual colors and treatments to keep Fenton in the forefront of the handmade glass industry. During the '30's and '40's, Fenton Art Glass struggled to survive the Great Depression and war shortages. Fenton included production of mixing bowls and orange juice reamers to keep people working, but did not hold back on developing beautiful new colors.

Frank Leslie Fenton, Company Founder

In 1948, the top three members of Fenton's original management died - leaving brothers Frank M. Fenton (age 33) and Wilmer C. "Bill" Fenton (age 25) to run the company as President and Vice-President respectively. The next five years were rough ones, but then milk glass began to sell all over the country - hobnail milk glass became the company's bread-and-butter line for many years.

In February 1986, leadership of Fenton Art Glass passed to the third generation with George W. Fenton becoming President. Bill Fenton is Chairman of the Board, and Frank Fenton is retired, but both are at work every day as advisors, still very much involved in the company. F.L. Fenton's enthusiasm and pride have been carried down through the second, third and fourth generations of the Fenton family. Today there are 12 Fenton family members working together to manage The Fenton Art Glass Company. The company is the largest producer of handmade colored glass in the United States.





Photography by Jim Osborn Osborn Photographic Illustration Williamstown, West Virginia 26187

Lithography by Richardson Printing Corp. Marietta, Ohio 45750

# Fenton Representatives & Showrooms

#### U.S. REPRESENTATIVES

EAST drummers, inc.—Elements 130 West 30th Street—Suite 700 New York, New York 10001 212-465-8000 800-767-5616 FAX: 212-465-9320

\*drummers, inc.-Elements 225 Fifth Avenue Showrooms 829 & 823 New York, New York 10010 212-683-1107

C.F. Archer Associates R.D. 2, 2976 Persse Road Lafayette, New York 13084 315-677-3263 FAX: 315-677-3263

\*Encore Marketing The Center - Bldg. 1 59 Middlesex Tpk., Room 430 Bedford, Massachusetts 01730 781-275-2381 & 2382 800-536-2673 (New England Only) FAX: 781-275-4979

Ivystone Group 528 Trestle Place Downingtown, Pennsylvania 19335 610-873-1040 800-327-9036 FAX: 888-489-7866

CK Associates P.O. Box 23127 Lexington, Kentucky 40523 606-266-2171 800-318-6910 (Kentucky Only) FAX: 606-266-2171

Military Exchanges (World Wide) Bird Marketing P.O. Box 8365 Virginia Beach, Virginia 23450 757-463-8018 FAX: 757-463-8092 Contact: Bud Bird The Weikels
P.O. Box 4125
Greensboro, North Carolina
27404-4125
336-292-0170
FAX: 336-299-7498
and
\*Atlanta Gift Mart
230 Spring Street NW
Suite 1213
Atlanta, Georgia 30303
404-525-1184
FAX: 404-525-7214

MIDWEST
Coyne's & Co.
Gift Connection, U.S.A.
7400 Boone Avenue, North
Brooklyn Park, Minnesota 55428
612-425-8666
800-336-8666
FAX: 612-425-1653
and
\*Coyne's & Co.

Coyne's & Co.
U.M.A.G.A. Trade Center
Orange Suite 339
10301 Bren Road West
Minneapolis, Minnesota 55343
Use Phone Number Shown Above

Childers & Associates \*Kansas City Merchandise Mart 6800 West 115 Street, Suite 110 Overland Park, Kansas 66211 913-345-8844 1-800-341-6692 FAX: 913-345-8496

\*Simpson Marketing, Inc. 1524 Merchandise Mart Chicago, Illinois 60654 312-467-6277 800-621-5943 FAX: 312-467-0727 John H. Evans Company 240 Raven Spur Powell, Ohio 43065 614-876-3087 800-344-9253 FAX: 614-876-3087 and \*Columbus Gift Mart Showroom 238 1999 Westbelt Drive Columbus, Ohio 43228 614-876-3087

\*Jack Walsh & Associates Suite A-180, Lower Level Northville Square 133 West Main Northville, Michigan 48167 248-348-7930 800-922-7286 (In Michigan Only) FAX: 248-347-0755

SOUTHWEST Koch-Bailey & Associates 9226 N. Fifth Avenue Phoenix, Arizona 85021 602-870-9429 FAX: 602-371-8387 and

\*Koch-Bailey & Associates Denver Merchandise Mart 451 E. 58th Avenue Suite 1267, Box 28 Denver, Colorado 80216 303-297-0817 800-759-7015 FAX: 303-740-7830

\*SMI Associates 1610 Trade Mart Dallas, Texas 75207 214-741-7424 800-541-7429 FAX: 214-741-7434 NORTHWEST
\*Dick Gibson & Associates
6100 4th Avenue South
Suite 553
Seattle, Washington 98108
206-762-1404
800-828-4608 (Regional Only)
FAX: 888-711-5005

WEST (Northern California) Peddlers Too 1478 35th Avenue San Francisco, California 94122 415-564-4352 FAX: 415-682-7530

(Southern California)
\*Tavlin Sales
L.A. Mart
Showroom 545-546
1933 S. Broadway
Los Angeles, California 90007
213-741-9787
800-429-2020
FAX: 213-741-9790

REPRESENTATIVES OUTSIDE THE U.S.A.

R.M. Hall Proprietary Ltd. 104-124 Dudley Street West Melbourne, Victoria Australia 3003 61-3-9329-9799 FAX: 61-3-9328-1467

David R. Dautovich
Design Connection
International
125 MacDonald Avenue
P.O. Box 37
Acton, Halton Hills
Ontario, Canada L7J 2M2
519-853-3200
FAX: 519-853-3201

\* Permanent Showroom