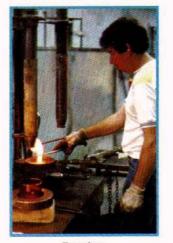




Blocking

In an age of mass production, Fenton Art Glass remains unique, reflecting the charm and graciousness of another age. Each piece begins as a fiery gob of molten glass and is created with pride by master craftsmen using techniques and tools that are centuries old.







Blowing

Pressing

Handling

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How to get around the Order Blank

Page 1 has a number of special groupings; Limited Items, Special Occasion Groupings, Anniversary Birthstone Bears, small assortments, and assortments. Page 2 begins with assortments and prepacks, then beginning with Cranberry (CC) all groupings are listed in alphabetical order by color code. So look at the last 2 letters or numbers after the four digit ware # and find it in alphabetical order. Then within each color code the items are listed in numerical order.











... Today's top selling decorator color. So at home in any decor, it is the perfect gift without the worry, "Will it fit into their color scheme?" A dichroic color, it looks best under warm natural fluorescent, incandescent or natural light.













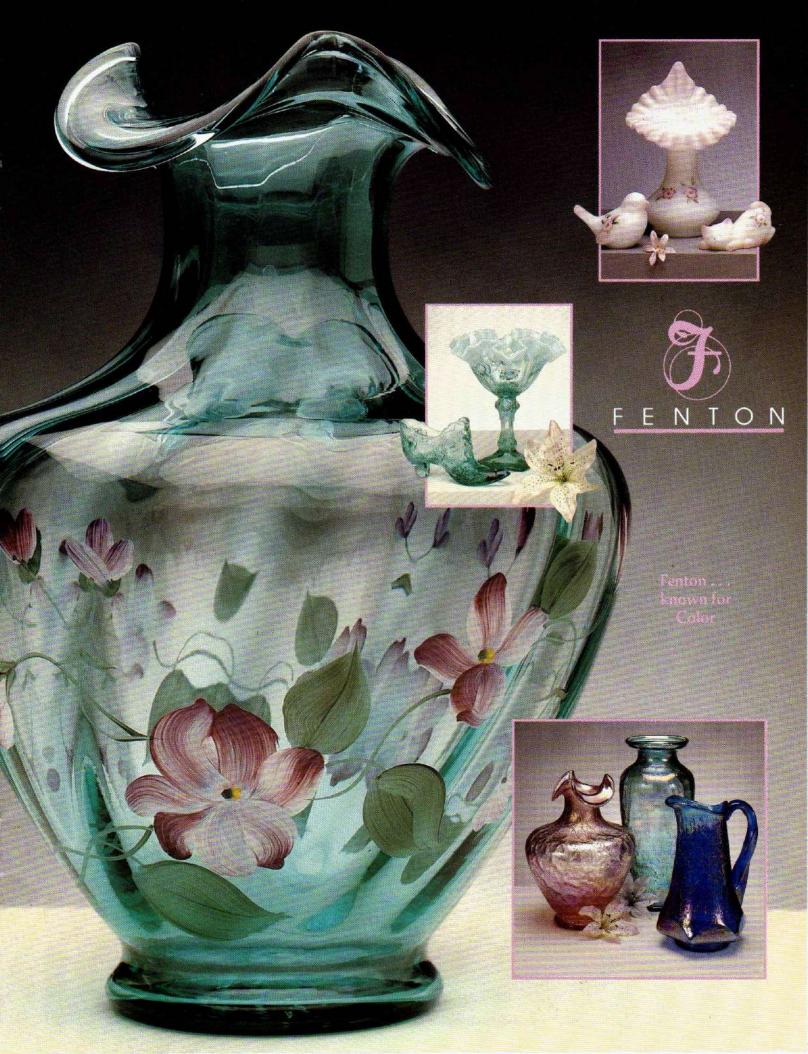
Mulberry is a blend of gold ruby and an outer layer of azure blue skillfully combined to bring you an exciting lavendar glass which shades to a lustrous cranberry edge.

Mulberry . . . truly an art glass; distinctively Fenton.











Save 5%!

0226 AS

17 Fe. Sea Mist

Grant Vining Carden

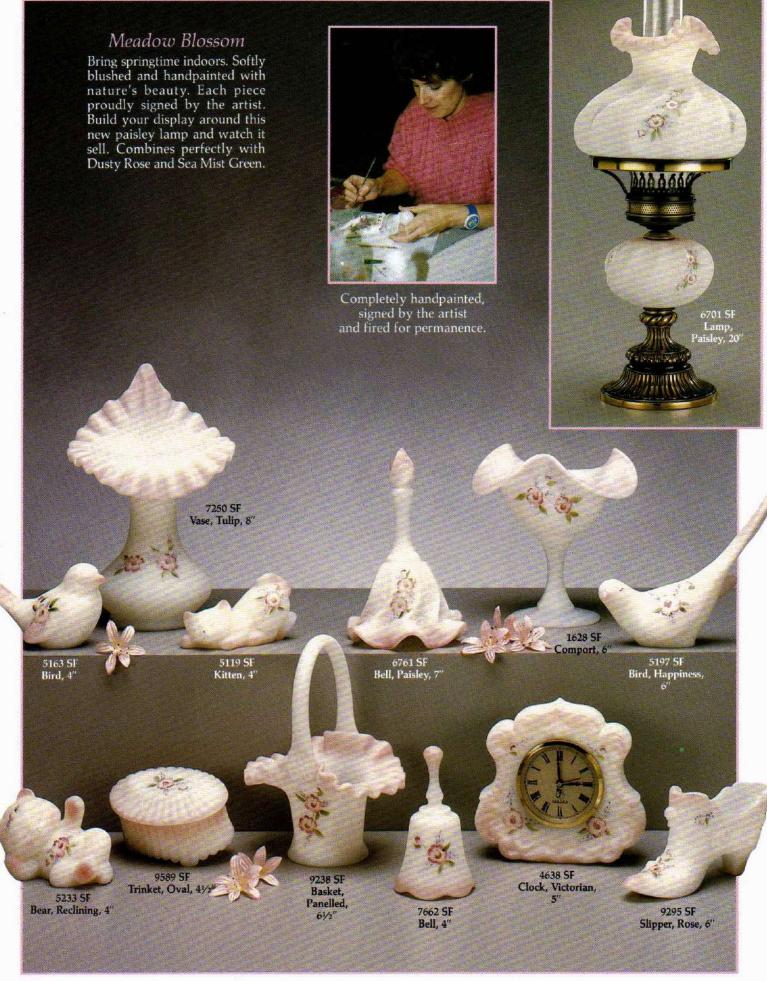
Assortment

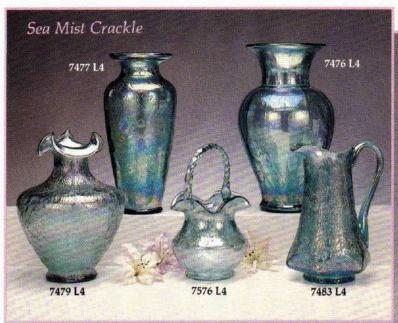
(Refer to order
blank for
assortment
make-up.)











7476 P8

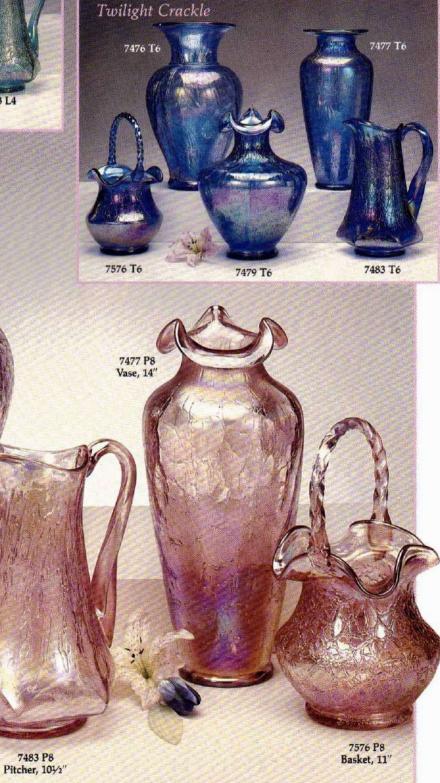
Vase, 141/2'

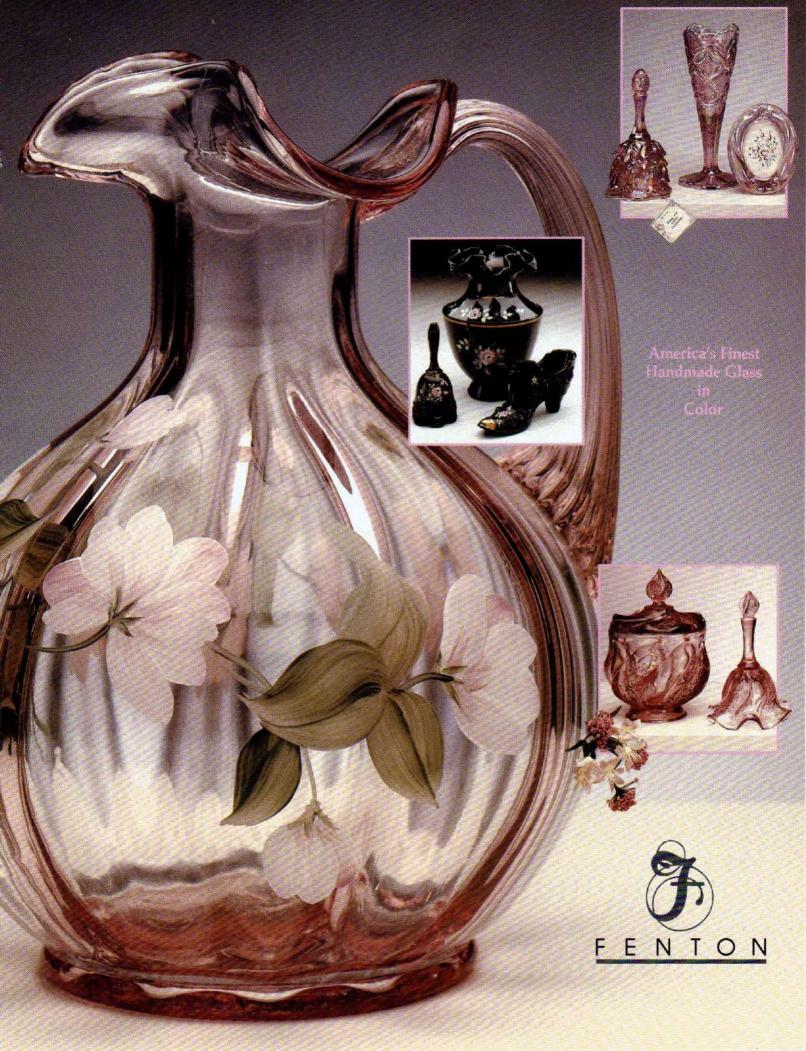
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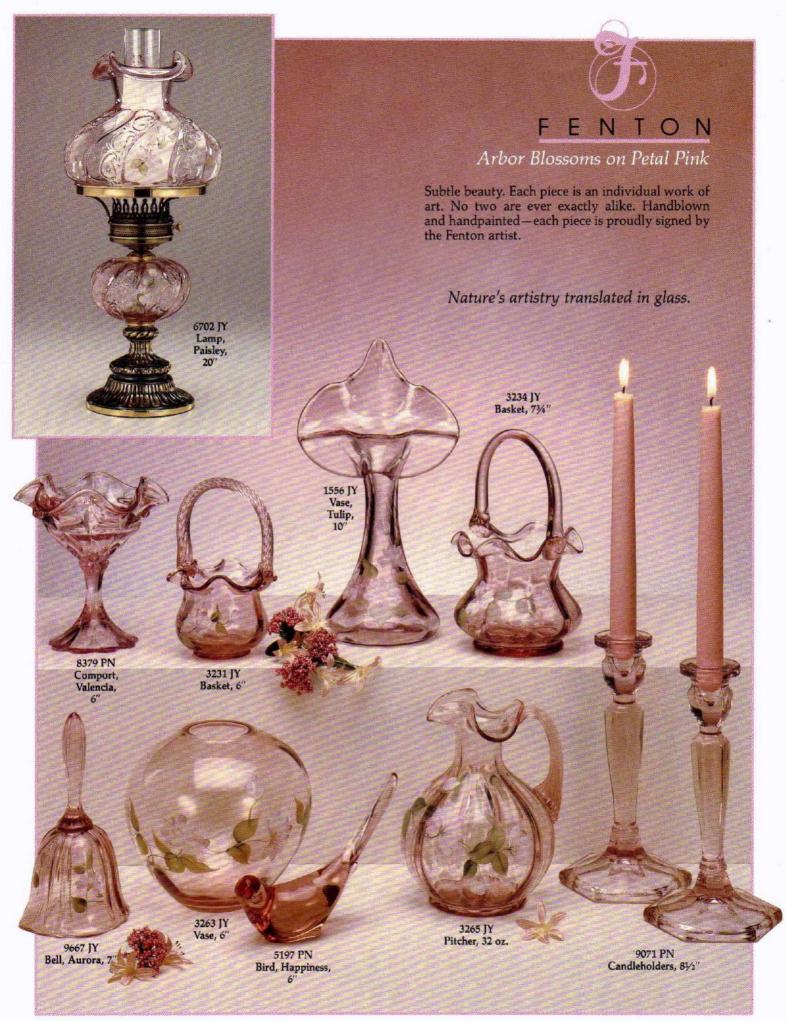
Vase, 10½"

Crackle Glass

Fenton "Crackle Glass"—Powerful statements in Pink, Blue and Green. To dominate and capture the focus of attention in any room setting. The reflective qualities of this unusual glass give each creation a special dimension and gem-like appeal.



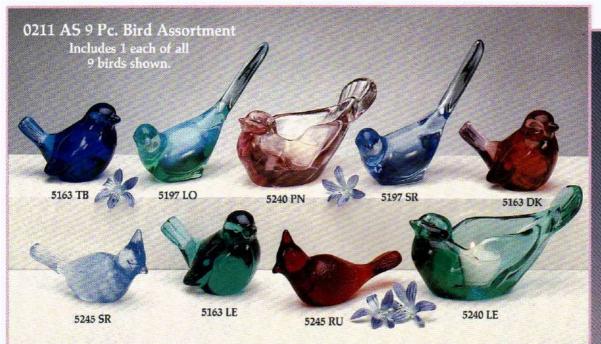












Bird Watcher's Dream—

an ornithologist's delight. They'll literally fly off the shelves!

Cat Capers Cats are now the #1 pet in America—over 59 MILLION strong! In addition to being purr-fect accents, cats are one of the top collectibles. Completely housebroken and each with its own "purr-sonality". Sit right down and write yourself a litter.







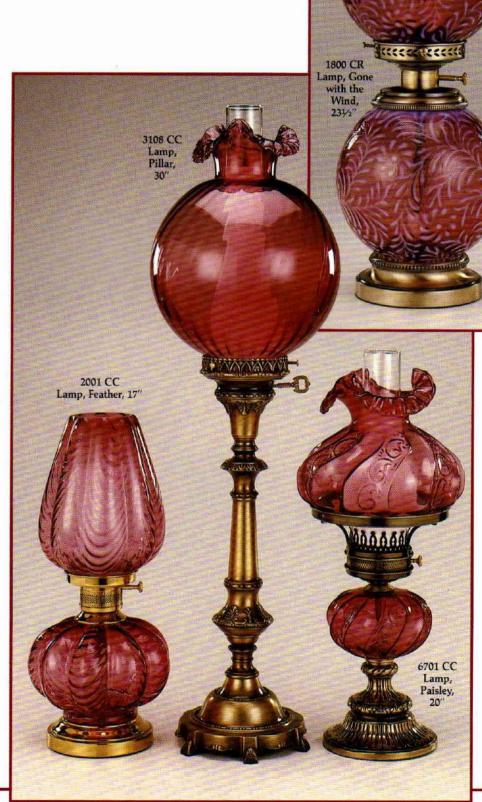


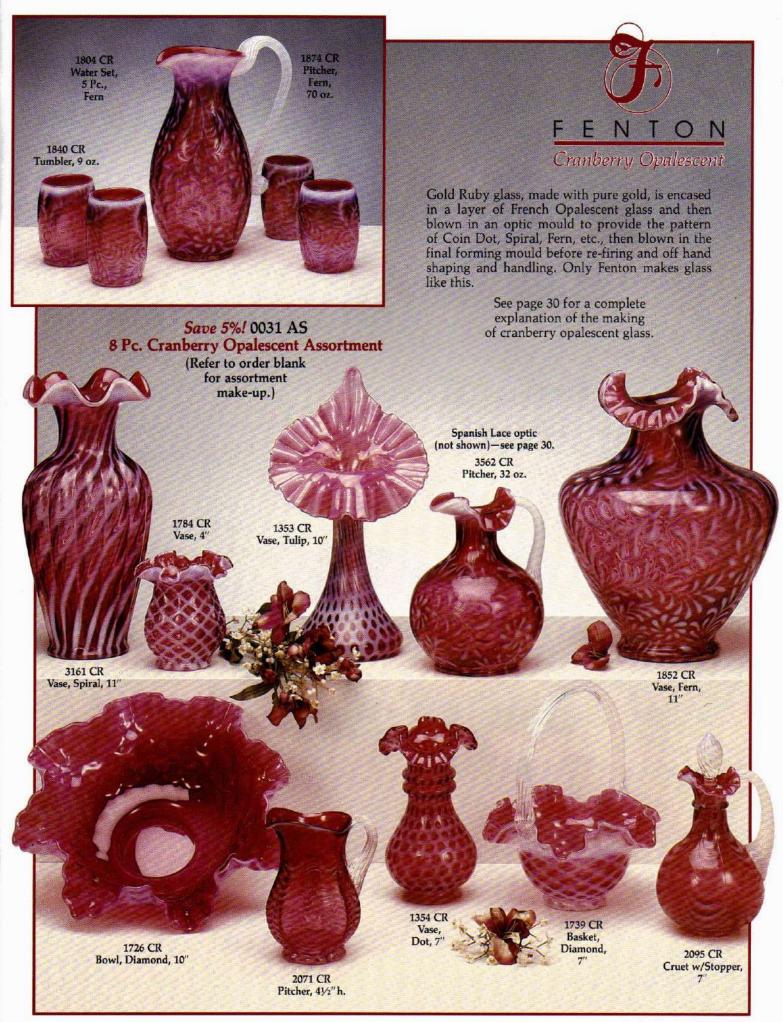


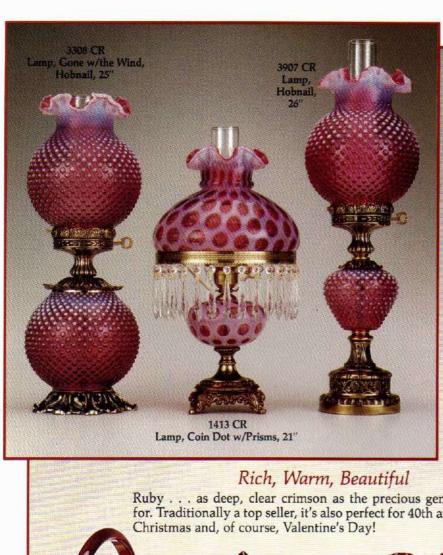
Fenton Lamps -

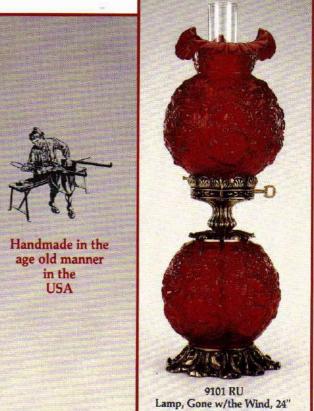
glassmaking artistry at its finest. Build your display around your Fenton lamps. They are the largest dollar volume pieces in our line—and they really do sell. "Big ticket" items can be the secret to a large increase in your annual sales.













Red Carnival

In unusual designs and decorative patterns, some new and some from the distant past. One of the most sought after of antique carnival glass colors that commands the highest prices on the collector's market. Created in Fenton's inimitable style to bring beauty into the homes of America and to bring joy to the Red Carnival Glass collector.

Fenton Red Carnival is made with Ruby glass and iridized with a special metallic salt formula. Occasionally there will be unusual colorations because of the way the ruby strikes and some pieces will have an amberina effect. These variations will be searched out by the collector as being the most rare of the collection.

> Iridescent glass, the original name for Carnival glass, was one of The Fenton Art Glass Company's major products from 1907 until

Columbus Quincentennial To celebrate the 500th anniversary of the founding of America! Our Columbus Bell has three panels featuring the bust of Columbus, the ship and the wording "Discovery of America, 1492-1992".







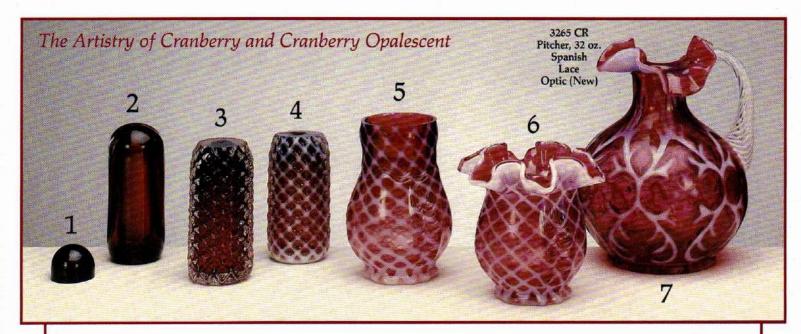
8230 RN

Bon Bon,

5171 RN Butterfly on Stand, 41/2"

9185 RN Candy w/Cover, Panelled Daisy 83/4

Basket, Peacock & Dahlia 51/2" h.



Truly the most unique of glassmaking accomplishments! Fenton Cranberry is achieved by a lengthy process requiring artistry, skill, technology and team work. Working together as a team, it takes up to 18 skilled craftsmen to make a basket or pitcher!

Cranberry glass begins with long Ruby Rolls containing 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 color distribution.

2

The Ruby bud is then taken to a glass tank with crystal glass (or French opalescent glass for Cranberry opalescent) where a layer of crystal is gathered over top.

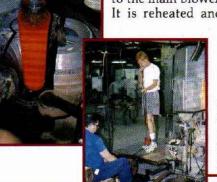
The blocker then rolls the molten gob in hot soapy water to give it uniformity and lubrication. He then blows the first air bubble into the glass.



3-4

The gob is then reheated and blown into a spot mould to put the optic pattern on the piece. (4)-The opalescence comes out when the French opalescent is heated. So the protruding pattern receives more heat than the sunken areas causing the molecules to grow and turn white. This gives us the opalescent pattern.

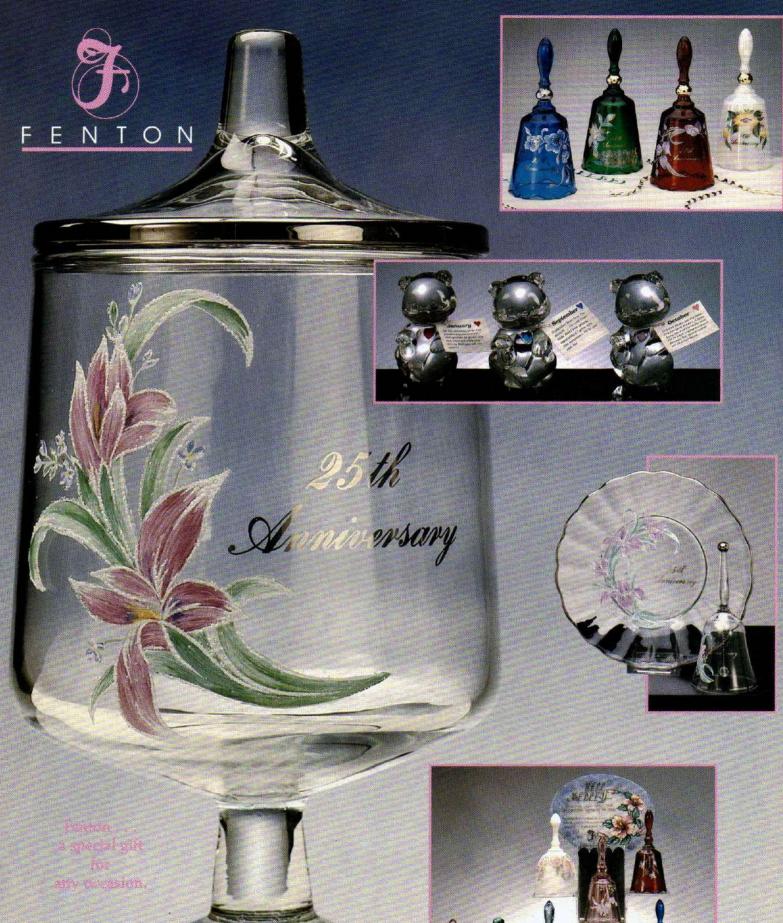
After the optic pattern has been put on the piece, it is taken to the main blower. It is reheated and



dropped into the final forming mould and blown out into the shape of the mould.

6-7

Once the piece has been blown into the forming mould, the bubble (called the overblow) is scraped off the top and reheated. It is given to the finisher who puts the ruffled crimp on the edge. It is then given to the handler to apply the handle if it is a basket or pitcher.









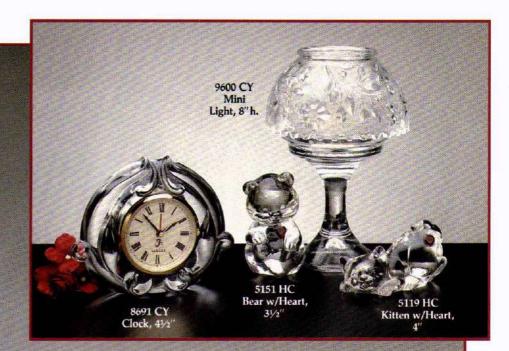




FENTON

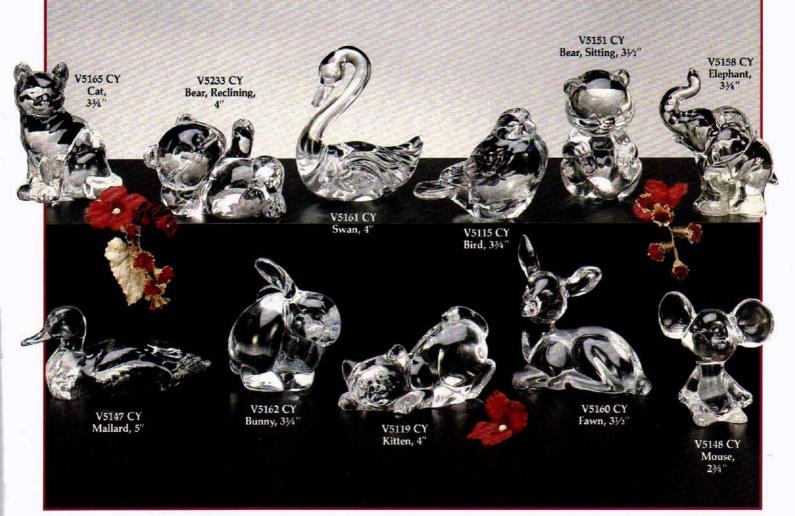
Heartthrob Animals and Crystal

Each winsome little heartthrob creature says "I love you" with its ruby heart. The mini light and alarm clock in sparkling crystal add function and beauty to any room.



Crystal Pets

Whimsical Glass Pets by Fenton. Handmade crystal animals, polished to sparkle and shine as the stars of the show. Simply sensational gift giving at a magic price. Save 5%! V0646 AS 22 Pc. Crystal Pets Assortment (Includes 2 each of 11 animals.)





Colorful Bear Accents

Playful, winsome, engaging, charming, etc, etc. Sure to sell and "bring joy to the giver and the receiver."



Captured Dreams Since the beginning of time, the Unicorn's legends of magic and virtue have been passed down from generation to generation. The Fenton Art Glass Co. has handcrafted this unicorn to represent a wish, a dream, a way to seek what is just beyond our grasp. Each Unicorn bears a Swarovski crystal on a 14K gold chain. A tag explains the wish each special crystal brings; strength, joy, love, excitement, tranquility and cheer.



(Strength) Topaz—5253 H8 (Joy) Sapphire—5253 K8 (Tranquility) Aquamarine—5253 Q8 (Excitement) Ruby—5253 U8 Display Stand—9949

(Love) Amethyst—5253 C8 (Cheer) Emerald—5253 E8

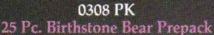


FENTON

Birthstone Bears

Say "I Love You" with these winsome little creatures that just keep on saying "those three little words" forever.

Each adorable handmade crystal bear has been adorned with a birthstone heart—and comes in a 25 piece assortment with the attractive display unit and a cute message for each month. Suggest you order extra stock now to guarantee continuous sales. You'll need 'em!



Includes two each of the 12 months, one FREE Bear and a display unit. Sell FREE Bear and offset cost of display unit.



Save 5%l 0224 AS 48 Pc. Birthstone Bear Assortment (Includes 4 each of 12 months.)

Each sparkling Bear Cub is gift boxed and tagged with its own personality poem.



January Bear—5151 W1 (Garnet) February Bear—5151 W2 (Amethyst) March Bear—5151 W3 (Aquamarine) April Bear—5151 W4 (Diamond) May Bear—5151 W5 (Emerald) June Bear—5151 W6 (Alexandrite) July Bear—5151 W7 (Ruby) August Bear—5151 W8 (Peridot) September Bear—5151 W9 (Sapphire) October Bear—5151 X0 (Rose Zircon) November Bear—5151 X1 (Topaz) December Bear—5151 X2 (Blue Zircon) Display Stand—9946

October









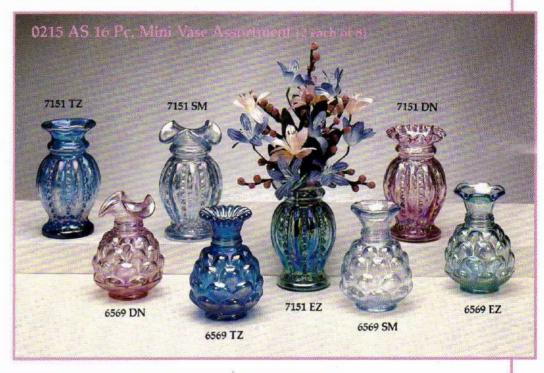


Colorful Accents At Affordable Prices

Pearlized Mini Vases

Beaded Melon and Jacqueline pattern mini-vases in an array of iridescent Fenton colors. For a small bouquet that will accent that little spot that needs an added touch.

> Handmade in the USA





Mini Baskets

Tiny Baskets made in famous Fenton colors. The same craftsmanship and so collectible and adorable. Start your customers collecting now because there will be more later on.

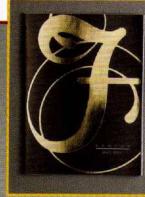


Point of Purchase Educational Materials

Founded in 1905, the Fenton Art Glass company has an interesting history and glassmaking story for all collectors and future collectors.

Sell the components of this display unit of educational materials and watch your Fenton business build.





The Artistry of Fenton

An informative point of purchase brochure to educate your cus-tomers on the uniqueness of Fenton.

> 9957 Artistry Brochure (pack of 35)



Handmade in the age old tradition

Fenion Glass

The Third Twenty-Five Lears

Fenion Class

The Second Twenly-Five Years

Fenion Glass

The First Twenty-[ive Years







America's Finest Handmade Glass in Color

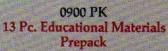


Fenton Glass Making Video

Experience the magic of glassmaking with this informative video.

9941 - Video. 13 minute - VHS

9942 - Video, 24 minute - VHS



Includes 2 each of the 1st, 2nd and 3rd 25 year books, 2 each of 2 versions of videos, 2 packs of 35 artistry brochures, and 1 FREE Fenton logo (9799 FO).



Identify your Fenton Limited Editions with this stunning

logo sign.



Fenton's distinctive company signature in French opalescent.

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*Encore Marketing The Center—Bldg. 1 59 Middlesex Tpk., Room 108 Bedford, Massachusetts 01730 617-275-2381 or 2382 800-272-6767

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