

FAX 1-304-375-6459 / DUNS 431-9935 **ORDERS ONLY 1-800-933-6866 / CUSTOMER SERVICE ONLY 1-800-933-6766** / (Except in WV, AK and HI)  
**MINIMUM OPENING ORDER: \$300 / MINIMUM REORDER: \$100**

**TERMS: 1% 15 days. Net 30 days. Interest of 1 1/2% per month to be charged on past due accounts. F.O.B. Factory. Freight Collect.**

SOLD TO		CUSTOMER DEPARTMENT		CUSTOMER P.O. NUMBER		CONFIRM? <input type="checkbox"/> Attached	
		ORDER DATE		REQUESTED SHIP DATE		<input type="checkbox"/> Hold For	
		ROUTING Will ship best & cheapest unless specified		REPRESENTATIVE		<input type="checkbox"/> Not Nec.	
		INSTRUCTIONS				NEW CUST? <input type="checkbox"/> YES <input type="checkbox"/> NO	
SHIP TO		ZIP CODE				BREA KAGE 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. <input type="checkbox"/> Accept <input type="checkbox"/> Refuse Name _____	
		BUYER'S NAME					
		TELEPHONE NO.		FAX NO.			
		ZIP CODE		MARK CARTONS			
ORDER NUMBER		RECEIVED DATE (stamped)		SRC		CUSTOMER NUMBER	
REQ. SH. DATE		CANCEL DATE		SCHED. WEEK		REPRESENTATIVES	
SALES GL		AR GL		R / T		TAX CODE	
1 2 3		R T		1 2		PRICE CODE	
PRICE MULT		L.I. DISC		INV. DISC		INS	
Y N		Y N		Y N		Y N	
HOLD		SHP. INV		P/C		OE	
Y N		Y N		CR		KEY	
HOLD		SHP. INV		Y N		CHK	
Y N		Y N		Y N		Y N	
COMMENTS (limit 10)		MARK CARTONS		RET ORDER TO			
968 976 922							
FREE FORM SPECIAL INSTRUCTIONS		SPEC		WHOLESALE ORDER TOTAL			
( )		Y N					

**VALENTINE'S DAY 1997 (Minimum \$100.00)**  Weeks 12/16 - 12/27  Weeks 1/6 - 1/17  Weeks 1/20 - 1/31

PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.	PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.	PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.								
<b>LIMITED EDITIONS</b>																															
S1	12 Pc. Lid. Asst.(5%)	(a)	1	0470 AS	900	559.50		S2	Vase, Hex 9"	a	1	3059 PD	916	42.50 *		S4	Oval, 5"L (Champ)	a	1	5783 PY	940	9.75 *									
BURMESE - (LIMITED BY NUMBER)																															
S1	Vanity Set, 7"w(2000)	a	1	2905 BG	901	112.50 *		S2	Bell, 6"	a	1	4629 PD	917	19.25		S4	Heart, 4" (D. Rose)	a	1	5786 DN	941	9.75 *									
S1	Girl Fig. 8" (2000)	a	1	5141 BG	902	37.50 *		S2	Bear, Sit, 3 1/2"	a	1	5151 PD	918	11.75		S4	Heart, 4" (Misty Blue)	aa	1	5786 LK	942	9.75 *									
MARY GREGORY ON CRANBERRY (LIMITED BY NUMBER)																															
S1	Guest set, 7" (1500)	a	1	1500 DI	903	94.50 *		S2	Cat, 3 1/2"	a	1	5165 PD	919	11.75		S4	Heart, 4" (Champ)	aa	1	5786 PY	943	9.75 *									
S1	Fairy Light, 5" (1500)	a	1	1505 DW	904	39.50 *		S2	Butterfly, 4" L	a	2	5170 PQ	920	9.25		S4	Oval, 5"L (White)	a	1	9589 XR	944	13.00 *									
S1	Basket, 8" (1500)	a	1	1539 DQ	905	57.50 *		S2	Basket, Lily/Valley 8"	a	1	8437 PQ	921	17.50		SPRING ANGELS															
CRANBERRY OPALESCENT (LAST DAY TO ORDER: 3/31/97)																															
S1	Pitcher, 6 1/2"	a	1	2169 CR	906	44.50 *		S2	Rose Bowl, 5 1/2"	a	1	8453 PQ	922	11.75		S4	8 Pc. Asst.	(a)	1	0474 AS	945	117.50									
S1	Puff Box, 4"	a	1	4950 CR	907	39.50 *		S3	Candy Covered, 9"	a	1	8484 PQ	923	19.75		S4	Angel Bell, 5 1/2" (M. Blue)	aa	1	5144 B1	946	13.75 *									
S1	Hat Basket, 7"	a	1	4965 CR	908	39.50 *		FIELD FLOWERS & CHAMPAGNE SATIN																							
JEWELRY (LIMITED BY NUMBER)																															
S1	Pendant & Box Set(2500)	aa	1	9486 PQ	909	32.50 *		S3	12Pc. Asst. (3%)	(b)	1	0472 AS	924	183.75		S4	Angel Bell, 5 1/2" (Cry)	aa	1	5144 C1	947	13.75									
MINIATURES (LAST DAY TO ORDER: 3/31/97)																															
S2	Punch set, 5 Pc., 3 1/2"	aa	1	6800 EZ	910	29.50 *		S3	Bell, 6 1/2"	b	1	1145 PI	925	17.50 *		S4	Angel Bell, 5 1/2" (Floral)	aa	1	5144 M1	948	17.50									
S2	Cup w/hook	2	6829 EZ	911	3.75 *			S3	Vase, Melon, 6"	b	1	1214 PI	926	19.75 *		S4	Angel Bell, 5 1/2" (Champ)	aa	1	5144 P1	949	13.75									
COLORS & THEMES																															
MEADOW BEAUTY & CHAMPAGNE SATIN												TRINKET BOXES																			
S2	10 Pc. Asst.(3%)	(a)	1	0471 AS	912	199.50		S4	12 Pc. Trinket Asst.	(a)	1	0473 AS	936	126.75		ROMANCE COLLECTION															
S2	Basket, 7 1/2"	a	1	1219 PD	913	37.50		S4	Heart, 4" (White)	aa	1	5780 EG	937	13.00		S5	10Pc. Romance Asst.(3%)	(a)	1	0475 AS	950	179.25									
S2	Lamp, Student, 18"	1	2719 PD	914	122.50 *		S4	Oval, 5"L (Crys)	a	1	5783 W1	938	9.75 *		S5	Basket, 7 1/2"	aa	1	4639 RW	951	22.50 *										
S2	Vase, 6"	a	1	3055 PD	915	24.75 *		S4	Bell, Lily-Valley, 6"	b	1	8265 PQ	933	10.00		S5	Happiness bird, 5 1/2"	a	1	5197 RW	952	17.50 *									
ORDER BY 12/13/96 AND EARN SPECIAL DISCOUNTS AND DATING! \$ 350.00 = 5% discount, terms 1% 15, net 45 days! \$ 850.00 = 8% discount, terms 1% 15, net 45 days! \$ 1250.00 = 10% discount, terms 1% 15, net 45 days! (Combine Valentine's and Easter totals for volume discounts.) Each order must meet \$100 min.																															
*NEW for '97												a's indicate qty. in assort.																			
(Minimum \$100.00) TOTAL COST												Discount based on total dollars to one location (Refer to special terms.)																			
LESS _____ %												NET COST																			

**Valentine's and Easter orders SHIPPED and BILLED separately.**

<b>EASTER 1997 (Minimum \$100.00)</b> <input type="checkbox"/> Weeks 2/3 - 2/14 <input type="checkbox"/> Weeks 2/17 - 2/28 <input type="checkbox"/> Weeks 3/3 - 3/14																															
PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.	PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.	PG.	DESCRIPTION	ASST. MIN.	WARE #	SP #	PCS.	COST	EXT.								
<b>FIGURINES</b>																															
FOLK ART ANIMALS (LAST DAY TO ORDER: 3/31/97)																															
S6	4 Pc. Asst.	(a)	1	0476 AS	961	141.00		S7	Bunny, 3 1/2"	aa	1	5162 TJ	982	11.75 *		S8	Basketw., 5" (M. Blue)	a	1	9304 L5	1004	16.75 *									
S6	Rooster Box, 8 1/2"	a	1	4680 NJ	962	47.50 *		S7	Cat, 3 1/2"	aa	2	5165 LE	983	7.50		S8	Basketw., 5" (Champ.)	a	1	9304 QY	1005	16.75 *									
S6	Bunny Box, 7"	a	1	4683 NU	963	44.50 *		S7	Cat, 3 1/2"	aa	2	5165 LR	984	8.25 *		S8	Fabergé, 5 1/2" (M. Blue)	a	1	9404 LK	1006	12.50 *									
S6	Hen on Nest, 5"	a	1	5186 NE	964	24.50 *		S7	Duckling, 3"	aa	1	5169 TJ	985	11.75 *		S8	Fabergé, 5 1/2" (Champ.)	a	1	9404 PY	1007	12.50 *									
S6	Rooster, 5 1/2"	a	1	5292 NO	965	24.50 *		S7	Rooster, 2 1/2"	aa	2	5265 LK	986	4.25 *		S8	Strawberry, 5" (D. Rose)	a	1	9407 DN	1008	12.50									
PASTEL ANIMALS & BOXES																															
S6	16 Pc. Asst. (3%)	(a)	1	0477 AS	966	173.25		S7	Rooster, 2 1/2"	aa	2	5265 PY	987	4.25 *		S8	Strawberry, 5" (Cry.)	a	1	9407 W1	1009	12.50									
S6	Rooster Box, 8 1/2"	a	1	4680 LR	967	24.75 *		S7	Bunny, 2 1/2"	aa	2	5275 LK	988	4.25 *		<b>EASTER LIMITED EDITIONS</b>															
S6	Rooster Box, 8 1/2"	a	1	4680 PQ	968	24.75 *		S7	Bunny, 2 1/2"	aa	2	5275 PY	989	4.25 *		S8	Hen Egg Plate (950)	1	5188 TJ	1010	57.50 *										
S6	Bunny Box, 7"	a	1	4683 LR	969	22.50 *		<b>BASKETS &amp; FAIRY LIGHTS</b>																							
S6	Bunny Box, 7"	a	1	4683 PQ	970	22.50 *		EASTER BASKETS																							
S6	Hen on Nest, 5"	a	1	5186 LR	971	12.50 *		S7	12 Pc. Asst.	(a)	1	0479 AS	990	180.25		COLLECTIBLE EGGS (LIMITED: 2500 EACH)															
S6	Hen on Nest, 5"	a	1	5186 PQ	972	12.50 *		S7	Teardrop, 4 1/2"	a	2	2776 LK	991	9.75 *		S8	15 Pc. Egg Asst.(5%)	(a)	1	0481 AS	1011	320.25									
S6	Rooster, 2 1/2"	aa	2	5265 LK	973	4.25 *		S7	Strawberry, 6 1/2"	a	1	2778 LK	992	12.50 *		S8	Iris w/gold, (SeaMist)	aa	1	5145 7T	1012	22.50 *									
S6	Rooster, 2 1/2"	aa	2	5265 PY	974	4.25 *		S7	Strawberry, 6 1/2"	aa	1	2778 PY	993	12.50 *		S8	Daisy w/gold, (M. Blue)	aa	1	5145 7U	1013	22.50 *									
S6	Bunny, 2 1/2"	aa	2	5275 LK	975	4.25 *		S7	Peacock, 8"	a	1	4634 LK	994	18.75 *		S8	Viola (D. Rose)	aa	1	5145 7V	1014	19.50 *									
S6	Bunny, 2 1/2"	aa	2	5275 PY	976	4.25 *		S7	Peacock, 8"	aa	1	4634 PY	995	18.75 *		S8	Lighthouse(White)	aa	1	5145 7W	1015	22.50 *									
S6	Rooster, 5 1/2"	a	1	5292 LR	977	12.50 *		S7	Leaf, 10"	a	1	6539 LK	996	23.75 *		S8	Roses (Ivory)	aa	1	5145 7X	1016	19.50 *									
S6	Rooster, 5 1/2"	a	1	5292 PQ	978	12.50 *		S7	Leaf, 10"	a	1	6539 PY	997	23.75 *		S8	Rooster (Spruce)	aa	1	5145 7Y	1017	19.50 *									
ANIMAL FIGURINES																															
S7	20Pc. Animal Fig. Asst.	(a)	1	0478 AS	979	151.00		S7	Diamond, 4 1/2"	a	2	6558 PY	998	9.75 *		S8	SeaScape(Favrene)	aa	1	5145 7Z	1018	32.50 *									
S7	Mouse, 3"	aa	2	5148 DK	980	7.50		S7	Footed, 4 1/2"	a	2	6563 LK	999	9.75 *		S8	Display Stand (NEW!)	a	1	9922	1019	20.00 *									
S7	Bunny, 3 1/2"	aa	1	5162 PD	981	11.75		S7	Footed, 4 1/2"	a	2	6563 PY	1000	9.75 *		**Assortment orders ONLY until 1/25/97															
FAIRY LIGHTS																															
S8	8Pc. Asst.	(a)	1	0480 AS	1001	117.00		S8	Decorated, 4 1/2" (Green)	a	1	6100 LY	1002	16.75 *		<b>SENTIMENT PRE-PACKS</b>															
S8	Decorated, 4 1/2" (Opal)	a	1	7300 XM	1003	16.75 *		17 Pc. Secret Slipper Pk. 1 0455 PK 1020 152.00																							
ORDER BY 12/13/96 AND EARN SPECIAL DISCOUNTS AND DATING! \$ 350.00 = 5% discount, terms 1% 15, net 45 days! \$ 850.00 = 8% discount, terms 1% 15, net 45 days! \$ 1250.00 = 10% discount, terms 1% 15, net 45 days! (Combine Valentine's and Easter totals for volume discounts.) Each order must meet \$100 min. ALL SHIPMENTS F.O.B. Williamstown, WV.																															
*NEW for '97												All measurements are approximate heights unless otherwise indicated.																			
(Minimum \$100.00) TOTAL COST												Discount based on total dollars to one location (Refer to special terms.)																			
LESS _____ %												NET COST																			