



Spring
1999

Last year about this time I sent you our catalog and presented our new spring titles. My cover letter was printed on pink paper and filled with "pink" allusions. Recently we received a notice from the EEOC that equal time had to be given to the opposite view and that made me blue, but I have to comply, so off we go into the wild blue yonder!

As I sit and write these words, the day is cool (not cold enough to turn you blue) but the sun is out, the sky is blue and there's a sense of spring in the air. For collectors, spring means new opportunities to pursue their collecting passion, to acquire something they would only find once in a blue moon.

If you want a blueprint for certain success this season, buy and study our new books before you go hunting. In glass collecting, (as in many other areas of life) knowledge is the key to success and our "blue ribbon" books are "blue chip" investments. Our new offerings cover the gamut.

For spring we have **NEW** books on **Ruby Glass**, **Black Glass**, **Cobalt Blue Glass**, **Bohemian Glass** and **Czechoslovakian Perfume Bottles**; we have overruns of the original 1990-91 **Fenton Catalog**, a 1967 Booklet on **Viking Glass**, a PBS Documentary Video on **Blenko Glass** and even a **cook book** full of historical recipes from Marietta, Ohio!

And to make it all even better, we have a great offer for you:

Buy three or more books from the enclosed color catalog or color sale flyer and receive a 20% discount off the retail price and FREE shipping/handling!
(Offer expires August 15, 1999)

(The free shipping offer does not apply to close-out books, which are already discounted 50%, unless these close-out titles are part of a larger order including three or more books discounted at 20%. Regular dealer discounts do not apply to the terms of this sale.)

You don't have to be a blue nose, a blue blood or be in the Blue Book to take advantage of this offer, but if you don't and you find out what you missed, I'm sure you'll be singing the blues.



David E. Richardson
President

CLOSE-OUT SPECIALS!

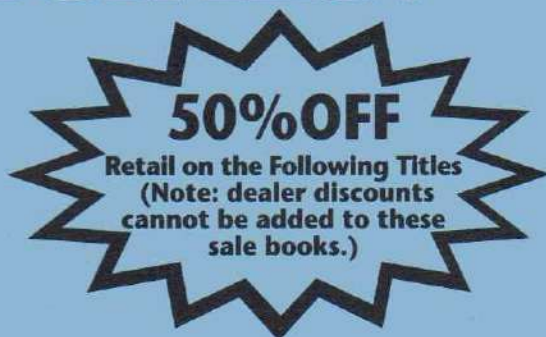
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William Heacock

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500 examples in color, research data, catalog & ad reprints

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Pattern Glass Preview *William Heacock*
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Six black & white newsletters from the 1980s with glass ID
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The Glass Collector, Nos. 1, 2, 4, 5, 6 *William Heacock*
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Magazines published by Heacock in 1982-83 containing
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Collecting Glass, Vols. 2, 3 *William Heacock*
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Journals from the mid-1980s, each containing research
and color photos on several glass topics

Heacock Videos—Each of these 40-minute "show & tell"
videos, narrated by the late William Heacock, provides valuable
tips for collectors.

Investing in Glass—An Introduction for Collectors
now \$12.48 (Item #4000)

Features all types of collectible glass, including cut, art,
and depression

A Video Guide to Collecting Fenton Glass
now \$12.48 (Item #4001)

Filmed at the Fenton Museum in Williamstown, West
Virginia

Fenton Story of Glassmaking *Alan Linn*
40 pages, 14 in color, PB, now \$5.00 (Item #4078)
Fenton story told in an interesting manner, features 200 pieces
of glass made from 1907-1995

Shot Glasses: The Definitive Guide *Mark Pickvet*
225 pages, PB, now \$9.98 (Item #4053)
Sequel to *Shot Glasses: An American Tradition*, new drawings,
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240 pages, 112 in color, PB, (5 3/4 x 9) now \$12.48 (Item #3041)
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Story of five glass factories in Findlay, Ohio, with information
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Julie Sferrazza
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Contains 450 items with inserts from Cambridge and other
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Krome-Kraft by Farber Brothers: 1941 Catalog Reprint
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ORDERING INFORMATION:

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