



VOLUME VIII, ISSUE 3
SEPTEMBER 2005

**YOUR SPECIAL CONNECTION
TO FENTON ART GLASS** —
Success Stories & Insider
Information for Fenton
Showcase Dealers

Welcome to Showcase Dealer Status!

We welcome the following
retailers who have become
Showcase Dealers since our last
publication:

- Aim, Green Bay, WI
- Anderson Florists
Tillamook, OR
- Beiter's, Danville, PA
- Brass Armadillo
Wheatridge, CO
- Cissy's China & Glass
Fulton, KY
- Emerald City
Lewisville, TX
- Frame of Mind
Techachapi, CA
- K's Antiques & Collectibles
Bellingham, WA
- Pine Cone Manor
Eau Clair, WI
- Tedford Florist
Moberly, MO
- Todd's Select Furniture
Greenville, KY
- Victoria's Art Connection
Bellemont, AZ
- Williams Gifts & Collectibles
Elverson, PA

Connection is published by:
The Fenton Art Glass Company
700 Elizabeth Street
Williamstown, WV 26187
www.fentonartglass.com
Sue Mitchell, Editor
smitchell@fentonartglass.com

Connection

Experience Fenton ... Handcrafted American Glass Artistry

Frank M. Fenton — A Tribute to a Great Man

Less than one week following the Centennial Celebration, Fenton Art Glass experienced a great loss with the passing of former President and CEO Frank M. Fenton on August 9, 2005. "He was a great leader and certainly provided a lot of support and advice," said George Fenton. "He was personally very caring and, in business, very wise and very astute." Despite his 89 years, he remained a walking and talking encyclopedia of knowledge in regards to the history of glass and the Fenton factory—he rarely forgot even the most minute detail! Frank was born on December 1, 1915, the fifth child and first son to the late Frank L. and Lillian Fenton. He was preceded in death by his wife Elizabeth in 1980. He is survived by sons Frank, Tom, Mike and George, one sister, Ruth Jenkins, 11 grandchildren and 16 great-grandchildren.



The celebration of a century took place at the Fenton Art Glass Factory and Gift Shop from July 29 through August 2. Collectors from all 50 states and at least a dozen countries traveled to Williamstown to join us for the celebration. More than 5,000 guests signed an oversized registry as they entered the festival grounds during the five day event.

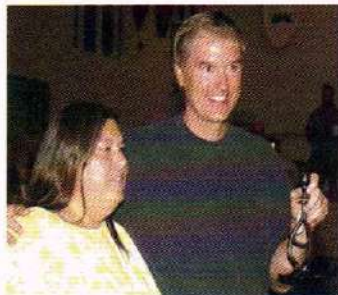
The celebration officially kicked off at noon on Thursday, July 29 with remarks from Scott (right) and George Fenton along with a proclamation from the mayors of Williamstown (Jean Ford) and Marietta, Ohio (Michael Mullen).



Daily Family Signing Events were a big hit with collectors with lines stretching beyond the tent for each family member who signed during the weekend. No one seemed to mind the high temperature and humidity levels as they patiently waited for the signature of their favorite family member. Lynn Fenton Erb (left) visits with a collector during her Monday afternoon signing under the Special Events Tent.

The annual Collector Auction was well attended with over 500 anxious Fenton collectors gathering at Marietta College's Fenton Court Sunday evening. Members of the Fenton Art Glass Collectors of America consigned 50 pieces to this auction, as did members of the National Fenton Glass Society. The remaining 50 pieces were chosen from the company archives by members of the Fenton family. The most spirited bidding of the evening took place when George Fenton presented an exquisite offhand candlestick from 1925 and believed to have been kept in founder Frank L. Fenton's office for many years. This unique piece—the upper part of the candle cup and foot are Cobalt Blue and lower cup and three "legs" are Mosaic—was presented to Gold Dealer Ann Fenton with a winning bid of \$15,000! Ann and her husband, John, plan to enjoy their rare find for many years to come.

Overall, the auction was a great success with over \$75,000 in winning bids collected for the 150 auctioned pieces. More Centennial Celebration memories can be found on page 2.



Ann Fenton (Fenton's Collectibles, MO) poses with George Fenton after successfully bidding on a rare piece.

The Fenton "Specialist"



F E N T O N

Spring Preview

Fenton's 101st year begins with the launch of our Spring 2006 program in late August to our sales representatives. This outstanding program includes some great new pieces plus the introduction

of a new color, *Sand*. Burmese lovers will be truly ecstatic with our hot new collection of rooster figurines (pictured above). A new playful cat trinket box for Mother's Day, standing bunny box, a new ALS Adam's Rib vase plus selections in Aquamarine Opalescent and updates to popular favorites round out the program.



The eBay University team was on hand to assist folks with the promotion of their Fenton collections.



Visitors tried their hand at painting a glass ornament. Not an easy task!



The Fenton Family joins QVC host David Venable on stage.



Gold Dealer Grace Ann Nutter (*Christian Family Book Shop, WV*) shapes a basket handle with the help of Mike Sine, Jr.



Artisans from WV's Tamarack participated in an Arts & Crafts Fair.



Jackie Hodges (Product Development) is serenaded by members of One-A-Chord quartet.



Nancy Fenton and Jim Measell conduct a Glass ID seminar.

Price List Update

Enclosed is an updated price list for the final quarter of 2005. This price list will replace the 2nd Half, Platinum, Christmas and Direct Mail lists for the remainder of 2005. As you can see, we have discontinued about 30% of our product offering and have listed only those items that will be readily available to you for shipment during the final three months of the year. Please check with your sales representative for updates in early October and November.

My Trip to Fenton!

Dealer Centennial Weekend Winner

Tricia DeBoer

When Tricia DeBoer of Modesto, California visited her local Fenton dealer (*Main Street Antiques of Jamestown, CA*) the last weekend in April, little did she know it would lead to a free trip to Fenton's Centennial Celebration in late July. Fenton fan Tricia and her sister, Peggy Taylor, hopped on a plane July 28 for the long flight East to Fenton. Upon their arrival at



Tricia creates her own hanging hearts egg with help from Jim Ralston.

the factory, they took part in the glassmaking school, which they both thoroughly enjoyed. Tricia notes, "It was interesting to learn about how vases and other items are made, and then actually get involved in it all. The 'professionals' that helped us were great and very patient with us. I am thankful that they helped so we had something nice to keep and show off to our family and friends." The sisters were also treated to lunch with Lynn Fenton Erb that followed with an in-depth factory tour. They were particularly impressed with our Decorating Department. Tricia says, "The artists are obviously professionals. When we painted our ornaments, it proved to

be very difficult!" On Tuesday, they were given front row seats for the QVC live broadcast and met host David Venable afterwards during the signing. Both ladies noted the Fenton staff was very nice and helpful to them while doing their jobs on such a busy and warm weekend. Before heading back to their California homes, the sisters visited other points of interest including Ohio's Amish Country, Niagara Falls and Pittsburgh. Tricia and Peggy send their thanks to the Fenton staff for their first (and hopefully not their last!) *Fenton Experience*.



Peggy and Tricia enjoy the riverboat cruise on the Ohio River with Mike Fenton.

Retailer Day

There's still time to register for the September 18-19 edition of Fenton's Retailer Day. This is a great opportunity to take your Fenton sales to the next level. Contact your sales rep or Sue Mitchell at the factory for details.

Did You Know ...

Fenton can provide specialized product for your local organization or event. Contact Becky Richardson (x240) in Special Orders for further details.