



F E N T O N

Handcrafted American Glass Artistry

February 3, 2009

Dear Fenton Dealer,

Starting this month we are kicking off an exciting series of sales promotions. These monthly promotions will feature an attractive variety of "While Supplies Last" items at discounted prices. Our goal is to provide you extra savings that you can pass along to your customers to increase sales. Each promotion will have a different sales structure offering you a variety of savings opportunities. I encourage you to take advantage of these programs, utilize the savings, and pass along these savings to your customers. During this difficult economy the most important thing Fenton Art Glass can provide you is increased sales and cash flow. To do this though, you need the opportunity to promote sales. We are therefore suspending our Retail Sales Policy.

Enclosed is the first While Supplies Last offer. The offer includes huge savings of up to 50% on selected items and super savings on rarities by Dave Fetty and even handmade Lamps. Quantities are very limited on some items so time is of the essence. Order today and save!

I have also included a January offer sell sheet for your review just in case you have not placed an order for this special group. This is a LAST CHANCE opportunity for the January offer. Our planned cut off for orders is February 13th. Feel free to fax your orders directly to Fenton at 304-375-6459. Act quickly, the next regular Fenton USA offer will not launch until nearly April!

With 2009 looking quite challenging from a sales standpoint for all of us I encourage you to consider what selling points are very critical to many of our consumers. Quality, price, craftsmanship, and beauty are certainly tops on the list. In addition, a trusted brand that's made in the U.S.A. is more special than ever. Fenton Art Glass embodies each of these important qualities.

Thank you for your consideration, time and dedication to our products.

Best Regards,

Scott K. Fenton
Vice President of Sales

Fenton USA "While Supplies Last"

Customer Name:					
Address:					
City:			State:		Zip:
Ph:			Fax:		
Email:					

Ware#	Description	Wholesale Price	WSL Price	Qty Order	Ext
Studio and Limited Editions- Average Savings 20%- Very Limited Stock!					
X8199B6	Blue/green 9.5" vase, off hand by Dave Fetty	\$145.00	\$47.50		
M8858K8HM	Blue Hanging Heart 2-hdle. 10" vase by Dave Fetty	\$112.00	\$99.50		
DP041CJ	Sandcarved "Pears" 6" Flip Vase, signed "Kelsey"	\$165.00	\$129.50		
Figurines and Impulse- Average Savings 20%- Super Savings of 50% on the Burmese Trinket!					
X5064VH	French Opalescent decorated Sleeping Cat	\$14.75	\$13.50		
X5363HPNG	Rosemilk decorated Songbird	\$14.75	\$13.50		
M5058OE	Violet Elephant	\$12.50	\$11.50		
05296Q7	Autumn Gold decorated Butterfly	\$19.75	\$13.50		
06477DM	Decorated Burmese Trinket Box (Mother's Day)	\$29.25	\$14.50		
X5197HPFN	Favrene decorated Happiness Bird	\$19.75	\$16.50		
X5468ZLZS	Fern Green decorated Elephant	\$14.75	\$13.50		
E5162FT	French Opalescent decorated Bunny	\$14.75	\$13.50		
M5066WI	Iridized French Opalescent Hummingbird	\$12.25	\$11.50		
M27597BHM	Sky Blue Aurora rose bowl, 3.5" tall	\$15.25	\$12.50		
C596023	Fern Green decorated candy box, x" d.	\$46.50	\$24.50		
Vases- Average Savings of 17%!					
C68372G	Decorated French Opal round flat vase, 7.5" tall	\$68.75	\$49.50		
C89708P	Iridized Raspberry decorated vase, 9.5" tall	\$54.75	\$49.50		
X2988OE	Violet 6" tall vase w/six-point crimp	\$16.50	\$14.75		
081551A	Sky Blue dec. "Dandelion Breeze" sq. vase, 8" tall	\$54.75	\$49.50		
C274395	Black 7" tall dec. vase with George & Shelley sigs.	\$45.25	\$39.75		
X7688KF	Aubergine 6" vase w/six-point crimp	\$19.00	\$14.75		
T8656LY	Deep Violet Daffodil pattern 7.5" vase, crimped	\$18.75	\$16.25		
X4364HP	Decorated Burmese vase, 11" tall	\$64.50	\$49.50		
Baskets- Average Savings of 10%!					
CV7774P	Iridized Aqua Opalescent Curtain 9" basket	\$37.75	\$32.50		
C81336B	Iridized Raspberry 8" basket w/floral decoration	\$64.75	\$49.75		
041981A	Sky Blue dec. Dandelion Breeze" 7.5" basket	\$39.75	\$32.50		
M5430XEHM	Chameleon Green 8" basket w/lily crimp	\$34.75	\$29.75		
K4775HPAQ	Autumn Gold Satin 7" basket w/floral decoration	\$29.75	\$26.50		
Lamps- Stock is Very Limited!					
03808 MI	Milk Glass Hobnail GWTW 23" lamp	\$149.50	\$139.50		
09202 CC	Cranberry Rose pattern GWTW 27" lamp	\$199.50	\$179.50		
A1591AO	Autumn Gold Opal rib optic GWTW 23" lamp	\$149.00	\$124.75		
06797U7	Ruby Opal swirl 19" student lamp	\$162.50	\$149.50		
LF248VE	Crystal Velvet Leaf pattern 15" lamp	\$75.00	\$49.75		
04244JN	Decorated Aubergine Petal 18" lamp	\$139.75	\$109.50		
03304U7	Ruby Opal Hobnail pattern GWTW 24" lamp	\$199.50	\$174.50		
03102ON	French Opal swirl GWTW 24" lamp	\$199.50	\$149.50		
04790RU	Ruby pillar style 25" lamp	\$149.50	\$129.50		
09219L5	Rosemilk Overlay Rose pattern GWTW 23" lamp	\$149.50	\$129.50		
Sub Total					
TOTAL					

Fenton Art Glass, 700 Elizabeth Street, Williamstown, WV, 26187

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