

THE JOHN WRIGHT "EXTRAS."

WORKMANSHIP.

The difference between a John Wright gift and a commonplace gift.

John Wright hand-paints and hand-finishes its products. The iron is hand-cast by pouring molten metal into a hollow impression of moist sand. It's a 3,000 year-old method that's still done basically the same way — by skill and intuition.

Pick up a John Wright product, and you'll see why it sells.

There's a quality your customers can actually see and feel. Something solid. Substantial. The feel, the look, the texture of hand-craftsmanship. The smooth, yet somehow nubby finish. The intricate detail of hand-assembled, hand-painted castings. Each piece doing exactly what it's supposed to do.

FREE LOGO PLAQUES.

Attractive John Wright and York Metalcrafters logo plaques may be ordered (free of charge) by using these product numbers:

- 80-200 John Wright plaque
- 80-201 York Metalcrafters plaque



NATIONAL SALES FORCE.

John Wright/York Metalcrafters sales representatives and showrooms are located strategically throughout the United States.

SALES REPRESENTATIVES:

Mid-Atlantic States

Larry Longlott
Lincoln Drive
Wernersville, PA 19565
Ph. 215-678-3468

Dick Lutz
1505 Bronwyn Rd. T-3
Richmond, VA 23233
Ph. 804-740-4088

John Friedman
8 Wildwood Drive
Dix Hills, NY 11746
Ph. 516-643-4512

Kentucky, Tennessee, Mississippi

Evans Coleman & Associates
Drawer R
Danville, KY 40422
Ph. 606-236-5058

Florida

Wittkamp & Associates
4940 NW 39th Street
Ft. Lauderdale, FL 33319
Ph. 305-733-6897

Montana, Idaho

William D. Uren
East Lake Shore
Big Fork, MT 59901
Ph. 406-982-3202

SHOW ROOMS

Conn, RI, Mass, Maine, NH

Brass Smith House
The Center Showroom # 168
59 Middlesex Turnpike
Bedford, MA 01730
Ph. 617-275-1815

Midwest

Krancer & Frank, Inc.
Suite 1415 Merchandise Mart
Chicago, IL 60654
Ph. 312-321-1415

David Lippert Associates
Upper Midwest Trade Center
Suite 165
10301 Bren Road West
Minnetonka, MN 55343
Ph. 612-932-7165

Walter R. Gibian Associates
Tri State Gift Mart — Rm 714
106 N. High Street
Columbus, OH 43215

Southwest

Hitchcock & Frank, Inc.
Amigo Gift Mart, Rm 2-206
6899 Executive Drive
Kansas City, MO 64120

Hitchcock & Frank, Inc.
2840 Dallas Trade Mart
Dallas, TX 75207
Ph. 214-744-2840

Hitchcock & Frank, Inc.
Denver Merchandise Mart, Rm 2002
451 E. 58th Avenue
Denver, CO 80216

West

Lord Associates
520 W. 7th Street — Suite 912
Los Angeles, CA 90014
Ph. 213-627-0911

Sebring Sales Co.
The Showplace — Rm 50
2 Kansas Street
San Francisco, CA 94103
Ph. 415-626-5666

George Chew Associates
6100 Fourth Avenue South — Rm 126
Seattle, WA 98108
Ph. 206-762-7048

Southeast

Romer & Nolan Associates
Atlanta Merchandise Mart — Rm 10-L-4
Atlanta, GA 30303
Ph. 404-523-4327

Dan Spinella Associates
Charlotte Merchandise Mart
Rm F210
2500 E. Independence Blvd.
Charlotte, NC 28205

Mich.

Walter R. Gibian Associates
Gateway Center Building — Rm 701
1101 Washington Blvd.
Detroit, MI 48226

PRODUCT HANG-TAGS.

Our products sell even better when your customers know their history.

Every John Wright product comes with its own informative hang-tag. They tell the fascinating stories behind the products. The colorful history, the anecdotes, the folklore. Surefire attention-getters that will spark sales by turning browsers into customers.

ORDERING.

It's never been easier.

You'll notice we've combined the John Wright and York Metalcrafters product lines this year. Ordering from one catalog is easier for you and easier for us.

All prices shown are wholesale and subject to change without notice.

Terms: 30 days net - accounts overdue more than 30 days subject to 1¼% finance charge.

\$100 minimum opening order for new accounts. Minimum re-order \$50⁰⁰.

Merchandise sold F.O.B. Wrightsville, Pa. 17368.

Return goods policy:

1. Request RETURN GOODS LABEL from factory, and state reason for wishing to return goods.
2. Upon receipt of label display it prominently on carton containing returned goods.

CUSTOM CRESTING.

At John Wright, we work by hand.

So, we can put logos, names or just about anything else on our York Metal products. And,

for less money than you'd think. It's not just ordinary engraving, either. It's a permanent part of the casting.

Art & Tooling charges:

One-time art & tooling charge on initial order. Art and tooling is filed for future reorders.

| | |
|--|---------|
| Drinking vessel (one side) | \$40.00 |
| Partial rim on plate (½ way around) | 40.00 |
| Full rim on plate | 50.00 |
| Center of plate | 50.00 |
| Center of plate w/full or partial rim | 100.00 |

Art Work:

Speculative art work invoiced at \$50.00. Charge deducted from final invoice upon receipt of firm signed order.

Minimum:

36 pieces per item. We reserve the right to ship 10% over or under actual order. Customer will be charged only for actual quantity shipped.

Crested Prices:

Hollowware, mug and goblets: add \$.50 each to the wholesale price. Plates and chargers: add \$1.00 each to the wholesale price.

Types of Crests:

1. **Rim crest** — placed on rim of plate or charger. (If it extends more than halfway, it is considered a full rim crest.)
2. **Center crest** — placed in the well of plate or charger (usually in the center).
3. **Side crest** — placed on mugs, goblets and hollowware. The crest will be placed on the side and may be oval, round, square or rectangular.

York
METALCRAFTERS

JOHN WRIGHT