

**INDUSTRY REPORT FOR P.T. EZTU ADIMORE LTD. TO EXPORT  
ART-CRAFTED GLASS TO THE UNITED STATES**

by

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**ABSTRACT**

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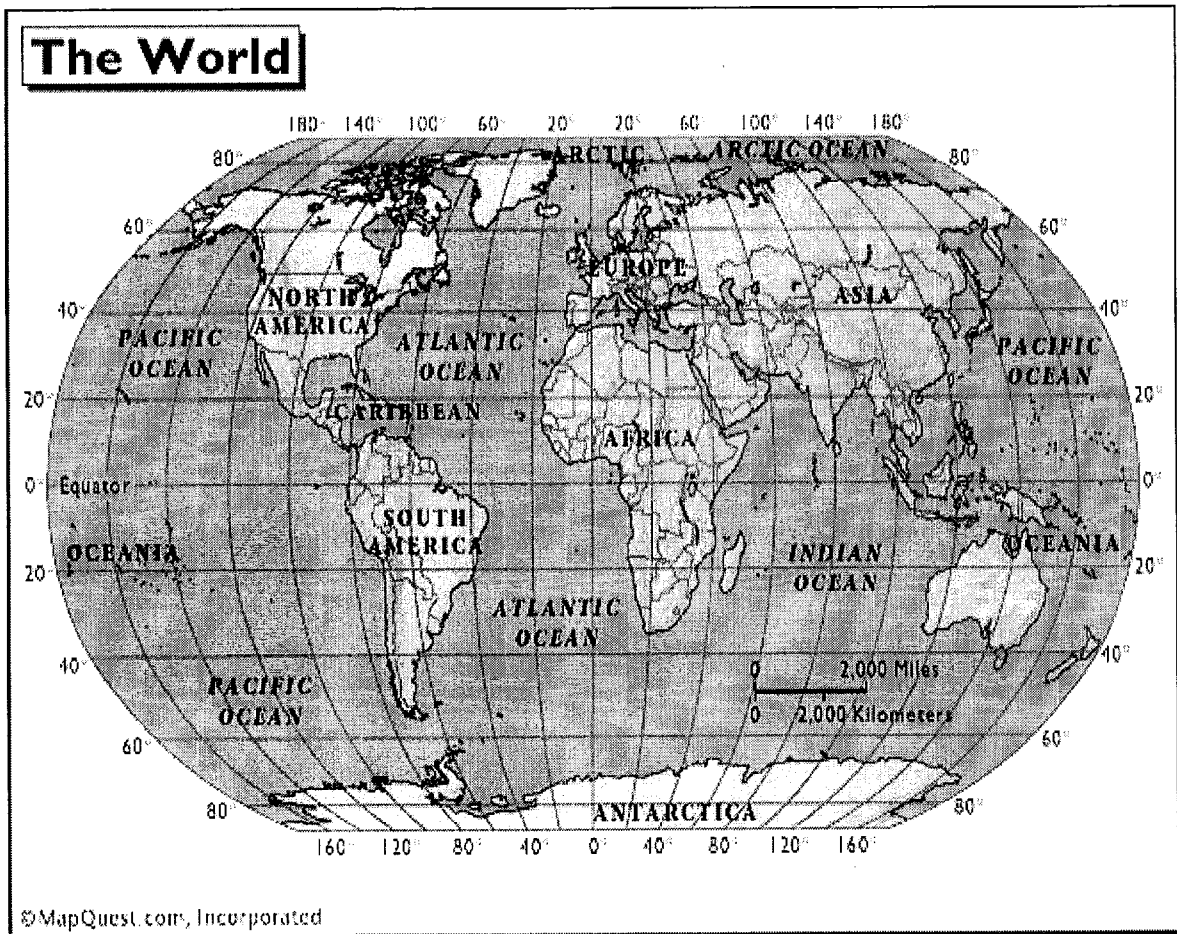
This paper analyzes the potential for P.T. Eztu Adimore Ltd. to export art-crafted glass to the United States. The analysis explored different factors, such as assessing the selected market by analyzing that country for market potential, pricing, distribution, and competition. This paper also provides managers with a list of industry contacts, trade shows, and trade associations for future reference, should a firm decide to visit that country.

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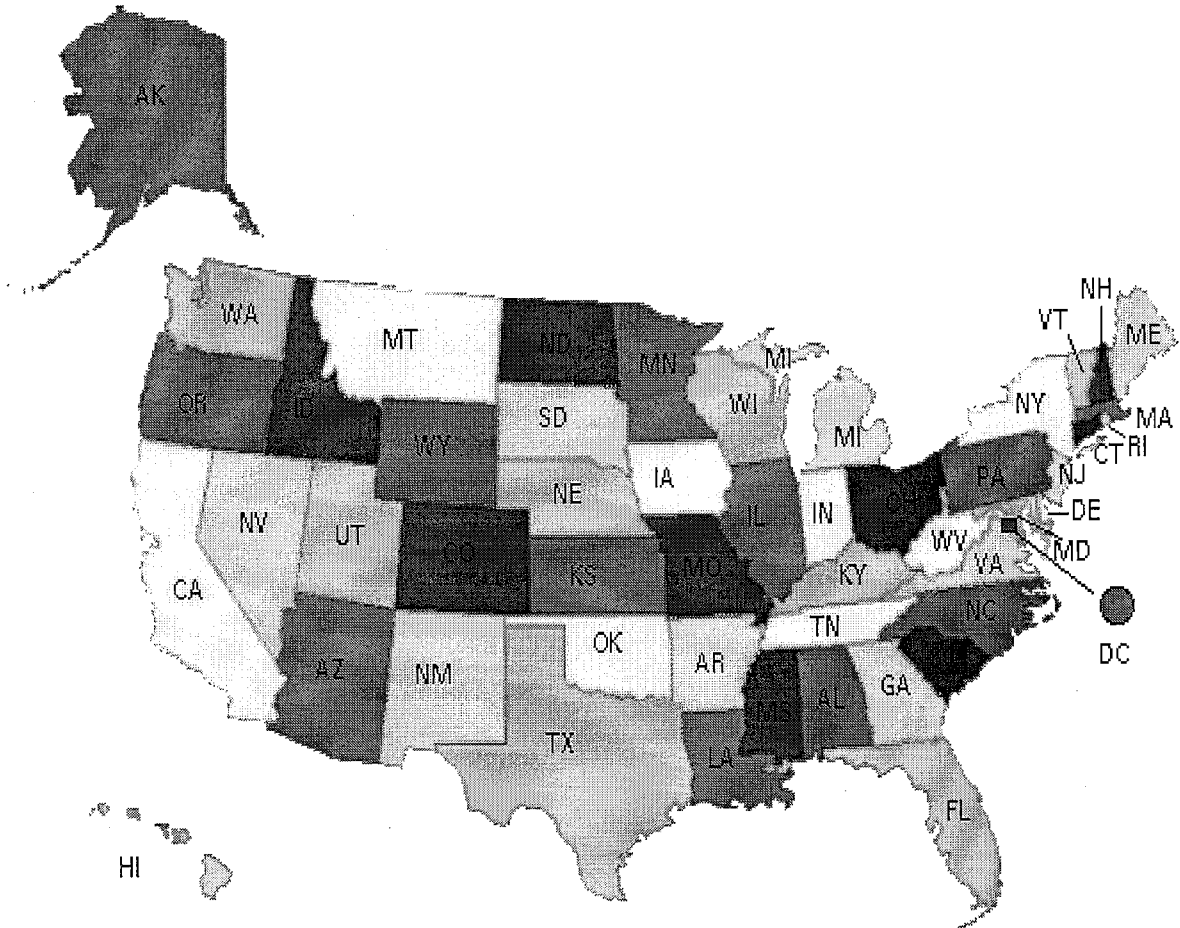
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# REGIONAL MAP



# COUNTRY MAP



**Industry Report—P.T. Eztu Adimore, Ltd. to Export  
Art-Crafted Glass to the United States**

**Executive Summary**

As the world's largest pressed and blown glass importing country with the third highest population in the world, the United States is a good target country to export pressed and blown glass products. However, many countries are competing with each other in the United States making the situation more challenging for new entrants. The top three countries that compete to export their pressed and blown glass products to the United States are China, France, and Germany respectively.

In the year 2000, China is predicted to have a market share of 15.7 percent, a 43.2 percent increase from the previous year. France is predicted to have a market share of 10.6 percent, a decrease of 14.4 percent from the previous year. Germany is predicted to have a market share of 8.4 percent, a decrease of 18.9 percent from the previous year. Indonesia is predicted to have a market of 0.93 percent, a decrease of 8.4 percent from the previous year. China's market is very strong in United States because of the very low price as a result of low labor costs and lack of human

rights protection. Workers are often forced to work 98 hours a week without overtime pay. China's products prices are so low, that some of the competitors and United States local producers have been forced to shut down their companies. Some of them have moved the entire operation to China.

Dealing with this issue, President Bill Clinton tried to bring China into the World Trade Organization (WTO), where human rights and fair trade are required. China's entry into the WTO would bring some advantages to the 135 member countries. After China enters the WTO, the United States market for Pressed and Blown glass products could be more favorable for the WTO members. Indonesian companies would benefit from Chinese compliance with WTO rules and fair trade policies.

## **Introduction**

The market for art-crafted glass product is expected to grow rapidly. The long-term prospects appear more promising since people realize the beauty and advantages of art-crafted glass. Some of the advantages are: energy savings, eliminates the use of curtains that can become very dusty, and enhances the beauty of both home interior and exterior. Also, the structure of art-crafted glass makes it stronger than regular glass. This was proven when a group of terrorists bombed an embassy building, every single window for 400 yards was blown out except those filled with stained glass (Marq 1990, 33). The only disadvantages are the expensive price and the design that is applied. People can change the design but they have to pay for the price of new stained glass and give up the old one.

This report will demonstrate the specific need for art-crafted glass in the United States. The specific product overview will demonstrate what exactly the art-crafted glass industry consists of and the growing needs for art-crafted glass. The domestic consumption and trade data will be shown for the United States as well. The third country competition is discussed in relation to the US import of art-crafted glass. Market trends for the art-crafted glass industry and various distribution issues in the United States are further discussed.

Finally the report lists key industry contacts for those interested in pursuing trade within the art-crafted glass industry in the United States. There are also valuable references listed, trade shows to attend and trade associations in the art-crafted glass industry. Appendices are included as reference for those interested in conducting international trade with the United States, or other countries.

### **History of Glass Making**

No one knows exactly when or where glass was first made. Glass appears to have been produced as far back as 2000 BC by the Egyptians and perhaps the Phoenicians in Mesopotamia, where pieces of well-made glass have been found. Glass was less common back then than it is today. It was very precious, and in the Bible glass has been compared to gold.

The art of glass making eventually reached Egypt. The Egyptians used a method called core-forming. A shaped core was made of clay and dung, and then molten glass was wrapped around it and shaped by rolling it on a smooth surface.

It was very much later, around the end of the 1st century BC, that a new method, glass blowing would revolutionize glass production. This art was probably discovered along the Eastern Mediterranean coast,

probably is Syria. By blowing through a hollow tube, the experienced glassblower can quickly produce intricate and symmetrical shapes out of the "gather" of molten glass at the end of his tube (rod). Alternatively, he can blow the molten glass into a mold.

The glassblowing innovation, along with the backing of the powerful Roman Empire, made glass products more accessible to the common people. As the Roman Empire expanded, the art of glass making spread to many countries.

After the decline of the Roman Empire in the 4th & 5th centuries AD, the craft of glass making waned in Europe. The industry continued to thrive in Iran, Iraq & Egypt.

In Europe, there was a limited revival of glass making in the early 12th Century, with the development of stained glass windows for cathedrals & monasteries. (Kinsalecrystal 1999).

#### **A. Specific Product Overview**

Creating a physical setting that is comfortable enhances the performance of those in an organization and community towards a common goal. Workplaces are a fundamental part of the profit center enabling employees and stockholders to benefit from increased productivity. Home is the shelter of the family, to relax, sleep, be

comfortable, and have an enjoyable environment. Churches and other buildings need to attract people for their reputation and survival. Art-crafted glass such as stained glass is one of the things that help create the environment to achieve the common objectives as described above. (Evans 1999, 24).

Art-crafted glass produced by P.T. Eztu Adimore, Ltd. includes: stained glass, triple glazed, and fused glass. The various product categories for stained glass, triple glazed, and fused glass are pressed and blown glass and it is listed in the table 1 below.

**Table 1. Product Classification and Code**

<b>Product</b>	<b>Harmonized classification</b>	<b>Standard Industrial Classification (SIC)</b>	<b>Standard International Trade Classification (SITC)</b>
Pressed and Blown glass	7003.12.0000	3229	6643

Source: **Department of International Economic and Social Affairs** 1986, 56 and U.S. Department of Commerce 1998, 742.

### **Fused Glass**

The glasses art-crafted glass manufactures use are specially designed to be able to be fused in a kiln, in which after preparation, the pieces are gradually heated to at least 1400 degrees Fahrenheit. allowing to "melt together" for a specific period of time and then gradually cooled to room temperature. The larger the piece is the thicker and longer the time required for this process. In general, it

takes about 20 hours before the fused piece is ready to be removed from the kiln. Fusible glasses are also "tested compatible" which means that each sheet of this glass will fuse properly with any other sheet that has the same rating and Coefficient of Expansion (COE). The COE means that the glass heats and cools at the same predictable rate. Without this feature, different pieces of glass could not be fused together and they would shatter. This is part of what makes fusible glass different and therefore more costly than ordinary stained glass. (Fielder 1999, 20-21). More details of the fusing process are as follows:

1. **Initial heat.** Heating the unfused layers of glass from room temperature to just above the strain point temperature. In colored glass, this temperature may range from 750 to 900 degrees F. Above the strain point, glass physically acts like a liquid. The glass is expelling moisture and an organic material such as glue is burning off. The kiln should be vented slightly during this stage. (Fielder 1999, 22).
2. **Rapid heat.** The process of heating the unfused glass layers from the strain point temperature at which the individual glass layers have fused to the desired level. This is also the climax of the temperature. To prevent devitrification, the temperature rise

should be accomplished as quickly as possible. (Fielder 1999, 22-23).

3. **Rapid cool.** Cooling the fused glass from the highest temperature reached during the rapid heat stage to the optimum annealing temperature is referred to here as rapid cool. This should also be accomplished quickly. (Fielder 1999, 23-24).
4. **Annealing soak time.** Temperature zone 4, is the process of holding the kiln at a constant temperature for a given time for a given thickness of glass. It also allows both the glass and the kiln shelf temperatures to equalize. (Fielder 1999, 24).
5. **Anneal cool.** This is the zone bounded by annealing soak temperature and the strain point. It is during this stage that that the development of permanent stress in the final piece of glass can be prevented. Glass in this zone is slowly becoming more rigid, but is not stiff enough yet to act like a solid. The cooling rate through this transition will directly affect the amount of permanent stress in the final piece. During this stage, the glass is contracting (the outer surface is shrinking more than the inside, which yields plastically). (Fielder 1999, 24-25).
6. **Cool to room temperature.** This process needs only proceed slowly enough to prevent shattering. The maximum allowable

cooling rate to prevent shattering depends upon thickness, but is generally quite fast. Cooling at slower rates has no effects. Generally kilns are allowed to cool naturally overnight. (Fielder 1999, 25).

### **Triple Glazed Unit.**

Triple glaze unit is the form of glasses that contained of 3 layers. The first layer and third layer are tempered glass, the second layer is stained glass, each edge is sealed with special materials called "Swiggle Seal" which has self contain adhesive to absorb any humidity, other materials available in the market are also known as "Aluminum Spacer" & "Super Spacer". The purpose of triple glazed is to prevent the cold winter weather from penetrating into the house. Triple glazed glass is marketed mostly in the Northern Hemisphere and Southern Hemisphere areas, where cold weather exists. (Evans 1999, 14).

## B. Domestic Consumption

The size of the import market for glass in United States has been increasing at the rate of 6.64 percent. Glass exports from the United States have also been increasing at the rate of 11.27 percent. The import and export data shows that the glass consumption in United States is increasing. Table 2 below shows the statistical data of the total glass consumption in the United States.

Statistical Data

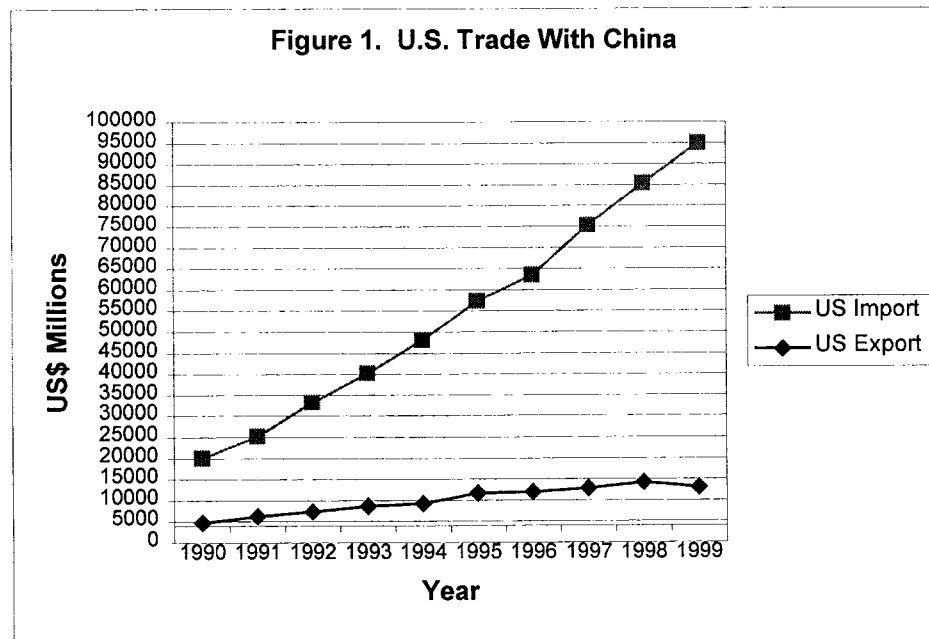
**Table 2. Total Glass Consumption in United States**

	1993	1994	1995	1996	1997	1998	1999	June 2000 YTD	(Percent gain/loss) Est.avg.annual real growth
Import Market (US\$ 1,000,000)	1550	1721	1911	1830	2017	2137	2230	1151	6.64%
Local Production (US\$ 1,000,000)	5774	6198	6289	6532	4358	4187	NA	NA	-4.90%
Export (US\$ 1,000,000)	307	383	454	450	591	496	509	310	11.27%
Total Market (US\$ 1,000,000)	7016	7536	7746	7912	5789	5828	NA	NA	-2.76%
Exchange Rate Rupiah versus US\$	2087	2162	2249	2342	2909	10600	8500	7800	Not predictable
CPI in U.S.A (June)	144.4	148	152.5	156.7	160.3	163.9	166.2	NA	2%

Source: Compiled reference from: Mearkle and Orsini 1993-1999, Stone 2000, and Bisnis Indonesia 2000.

## Issues That May Have Impacts on the Company in United States

The China economy is among the world's largest with an annual growth rate of nearly 10 percent over the past 20 years. A statistical chart of U.S. trade with China is shown in Figure 1 below. This figure shows the United States trade deficit with China was approximately \$69 billion in 1999. United States exports have been almost tripled during the years 1990 to 1999, but the United States imports from China have grown more rapidly. Strong economic growth in the United States versus weak economic growth in other parts of the world has produced an overall trade deficit in the United States.



Source: Data Dissemination Branch 2000.

Over the past decade, China and Asia's Newly Industrializing Economies (NIE's) have accounted for a nearly constant share of U.S. imports, which equals roughly 17 percent since 1992. As the Asian NIC's, consisting of Hong Kong, Korea, Singapore, Taiwan, Thailand, Indonesia, and Malaysia, have developed, production of light manufacturing has shifted to China. (China Trade Relations Working Group March 30, 2000).

### **China and WTO**

China is known as an unfair trading country. Chinese companies have copied many exclusive designs from United States glassmakers. China then exports those copied products to the United States with 50% to 60% lower price than domestic U.S. glassmakers. According to Liang Chao, (Personal interview, 5 August 2000), China's manufacturers will export their product world wide for less than their fix cost to produce the product. That means the manufacturers loose money on the export. However, with a very strong potential of the Chinese domestic market and a very high tariff on imported products that China's government earns, China's government will pay back the manufacturer's loss on their exports plus give them some profit. The purpose of this action is to

strengthen China export market and also protect China's currency from devaluation. This issue has forced several United States glassmakers to shut down their factories and move them to China. According to Ray Selk, (Personal interview, 18 August 2000), Chicago Art Glass, Inc. has a plan to move its entire company to China by the end of year 2000.

In order to deal with this issue, the United States, in the fall of 1999, signed an agreement to bring China into the World Trade Organization (WTO). "The WTO is central to U.S. efforts to lower foreign trade barriers and establish international rules for fair trade, safeguarding Americans against unfair trade, prohibiting discriminatory trade practices, and affording Americans commercial predictability." The WTO was set up in 1995 and it is composed of 135 countries, which account for over 90 percent of global trade; another 30 countries seek to join. (China Trade Relations Working Group March 2, 2000).

China's entry into WTO will bring some advantages to WTO members such as: to cut import barriers currently imposed on exporting products and services into China, to maintain WTO current anti-dumping regulations (treating China as a non-market economy) in future anti-dumping cases, to avoid transferring other countries

technology in order to export or invest in China, to not using Chinese made parts as an input on exporting products into China, to not condition import licenses or investment approval base on performance requirements, including offset and technology transfer requirements, or to deny approval to imports or investment because there is a competing Chinese producer. This agreement will expand the world market to over 1 billion people. (China Trade Relations Working Group April 6, 2000).

In order for China to join the World Trade Organization, the United States has to grant a Permanent Normal Trade Relationship or (PNTR). In President Clinton's speech, he said, "Last fall, the United States signed the agreement to bring China into the WTO, on terms that will open its market to American products and investment. When China concludes similar agreements with other WTO members, it will join the WTO. But, for us to benefit from that, we must first grant it a permanent normal trading status – the same agreement we have given other countries in the WTO." (Nitze 2000).

### **C. Trade Data**

This next section shows the import data for glass products to the top 15 countries (see table 3 below). The data shows the volume, market percentages of the world volume, and the percent changes compared to the previous year data.

The table shows that the market percent of the top fifteen glass importing countries from the years 1991 to 1995 averaged of 72 percent of all the glass imported by countries in the world. The top five glass importing countries from the year 1991 to 1995 had an average of 41.3 percent of the top fifteen countries. Those countries were the USA, Germany, France, Canada, and England respectively. These countries represent good target markets to export art-crafted glass products. There are many competitors. For countries such as China and Indonesia where the labor costs are low, it is to their advantage to export this product to the United States, the number one glass importing country.

**Table 3. World Import Trends for SITC 664 for 1991-1995**

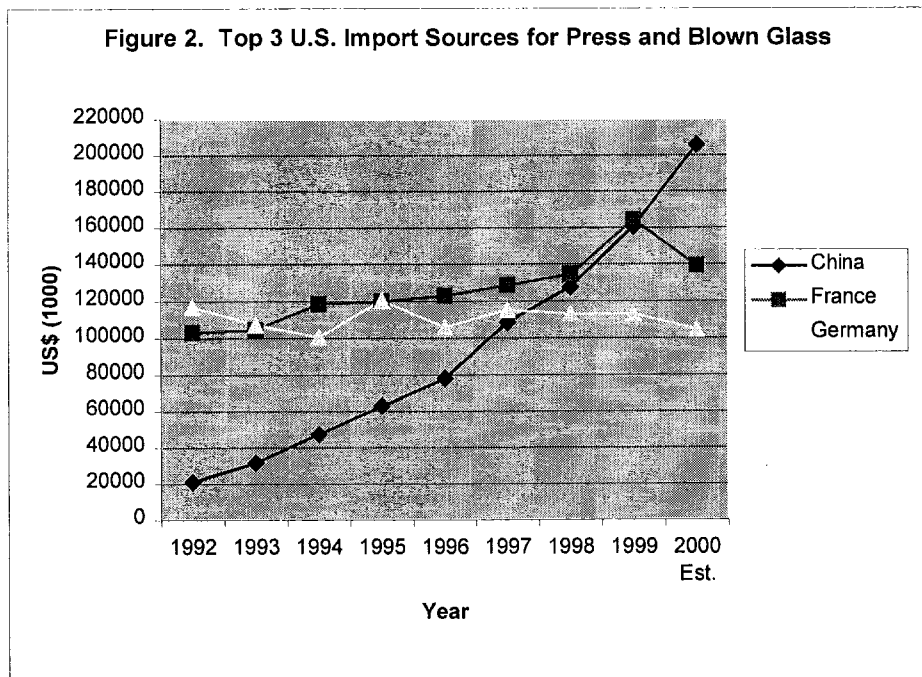
COUNTRY	1991 MKT		91/92		1992 MKT		92/93		1993 MKT		93/94		1994 MKT		94/95		1995 MKT	
	VOLUME	%	VOLUME	%	PERCENT	CHANGE	VOLUME	%	PERCENT	CHANGE	VOLUME	%	PERCENT	CHANGE	VOLUME	%	PERCENT	CHANGE
1 USA	863831	8.97	941450	8.89	-0.08	1090488	10.77	1.88	1472515	12.23	1.46	1594105	10.84	-1.39				
2 Germany	1115674	11.58	1319525	12.45	0.87	966694	9.54	-2.91	1143686	9.50	-0.05	1400304	9.52	0.02				
3 France	838700	8.71	888919	8.39	-0.32	768592	7.59	-0.80	835828	6.94	-0.65	1004362	6.83	-0.11				
4 Canada	621099	6.45	643402	6.07	-0.38	723192	7.14	1.07	821731	6.82	-0.32	824212	5.60	-1.22				
5 England	720964	7.49	732157	6.91	-0.57	638350	6.30	-0.61	654863	5.44	-0.86	788820	5.36	-0.08				
6 Italy	599169	6.22	584955	5.52	-0.70	506751	5.00	-0.52	581070	4.83	-0.18	728255	4.95	0.13				
7 Japan	464198	4.82	429224	4.05	-0.77	422531	4.17	0.12	532565	4.42	0.25	766460	5.21	0.79				
8 Netherlands	459003	4.77	490028	4.63	-0.14	375427	3.71	-0.92	451540	3.75	0.04	522721	3.55	-0.20				
9 Belgium	322630	3.35	355376	3.35	0.00	282000	2.78	-0.57	307517	2.55	-0.23	380086	2.58	0.03				
10 China	220968	2.29	253461	2.39	0.10	287461	2.84	0.45	393412	3.27	0.43	48518	0.33	-2.94				
11 S. Korea	248366	2.58	230714	2.18	-0.40	269544	2.66	0.48	401333	3.33	0.67	641714	4.36	1.03				
12 Hong Kong	194515	2.02	234198	2.21	0.19	290270	2.87	0.66	363706	3.02	0.15	416866	2.83	-0.19				
13 Spain	290811	3.02	288702	2.72	-0.29	198916	1.96	-0.76	248674	2.06	0.10	343246	2.33	0.27				
14 Mexico	91452	0.95	182124	1.72	0.77	236254	2.33	0.61	264357	2.20	-0.14	284379	1.93	-0.26				
15 Malaysia	90678	0.94	160374	1.51	0.57	182234	1.80	0.29	287742	2.39	0.59	375882	2.56	0.17				
Tot Vol. Top 15	7142058		7734609	73.00		7238704			8760539			10119930						
Tot % Top 15		74.15		0.00			71.47			72.75			68.79					
% Change				0.00		-1.15			-1.53			1.28						-3.95
Tot Vol.&% Top 5	4160268	43.19	4525453	42.71		4187316	41.34		4928623	40.93		5611803	38.15					

Source: Department for Economic and Social Information and Policy Analysis Statistics Division 1996, 132.

#### D. Third Country Competition

The top three sources of pressed and blown glass imports (SIC 3229) for the United States are China, France, and Germany, respectively. In 1999, China had 13.25 percent market share in United States, Germany had 9.30 percent market share in the United States, and France had 13.57 percent in the United States. However, from year 1992 to year 2000 (Estimated), the China market share in United States had an average growth rate of 35.1 percent while France

has an average growth rate of 4.4 percent while Germany had a decline rate of 0.24 percent. Figure 2 below shows the chart of that competition.



Source: JGM 2000.

## China

Some of the stained glass exporters from China are Dalian F.T.Z., Kanglide Glass Exporting Co., Ltd., Specialty Glass Works (Far East) Ltd., and Glass of China Corporation. The details for each company are described below.

### **Dalian F.T.Z. Kanglide Glass Exporting Co.,Ltd.**

This company offers a wide range of glass supplies and is a complete source for sheet glass, float glass, colored glass (stained glass), all mirrors and many other types of glass for use in picture frames, construction, and decoration. This company has more than 300 colors and patterns for customers to choose. They also can meet customer's color requirements if it is not currently available. The company's homepage is available at <http://www.glasschina.com>.

### **Specialty Glass Works (Far East) Ltd.**

This company is ISO 9001 certified and produces triple glazed panels with all kinds of inserts; single glazed patterned panels; stained glass panels; stained glass domes; curved and straight lined bevels; various kinds of textured glass and hand-painted glass products like sun-catchers, candle-lites, night-lites, photo-frames and jewelry-boxes. This glass company is located in Canton, China. They employ over 1,000 workers in a 1,300,000 sq.ft. factory. The company's homepage is available at <http://www.specialty-glass.com>.

### **Glass of China Corporation**

Glass of China Corporation produces 2mm cut sized sheet glass for picture frames, 2mm polished edged glass for glass clip frames, stained glass for tiffany lighting systems, windows and doors, various thickness of sheet glasses and float glasses for construction, as well as all mirrors. The company's homepage is available at <http://www.glassofchina.com>.

### **France**

Some of the stained glass exporters from France are Uni-Verre Glass Artists Decorators, Galerie du Vitrail, and Vitrail de France. The details for each company are described below.

#### **Uni-Verre Glass Artists Decorators**

This company provides good service to customers. They are willing to come to the site, give free estimates that include consultations, model, manufacture and fit. The company will also supply their customers with a project drawn from a photo of the place with the exact dimensions of the opening. The company's homepage is available at <http://www.seek66.com/univerre>.

### **Galerie du Vitrail**

The Loire workshop has produced stained-glass windows for both religious and public buildings in France and elsewhere since 1946. Three generations of the Loire Family, have provided windows for more than 2,000 places including Salisbury Cathedral (UK), The Church of Remembrance in Berlin, Germany and the Thanksgiving Chapel in Dallas (USA). The company also does window restoration. The company's homepage is available at <http://www.galerie-du-vitrail.com>.

### **Vitrail de France**

This stained glass company does not have an English language version in the homepage yet. The homepage in French is available at <http://www.vitrail.com>.

### **Germany**

Some of the art glass exporters from Germany are Sattler's Stained Glass Studio, Glashutte Lamberts Waltsassen, and Medieval Stained Glass Windows from Esslingen. The details for each company are described below.

### **Sattler's Stained Glass Studio**

Sattler is an international art glass company whose headquarters is located in Germany. They have wholesalers in Nova Scotia, Canada and Germany. It produces stained glasses, melted glass objects on the plate for other glass products, and restoration of old stained glass. Sattler received an award for producing the largest stained glass, which was installed in St. Andrew's church in Columbus, Ohio in February 1998. It was The Mystery Windows a series of six 16' x 32' windows depicting the Mysteries of the Rosary. Sattler's long-range goals include production expansion to satisfy international demand particularly to established German customers. Besides, Sattler is also trying to find a new method of producing and designing art glass to get ahead of its competitors. The company's homepage is available at <http://www.sattlerglass.com>.

### **Glashutte Lamberts Walsassen**

Glashutte Lamberts Walsassen is an international stained glass company that has wholesalers in the USA, Canada, Germany, Great Britain, Austria, Japan, Australia, Switzerland, Sweden, Italy, Netherlands, and Belgium. The company has 3 wholesalers in the

United States; SG Benheim East, SG Benheim West, and SG Benheim New York. This company produces several type of mouth blown glass and each has its own characteristic. The complete information of the products can be seen in the company's homepage at <http://www.lamberts.de>.

### **Medieval Stained Glass Windows from Esslingen**

The stained glass produced by this company has a bright combination of colors. Most of the stained glass produced only uses blue, green, yellow, red, white, and black colors. The combination of the colors is in the designs made by Medieval Stained Glass Windows from Esslingen has its own characteristic. The company's homepage is available at <http://www.bawue.de>.

### **E. Market Trends**

Any kind of building has the potential to use art-crafted glass. Marketing the products to fast growing, moderate size business is a potential area for growth. Developing relationships with contractors, architects, interior designers, Do it your self-outlets, window and door manufacturers are very important. Participating in trade shows and fairs could increase market share.

Sales of the art-crafted glass are driven by the specific needs of individual organizations. Factors influencing these needs are budget limitations, corporate image, and space. Commercial projects, real estates projects, religious buildings, office expansion, remodeling of housing and commercial buildings are indicators of market possibilities for the product. Price might determine the decision process, but it is not a single determinant. Function and beauty, which results in higher feelings of comfort and enjoyment, usually weigh more in the choice. The situation is very competitive because of the numbers of players in the market. (Perry 1997, 36).

Based on data on table 2, the percentage of Unites States imports of glassware from 1993 to 2000 has been increasing on the average rate of 6.64 percent. The future of the United State market for art-crafted glass looks favorable. Interest rates are reasonable and will positively effect capital investments and spending. People tend to build the houses of their dreams, thus stained glass business will definitely prosper. (Qualey 2000).

## **Current Sales**

The total glass segment in the United States' market was estimated in 1998 to be around \$5.22 billion (US) (see table 2). The top 25 United States import sources for glassware are shown in table 4 below.

Up to July 1999, France, the number one country source of imported pressed and blown glass for the United States, contributed about 13.6 percent of the total glass imported to the country. An increase of 22.4 percent compared to the previous year. China contributed around 13.3 percent of the total imports, an increase of 26 percent compared to the previous year. Germany contributed about 9.3 percent, a decrease of 0.24 percent compared to the year before. China, France, and Germany, respectively, are among the top three importers of pressed and blown glass products for the United States. Indonesia was ranked 18 out of 25 countries and it imported around 0.95 percent of pressed and blown glass in 1999. This was a decrease of 23.57 percent compared to the previous year.

**Table 4. Top 25 U.S. Import Sources for Press and Blown Glass (SIC 3229)  
Annual + Year-To-Date Data from Jan - Jul**

Country	1992	1993	1994	1995	1996	1997	1998	1999	1999 YTD	2000 YTD	Percent Change YTD1999 - YTD2000
	In 1,000 Dollars										
China	21,255	31,739	47,547	62,946	78,105	108,774	127,779	160,742	71,857	102,913	43.20%
France	103,146	104,679	118,706	120,138	123,108	128,566	134,486	164,609	81,231	69,550	-14.40%
Germany	116,934	107,169	100,522	120,388	105,813	115,198	113,109	112,841	64,451	52,261	-18.90%
Poland	24,430	29,435	37,505	47,795	51,048	67,003	77,064	85,477	48,143	56,864	18.10%
Ireland	51,642	58,548	68,041	72,100	77,343	76,538	77,231	99,262	50,332	45,657	-9.30%
Italy	42,332	39,801	46,430	53,483	62,542	72,586	81,540	82,068	44,917	41,736	-7.10%
Austria	24,170	27,759	36,364	51,910	62,299	60,118	68,058	71,793	37,943	40,608	7.00%
Mexico	29,417	30,611	35,250	40,709	45,138	51,349	53,203	62,130	34,120	33,841	-0.80%
Czech Republic	0	14,461	15,359	19,831	23,455	27,514	36,991	42,604	24,084	26,286	9.10%
Canada	9,567	14,191	26,235	32,864	36,985	47,000	49,743	63,003	33,517	26,112	-22.10%
Taiwan	56,757	48,568	41,849	40,963	33,790	39,741	35,481	38,801	23,598	17,830	-24.40%
Japan	41,086	42,933	38,927	35,867	24,710	26,779	25,094	28,779	15,064	16,553	9.90%
United Kingdom	8,646	9,461	10,590	10,447	12,159	12,948	13,224	14,031	6,598	14,928	126.20%
Slovenia	10,533	26,690	24,079	25,160	25,569	28,019	25,914	24,325	12,129	13,880	14.40%
Turkey	5,350	5,711	4,946	5,365	7,527	8,621	25,755	17,267	10,365	11,820	14.00%
Romania	2,795	2,685	6,155	6,425	7,189	11,836	13,202	19,391	10,226	10,456	2.30%
Hungary	5,396	6,080	6,159	7,740	8,099	8,681	12,007	13,950	6,676	8,109	21.50%
Indonesia	8,958	7,657	5,495	8,915	11,094	13,065	15,097	11,538	6,678	6,117	-8.40%
Slovakia	0	1,981	2,380	4,570	4,621	6,758	9,793	10,547	6,692	5,881	-12.10%
Sweden	10,553	12,822	12,457	12,133	11,034	12,508	13,483	13,740	7,997	5,554	-30.50%
Spain	6,429	6,891	12,375	13,303	14,186	13,505	11,869	7,732	4,280	4,596	7.40%
India	248	428	729	3,690	4,381	5,961	9,373	9,337	5,016	4,438	-11.50%
Korea	6,978	8,209	7,128	5,780	3,844	4,227	4,727	8,654	4,746	3,793	-20.10%
Portugal	4,406	4,340	3,994	5,514	5,297	6,449	5,212	5,106	2,679	3,788	41.40%
Belgium	3,469	2,969	3,419	3,822	3,624	3,573	4,933	4,562	2,606	3,529	35.40%
<b>Subtotal</b>	<b>594,496</b>	<b>645,820</b>	<b>712,642</b>	<b>811,858</b>	<b>842,960</b>	<b>957,314</b>	<b>1,044,367</b>	<b>1,172,289</b>	<b>615,945</b>	<b>627,102</b>	<b>1.80%</b>
<b>All Other</b>	<b>48,836</b>	<b>31,720</b>	<b>36,706</b>	<b>34,238</b>	<b>33,631</b>	<b>34,961</b>	<b>36,626</b>	<b>41,109</b>	<b>20,593</b>	<b>27,409</b>	<b>33.10%</b>
<b>Total</b>	<b>643,332</b>	<b>677,541</b>	<b>749,348</b>	<b>846,095</b>	<b>876,592</b>	<b>992,275</b>	<b>1,080,993</b>	<b>1,213,398</b>	<b>636,538</b>	<b>654,511</b>	<b>2.80%</b>

Source: JGM 2000

### **Current Market Size**

In the 1997 Census of Manufactures, pressed and blown glass market had employed around 35,156 people. The 1997 employment figure was 3.7 percent more than the year 1992, which was around 33,900 people. The total value of shipments for establishments classified in this industry was \$6 billion (US), the cost of materials was estimated to be \$1.8 billion (US) and the new capital expenditure was estimated to be \$628.1 million (US). In 1997 there were about 515 industry establishments of pressed and blown glass industry in the United States. On average the number of employees per establishment at that time was around 68 people. The statistical comparison between pressed and blown glass industry in the year 1992 and 1997 are shown in table 5 below.

In 1997 the pressed and blown glass industry shipped about \$5.8 billion (US) worth of pressed and blown glass products, which was considered the primary type in the industry, about \$42 million (US) worth of secondary products, and about \$268 million (US) of miscellaneous receipts. A primary product is an establishment's product assigned to its own industry. A secondary product is a product that is considered primary to other industries. Miscellaneous receipts

are an is establishment's activities such as merchandizing, contract work, and resale. (U.S. Census Bureau 1999).

Indonesia in comparison to the United States has more employees per establishment, which were about 300 employees. For example P.T. Estu Adimore, Ltd. in Jakarta, Indonesia had about 250 employees in 1989. The output per employee in 1992 in the United States was \$123,473.40 (US), compare to \$124,661.24 (US) in Indonesia in the year 1989 (using the exchange rate of 1 US\$ = Rp. 2,250 back in the year 1989). (Department of Economic and Social Development 1992, 280, 596.).

**Table 5. Comparison Between Statistic in Press and Blown Glass Industry year 1992 and 1997.**

<b>Description</b>	<b>1992</b>	<b>1997</b>	<b>Difference</b>
Employment	33,900	35,156	3.70%
Establishment	449	515	14.70%
Employee/Establishment	75	68	-9.33%
Value of shipment	4.2 billion	6.09 billions	45%
Cost of Materials	1.4 billion	1.8 billion	28.57%
New Capital Expenditure	343.4 million	628.1 million	82.90%
Primary Products	4 billion	5.8 billion	45%
Secondary Products	28 million	42 million	50%
Miscellaneous	156.6 million	268 million	71.14%

Source: U.S. Census Bureau 1999.

## **Projected Market Size**

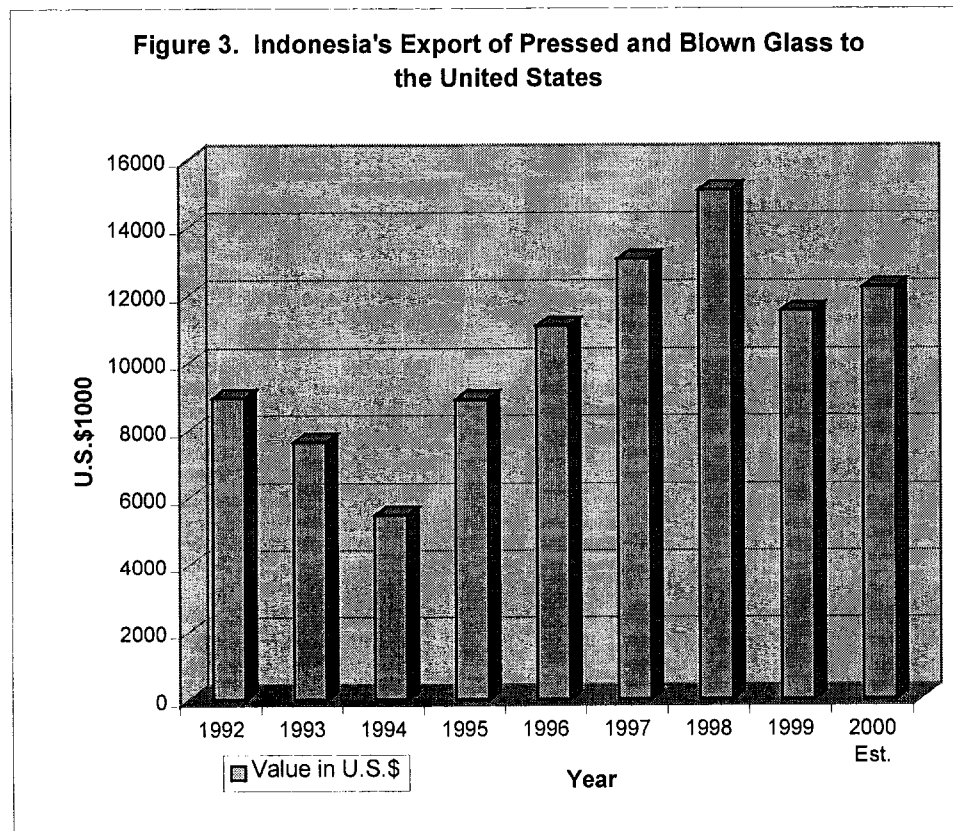
From 1992 to 1999 the total dollar amount spent on imported pressed and blown glass from the top 25 import sources has been increasing on the average of \$81,439,000 (US) per year. This figure is a good indicator of market potential. (JGM 2000).

The export, import and domestic production data for the glass industry, SITC 664, is shown in the table 6 below. The total import of glass products in the United States is increasing at the average rate of 6.86 percent. The total export of the glass products is also increasing at the average rate of 8.14 percent. This data implies that the growth of the glass market in the United States is projected to decrease at the average rate of 1.28 percent.

The local U.S. production is projected to have stronger growth than the imports into the country. The market is very competitive with 21.28 percent of the market held by domestic producers, which is increasing at the average rate of 8.66 percent.

Indonesia is one of the top 25 United States import sources for pressed and blown glass. Table 4, on page 23, describes the amount of US\$ of pressed and blown glass from Indonesia exported to the United States. The average percentage of the exports to the United States from Indonesia from the year 1992 to the year 2000 had been

increasing at the rate of 7.47 percent. From 1998 to today, an economic recession occurred in Indonesia, which had a huge impact on many the companies' growth. Figure 3 below shows the trend of Indonesia's export of pressed and blown glass to the U.S.



Source: Compiled from Mearkle and Orsini 1992-1999.

## **Impacting Issues for the Market**

Along with price pressures and an extremely competitive market with strong local production, there are other challenges for the maker of art-crafted glass hoping to sell in the United States.

### **F. Current Price of Products**

Current prices of pressed and blown glass products are different depending on the complexity of the design and the source of the glass manufacture. Some patterns on the glasses are more complex and require extra processes to make them; therefore they cost more. The current prices of pressed and blown glass products are shown in table 6 below. The prices in table 6 are the price of 1 square feet of pressed and blown glass in a sheet, measured ranges from 4.07 sq. ft. to 19.03 sq. ft.

Chinese glassmakers sell at a price of 60 percent lower than domestic glassmakers in the United States. The future of many small domestic stained glassmakers in USA is threatened because they cannot compete on price with the Chinese glassmakers. The disadvantage of buying from a China glassmaker is the poor packaging that often leads to high incidence of glass breakage.

**Table 6. Current Price of Press And Blown Glass Product in The United States Per Square Feet. (2.5mm - 3mm Thickness)**

Type of Glass or Design	# of Glass Classifications	Price (US\$)
Amstrong	6	4.96 - 9.73
Bullseye Compatible Fusing Glass	3	12.06 - 15.36
Cathedral	3	1.75 - 3.17
Corella Clasic	1	8.65
Plain Colored Sheet	4	6.00 - 15.22
Desag '75 Fusible Artista	3	7.39 - 13.71
Desag Cathedral	2	7.31 - 7.74
Desag Colourescent	1	7.31
English Muffle	4	5.60 - 25.98
Glue Chip	1	4.77
St. Just MNA Drawn Antique	2	6.73 - 8.42
Kokomo	3	6.88 - 8.14
Muranese	1	4.77
Reamy Slab	2	2.98 - 3.54
Sahara	3	3.88 - 6.35
Spectrum	7	6.49 - 9.68
Flemish	1	4.86
Uroborus	5	9.60 - 20.47
Wissmach	4	5.64 - 8.68
Flashed Opal	2	8.32 - 11.29
Victorian Patterned	3	4.86 - 9.80
China's glass	N/A	0.67 - 1.51

Source : James Hetley & Co. LTD 1998 and Ed Hoy's, Inc 2000 and Dalian F.T.Z. Kanglide Glass Exporting Co.,Ltd. 2000

Hollander Glass, one of the biggest distributors in United States, has acted quickly and in time to get their sole agency in the USA. They have sent people to China to teach them how to pack properly. The glass quality from China is considered to be 80 percent of the United States' standard and by late 2000 were predicted to be able to produce almost the same standard of quality as the United States.

In this battle of glass prices, the first one who will suffer is The Spectrum Glass of Seattle. Water glass is the most popular item that is the exclusive design of Spectrum Glass. Goldon Enterprises, the Chinese glassmaker, can produce the very same Clear Water Glass for a 55 percent lower price. The latest news is that Spectrum has lost the sole agency in United States, as they were not able to sell the quantities as called for in their agreement. This year, Chinese water glass will flood the USA and the rest of the world at extra low prices, since the stock is said to be abundant. Smaller glassmakers maybe able to shift their production into special order restoration glass or other related art glass items. According to J. Shaffer, Vice President of Marketing at Ed Hoy's International, "I cannot foretell what would happen to the hundred-year-old Kokomo Glass Co. and the Paul Wissmach Glass Co. Because of their special colors, special specifications, and histories, they probably can keep their market status. Only time will tell." (James Shaffer. Personal interview, 17 August 2000).

## **G. Specific Distribution and Sales Channels**

Several methods can be used to distribute a foreign firm's products to the United States. Many of the foreign firms push their product to the United States through an agent or distributor in United States. Distributors import products from overseas in large quantities thus enabling a manufacturer to deal with only one customer in a foreign country. An agent is different from a distributor. An agent does not stock product. Agents obtain an order from a customer and send them to the manufacturer, enabling the manufacturer to ship the products directly to the customer. In turn, the manufacturer pays the agent a commission on the sale. (Maggiore 1992, 100).

There are three major distribution and sales channels to gain access to United States market:

1. **Broker.** A broker does not have to stock or carry inventory. Therefore they have no risk. They only buy and sell for a company and make a commission on the transaction.
2. **Importer.** An importer buys the products from the manufacturer and put them in their inventory. They do all the marketing, sales, and management themselves. Therefore an importer takes all the risk for the business. The price of the product will

be higher than if broker is used, but an importer can eliminate your risk and guarantee distribution.

3. Bypass importer and contact distributor in the United States directly. In this case the manufacturer has its own importer and is only responsible for delivering product directly to the distributor.
4. Eliminate broker, importer and distributor and sell directly to trading markets, becoming your own importer, broker and distributor. (Maggiori 1992, p. 171).

### **Wholesalers and Retailers**

A wholesaler is a merchant middleman who sells chiefly to retailers, other merchants or industrial, institutional, and commercial users mainly for resale or business use. A retailer is a merchant middleman who sells goods mainly to the ultimate consumers. (Philip Babcock Gove, in *Webster Third New International Dictionary*).

The wholesaler usually serves only a few retailers. However, retailers can also buy from distributors, whom always set different prices. Some of the retailers and wholesalers for the art-crafted glass industry in the United States are listed in the appendix C and appendix D of this paper.

## **Distribution Channels and Sales Problems**

Eztu Glass is listed as a distributor in the Spectrum Glass's catalog and homepage since Eztu Glass is one of their largest buyers and users in Asia. Eztu Glass then distributes the stained glass to Singapore, Malaysia, and in Indonesia. Eztu Glass also uses the stained glass for crafting panels. In Indonesia, only a few companies are retailing stained glass and Eztu Glass is the largest one.

One of the sales problems with stained glass is that sellers have to carry many items with various colors to meet buyers' expectations. Another problem in distribution and sales is the packaging. The sellers need to provide strong packaging to ensure the safety of the glass. Strong packaging needs big wooden boxes since most stained glass is about 24" x 48" in size in the United States, and these wooden boxes are costly.

Many distributors, who act as wholesalers as well as retailers, have set different prices for different categories of buyers. The more they buy the larger discounts they get. Normally, they have large warehouses outside main cities that take care of the needs of individual customers, as well as shipping to wholesalers. Some companies are strictly for distributors, and they ask for customers' license to identify their status when making purchases. Many small

companies sell retail and even provide classes on how to make stained glass panels by using their glasses, making fused glass and other related art glasses work. Very few use shopping malls as their sales outlets. (Yaputra, Brian. Personal interview, 30 December 1999).

### **Recommendations**

Often times builders will use the services provided by interior design firms and architecture firms. For art-crafted glass manufacturing companies, developing relationships with door companies, interior design firms, and architecture firms and getting their name out to these professionals whom often specify the art-crafted glass placement is essential.

Current suppliers maintain showrooms for designers, architects, and purchasers for companies to visit. It would be important for a new player to investigate these showrooms and consider similar ways of showing the products

Some of the biggest pressed and blown glass distributors in United States are Ed Hoy's International, Hollander Glass, and Houston Stained Glass Supply. Creating a good relationship with these three giant art glass distributors will certainly help gain a foothold in the United States market. However, Eztu Glass has to keep in mind

that they are competing with China to sell their products in the United States, where China labor cost is very cheap. Table 7 below shows the comparison of labor cost between China, France, Germany United States, and Indonesia.

**Table 7. Comparison Manufacturer Labor Cost per Hour in China France, Germany, United States, and Indonesia in 1999.**

Country	Labor Cost per Hour (US\$)
China	0.09 - 0.49
France	17.98
Germany	26.93
United States	19.20
Indonesia	0.12

Source: U.S. Department of Labor 2000 and National Labor Committee 2000 and Goodman, P. S. 1996.

Indonesia and China both have a low labor cost. In China, workers are pushed to work overtime, up to 98 hours a week without overtime pay. Some of the workers do not have benefits, no legal work contract, have never heard of the any corporate code of conduct, and they have to work in an unpleasant working environment. This way, China glassmakers can export their products to United States for very low prices. (National Labor Committee 2000).

Indonesia has a minimum wage requirement with overtime pay and most of the workers are protected by the Indonesian Department of Labor. In China the minimum wage requirement does not exist. It

will be hard for Indonesian glassmakers and any other country's glassmakers to compete with China glassmakers exporting their product in to United States.

Dealing with this issue, President Clinton is trying hard to get China to join the World Trade Organization (WTO). Once China joins the WTO and follows all the requirements to join the WTO, hopefully the market situation in United States will change and become more competitive. This is a good time for P.T. Eztu Adimore, Ltd., to establish distribution relationships and increase it's export to the United States.

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- Qualey, M. L. 2000. "Who will benefit?" *Channel3000*. [on-line]; available from <<http://www.channel3000.com/news/interest.html>> (accessed 31 July 2000).
- Sattler's Stained Glass Studio. The company homepage is available at <http://www.sattlerglass.com>.
- Selk, Ray. August 2000. President, *Chicago Art Glass, Inc.* Wisconsin: Cedar Grove.
- Shaffer, James, M.B.A. August 2000. Vice President of Marketing, *Ed Hoy's International*. Illinois: Warrenville.
- Specialty Glass Works (Far East) Ltd. The company homepage is available at <http://www.specialty-glass.com>.
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- TSCentral. This website takes you to the up coming trade shows or events worldwide. The website is available at <http://www0.tscentral.com/EventCenter/index.jhtml?mode=browse>. (accessed 27 July 1999).
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<<ftp://ftp.bls.gov/pub/special.requests/ForeignLabor/supptab.txt>>  
(accessed 22 November 2000).

Uni-Verre Glass Artists Decorators. The company homepage is available at <http://www.seek66.com/univerre>.

Vanden Bloomen, Dr. Dennis R. Research Coordinator—IDEA.  
Wisconsin: Menomonie. E-mail: [vandenbl@aol.com](mailto:vandenbl@aol.com).

Vitrail de France. The company homepage is available at <http://www.vitrail.com>.

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## **APPENDIX A – INTERNATIONAL TRADE ASSOCIATIONS IN WISCONSIN**

### **Central Wisconsin World Trade Association**

Dr. Richard Judy, President  
C/o Division of Business and Economics  
University of Wisconsin-Stevens Point  
Stevens Point, Wisconsin 54481  
Telephone: 715-346-2728

### **Madison International Trade Association**

Mr. Richard Storch, President  
C/o Storch International, Inc.  
5721 Odana Road, #210  
Madison, Wisconsin 53719-1289  
Telephone: 608-273-8400

### **Milwaukee World Trade Association**

Mr. Peter Beitzel, Executive Director  
C/o Metropolitan Milwaukee Association of Commerce  
756 North Milwaukee Street  
Milwaukee, Wisconsin 53202  
Telephone: 414-272-3000

### **Northeast Wisconsin World Trade Association**

Ms. Mary Shaw, President  
C/o Aster Forming Fabrics  
6480 West College Avenue  
Appleton, Wisconsin 54915  
Telephone: 414-734-2607

### **South Central Wisconsin World Trade Association**

Ms. Carla Lenk, Director  
C/o Small Business Development Center  
University of Wisconsin – Whitewater  
Carlson Building, Room 2000  
Whitewater, Wisconsin 53190  
Telephone: 414-472-3217

### **Wisconsin World Trade Center**

Ms. Fran S. Meyers, director  
C/o Pfister Hotel  
424 East Wisconsin Avenue  
Milwaukee, Wisconsin 53202  
Telephone: 414-274-3840

### **International Development and Education Alliance (IDEA)**

C/o David Steele, Director  
458 Schneider hall  
Department of Management and Marketing  
University of Wisconsin – Eau Claire  
Eau Claire, Wisconsin 54701  
Telephone: 715-836-5247  
Fax: 715-836-2944

### **Dr. Dennis R. Vanden Bloemen**

Research Coordinator-IDEA  
243 TW-Jarvis Hall  
Department of Business  
University of Wisconsin – Stout  
Menomonie, Wisconsin 54751-0790  
Telephone: 715-232-2311  
Fax: 715-232-5004  
Internet: [VANDENBL@AOL.COM](mailto:VANDENBL@AOL.COM)

### **Eau Claire Industrial Development Corporation**

Heather Owens, International Trade Assistant  
3625 Gateway Drive, Suite B  
Eau Claire, Wisconsin 54701 – 8187  
Telephone: 715-834-0070  
Fax: 715-834-1956

### **International Trade Assistance Office**

St. Norbert's College  
Dr. Ruth Freiburger, Director  
Bemis International Trade Center  
100 Grant street  
De Pere, Wisconsin 54115-2099  
Telephone: 414-403-3100  
Fax: 414-403-4083

**Western Wisconsin World Trade Association**

Dr. Dennis R. Vanden Bloomen,  
Director  
C/o Department of Business  
University of Wisconsin – Stout  
243 TW, Jarvis hall  
Menomonie, Wisconsin 54751-0790  
Telephone: 715-232-2311

**US Foreign Commercial Service**

US Department of Commerce  
517 East Wisconsin Avenue  
Milwaukee, Wisconsin 53202-4588  
Telephone: 414 297-3473  
Fax: 414- 297- 3470

**Wisconsin Department of Commerce**

International Trade Bureau  
Ms. Mary Regel, Director  
123 West Washington Avenue  
P.O. Box 7970  
Madison, Wisconsin 53707  
Telephone: 608-266-1767  
Fax: 608-266-5551  
**Europa/Asia:** Mary Lynn Murtaugh  
Tel: 606-266-9330  
**Western Hemisphere:** Kirk Rossi  
Tel: 608-266-7065  
**Japan/Korea:** Melissa Meyer  
Tel: 608-266-0413

**Small Business Development Center**

Kevin Jones  
114 Schneider hall  
University of Wisconsin – Eau Claire  
Eau Claire, Wisconsin  
Telephone: 715-836-52811  
Fax: 715-836-5263

**Wisconsin Department of Commerce**

James Aarndt  
International Trade Consultant  
C/o Bemis International Trade center  
St. Norbert's College  
100 Grant street  
De Pere, Wisconsin 54115-2099  
Telephone: 414-337-1333  
Fax: 414-337-4083  
Internet: [arndt@sncac.snc.edu](mailto:arndt@sncac.snc.edu)

**Wisconsin Department of Commerce**

Lou Janowski  
International Trade Consultant  
Middleton, Wisconsin 5xxx00  
Telephone: 608-831-9456  
Fax: 608-831-6983

**Waukesha County Area Technical College**

Mary Lynn Murtaugh  
International Trade Center-Pewaukee  
Waukesha, Wisconsin  
Telephone: 414-691-5147  
Fax: 414-691-5092

**Glass Art in Chicago**

Glass Show will be held in Chicago on July 27-30, 2000. An extensive selection of Glass education opportunities is being offered throughout the show. Visit the [www.agsa.org](http://www.agsa.org) for more details.

Source: Wisconsin Department of Commerce. International Trade International Trade Division.

## APPENDIX B – INTERNATIONAL TRADE CONTACTS AND ORGANIZATIONS IN JAKARTA, INDONESIA

### **Bank Indonesia (the Indonesian central bank)**

Mr. SYAHRIL Sabirin  
Governor  
Jl. M.H. Thamrin 2, 3rd fl.  
Jakarta 10010 Indonesia  
Tel. (62)(21) 231-0408; fax 231-1550

Mr. SUBARJO Djojsumarto  
Managing Director for Bank Regulation  
Jl. M.H. Thamrin 2, 2nd fl.  
Jakarta 10010 Indonesia  
Tel. (62)(21) 350-1922; fax 350-1981

Mr. Suprianto  
International Department,  
International Trade and Economics  
Cooperation Division  
Jl. Kebon Sirih 82-84  
Jakarta 10010 Indonesia  
Tel. (62)(21) 381-8049; fax 385-7358

Mr. Aribowo  
Senior Analyst, High Value Payment  
System Development  
D Building 8th fl.  
Jl. M. H. Thamrin No. 2  
Jakarta 10010 Indonesia  
Tel. (62)(21) 381-8765; fax 348-30155

### **Indonesian Bank Restructuring Agency (a.k.a. IBRA)**

Dr. Glenn M. Surya Yusuf  
Head  
Wisma Anggana, 30th fl.  
Bank Danamon  
Jl. Jend. Sudirman Kav. 45-46  
Jakarta 12930 Indonesia  
Tel. (62)(21) 577-2304; fax 577-2301

### **U.S. Banks**

American Express Bank  
Sylvia-Marie Challita  
Senior Country Executive  
Graha Aktiva  
Jl. H.R. Rasuna Said Kav 3  
Jakarta 12950 Indonesia  
Tel. (62)(21) 521-6699; fax 521-6688

The Chase Manhattan Bank  
Edward T. Nocco  
Managing Director, Senior Country  
Officer for Indonesia  
Plaza Chase Podium, 4th fl.  
Jl. Jend. Sudirman Kav 21  
Jakarta 12920 Indonesia  
Tel. (62)(21) 571-8401; fax 570-3960  
E-Mail: Edward.Nocco@chase.com

Citibank  
Ricardo James  
Vice President  
Landmark Center A, 5th fl.  
Jl. Jend. Sudirman 1  
Jakarta 12910 Indonesia  
Tel. (62)(21) 251-8622; fax 251-8500  
E-Mail: ricardo.james@citicorp.com

### **Indonesia-Based Consultants Familiar with Banking Issues:**

Mr. James W. Castle  
Castle Group  
PT Jasawewenang Citrasempurna  
Menara Batavia, 8th Floor  
Jl. K.H. Mas Mansyur Kav 126  
Jakarta 10220 Indonesia  
Tel. (62)(21) 572-7321; fax 572-7329  
E-Mail: jcastle@castleasia.com

Mr. Mardy Sutanto  
Senior Vice President, Group Head-  
Bank Restructuring  
Wisma Bank Danamon, floors 24  
and 30  
Jl. Jend. Sudirman Kav 45-46  
Jakarta 12930 Indonesia  
Tel. (62)(21) 577-2275; fax 577-2274

IBRA is a government agency similar  
in many ways to the former  
U.S. Resolution Trust Corporation  
(RTC) and has been established  
to hold entire banks taken over by  
the government pending  
recapitalization and restructuring or  
to hold bad debts as they  
are being worked out in the Asset  
Management Unit.

**Indonesian Debt Restructuring  
Agency (a.k.a. INDRA or BPPN)**

Mr. Sumitro  
Head  
Bidakara Bldg, 2nd fl.  
Jl. Jend. Gatot Subroto Kav. 71-73  
Jakarta 10002 Indonesia  
Tel. (62)(21) 837-93041, 837-93031;  
fax 837-93042

Dr. DONO Iskandar Djojosubroto  
Advisor  
Bank Indonesia, 3rd fl.  
Jl. M.H.Thamrin 2  
Jakarta 10010 Indonesia  
Tel. (62)(21) 381-7010; fax 231-1292

INDRA is another new government  
agency set up to assist in  
corporate debt restructuring.

Mr. Martin L. Cavassa  
Senior Advisor  
Harvest International Inc  
Wisma Metropolitan I, 10th Floor  
Jl. Jend. Sudirman Kav 29  
Jakarta 12920 Indonesia  
Tel. (62)(21) 525-1641; fax 520-7789  
E-Mail: martin\_cavassa@ibm.net

h. Indonesia-Based Legal Consultants  
Familiar with Banking Issues

Ms. Karen Mills, J.D.  
Senior Consultant PT Dharma Raksa  
Level 11, Wisma Danamon Aetna Life  
Jl. Jend. Sudirman Kav 45-46

Jakarta 12930 Indonesia  
Tel. (62)(21) 577-1177; fax 577-1947  
E-Mail: kksm@undosat.net.id

Mr. Michael S. Horn  
PT CB Indonesia  
16th Floor, Central Plaza  
Jl. Jenderal Sudirman Kav. 47  
Jakarta 12930 Indonesia  
Tel. (62)(21) 525-1985; fax 525-0734  
E-Mail: mshorn@ibm.net

**Other**

National Development Information  
Office (NDIO)  
Direktorat Jenderal Pajak Buliding-A  
2nd Floor  
Jalan Gatot Subroto No. 40-42  
Jakarta 10002 Indonesia  
Tel. (62)(21) 522-5912; fax 522-5913  
E-Mail: ndio@rad.net.id  
Web-site: <http://www.ndio.co.id>

### **Ministry of Finance**

Dr. Mohammad Rosul  
Director, Bureau for Planning and  
International Cooperation  
Department of Finance  
Gedung Paik, 9th Floor  
Jl. Lapangan Banteng Timur 2-4  
Jakarta 10710 Indonesia  
Tel. (62)(21) 345-1128; fax 345-1205  
E-Mail: rosul@centrin.net.id

Dr. Mas Widjaja  
Director, Department of General  
Budget, External Funds  
Department of Finance  
Jl. Lapangan Banteng Timur 2-4  
Jakarta 10710 Indonesia  
Tel. (62)(21) 345-8289; fax 381-2859

### **Indonesian Banks**

Bank Central Asia (BCA)  
Mr. Andre Sutisna  
Senior Manager, Systems  
Information Manager  
Wisma BCA II 8th Floor  
Jl. Jend. Sudirman Kav 22-23  
Jakarta 12920 Indonesia  
Tel. (62)(21) 520-8650; fax 520-6129  
E-Mail: andre\_sutisna@bca.co.id

Bank Danamon  
Mr. Hadiyanto Budisetio  
Jl. Kebon Sirih 15  
Jakarta 10340 Indonesia  
Tel. (62)(21) 230-1901; fax 230-1926  
E-Mail: hbu@bit.net.id

Bank Danamon  
Mr. Francis X. Shea  
Senior Advisor  
Wisma Bank Danamon  
Jl. Jend. Sudirman 45  
Jakarta 12930 Indonesia  
Tel. (62)(21) 577-0551; fax 577-0636  
E-Mail: fxshea@ibm.net

The Country Commercial Guide for Indonesia, and other commercial, economic, consular, educational and other information relevant to Americans interested in Indonesia, and to Indonesians, are available on line from the U.S. Embassy Jakarta at the following address:  
<http://www.usembassyjakarta.org>.

The U.S. Commercial Service in Indonesia offers a wide range of programs to open the Indonesian market to interested U.S. companies. Our main office is in Jakarta, and we have commercial staff in Indonesia's second city and gateway to the Eastern Islands: Surabaya. We will give timely responses to business queries sent to us at the following mailing, fax and Internet addresses:

1. U.S. Commercial Service  
American Embassy Jakarta  
Mailing address from U.S. Box 1, Unit 8129, APO AP 96520-0001  
Physical location: U.S. Commercial Center Wisma Metropolitan II, 3rd Floor Jakarta 12920, Indonesia

tel: 62-21-526-2850  
fax: 62-21-526-2855  
Internet email: ojakarta@doc.gov

2. American Consulate General  
Surabaya  
Mailing address from U.S. (same as Embassy, above) Physical location: Jalan Dr. Sutomo, No. 33 Surabaya  
tel: 62-31-561-9213  
fax: 62-31-567-7748

Bank Niaga  
Mr. Arwin Rasyid  
Deputy President Director  
Gtaha Niaga, 15th fl.  
Jl. Jend. Sudirman Kav. 58  
Jakarta 12190 Indonesia  
Tel. (62)(21) 250-5052; fax 250-5202  
E-Mail: ar22@infoasia.net

Bank Mandiri  
Mr. Agam Napitupulu  
Proposed IT Chief for Bank Mandiri  
President Director BAPINDO  
Plaza Bapindo, Menara 1, 9th fl.  
Jl. Jend. Sudirman Kav 54-55  
Jakarta 12190 Indonesia  
Tel. (62)(21) 526-7280; fax 526-7350  
Assistant's Name: Ms. Meity

Source: National Trade Databank 1999.

## APPENDIX C—STAINED GLASS WHOLESALERS IN THE UNITED STATES

### **S.A. Bendheim East**

61 Willett Street  
Passaic, NJ 07055  
Toll-Free: 800.221.7379  
Outside US: 201.471.1733  
Fax: 201.471.3475  
[www.bendheim.com](http://www.bendheim.com)

### **S.A. Bendheim West**

3675 Alameda Avenue  
Oakland, CA 94601  
Toll Free: 800.900.3499  
Outside US: 510.535.6600  
Fax: 510.535.6615  
[www.bendheim.com](http://www.bendheim.com)

### **S.A. Bendheim New York Showroom**

122 Hudson Street  
New York, NY 10013  
Phone: 212.226.6370  
Fax: 212.431.3589  
[www.bendheim.com](http://www.bendheim.com)

### **Delphi Stained Glass**

2116 E. Michigan Ave.  
Lansing, MI 48912  
Phone: (517) 482-2617  
Fax: (517) 482-4028  
[www.delphiglass.com](http://www.delphiglass.com)

### **Castle Stained Glass**

2314 Broad Street  
San Luis Obispo, CA 93401  
805.544.5005  
FAX 805.78.0260  
[www.castlestainedglass.com](http://www.castlestainedglass.com)

### **Aanraku Stained Glass**

2323 S. El Camino Real  
San Mateo, CA 94403  
TEL: (650) 372-0527  
[Aanraku@eStainedGlass.net](mailto:Aanraku@eStainedGlass.net)

### **Anything in Stained Glass**

1060 Rt. 47 South  
Rio Grande, NJ 08242  
Ph: (609) 886-0416  
Fax: (609) 886-4947  
[www.artglassworld.com](http://www.artglassworld.com)

### **Stained Glass Overlay, Inc**

1827 N. Case St.  
Orange, CA 92865 USA  
Ph: (800) 944-4746  
(714) 974-6124  
Fax: (714) 974-6529  
[www.sgoinc.com](http://www.sgoinc.com)

### **Stained Glass Bargains**

PO Box 2123  
Blowing Rock, NC 28605  
Ph: (828) 295-0204  
[www.stainedglass-bargain.com](http://www.stainedglass-bargain.com)

### **Alpine Stained Glass**

5801 Fairmount Ext.  
San Diego, Ca. 92120  
Ph: (888) GLASS.01  
(619) 563 5026  
Fax: (619) 563-7519  
[www.alpineglass.com](http://www.alpineglass.com)

### **Houston Stained Glass Supply**

2002 Brittmoore  
Houston , Texas 77043  
Ph: 713-690-8844  
(800) 231-0148  
[www.hsgs.com](http://www.hsgs.com)

### **Spectrum Glass Company, Inc.**

PO Box 646  
Woodinville, WA 98072 USA  
Phone: 425-483-6699  
Fax: 425-483-9007  
[www.spectrumglass.com](http://www.spectrumglass.com)

**Jersey Art Stained Glass Studio**

1206 Raritan Road  
Cranford, NJ 07016  
Ph: (908) 276-3331  
Fax: (908) 276-0081  
[www.jerseyart.com](http://www.jerseyart.com)

**Glass Crafters**

Sarasota, FL 34240-8765  
Ph: (800) 422-4552  
[www.craftweb.com](http://www.craftweb.com)

**Gilbertson's Stained Glass**

400 Interchange North  
Lake Geneva, WI 53147  
Ph: (414) 248-8022  
[www.stainedartglass.com](http://www.stainedartglass.com)

**Chicago Art Glass**

PO Box 507  
307 South Commerce St.  
Cedar Grove, WI 53013  
Phone: 920-668-8789  
Fax: 920-668-8006  
[www.chicagoartglass.com](http://www.chicagoartglass.com)

**Ed Hoy's International**

27625 Diehl Road  
Warrenville, IL 60555  
Phone: 1800-323-5668  
[www.edhoy.com](http://www.edhoy.com)

## APPENDIX D—RETAILERS IN UNITED STATES

### Retailers in Western part of USA

#### ALASKA

**THE CRAFTSMAN**  
9400 OLD SEWARD HWY  
ANCHORAGE AK 99515  
907/344-7636

**LIGHTWAVE**  
9400 OLD SEWARD HWY  
ANCHORAGE AK 99515  
907/344-7636

**PANED EXPRESSIONS**  
11421 OLD GLENN HWY  
#105  
EAGLE RIVER AK 99577  
907/694-5956

**EXPRESSIONS IN GLASS**  
3550 AIRPORT WAY  
SUITE 5  
FAIRBANKS AK 99709  
907/474-3923

**LIVING COLOR STAINED  
GLASS**  
10427 FOX FARN TRAIL  
JUNEAU AK 99801  
907/789-1989

**DENALI STAINED GLASS**  
401 E BOGARD RD  
WASILLA AK 99654  
907/376-6005

#### ARIZONA

**CACTUS WELD & HOBBY  
SHOP**  
10231 E APACHE TRAIL  
APACHE JCT AZ 85220  
602/986-0876

**A TOUCH OF GLASS**  
580 MARINA BLVD  
BULLHEAD CITY AZ  
86442  
520/763-6136

**ART GLASS EMPORIUM**  
106 S OREGON ST  
CHANDLER AZ 85224  
602/855-6052

**DALKE-COBLE STAINED  
GLASS**  
743 N MAIN ST  
COTTONWOOD AZ 86326  
520/634-2285

**HARTMAN'S GLASS ART  
STUDIO**  
2710 N STEVE'S BLVD  
#10  
FLAGSTAFF AZ 86004  
602/526-4911

**ALICE'S STAINED GLASS**  
7015 N 58th AVE.  
GLENDALE AZ 85301  
602/939-7260

**STAINED GLASS SHOP**  
6344 W BELL RD  
GLENDALE AZ 85308  
602/878-0553

**DESERT SANDS STAINED  
GLASS**  
1901 E ANDY DEVINE  
KINGMAN AZ 86401  
520/753-2198

**TUMBLEWEED STAINED  
GLASS**  
2636 W BASELINE  
MESA AZ 85204  
602/838-1711

**RAINBOW STAINED  
GLASS**  
3036 N COCHISE DR  
PRESCOTT VALLEY AZ  
86314  
602/772-6950

**ARTISAN STAINED  
GLASS & GIFTS**  
18700 N 107TH AVE  
SUN CITY AZ 85373  
602/815-9729

**ARTISTRY STAINED  
GLASS**  
904 N SCOTTSDALE RD  
TEMPE AZ 85281  
602/966-6167

OCHOA STAINED GLASS  
2532 N CAMPBELL AVE  
TUCSON AZ 85719  
602/325-8791

EXPRESSIONS ART  
GLASS  
103 S PANTANO RD  
TUCSON AZ 85710  
602/886-7720

YOUNGTOWN STAINED  
GLASS  
11129 MICHIGAN AVE  
YOUNGTOWN AZ 85363  
602/977-1850

CALIFORNIA

CREATIVE GLASS ART  
1001 W FOOTHILL BLVD  
AZUSA CA 91702  
818/334-0381

STAINED GLASS  
GARDEN  
1800 FOURTH ST  
BERKELEY CA 94710  
510/841-2200

SHUMARD STAINED GLASS  
390 S MAIN ST, BOX 131  
BIG PINE CA 93513  
760/938-2047

MacBETH'S STAINED  
GLASS  
1039 E IMPERIAL HWY, F-1  
BREA CA 92621  
714/529-1426

EVERGREEN STAINED  
GLASS  
1245 HOWARD AVE  
BURLINGAME CA 94010  
415/347-8459

HUNTER GLASS WORKS\*  
7054 VILLAGE PKWY  
DUBLIN CA 94568  
510/828/8027

ABUNDANT TREASURES  
105 E GRAND AVE  
ESCONDIDO CA 92025  
619/741-5509

SGO DESIGNER GLASS  
40949 FREMONT BLVD  
FREMONT CA 94538  
510/656-6100

STAINED GLASS JUNCTION  
1563 HWY 99E  
GRIDLEY CA 95948  
916/846-4375

MY GLASS SHOP  
291 S WASHINGTON  
SONORA CA 95370  
209/728-3575

SUMMER WIND STAINED  
GLASS\*  
45 MAIN ST  
ISLETON CA 95641  
916/777-6906

ALLEN KENOYER GLASS  
INC  
4571 W ARTESIA BLVD  
LAWNDALE CA 90260  
310/379-4211

THE LIGHT CATCHER  
304 W LODI AVE  
LODI CA 95240  
209/333-0041

GERMAN GLAS WERKS  
109 E YOSEMITE AVE  
MANTECA CA 95336  
209/825-4527

STAINED GLASS FANTASY  
1050 N CARPENTER RD  
MODESTO CA 95351  
209/572-1861

MONTEREY CYPRESS  
GLASS  
400 FOAM ST STE A  
MONTEREY CA 93940  
408/373-1989

D & L STAINED GLASS  
8824 S OCEAN VIEW AVE  
WHITTIER CA 90605  
213/693-2511

GLASSWOOD STUDIO  
907 'A' AVE - HERITAGE  
SQUARE  
NATIONAL CITY CA 91950  
619/477-1424

**BERGENS GLASS  
WORKS**  
14412 S PIONEER BLVD  
NORWALK CA 90650  
310/929-4225

**ALL THAT GLASS**  
1012 SOUTH COAST HWY  
OCEANSIDE CA 92054  
619/439-7542

**PZAZ STAINED GLASS\***  
822 PETALUMA BLVD N  
PETALUMA CA 94952  
707/763-6220

**SANTA BARBARA  
STAINED GLASS**  
4129 STATE ST  
SANTA BARBARA CA  
93110  
805/683-2628

**KISS MY GLASS**  
660A 7TH AVE  
SANTA CRUZ CA 95062  
408/462-3077

**GLASSARTS**  
420 WEST FLORA  
STOCKTON CA 95203  
209/467-7224

**LIGHTHOUSE STAINED  
GLASS**  
580 VENICE BLVD  
VENICE CA 90291  
310/827-0053

**STAINED GLASS OF  
MARIN**  
1001 MIRABELLA AVE  
NOVATO CA 94945  
415/893-9000

**VICTORIAN STAINED  
GLASSWORKS**  
149 S FIRST ST, STE F  
ORCUTT CA 93455  
805/937-8234

**AURORA STAINED  
GLASS**  
925 WALL ST #6  
REDDING CA 96002  
916/222-5296

**STAINED GLASS IMAGES**  
1025 TANKLAGE RD #E  
SAN CARLOS CA 94070  
415/592-4858

**SANTA ROSA STAINED  
GLASS\***  
952 SANTA ROSA AVE  
SANTA ROSA CA 95404  
707/528-2847

**CAROL'S STAINED  
GLASS**  
90 MAIN ST PO BOX 571  
TEMPLETON CA 93465  
805/434-2133

**C & L CUSTOM STAINED  
GLASS**  
125 HANES PLACE  
VISTA CA 92084  
619/726-7705

**CASTLE STAINED GLASS**  
3536 S HIGUERA SAN LUIS  
OBISPO CA 93401  
805/544-5005

**CREATIVE GLASS  
CARVINGS\***  
3849 SILVERA CT  
PARADISE CA 95969  
916/872-8889

**BOZ STAINED GLASS**  
2753 BECHELLI LN  
MISSION SQ  
REDDING CA 96002  
916/222/3664

**AANRAKU STAINED GLASS**  
2323 S EL CAMINO REAL  
SAN MATEO CA 94403  
650/372-0527

**MY GLASS SHOP\***  
1190 HWY 49  
SONORA CA 95370  
209/588-1952

**GLASS LOVERS**  
91-A W COURT ST  
WOODLAND CA 95695  
916/662-6444

**ART GLASS ANNEX**  
15039 LEFINGWELL RD  
WHITTIER CA 90604  
562/944-6075

**COLORADO**

**D & L STAINED GLASS  
SUPPLY  
4919 N BROADWAY  
BOULDER CO 80302  
800/525-0940**

**GRACIE STAINED GLASS  
5 E BIJOU  
COLORADO SPRINGS CO  
80903  
719/447-1189**

**ROYALTY STAINED GLASS  
5331 MONTEBELLO LANE  
COLORADO SPRINGS CO  
80918  
719/598-4161**

**CRIPPLE CREEK GLASS  
SHACK\*  
202 N SECOND ST  
PO BOX 728  
CRIPPLE CREEK CO  
80813**

**THE DC GROUP  
369 SHERMAN ST  
DENVER CO 80203  
303/778-0218**

**GLASS WAREHOUSE  
3483 S BROADWAY  
ENGLEWOOD CO 80110  
303/781-0026**

**HIGH COUNTRY LOCK &  
KEY\*  
PO BOX 2250 - 100 MAIN  
ST  
FRISCO CO 80443  
303/668-5255**

**ROCKY MOUNTAIN  
GLASS WORKS  
PO BOX 1649 - 100 MAIN  
ST  
FRISCO CO 80443  
970/668-3281**

**SUNLIT GLASS  
381 31 5/8 RD  
GRAND JUNCTION CO  
81504  
970/434-4600**

**TJ's STAINED GLASS  
829 MAIN ST. STE 7B  
LONGMONT CO 80501  
303/684-0492**

**LOVELAND STAINED  
GLASS  
4916 W EISENHOWER  
LOVELAND CO 80537  
303/669-1926**

**STEAMBOAT CREATIVE  
GLASS STUDIO  
622 S LINCOLN AVE  
STEAMBOAT SPRINGS CO  
80477**

**ANN'S STAINED GLASS  
CENTER  
6760 W 38TH AVE  
WHEAT RIDGE CO 80033  
303/425-4347**

**A BASHFUL RAINBOW  
STAINED GLASS  
4980 KIPLING ST #3  
WHEAT RIDGE CO 80033  
303/424-6788**

**HAWAII**

**ISLAND ART GLASS  
74-5484 KAIWI #7A  
KAILUA-KONA HI 96740  
808/329-5592**

**IDAHO**

**RAINBOW GLASS  
WORKS  
2518 MAIN  
BOISE ID 83702  
208/343-2251**

**GLASS EXPRESSIONS  
4055 GOVERNMENT WAY  
#2  
COEUR D'ALENE ID 83815  
208/765-1776**

**PRISMS GLASS STUDIO  
190 S STATE  
HAGERMAN ID 80002  
208/837-6097**

**MONTANA**

**D & J'S GLASSWORKS  
502 GRAND AVE  
BILLINGS MT 59101  
406/259-4469**

**MONTANA ART GLASS  
1150 16th ST W #17  
BILLINGS MT 59102  
406/259-9613**

**LAKE GLASS INC  
218 S WALLACE AVE  
BOZEMAN MT 59715  
406/587-4589**

**KALEIDOSCOPE ART  
GLASS  
612 1st AVE S  
GREAT FALLS MT 59401  
406/454-0508**

**STAINED GLASS  
EMPORIUM  
819 9th ST S PO BOX 539  
GREAT FALLS MT 59405  
406/452-1928**

**GLASS CRAFT  
50 N LAST CHANCE  
GULCH HELENA MT 59601  
406/449-2897**

**GATEWAY GLASS  
618 N MAIN  
HELENA MT 59601  
406/443-7632**

**GLASS CONCEPTS  
829 SOUTH HIGGINS  
MISSOULA MT 59801  
721-1944**

**THE PARALLEL\*  
409 NORTH CENTRAL  
SYDNEY MT 59270  
406/482-3026**

**NEVADA**

**CLASSICAL GLASS  
1455 HWY 395  
GARDNERVILLE NV  
702/782-5830**

**ARTISTIC GLASS  
726 S CASINO CENTER  
#207  
LAS VEGAS NV 89101  
702/380-8011**

**DREAMGLASS STUDIO\*  
230 LYRA LANE  
LAS VEGAS NV 89109  
702/437-4422**

**GLASS ART STUDIO  
4310 CAMERON #3  
LAS VEGAS NV 89103  
702/227-9794**

**GLASS ARTISTRY INC  
4200 W DESERT INN RD  
LAS VEGAS NV 89102  
702/221-8494**

**DESIGNERS IN STAINED  
GLASS  
303 PENNY WAY  
SPARKS NV 89431  
702/359-4527**

**NEW MEXICO**

**STAINED GLASS CENTER**  
2400 RIO GRANDE BLVD  
NW #1-307  
ALBUQUERQUE NM  
87104  
505/255-8134

**SANDIA STAINED GLASS**  
SUPPLY  
1100 SAN MATEO BLVD  
#12  
ALBUQUERQUE NM 87110  
505/255-8134

**SUNDANCE GALLERY**  
1910 CALLE DE PARIAN  
MESILLA NM 88046  
505/527-1799

**OREGON**

**BEND STAINED GLASS**  
CO  
227 1/2 SE SCOTT ST  
BEND OR 97702  
800/311-4527

**A - Z STAINED GLASS**  
485 1ST AVE HWY 99E  
CANBY OR 97013  
503/266-5580

**STAINED GLASS MYSTERY**  
701 NW 11th ST  
CORVALLIS OR 97330  
503/757-8081

**THE ART OF GLASS**  
790 BLAIR  
EUGENE OR 97401  
541/485-8650

**ART GLASS SUPPLY**  
2181 LITTLE RIVER RD,  
BOX 263  
GLIDE OR 97443  
503/496-3155

**ART GLASS**  
307 SW G ST  
GRANTS PASS OR 97526  
503/476-4311

**NEOGLASSIC STUDIO**  
106 S GRAPE ST  
MEDFORD OR 97501  
541/772-3732

**GLASS SHACK**  
842 N COAST HWY  
NEWPORT OR  
541/265-4545

**AART GLASS**  
12985 NW CORNELL RD  
PORTLAND OR 97229  
503/671-0165

**CLINE GLASS CO.**  
1135 SE GRAND  
PORTLAND OR 97214  
503/233-5946

**GLASS WORKS**  
10105 SW HALL BLVD  
PORTLAND OR 97223  
503/246-9897

**ROSE'S GLASSWORKS &  
GIFTS**  
10105 SW HALL BLVD  
PORTLAND OR 97223  
503/246-9897

**DEBBIE LUX STAINED  
GLASS**  
892 MULBERRY LANE  
ROSEBURG OR 97470  
541/679-3949

**LYNDA'S GLASS QUILTS**  
325 RIGGS ST NW  
SALEM OR 97304  
503/581-2232

**ME & COMPANY**  
40 NE JORGENS ST  
WINSTON OR 97496  
503/679-6887

**UTAH**

**GORDONS GLASS CO**  
1850 N MAIN  
LOGAN UT 84341  
801/752-8956

**CREATIVE GLASS**  
57 E 700 SOUTH  
SALT LAKE CITY UT 84111  
801/328-4088

**WASHINGTON**

**JAX STAINED GLASS**  
13500 BELL-RED RD  
BELLEVUE WA 98005  
206/562-9440

**GLASS WORKS STUDIO,  
INC**  
1017 N STATE ST  
BELLINGHAM WA 98225  
360/734-4431

**INSPIRATIONS**  
761 SR 101 PO BOX 35  
CHINOOK WA 98614  
360/777-8715

**COVENANT ART GLASS**  
3232 BROADWAYVE  
EVERETT WA 98201  
425/252-4232

**H L WORDEN CO**  
118 MAIN ST, PO BOX 519  
GRANGER WA 98932  
800/541-1103

**EBERHARDT STUDIO ST  
GLASS**  
94 FRONT ST N  
ISSAQUAH WA 98027  
206/392-1210

**SPARKLES GIFT  
GALLERY**  
434 PARKPLACE CENTER  
KIRKLAND WA 98033  
206/822-8814

**ADVANCE GLASS**  
4039 MARTIN WAY E  
LACEY WA 98503  
360/459-5306

**SHYTEPOKE ENTERPRISES**  
RT 1 BOX 185A  
LONG BEACH WA 98631  
206/642-4487

**THE GLASS LADY**  
1406 TENNANT WAY  
LONGVIEW WA 98632  
360/578-1616

**HEXEN GLASS**  
1015 EAST 4TH AVE  
OLYMPIA WA 98506  
206/705-8758

**PACIFIC DESIGN**  
57 MAIN ST PO BOX 286  
PACIFIC BEACH WA 98571  
360/276-4618

**AMERICAN ART GLASS**  
227 A SYMONS  
RICHLAND WA 99352  
509/946-9188

**GLASS EXPRESSIONS**  
648 SW 152nd  
SEATTLE WA 98166  
206/242-2860

**SEATTLE STAINED GLASS,  
INC**  
2510 NORTH 45TH ST  
SEATTLE WA 98103  
206/633-2040

**GLASS MAGIC**  
8731 MATBY RD #4  
SNOHOMISH WA 98296  
206/485-4950

**GALLERY OF GLASS**  
E 9405 SPRAGUE  
SPOKANE WA 99206  
509/924-8560

**K & G STAINED GLASS\***  
1013 E OLYMPIC AVE  
SPOKANE WA 99207  
509/489-2443

**RYAN HOUSE STUDIO**  
E 101 BALDWIN  
SPOKANE WA 99207  
509/327-4591

**KONA STAINED GLASS  
LTD.**  
CO/STARPACK #8 12TH ST  
ST BLAINE WA 98230  
604/877-1332

**GLASSMIESTERS STUDIO**  
8007 LAKEWOOD RD  
STANWOOD WA 98296  
360/652-4296

**THE GLASS WING INC.**  
3320 N PROCTOR  
TACOMA WA 98407  
206/759-9623

**MANDARIN GLASS  
GALLERY**  
8821 BRIDGEPORT WAY  
SW  
TACOMA WA 98499  
206/582-3355

**ART GLASS OF  
WENATCHEE**  
115 ORONDO  
WENATCHEE WA 98801  
509/662-2420

**THE GLASS  
KALEIDOSCOPE  
3512 1/2 TEITON DR  
YAKIMA WA 98902 5  
09/453-8648**

**WYOMING**

**WINDSONG STUDIO/  
STAINED GLASS\*  
340 EAST A ST  
CASPER WY 82601  
307/266-6456**

**THE WOOD N' GLASS  
SHACK  
225 W 1st  
CASPER WY 82601  
307/472-5488**

**RUSTIC INN CURIO  
SHOPPE  
701 RICHARDS PO BOX 654  
DOUGLAS WY 82633**

**ARTISTRY IN GLASS  
213 2ND ST  
RAWLINS WY 82301  
307/324-4465**

**Retailers in Central part of USA**

**ARKANSAS**

**D & W STAINED GLASS  
1733 MT HOLLY RD  
CAMDEN AR 71701  
501/231-6919**

**CONWAY STAINED GLASS  
269 HWY 65 N  
CONWAY AR 72032  
501/336-8717**

**THE CURIOSITY SHOP  
HCR 64 BOX 271-A HWY 62  
EAST FLIPPIN AR 72634  
501/453-5300**

**JACABEA GLASS  
119 PINWOOD  
HOT SPRINGS AR 71913  
501/525-9738**

**GLASS CONCEPTS  
322 S MAIN ST  
JONESBORO AR 72401  
870/972-0282**

**HARKNESS ART & GLASS  
3515 JOHN F KENNEDY  
BLVD  
N LITTLE ROCK AR 72116  
501/753-4586**

**BURLINGTON STORE  
RT 1 BOX 145  
OMAHA AR 72662  
417/335-4789**

**GLASS HEAVEN  
22730 N HIGHWAY 65  
OMAHA AR 72662  
501/426-5555**

**CENTRAL GLASS &  
MIRROR  
608 S 8th ST  
ROGERS AR 72756  
501/636-1933**

**IOWA**

<b>STAINED GLASS BY PAT</b> 16758 IRISH RIDGE RD BURLINGTON IA 52601 319/752-5513	<b>JUST WINDOW SHOPPING</b> 2767 RIVER ROAD DECORAH IA 52101 319/382-3966	<b>SUPERIOR ART GLASS &amp; MIRROR</b> 424 E GRAND DES MOINES IA 50309 515/282-4106
<b>COUNTRY STAINED GLASS</b> 19700 CALONDER RD DURANGO IA 52039 319/552-1297	<b>PRAIRIE ORIGINALS</b> 1230 DEVON DR NE IOWA CITY IA 52240 351-2404	<b>TRIPLETT STAINED LGASS</b> 824 FRANKLIN ST PELLA IA 50219 515/627-5140
<b>GUSTAFSON GLASS LTD</b> 813 SHAKESPEARE STRATFORD IA 50249 515/838-2412		

**KANSAS**

<b>SHUGS STUDIO</b> 515 SW 3RD ST ALBILENE KS 67410 888/263-2047	<b>IMAGES</b> 1102 MAIN ST GREAT BEND KS 67530 316/792-7700	<b>JIMLO GLASS IMAGES</b> 1904 12TH ST GREAT BEND KS 67530 316/793-9675
<b>LIZ DORGAN STAINED GLASS</b> 13436 W 105TH TERRACE OVERLAND PARK KS 66215 913/492-8148	<b>RAYER'S BEARDEN STAINED GLASS</b> 4101 E KELLOGG WICHITA KS 67218 316/681-1521	<b>BEARDEN'S STAINED GLASS</b> 7600 METCALF OVERLAND PARK KS 66204 913/381-4527

**LOUISIANA**

<b>GLASS ARTISTRY</b> 6613 GOVERNMENT ST BATON ROUGE LA 70806 504/923-3233	<b>ED'S EMPORIUM</b> 2200 BARKSDALE BLVD BOSSIER CITY LA 71112 318/742-6555	<b>GARDEN DISTRICT GLASS</b> 528 7TH ST LAKE CHARLES LA 70601 318/433-5133
<b>ATTENHOFER STAINED GLASS*</b> 1005 CENTRAL AVE METAIRIE LA 70001 504/834-3967	<b>FLOWERS ETC.*</b> 1645 VETERANS METAIRIE LA 70005 504/835-3405	<b>LIZANO'S GLASS HAUS</b> 3400 CLEARY AVE STE B METAIRIE LA 70002 504/454-1144

**STAINED GLASS STUDIO**  
4433 CHATEAU BLVD  
METAIRIE LA 70002  
504/889-0225

**WYCHE STUDIOS INC**  
1413 FAIRFIELD AVE  
SHREVEPORT LA 71101  
318/222-8912

**MINNESOTA**

**SUZANNES STAINED  
GLASS**  
3 W DIVISION  
BUFFALO MN 55313  
612/682-4074

**GLASS MAGIC**  
11429 ROUND LAKE BLVD  
COON RAPIDS MN 55433  
612/576-1191

**WILD RIVER ART GLASS\***  
HCR1 BOX 94  
MARCELL MN 56657  
218/832-3338

**GAYTEE STAINED GLASS**  
2744 LYNDALE AVE S  
MINNEAPOLIS MN 55408  
612/872-4550

**NORTH COUNTRY ART  
GLASS**  
3204 COMO AVE SE  
MINNEAPOLIS MN 55414  
612/379-2404

**GLASS ENDEAVORS**  
4000 MINNEHAHA AVE  
MINNEAPOLIS MN 55406  
612/721-9553

**THE STAINED GLASS  
SHOPPE**  
4050 LAKELAND AVE  
NORTH ROBBINSDALE  
MN 55422  
612/537-7915

**SLEEPY EYE STAINED  
GLASS**  
328 2nd AVE NW  
SLEEPY EYE MN 56085  
507/794-6449

**MICHAEL'S STAINED  
GLASS**  
720 OSSEO AVE S  
SAINT CLOUD MN 56301  
320/251-2330

**LEE'S FRAME AND CRAFT  
SHOPPE**  
210 10th ST  
WORTHINGTON MN 56187  
507/376-4047

**MISSOURI**

**ST LOUIS STAINED  
GLASS STUDIO**  
15256 MANCHESTER RD  
BALLWIN MO 63011  
314/256-7740

**PARSONS' STAINED  
GLASS**  
116 N MAIN ST  
CAPE GIRARDEAU MO  
63701  
314/334-0960

**STAINED GLASS  
CREATIONS**  
1806 KATHY DR  
COLUMBIA MO 65202  
314/874-2803

**VILLAGE GLASS WORKS**  
315 N 10TH ST  
COLUMBIA MO 65201  
573/443-0393

**A TOUCH OF GLASS**  
5717 DOGWOOD LANE  
HIGH RIDGE MO 63049  
314/677-2382

**GENE'S GLASS STUDIO**  
2508 NW VIVION RD  
KANSAS CITY MO 64150  
816/741-4464

**CUSTOM ART GLASS**  
14360 MANCHESTER RD  
MANCHESTER MO 63011  
314/391-1686

**MERRY GO ROUND**  
GLASS CENTER  
3235-B E SUNSHINE  
SPRINGFIELD MO 65804  
417/882-7746

**GLASS WORKBENCH**  
318 S MAIN  
ST CHARLES MO 63301  
314/946-2002

**WOOD - N - GLASS**  
515 FELIX  
ST JOSEPH MO 64501  
816/232-9194

**ART GLASS UNLIMITED**  
412 N EUCLID AVE  
ST LOUIS MO 63108  
314/361-0474

**MITHRA GLASSWORKS**  
1304 SIDNEY ST  
ST LOUIS MO 63104  
314/865-3877

**GLASS MENAGERIE**  
5517 S LINDBERGH  
ST LOUIS MO 63123  
314/843-2570

**UNIQUE ART GLASS**  
5201 PATTISON  
SAINT LOUIS MO 63110  
314/771-4840

**TOUCH OF GLASS**  
WORKSHOP  
BOX 1042, TRUMAN HILLS  
MALL  
WARSAW MO 65355  
816/438-2381

**CRAFT WORKBENCH**  
4855 SOUTHPOINT RT 1  
WASHINGTON MO 63090  
314/239-4508

**BINNS STAINED GLASS\***  
328 S HALL  
WEBB CITY MO 64870  
417/673-1177

**B & G STAINED GLASS**  
9305 US HWY 160  
WEST PLAINS MO 65775  
417/256-4380

#### **NEBRASKA**

**MAUDIE'S STAINED**  
GLASS  
301 W THIRD  
GRAND ISLAND NE 68801  
308/382-1993

**ART GLASS UNLIMITED**  
4340 S 48th STE D  
LINCOLN NE 68516  
402/488-2787

**RAINBOW STAINED GLASS**  
12100 W CENTER RD  
OMAHA NE 68144  
402/330-7676

#### **NORTH DAKOTA**

**FRAMES PLUS**  
1001 GATEWAY AVE  
BISMARCK ND 58501  
701/258-8464

**THE LIGHTBENDERS GLASS STUDIO**  
304 10th ST N  
FARGO ND 58102  
701/237-9265

**OKLAHOMA**

**THE GINGHAM LADY  
GLASS STUDIO  
169 SW 15th  
EDMOND OK 73013  
405/340-1110**

**STAINED GLASS & MORE  
202 W RANDOLPH  
ENID OK 73701  
405/233-6526**

**THE LITTLE GLASS SHACK  
110 LAKESIDE DR  
NORMAN OK 73071  
405/364-2649**

**ATLAS ART & STAINED  
GLASS  
900 N PURDUE  
OKLAHOMA CITY OK  
73147  
405/946-1230**

**ZEE'S STAINED GLASS  
8960 SOUTH WESTERN  
OKLAHOMA CITY OK 73139  
405/634-4140**

**HOMESTEAD STAINED  
GLASS  
20 N COLLEGE  
TULSA OK 74110  
918/834-1397**

**TULSA STAINED GLASS  
CO.  
7976 E 41st  
TULSA OK 74145  
918/664-8604**

**SUNSHINE STAINED  
GLASS  
RT 1, BOX 156, HWY 3  
WEST BYARS OK 74831  
405/759-2940**

**SOUTH DAKOTA**

**RACO STAINED GLASS  
2422 S HWY 281  
ABERDEEN SD 57401  
605/225-5255**

**HILL CITY MERCANTILE  
401 MAIN ST  
HILL CITY SD 57745  
605/574-2911**

**DAKOTA STAINED GLASS  
1800 S MINNESOTA AVE  
SIOUX FALLS SD 57105  
605/331-4963**

**STAINED GLASS  
CONNECTION  
15 1ST AVE SE  
WATERTOWN SD 57201  
605/882-1922**

**TEXAS**

**ARLINGTON STAINED  
GLASS  
804-A SECRETARY DRIVE  
ARLINGTON TX 76015  
817/861-0533**

**STAINED GLASS ETC.  
3217 DANVERS  
AMARILLO TX 79106  
806/358-2536**

**AUSTIN STAINED GLASS  
CENTER  
5201 N LAMAR  
AUSTIN TX 78751  
512/459-0698**

**CATHEDRAL STUDIO  
1006-B YEAGER LN  
AUSTIN TX 78753  
512/834-8057**

**IMAGE STAINED GLASS  
12518 A RESEARCH BLVD  
AUSTIN TX 78759  
512/219-6042**

**MC INTURFFS GLASSHAUS  
1625 S ALAMEDA  
CORPUS CHRSTI TX 78404  
512/883-2331**

**FORTE IN GLASS**  
7632 CAMPBELL RD  
DALLAS TX 75248  
800/969-0112

**GLASSWORKS**  
2715 N. STANTON  
EL PASO TX 79902  
915/542-0004

**SHADOW MOUNTAIN**  
GLASS GALLERY  
255 SHADOW MOUNTAIN  
EL PASO TX 79912  
915/581-7020

**MERRY GO ROUND**  
3021 LACKLAND  
FORT WORTH TX 76116  
817/763-0589

**GRACE'S GRAPHICS**  
110 SIMPSON ST  
GILMER TX 75644  
903/843-5549

**HAND OF MAN**  
1201 W JACKSON  
HARLINGEN TX 78550  
210/428-4562

**LINDA'S WINDOWS**  
117 HEWITT MALL  
HEWITT TX 76643  
254/420-2896

**PRISMS ART GLASS**  
STUDIO  
14021 WESTHEIMER  
HOUSTON TX 77077  
713/531-8551

**AMERICAN STAINED**  
GLASS  
1919 W SAM HOUSTON  
PKWY N 504  
HOUSTON TX 77043  
713/932-1105

**TURRENTINE CUSTOM**  
FRAMING  
4832 BEECHNUT  
HOUSTON TX 77096  
713/661-9412

**UNIQUE DESIGN**  
WORKSHOP  
1602 13TH ST  
HUNTSVILLE TX 77340  
409/291-7399

**PRICE'S STAINED GLASS**  
215 W MAIN  
LA PORTE TX 77571  
713/470-1314

**K & K GLASS CO**  
2000 109 ST  
LUBBOCK TX 79423  
806/745-1200

**KEN'S COINS\***  
3330 B 82ND ST  
LUBBOCK TX 79423  
806/795-4058

**McALLEN STAINED GLASS\***  
2612 W PECAN BLVD SUITE  
A  
McALLEN TX 78501  
210/686-8682

**CUSTOM STAINED**  
GLASS  
226 S CARMACK  
MESQUITE TX 75149  
214/289-6893

**GLASS CASTLES**  
2207 NORTH ST  
NACOGDOCHES TX 75961  
409/560-3249

**DEE'S STAINED GLASS**  
STUDIO  
2200 SALINAS AVE  
ODESSA TX 79763  
915/333-9933

**FORTE IN GLASS**  
3941 LEGACY DR #204-  
145A  
PLANO TX 75023  
972-380-0011

**GLASS WORKS STUDIO\***  
2985 W 15th ST  
PLANO TX 75075  
214/964-1555

**ART GLASS GALLERY &**  
STUDIO  
1707 ARVADA  
RICHARDSON TX 75081  
214/424-3921

**BLACKS ART GLASS**  
STUDIO  
5607 SAN PEDRO  
SAN ANTONIO TX 78212  
210/736-5201

**DIANE'S RAINBOW GLASS**  
1147 HARRY WARZBACH  
SAN ANTONIO TX 78209  
210/829-1699

**FANTASY SHOP**  
6730 CRESTWAY  
SAN ANTONIO TX 78239  
210/590-8121

**JUDY'S STAINED GLASS\***  
8030 JATHRO LANE  
SAN ANTONIO TX 78266

**COTTON PATCH CRAFTS**  
8201 W HWY 180  
SNYDER TX 79549  
915/573-6151

**COUSINS GLASS ART**  
26307 HARDY  
SPRING TX 77373  
713/353-2710

**COLEMAN'S STAINED  
GLASS**  
17210 LILLIAN LN  
TOMBALL TX 77375  
713/376-4098

**COLUMBUS ART GLASS**  
2625 UNIVERSITY BLVD  
TYLER TX 75707  
903/566-1811

**IMAGES OF GLASS**  
129 YORK AVE  
WEATHERFORD TX 76086  
817/599-5308

**PEARL STAINED GLASS**  
17304 N HWY 3  
WEBSTER TX 77598  
713/338-1920

**GLASSIC DESIGNS**  
1900 HARRISON ST.  
WICHITA FALLS TX 76309  
940/723-7200

## **Retailers in Eastern part of USA**

### **ALABAMA**

**LUMPKIN STAINED GLASS**  
116 OAKWOOD AVE  
HUNTSVILLE AL 35811  
205/539-0532

**KAT'S MEOW STAINED  
GLASS**  
7110 AIRPORT BLVD  
MOBILE AL 36608  
205/343-4082

**STAINED GLASS  
CREATIONS**  
3486 SPRINGHILL AVE  
MOBILE AL 36608  
334/414-2803

**CREATIONS WITH GLASS**  
21330 HWY 36  
SUMMERDALE AL 36580  
205/989-6100

**LYNN'S QUALITY  
STAINED GLASS**  
132 N CHALKVILLE RD  
TRUSSVILLE AL 35173  
205/655-8257

### **CONNECTICUT**

**GLASS GARDEN**  
906 BANTAM RD, BOX 210  
BANTAM CT 06750  
860/567-3708

**GLASSED IMPRESSIONS**  
85 TERRYVILLE AVE  
BRISTOL CT 06010  
860/314-0086

**GLASSWORKS STUDIO**  
RT 4, 262 SPIELMAN HWY  
BURLINGTON CT 06013  
203/673-1250

**J & L STAINED GLASS**  
853 FARMINGTON AVE  
KENSINGTON CT 06037  
203/665-8287

**STAINED GLASS DESIGN &  
RESTORATION\***  
400 BOSTON POST RD  
MILFORD CT 06460

**FREDMAR STAINED  
GLASS**  
37 SNAKE MEADOW RD  
MOOSUP CT 06354  
860/564-0289

**VIJON STUDIOS INC**  
97-A SPENCER PLAIN RD  
OLD SAYBROOK CT 06475  
203/399-7440

**SUN CATCHERS PLUS**  
5 MAIN ST  
RIVERTON CT 06065  
860/738-9686

**THE GLASS SOURCE**  
281 BRIDGEPORT AVE  
SHELTON CT 06484  
203/924-4368

**THE GLASS CASTLE INC**  
48 SOUTH RD  
SOMERS CT 06071  
203/749-9010

**STUDIO K GLASSWORKS**  
1738 ELLINGTON RD  
SOUTH WINDSOR CT 06074  
860/644-3900

**THE STAINED GLASS  
APPLE**  
929 HOPE ST  
STAMFORD CT 06907  
203/358-8700

#### **DELAWARE**

**GLASS CRAFTERS STUDIO**  
1002 KINGS HWY  
LEWES DE 19958  
302/644-1115

#### **FLORIDA**

**NORTH FLORIDA STAINED  
GLASS**  
105 S MAIN ST  
ALACHUA FL 32615  
904/462-2860

**PELICAN STAINED GLASS**  
21760 STATE RD 80  
ALVA FL 33920  
941/728-2554

**SUNRISE STAINED GLASS**  
3350 BOCA RATON BLVD  
BOCA RATON FL 33431  
561/368-8808

**COUNTRY SUNSHINE**  
309 S MAIN ST  
BROOKSVILLE FL 34601  
904/799-1568

**EMERALD RAINBOW**  
1655 SHARON WAY  
CLEARWATER FL 34624  
813/532-9001

**STAINED GLASS STUDIO**  
29146 US HWY 19 N  
CLEARWATER FL 33761  
813/786-7070

**THE RAINBOW GLASS  
SHOPPE,INC**  
1645 N US HWY 1  
COCOA FL 32922  
407/633-4070

**WYNMOOR STAINED  
GLASS**  
3305 ARUBA WAY #04  
COCONUT CREEK FL 33066  
954/974-6108

**ART GLASS CONNECTION**  
9500 GRIFFIN RD  
COOPER CITY FL 33328  
954/434-7007

**CRYSTAL RAINBOW**  
1300 STERLING RD 2B  
DANIA FL 33004  
954/920-8426

**STAINED GLASS ARTS &  
SUPPLIES**  
133 E ATLANTIC AVE  
DELRAY BEACH FL 33444  
407/276-1075

**BRITAN'S STAINED GLASS**  
1626 N FEDERAL HWY  
FT LAUDERDALE FL 33305  
954/567-9222

**DESIGNER ART GLASS**  
1630 RIDGEWOOD AVE  
HOLLY HILL FL 32117  
904/673-8604

**YE OLE GLASS SHOPPE**  
4154 HERSCHEL STREET  
JACKSONVILLE FL 32210  
904/389-3668

**SCHOTMAN STAINED  
GLASS**  
249 E STUART AVE  
LAKE WALES FL 33853  
941/676-8776

**ART GLASS STUDIO**  
3575 WEST LAKE MARY  
STE 103  
LAKE MARY FL 32746  
407/322-0197

**MYTHICAL REFLECTIONS**  
360 N HIGHWAY 17/92  
LONGWOOD FL 32750  
407/767-5510

**MAHARANI GLASS  
STUDIO\***  
1825 S RIDGEWOOD AVE  
S DATONA FL 32119  
904/756-4527

**OLD SOUTH STAINED  
GLASS**  
320 S GROVE ST  
EUSTIS FL 32726  
904/589-0034

**STAINED GLASS  
UNLIMITED**  
528 E 11TH ST  
HIALEAH FL 33010  
305/888-3233

**REFLECTIONS IN GLASS**  
10501-2 SAN JOSE BLVD  
JACKSONVILLE FL 32257  
904/262-2820

**ART GLASS DESIGNS**  
3801 W LAKE MARY BLVD,  
STE 111  
LAKE MARY FL 32746  
407-322-0197

**McMOW ART GLASS**  
701 N DIXIE HWY  
LAKE WORTH FL 33460  
407/585-9011

**POSTICH STAINED GLASS**  
2180 34TH WAY  
LARGO FL 33371  
813/535-0996

**ALLGOOD ENTERPRISES**  
1120 MISS. AVE  
LYNN HAVEN FL 32444  
904/271-3551

**GLASSIC ARTS**  
320E S SPRING GARDEN  
AVE  
DELAND FL 32720  
904/738-1008

**THE GLASS SAFARI**  
227 S 8TH ST  
FERNANDINA BEACH FL  
32034  
904/321-1601

**GLASS ODYSSEY**  
1134 US HWY 19  
HOLIDAY FL 34691  
812/942-0299

**STAINED GLASS  
WAREHOUSE**  
8535 BAYMEADOWS RD,  
ST 40  
JACKSONVILLE FL 32256  
904/732-4727

**LAKE PARK STAINED  
GLASS**  
1200 OLD DIXIE HWY #3  
LAKE PARK FL 33403  
407/848-7720

**GLASS DESIGNS BY  
PARRISH**  
237 NORTH FLORIDA AVE  
LAKELAND FL 33801  
941/683-5092

**ART GLASS DESIGN  
STUDIO**  
1421 W GRIFFIN RD  
LEESBURG FL 34748  
352/365-6699

**D&L STAINED GLASS**  
2625 N HARBOR CITY  
BLVD  
MELBOURNE FL 32935  
407/242-6017

**NOBLE STAINED GLASS**  
1107 E PROSPECT AVE  
MELBOURNE FL 32902  
407/725-5243

**GLASS ODYSSEY**  
3762 US HWY 19 N  
NEW PORT RICHEY FL  
34652  
813/844-3873

**LIGHT AGE STUDIO**  
4001 SE 45TH CT #1  
OCALA FL 34480  
904/694-4900

**BREMERS STAINED GLASS**  
1922A CREIGHTON RD  
PENSACOLA FL 32504  
904/479-9125

**ARNOLD'S STAINED  
GLASS**  
2221 TAMiami TRAIL UNIT  
E  
PORT CHARLOTTE FL  
33948  
941/255-0990

**COLLETTE HARLOW**  
12361 EASHA BLVD  
PUNTA GORDA FL 33950  
813/575-1076

**GLASS ADDICTS**  
108 S PARK AVE  
SANFORD FL 32771  
407/324-5636

**ROWE STUDIOS INC.**  
4768 SW 72nd AVE  
MIAMI FL 33155  
305/666-5164

**KELLEHERS STAINED  
GLASS**  
968 PONDELLA RD  
N FT MYERS FL 33903  
941/656-6055

**BARBARA ANN'S GLASS  
ART**  
13163 EAST EMERALD  
COAST PKWY  
PANAMA CITY BCH FL  
32413  
904/231-5096

**THE STAINED GLASS  
EMPORIUM**  
3204 N PALAFOX  
PENSACOLA FL 32501  
904/433-3273

**CLASSY GLASS**  
4713 RIDGEWOOD AVE  
PORT ORANGE FL 32127  
904/756-4567

**FANTASY STAINED GLASS**  
10706 PALMETTO ST  
RIVERVIEW FL 33569

**GLASS CRAFTERS**  
398 INTERSTATE CT  
SARASOTA FL 34240  
941/379-8333

**SCHAEFER STAINED  
GLASS**  
200 GOODLETT RD S BOX  
13  
NAPLES FL 34902  
941/261-2666

**PENGUIN COVE STAINED  
GLASS**  
14230 W DIXIE HWY  
N MIAMI FL 33161  
305/892-0090

**MAGNOLIA STUDIOS**  
2300 MAGNOLIA DR  
PANAMA CITY FL 32408  
904/233-1700

**F. G. L. STUDIOS, INC**  
6366 49TH ST N  
PINELLAS PARK FL 34665  
813/522-2802

**SHARON'S ART GLASS  
STUDIO**  
225 NW ST JAMES DR  
PORT ST LUCIE FL 34983  
407/878-5850

**STAINED GLASS ALLEY  
INDOORS**  
6347 HIGHWAY 301  
SOUTH  
RIVERVIEW FL 33569  
813/671-8607

**ALJANS STAINED GLASS  
INC.**  
900-C ANASTASIA BLVD  
ST AUGUSTINE FL 32084  
904/824-6417

**FLORIDA STAINED GLASS**  
1510-E5 CAPITAL CIR SE  
TALLAHASSEE FL 32301  
904/878-3717

**MAGIC GLASS BY JEAN**  
5617 NW 84th TERRACE  
TAMARAC FL 33321  
954/726-2163

**ORIGINALS IN GLASS**  
4430 W KENNEDY BLVD  
TAMPA FL 33609  
813/932-4220

**WEST OF THE MOON**  
7534 N ARMENIA AVE  
TAMPA FL 33604  
813/932-4220

**ART-Z GLASS STUDIO**  
105 C HWY 301 S  
TAMPA FL 33619  
813/621-9348

**CLASSICAL GLASS**  
201 LK BREEZE CT  
TAMPA FL 33414  
561/791-2786

**STAINED IMAGE**  
210 OLD DIXIE HWY  
VERO BEACH FL 32962  
561/569-2416

**OUR GLASS, INC**  
12450-B S TAMIAMI TR  
WARM MINERAL SPRIN FL  
34287  
941/426-1384

## **GEORGIA**

**QUALITY GLASS CO**  
234 OLD EPPS BRIDGE RD  
ATHENS GA 30606  
706/548-4481

**SCHWEITZER STAINED  
GLASS**  
222 2ND ST  
AUGUSTA GA 30901  
706/722-8959

**ELEGANT CREATIONS IN  
GLASS\***  
9 EAST MAIN ST  
BUFORD, GA 30518  
770/271-0322

**JOHN'S STAINED GLASS  
WORKS**  
3111 S MAIN ST  
DULUTH GA 30136  
770/476-7363

**COLONIAL STAINED GLASS**  
1461 ROSWELL RD  
MARIETTA GA 30062  
404/973-8391

**A TOUCH OF GLASS\***  
142 W. MAIN ST.  
FORSYTH, GA 31029  
912/ 994-8683

**BLACKBERRY MOUNTAIN  
STAINED GLASS**  
405 BROAD ST  
ROME GA 30161  
706/232-2688

**GLASS MENAGERIE**  
106 E MAIN ST  
RUTLEDGE GA 30663  
706/557-2787

**ART GLASS EMPORIUM**  
64-B MCNEAL RD  
WINDER GA 30680  
770/867-3939

**ILLINOIS**

<b>CLASSICAL GLASS</b> 1217 S MAIN ST RT 31 ALGONQUIN IL 60102 708/854-7701	<b>THE STAINED GLASS</b> <b>EMPORIUM</b> 300 ALBY ST - SIDE ENTRY ALTON IL 62002 618/462-4145	<b>MERRY-GO-ROUND</b> <b>STAINED GLASS</b> 1015 S ARLINGTON HTS RD ARLINGTON HEIGHTS IL 60005 847/806-1046
<b>CASA DE VIDRIO</b> 1600 EAST A ST BELLEVILLE IL 62221 618/235-9638	<b>GLASS FANTASY INC</b> 15766 WITTEWER RD S BELOIT IL 61080 815/624-6502	<b>STAINED GLASS</b> <b>DESIGNS</b> 533 N MAIN ST BLOOMINGTON IL 61701 309/829-6833
<b>THE GLASS BARN</b> 2735 DOGWOOD RD CARBONDALE IL 62901 618/549-7230	<b>TRADITIONAL</b> <b>GLASSWORKS</b> 122 N NEIL CHAMPAIGN IL 61820 217/359-8820	<b>STUDIO 7</b> 221 6TH ST CHARLESTON IL 61920 217/348-1382
<b>STAINED GLASS OF</b> <b>ILLINOIS</b> 113 POPLAR CREVE COEUR IL 61610 309/698-6100	<b>ROIDERS HOUSE OF ST</b> <b>GLASS</b> 235 N MAIN COLUMBIA IL 62236 618/281-4417	<b>GLASS HOUSE</b> 2895 N OAKLAND DECATUR IL 62526 217/875-7077
<b>OLD COUNTRY STUDIO &amp;</b> <b>SHOP</b> 8028 E 1200 N RD FAIRMONT IL 61841	<b>ESPOSITO STAINED</b> <b>GLASS</b> 1748 RIDGE ROAD HOMEWOOD IL 60430 708/799-3660	<b>AMERICAN ART GLASS</b> 599 OGDEN AVE LISLE IL 60532 630/241-2578
<b>SHERICK, INC.</b> 12551 WEST 159th ST LOCKPORT IL 60441 708/301-2800	<b>AMITY STAIN GLASS</b> <b>CORP.</b> 216 E ST CHARLES RD LOMBARD IL 60148 630/627-8282	<b>FACETS STAINED GLASS</b> 5440 N 2ND ST LOVES PARK IL 61111 815/877-0040
<b>VICTORIAN HOUSE</b> 408 E MAIN ST MAHOMET IL 61856 217/586-4834	<b>MORTON GLASS WORKS</b> 170 E WASHINGTON MORTON IL 61550 309/266-5712	<b>UNITED ART GLASS, LTD</b> 1032 E OGDEN AVE STE 128 NAPERVILLE IL 60563 630/369-8168

**ARTISANS' STAINED  
GLASS**  
7515 N MILWAUKEE AVE  
NILES IL 60714  
847/647-9470

**A TOUCH OF GLASS**  
14 ONE NORMAL PLAZA  
NORMAL IL 61761  
309/454-4666

**STAINED GLASS AND  
MORE**  
2565 SHERMER ROAD  
NORTHBROOK IL 60062

**PEKIN GLASS & MIRROR**  
332 DERBY  
PEKIN IL 61554  
309/347-6158

**ALPINE STAINED GLASS**  
23150 W LINCOLN HWY  
PLAINFIELD IL 60544  
815/439-2239

**SIMPLE TREASURES**  
4433 E STATE ST  
ROCKFORD IL 61108  
815/398-7237

**POLLY KORSKY'S GLASS  
FANTASY\***  
15766 WITTWER RD  
S BELOIT IL 61080  
815/389-1734

**IMAGINE STAINED GLASS  
STUDIO**  
200 S DAVID ST  
SIDNEY IL 61877  
217/688-3502

**STAINED GLASS  
EMPORIUM**  
4031 OAKTON ST  
SKOKIE IL 60076  
847/677-0811

**WALCH STUDIO OF  
STAINED GLASS**  
1110 S GRAND AVE E  
SPRINGFIELD IL 62703  
217/523-1276

**AMITY WEST STAINED  
GLASS**  
37 WEST 222 RT 64  
ST CHARLES IL 60175  
708/513-5133

**G & P GLASSWORKS**  
16731 S OAK PARK AVE  
TINLEY PARK IL 60477  
708/633-1710

**DELTA STAINED GLASS**  
75 S MILWAUKEE AVE  
WHEELING IL 60090  
708/541-4527

## **INDIANA**

**MOSS STAINED GLASS**  
2501 E 8th ST  
ANDERSON IN 46012  
317/642-2788

**TOUCH OF TIFFANY**  
ROUTE 15 BOX 1442  
BEDFORD IN 47421  
812/275-4225

**TIPPERS WILLOW ART  
GLASS\***  
420 W 6TH ST  
BLOOMINGTON IN 47404  
812/334-3058

**THE SWALLOW'S NEST**  
1208 N DIVISION  
BRISTOL IN 46507  
219/848-7119

**GLASSCRAFTERS DEPOT**  
1022 E MAIN  
BROWNSBURG IN 46112  
317/852-2629

**GREENE WOOD & GLASS**  
10136 W SUDERLIN  
CAMPBELLSBURG IN  
47108  
812/755-4331

**STAINED GLASS & WOOD**  
COURTHOUSE SQUARE  
CROWN POINT IN 46307  
219/662-1817

**CHAR'S STAINED GLASS &  
CRAFTS**  
211 MATTESON ST  
DYER IN 46311  
219/864-0459

**KLB ENTERPRISE**  
1350 E VANDALIA RD  
FLAT ROCK IN 47234  
317/525-6408

**GREAT PANES GLASS CO**  
1307 WELLS ST  
FORT WAYNE IN 46808  
219/426-0203

**FORT WAYNE STAINED  
GLASS INC**  
6346 E STATE BLVD  
FORT WAYNE IN 46915  
219/493-0455

**WONDERLAND STAINED  
GLASS\***  
6132 MILLER AVE  
GARY IN 46403  
219/938-0820

**GLASS PANE**  
804 E 3rd ST  
HOBART IN 46342  
219/942-0375

**MERRY GO ROUND  
STAINED GLASS**  
8087 CASTLETON RD  
INDIANAPOLIS IN 46250  
317/845-0915

**ACCENT IN GLASS**  
5309 W 10th ST  
INDIANAPOLIS IN 46224  
317/241-6103

**HELMING BROS INC SHOP**  
408 MAIN ST  
JASPER IN 47546  
812/634-1379

**THE OP SHOP**  
1310 S MARKET ST  
KOKOMO IN 46902  
317/457-1829

**CHRISTINA'S  
GLASSWORKS**  
116 E MAIN  
LADOGA IN 47954  
317/942-7222

**SUNSET STAINED GLASS  
SUPPLY**  
7667 N OLD ROAD #15  
LEESBURG IN 46538  
219/453-4626

**DELITE'S GLASS ART\***  
935 N BALDWIN AVE  
MARION IN 46952  
317/664-0399

**WHITE PINE TRADING  
POST**  
RT 2 BOX 292  
MITCHELL IN 47446  
812/849-5017

**DELAWARE GLASS &  
MIRROR CO**  
4341 W WILLIAMSBURG  
BLVD  
MUNCIE IN 47304  
765/282-9539

**GLASS ACT**  
313 E SPRING ST  
NEW ALBANY IN 47150  
812/949-9331

**HILL STREET STATION\***  
401 N NILES AVE STE 400  
SOUTH BEND IN 46617  
219/234-1500

**LA GLASS**  
1507 S 3RD ST  
TERRE HAUTE IN 47802  
812/235-3119

**SPLENDOR IN THE GLASS**  
51 W JEFFERSON  
VALPARAISO IN 46383  
219/464-8778

**CLASSIC STAINED GLASS**  
250 E HOOSIER ST N  
VERNON IN 47265  
812/346-4527

**STAINED GLASS DESIGNS**  
509 MINNEAPOLIS AVE  
VINCENNES IN 47591  
812/886-5133

## **KENTUCKY**

**DESIGNED FOR YOU\***  
121 16TH ST, STE 4  
ASHLAND KY 41101  
606/325-1055

**HEIRLOOKS**  
119 S BROADWAY  
GEORGETOWN KY 43024  
502/863-2538

**GLASS WORKS**  
92 BLACK RIVER RD  
GILBERTSVILLE KY 42044  
502/362-8039

**HALLOCK STAINED GLASS**  
145 BURT RD #11  
LEXINGTON KY 40503  
606/276-4734

**GATEWAY GLASS &  
MIRROR**  
238 W FIRST ST  
MOREHEAD KY 40351  
606/784-3071

**THE STAINED GLASS  
PLACE**  
207 1/2 BRADLEY AVE  
MOREHEAD KY 40351  
606/783-1343

**THE WHITE HOUSE**  
1574 S WILSON  
RADCLIFF KY 40160  
502/351-2220

#### **MAINE**

**RAINBOW BOOKS &  
CRAFTS**  
45 DOWNTOWN MALL PO  
BOX 749  
CARIBOU ME 04736  
800/734-3165

**MAINE REFLECTIONS\***  
127B W MAINE ST  
DOVER-FOXCROFT ME  
04426  
207/564-3697

**MAINE ART GLASS**  
1220 LISBON ST  
LEWISTON ME 04240  
783-7036

**PHOENIX GLASS STUDIO**  
630 FOREST AVE  
PORTLAND ME 04055  
207/774-4154

**A PANE OF GLASS**  
18 PEPPERELL SQ  
SACO ME 04072  
207/283-4143

**GLASS CUT-UP**  
38 TALL PINES RD  
SCARBOROUGH ME 04074  
207/883-3244

**SPARE MOMENTS**  
140 MAIN ST  
ST AGATHA ME 04772  
207/543-6150

**GLASS EXPRESS**  
10 RAILROAD SQUARE  
WATERVILLE ME 04901  
207/872-9305

**WOOLWICH STAINED  
GLASS**  
PO BOX 494, SASANOA  
BLUFF  
WOOLWICH ME 04579  
207/442-8479

#### **MARYLAND**

**ARTISTS' CORNER**  
7524 BELAIR RD  
BALTIMORE MD 21236  
410/665-4633

**CANDEY HARDWARE**  
1405 ROCKSPRING RD  
BELAIR MD 21014  
410/836-7877

**STAINED GLASS  
ARTWORKS**  
13212 WILLIAMS DR  
BRANDYWINE MD 20613  
301/934-0995

**TIMELESS STAINED  
GLASS DESIGN**  
9017-B RED BRANCH RD  
COLUMBIA MD 21045  
410/740-5228

**TIMELESS TIFFANY**  
124 WEST MAIN ST  
ELKTON MD 21921  
410/398-6604

**GREAT PANES**  
8069 MAIN ST  
ELLCOTT CITY MD 21043  
410/461-9336

**AIG STAINED GLASS  
SUPPLY, INC  
414 PINE AVE  
FREDERICK MD 21701  
301/663-1151**

**GLASS FANTASIES  
209 E DIAMOND AVE  
GAITHERSBURG MD 20877  
301/258-0841**

**STAINED GLASS STATION  
200 E ANTIETAM ST  
HAGERSTOWN MD 21740  
301/739-1459**

**A TOUCH OF GLASS\*  
300 ST JOHN ST  
HAVRE DEGRACE MD  
21078  
410/939-0855**

**WEISSER STAINED GLASS  
STUDIO  
10520 CONNECTICUT AVE  
KENSINGTON MD 20895  
301/949-4216**

**STAINED GLASS  
ARTWORKS  
109 LAGRANGE DR PO  
BOX 1963  
LA PLATA MD 20646  
301/934-0995**

**ZEKIAH GLASS  
7760 ESTEVEZ RD  
LA PLATA MD 20646  
301/934-2495**

**MEREDITH STAINED  
GLASS CENTERS  
8740 17 CHERRY LANE  
LAUREL MD 20707  
800/966-6667**

**HEE SUN STAINED GLASS  
324 MAIN ST  
REISTERSTOWN MD  
21136  
410/833-3007**

**FORESTHEART STUDIO\*  
200 S MAIN ST  
WOODSBORO MD 21798  
301/845-4447**

**PANE IN THE GLASS  
28700 EARTH LITE RD  
WYE MILLS MD 21769**

#### **MASSACHUSETTS**

**LEADED GLASS  
CREATIONS  
430 MAIN ST PO BOX 138  
AGAWAM MA 01001  
413/786-9092**

**GLASS WORKSHOP, INC.  
4039 MAIN ST  
CUMMAQUID MA 02637  
508/362-0175**

**TWIN CITY STAINED  
GLASS  
1320 WATER ST RT 12  
FITCHBURG MA 01420  
508/534-4527**

**SALTBOX STUDIOS  
75 MAIN ST  
NORTHBORO MA 01532  
508/393-9364**

**GREAT WOODS GLASS  
ART  
259 MANSFIELD AVE  
NORTON MA 02766  
508/285-4744**

**SHARDS  
27 WALNUT ST  
PEABODY MA 01960  
508/977-0460**

**THE STAINED GLASS  
EMPORIUM  
69 FALL RIVER AVE  
REHOBOTH MA 02769  
508/336-5455**

**DONOVAN'S GLASSLIGHT  
& MAGIC  
37 TURNPKIE RD  
SOUTHBORO MA 01772  
508/520-1658**

**METRO WEST STAINED  
GLASS  
222 W CENTRAL ST  
NATICK MA 01760  
508/650-5096**

**\*WHITTEMORE-DURGIN  
GLASS CO.  
825 MARKET ST  
ROCKLAND MA 02339  
781/871-1803**

**THE LIONS EYE  
44 J STREET  
TURNERS FALLS MA 01376  
413/863-3570**

**NICKATES ART GLASS  
INC.  
175 MAIN STREET  
AVON MA 02322  
505/580-1220**

**MICHIGAN**

**PICTURES IN GLASS 136 E  
MAUMEE  
ADRIAN MI 49221  
517/265-8411**

**VILLAGE GLASS WORKS\*  
118 W MIDLAND RD  
PO BOX 98  
AUBURN MI 48611  
517/662-4940**

**AL-WAYS STAINED  
GLASS  
2193 EAST WALTON  
BLVD  
AUBURN HILLS MI 48326  
313/373-7390**

**DANCING GLASS STAINED  
GLASS  
3575 N EUCLID AVE  
BAY CITY MI 48706  
517/667-2110**

**BRIGHTON STAINED  
GLASS\*  
312 W MAIN  
BRIGHTON MI 48116  
313/220-1300**

**STRAITS AREA GLASS  
COMPANY  
10994 N STRAITS HWY  
CHEBOYGAN MI 49721  
616/627-4426**

**MERRY GO ROUND  
STAINED GLASS  
34340 HARPER  
CLINTON TWP MI 48035  
313/792-9555**

**POTTERS STAINED GLASS  
26812 MARCELLUS HWY  
DOWAGIAC MI 49047  
616/782-8367**

**THE GLASS FOREST  
1585 W CENTER RD  
ESSEXVILLE MI 48732  
517/893-3233**

**GLASS CRAFT\*  
27500 SEVEN MILE RD.  
LIVONIA MI 48152  
248/ 777-0017**

**PLEASANT VIEW GLASS  
WKS\*  
121 FIRST ST  
FENTON MI 48430  
810/750-0290**

**THE STAINED GLASS  
PLACE  
4060 29th ST SE  
GRAND RAPIDS MI 49512  
616/942-1182**

**MARILYN'S STAINED  
GLASS  
RT 1 BOX 266-A  
HANCOCK MI 49930  
906/482-9139**

**CRAFT SUPPLIES ETC.\*  
1176 JACKSON CROSSING  
JACKSON MI 49202  
517/796-1114**

**THE GARDEN GATE  
4620 FRANCIS ST  
JACKSON MI 49203  
517/796-7963**

**STAINED GLASS BY ANNE  
ANSON\*  
326 W KALAMAZOO AVE  
KALAMAZOO MI 49007  
616/388-9835**

**PEEPERS STAINED GLASS  
2926 LOVERS LANE  
KALAMAZOO MI 49001  
616/342-1146**

**LANSING ART GLASS  
2320 E MICHIGAN AVE  
LANSING MI 48912  
517/484-8875**

**DELPHI GLASS CORP.**  
3380 E JOLLY RD  
LANSING MI 48910  
517/482-2617

**STAINED GLASS  
CREATIONS**  
508 N THIRD ST  
MARQUETTE MI 49855  
906/226-1777

**PENCIL TREE STUDIO**  
611 N MONROE  
MONROE MI 48161  
313/457-0740

**THE STAINED GLASS  
WORKSHOP**  
1227 N MISSION  
MT. PLEASANT MI 48858  
517/772-4326

**GLASS REFLECTIONS**  
874 W SHERMAN BLVD  
MUSKEGON MI 49441  
616/759-1177

**LINDEN ART GLASS**  
580 FOREST  
PLYMOUTH MI 48170  
313/459-5060

**GLASS BY MARTEN**  
4031 GRATIOT AVE  
PORT HURON MI 48060  
810/385-0957

**CUSTOM STAINED GLASS**  
16096 EUREKA RD  
SOUTHGATE MI 48195  
313/281-1511

**CONRAN'S GLASS  
WORKS**  
2934 NILES AVE  
ST. JOSEPH MI 49085  
616/983-3226

**AMERICAN ART GLASS**  
37378 VAN DYKE  
STERLING HEIGHTS MI  
48312  
810/977-8961

**STALLINGS STAINED  
GLASS**  
8011 MILLER RD  
SWARTZ CREEK MI 48473  
313/630-9103

**TRAVERSE STAINED  
GLASS CENTRE**  
3820 CASS RD  
TRAVERSE CITY MI 49684  
616/947-4125

**CANTERBURY STAINED  
GLASS**  
1073 E LONG LK RD  
TROY MI 48098  
810/619-9172

#### **MISSISSIPPI**

**SANDY'S GLASS FACTORY**  
201-A HELEN CIRCLE  
STARKVILLE MS 39759  
601/324-0985

#### **NEW HAMPSHIRE**

**TRUE COLORS STAINED  
GLASS**  
MAIN ST BOX 269 CENTER  
CONWAY NH 03813  
603/447-3808

**DETAILED STAINED  
GLASS**  
51 S MAIN STREET  
CONCORD NH 03301  
603/224-7100

**MOUNTAINSIDE CRAFT  
CENTER**  
132 MONADNOCK HWY  
EAST SWANZEY NH 03446  
800/775-3302

**WORKS OF HEART  
19 MARSHALL RD  
KINGSTON NH  
603/642-4439**

**RENAISSANCE  
GLASSWORKS  
27 MAIN ST  
NASHUA NH 03060  
603/882-1779**

**NU GLASS & MIRROR  
59 BRIDGE ST PO BOX 198  
PELHAM NH 03076  
603/635-2177**

**STAINED GLASS SNOOP  
SHOP  
45 HANSON ST  
ROCHESTER NH 03867  
207/339-8818**

**STRAFFORD STAINED  
GLASS  
91 N MAIN ST  
ROCHESTER NH 03867  
603/332-1619**

**TREASURE CHEST STUDIO  
18 GEAR RD  
ROCHESTER NH 03839  
603/330-0009**

**HOOKEED ON GLASS\*  
16 MT VISTA DR  
SHELBURNE NH 03581  
603/466-2109**

**ANDY'S GLASS  
18 PLEASANT STREET  
LACONIA NH 03246  
603/524-0354**

#### **NEW JERSEY**

**GLASS EXPRESSIONS  
119 BOONTON AVE  
BOONTON NJ 07005  
201/263-8188**

**CREATIVE GLASS  
DESIGN\*  
5720 SOUTH BAY RD  
CLAY NJ 13041**

**STUDIO J  
1239 MAIN AVE  
CLIFTON NJ 07011  
201/772-5282**

**GLASS WITH CLASS  
684 HADDON AVE  
COLLINGSWOOD NJ 08108**

**STAINED GLASS  
CREATIONS  
4130 ROUTE 9 SOUTH  
HOWELL NJ 07731**

**MODERN CRAFT STAINED  
GLASS  
116A MIDLAND AVE  
KEARNY NJ 07032  
201/246-9363**

**JOAN PIROLO STAINED  
GLASS  
386 MAIN ST  
LITTLE FALLS NJ 07424  
201/812-4414**

**MATAWAN STAINED  
GLASS  
77 A MAIN  
MATAWAN NJ 07747  
908/583-1030**

**STAINED GLASS  
ENTERPRISES  
RD 2, BRIDGEBORO ROAD  
MOORESTOWN NJ 08057  
609/764-9160**

**MULLICA HILL ART GLASS  
53 S MAIN ST  
MULLICA HILL NJ 08062  
609/478-2552**

**NORTHEAST STAINED  
GLASS  
55 MILL ST  
NEWTON NJ 07860  
201/383-0006**

**THE GLASS GALLERY  
140 CHESTNUT ST  
NUTLEY NJ 07110  
201/667-7788**

**ATIA STUDIO\*  
28 WALL ST, BOX 479  
OXFORD NJ 07863  
908/453-4377**

**SHADES OF GLASS  
3201 BRIDGE AVE  
PT PLEASANT NJ 08742  
908/714-0220**

**ANYTHING IN STAINED  
GLASS  
1060 RT 47 S  
RIO GRANDE NJ 08242  
609/886-2177**

**GEORGIA'S STAINED  
GLASS  
13 UNION ST  
ROCKAWAY NJ 07866  
201/586-9018**

**STAINED GLASS  
GALLERY  
809 MAIN STREET  
TOMS RIVER NJ 08753  
908/505-8080**

**PHILLIPS STAINED GLASS  
WORKS  
2047 SOUTH BLACK  
HORSE PIKE  
WILLIAMSTON NJ 08094  
609/728-2597**

**GLASS DELIGHTS  
BOX 549, RD 3, ISAACS  
DR  
SALEM NJ 08070  
609/935-5267**

**JOAN PIROLO STAINED  
GLASS  
590 UNION BLVD  
TOTOWA NJ 07512  
201/790-6167**

**STUDIO STAINED GLASS  
908 N WHITE HORSE PIKE  
STRATFORD NJ 08084  
609/784-7799**

**STAINED GLASS STYLISTS  
WARETOWN PLAZA RT 9  
WARETOWN NJ 08758  
609/242-0555**

## **APPENDIX E--TRADE SHOWS**

### **1. International Art Glass Supplier Trade Show**

Date: Jun 9 – 13, 1999

Place: Long Beach Area Convention & Visitors Bureau  
300 East Ocean Boulevard  
Long Beach, California 90802

Phone: (562)-436-3636

Fax: (562)-436-9491

### **2. Miami/FT. Lauderdale Design & Remodeling Home Show**

Date: September 3 – 7, 1999

Place: Miami Beach Convention Center  
1450 Madruga Avenue, Suite 301  
Coral Gables, Florida 33146

Phone: (305)667-9299

Fax: (305)667-3266

Web Page: <http://www.wwdir.com/homeshow/>

### **3. The Annual Coconut Grove Home Design & Remodeling Show**

Date: February 9-14, 2001

Place: The Coconut Grove Convention Center  
1450 Madruga Avenue, Suite 301  
Coral Gables, Florida 33146

Phone: (305)667-9299

Fax: (305)667-3266

### **4. The Annual Coconut Grove Home Design & Remodeling Show**

Date: February 8-13, 2002

Place: The Coconut Grove Convention Center  
1450 Madruga Avenue, Suite 301  
Coral Gables, Florida 33146

Phone: (305)667-9299

Fax: (305)667-3266

5. **The Annual Miami Home Design & Remodeling Show**  
Date: August 31 - September 4, 2001  
Place: The Miami Beach Convention Center  
1450 Madruga Avenue, Suite 301  
Coral Gables, Florida 33146  
Phone: (305)667-9299  
Fax: (305)667-3266
  
6. **The Annual Miami Home Design & Remodeling Show**  
Date: August 30 - September 3, 2002  
Place: The Miami Beach Convention Center  
1450 Madruga Avenue, Suite 301  
Coral Gables, Florida 33146  
Phone: (305)667-9299  
Fax: (305)667-3266
  
7. **The Annual Ft. Lauderdale Home Design & Remodeling Show**  
Date: May 25-28, 2001  
Place: The Broward County Convention Center  
501 Southeast 17th Street  
Fort Lauderdale, Florida 33316  
Phone: (954) 525-5194  
Fax: (954) 522-5194
  
8. **The Annual Ft. Lauderdale Home Design & Remodeling Show**  
Date: May 24-27, 2002  
Place: The Broward County Convention Center LI  
501 Southeast 17th Street  
Fort Lauderdale, Florida 33316  
Phone: (954) 525-5194  
Fax: (954) 522-5194
  
9. **The Art Glass Show**  
Date: July 28-30, 2000  
Place: Rosemont Convention Center  
5555 North River road  
Rosemont, IL 60018  
Phone: (847) 692-2220  
(847) 692-2222 (24-hour information line)  
Fax: (847) 696-9700

10. **The Art Glass Show**

Date: June 22-24, 2001

Place: Orlando Centroplex Expo Centre  
500 West Livingston Street  
Orlando, FL 32801

Phone: (407) 849-2001

11. **International Housewares Show**

Date: January 14-17, 2001

Place: McCormick Place Convention Center  
2301 S. Lake Shore Drive  
Chicago, Illinois 60616

Phone: (312)-791-7000

Fax: (312)-791-6543