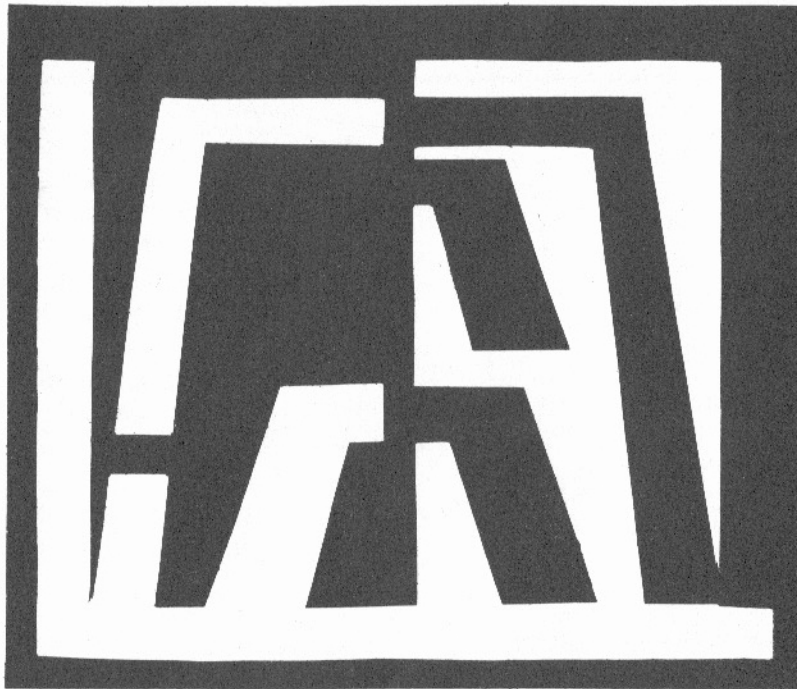


LAMP SHADE MANUAL NO. 21



MARSHALL STUDIOS, Inc.

Veedersburg, Indiana

MARSHALL HANDMADE LAMPSHADES

For many years, we have maintained a custom lampshade service, offering hand crafted lampshades for use in stock or on special order. All of our shades are hand bound and the rings, using heavy duty fitters, are cemented into the shades before and after binding, for durability.

Fabrics and imported textures over a very durable background material may be obtained, together with opaques, tortoise shell, etc. Many handwoven materials from our Studio looms are also available, as are hand-cut appliques on skyntex, a parchment-like material which may also be ordered without designs and in colors shown on sample ring.

COMPLETE LAMPSHADE SAMPLE KIT

A kit of current lampshade materials is sent to our customers upon request. A charge of \$5.00 is made to dealers who are not active accounts, and this charge is credited when orders total \$100.00 during the first year after receipt of our samples.

TERMS

Our terms are 1% discount in 10 days, net 30, to rated and established firms. Prices are subject to change without notice.

DELIVERY

The average shipping date is two to three weeks from receipt of the final information on an order. Delays are usually due to a lack of information or "makeovers", which are unavoidable at times.

Due to the variety of materials and the wide range of sizes available, it is not possible to stock our shades; therefore, they are made to your order.

DAMAGE IN SHIPMENT

YOUR ORDERS ARE CAREFULLY PACKED IN ACCORDANCE WITH THE CARRIER'S REGULATIONS AND DELIVERED IN GOOD CONDITION. IT IS IMPERATIVE THAT OUR MERCHANDISE BE UNPACKED IMMEDIATELY SO THAT YOUR CLAIM MAY BE FILED WITHIN TEN DAYS FROM RECEIPT OF THE ORDER. AN INSPECTION REPORT MUST BE FILED WITH THE CARRIER WHEN ANY DAMAGE IS INCURRED, WHETHER CONCEALED OR VISIBLE. THIS APPLIES TO ALL ORDERS, INCLUDING THOSE GOING INTO STORAGE FOR LATER INSTALLATION.

HOW TO ORDER

1. SPECIFY:
 - a. TOP DIAMETER
 - b. LENGTH OF SIDE (slant)
 - c. BOTTOM DIAMETER

NOTE: Sizes not included in the Standard Size Chart require a SPECIAL PATTERN CHARGE as indicated on the price list.

2. Select fitter from the **STANDARD FITTER CHART**.
3. Select a satisfactory material from the current shade list or from our lampshade samples.
4. Specify binding color or material if other than self color tape.
5. Determine the wholesale price from our price list, by following the arrows under items 1, 2 and 3.

NOTE: The last letter of any shade number determines the price bracket. For instance, GRVW/B, white linen, is in the "B" price bracket.

6. THE PRICE VARIES WITH THE QUANTITY OF IDENTICAL UNITS ORDERED.

CRATING CHARGE

There is a crating charge for shades with a bottom diameter of more than 22", depending upon the work involved.

EXPORT CHARGE

It is necessary to make a charge of 10% for export packing on lampshades.

RETURNS

Approval must be given before merchandise can be returned, and it must be carefully packed as received and sent insured by the least expensive carrier.

ACKNOWLEDGMENTS

An acknowledgment is sent upon receipt of your order, giving full specifications as we have interpreted them. If there is a change or correction, it is necessary that you advise us by return AIR MAIL.

If information is needed on your order, a notation is made on the acknowledgment and it is held until your reply is received.

STANDARD SIZE CHART

PLEASE GIVE THE FOLLOWING INFORMATION WHEN ORDERING: TOP DIAMETER, SIDE MEASUREMENT, BOTTOM DIAMETER, FITTER DESIRED (INCLUDING SINKING)
CATALOG NO. 11, USING NAMES FOR SHADE SIZES AND SHAPES, HAS BEEN DISCONTINUED.

	TOP	SIDE										BOTTOM	
		side measurement is on the slant, not through the center											
cone ↓		3, or 4	3½	4	4½	5	5½	6	6½	7	7½	8	4
		3, 4, or 5	4	4½	5	5½	6	6½	7	7½	8	8½	5
		3, 4, 5, or 6	4½	5	5½	6	6½	7	7½	8	8½	9	6
		3, 4, 5, 6, or 7	5	5½	6	6½	7	7½	8	8½	9	9½	7
		3, 4, 5, 6, 7, or 8	5½	6	6½	7	7½	8	8½	9	9½	10	8
		3, 4, 5, 6, 7, 8, or 9	6	6½	7	7½	8	8½	9	9½	10	11	9
		3, 4, 5, 6, 8, 9, or 10	6½	7	7½	8	8½	9	9½	10	11	12	10
		3, 5, 6, 8, 9, 10, or 11	7	7½	8	8½	9	9½	10	11	12	13	11
		3, 6, 7, 8, 10, 11, or 12	7½	8	8½	9	9½	10	11	12	13	14	12
		3, 6, 7, 8, 11, 12, or 13	8	8½	9	9½	10	11	12	13	14	15	13
	3, 6, 7, 9, 12, 13, or 14	8½	9	9½	10	11	12	13	14	15	16	14	
	3, 6, 7, 10, 13, 14, or 15	9	9½	10	11	12	13	14	15	16	17	15	
	4, 6, 8, 11, 14, 15, or 16	9½	10	11	12	13	14	15	16	17	18	16	
	4, 6, 9, 12, 15, 16, or 17	10	11	12	13	14	15	16	17	18	19	17	
	4, 6, 9, 13, 16, 17, or 18	11	12	13	14	15	16	17	18	19	20	18	
	4, 6, 10, 14, 17, 18, or 19	12	13	14	15	16	17	18	19	20	21	19	
	4, 6, 10, 15, 18, 19, or 20	13	14	15	16	17	18	19	20	21	22	20	
	5, 8, 11, 16, 19, 20, or 21	14	15	16	17	18	19	20	21	22	23	21	
	5, 8, 11, 17, 20, 21, or 22	15	16	17	18	19	20	21	22	23	24	22	

SLIGHT CHANGES IN HEIGHT WHEN REQUIRED CAN BE ACCOMPLISHED BY USING RISERS.

SHIPPING INFORMATION

Each order is shipped f. o. b. Veedersburg by the most economical means of transportation, according to weight and size. Please specify the carrier desired, if you have a preference.

SPECIAL INFORMATION

We do not make rings with fractional variations. That is, if a 12½" top is specified, it is necessary to use either a 12" or a 13" ring.

Round shades only are made on special order - all frame shades have been discontinued.

GLAZING

Skyntex, metallic and opaque shades may be glazed vertically or horizontally in Van Dyke brown or other oil colors. The cost for this work is one price letter higher than our price list. (Van Dyke brown is used unless otherwise specified.)

BINDING INFORMATION

SELF TAPE: Lampshades are finished with tape painted to match the shade material unless otherwise specified, and the term "self tape" is used.

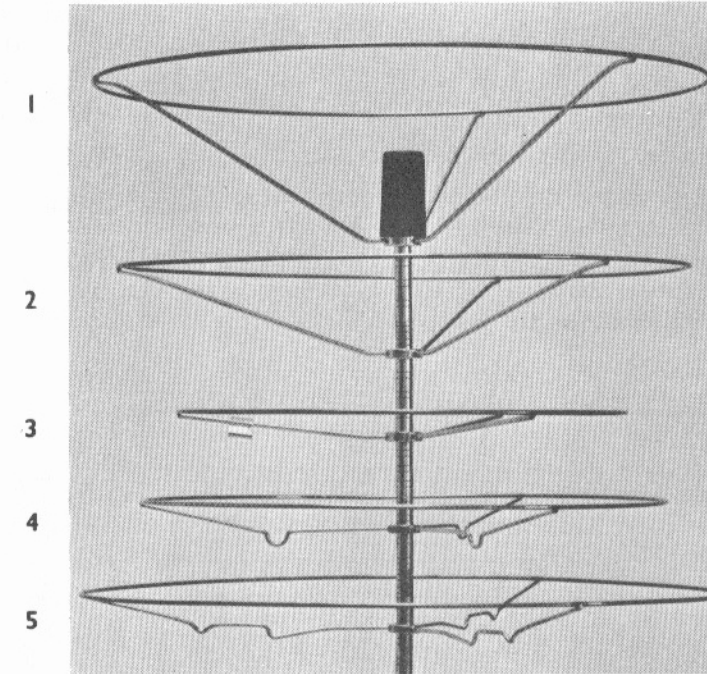
SELF-FOLD: This term indicates that the trim is to be made of the same material as the shade. Our samples and price list give information as to when self-fold binding is available.

TRIMS - GROSGRAIN, VELVETS AND PIPINGS

In addition to self-fold trims as described above, we have French velvets and grosgrains for our decorators' shades. Also, many pipings are included in our trim chart, which is available upon request. Please see the price list for information as to the cost of self-fold, grosgrain, velvet trims and piping.

MOUNTING CUSTOMERS' MATERIALS

Your materials may be applied to our standard backing at the "B" price. However, it is not possible to mount thin, silk-like materials, as they are often unsatisfactory under our process.



STANDARD FITTERS

Washers have a 7/16" hole which fits over the finial stud.

No. 1 is sunk 4½" (measured from the bottom of the washer to the plane formed by the top ring.) This sinking is used on fitters 16" and larger when the side measurement of the shade is 15" or more.

No. 2 is sunk 2½" and is used on fitters 15" or less when the side measurement is 14" or more.

No. 3 is the standard washer sunk ¾" and is used on all shades unless other sinkings are specified. (Please note the reflector clip which is attached to one of the spokes. These are for precise fitting to odd size reflectors and three will be furnished when specified.)

No. 4 is a 6" or 8" reflector, sunk ¾".

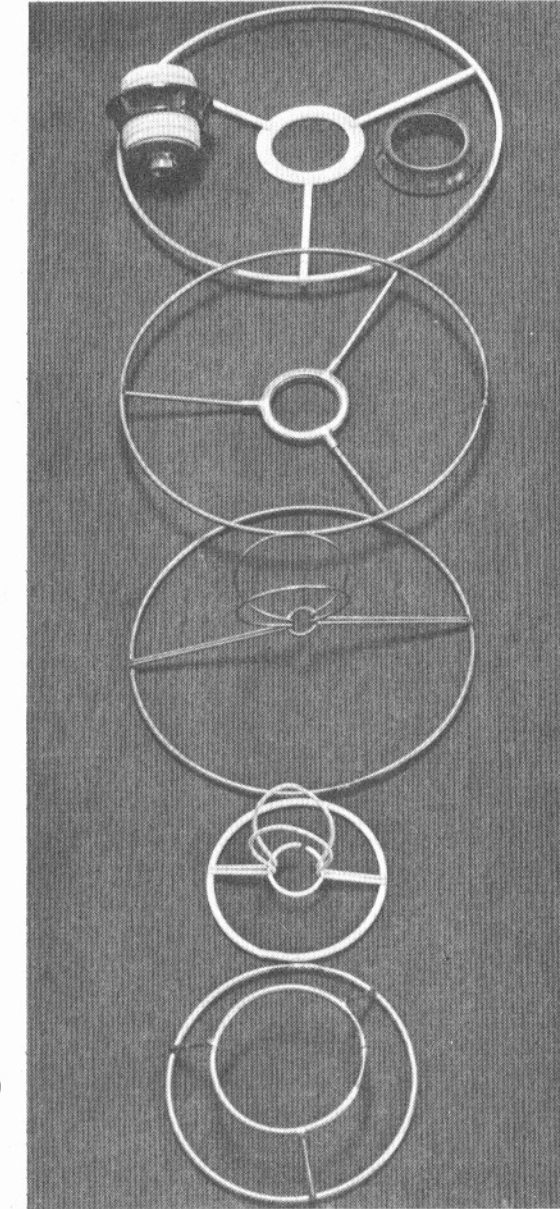
No. 5 is an 8" or 10" reflector, sunk ¾".

PLEASE SPECIFY INSIDE AND OUTSIDE DIAMETER WHEN SPECIAL REFLECTOR FITTERS ARE DESIRED.

OTHER STANDARD FITTERS

No. 6 is a flush counter ring fitter which fits over the porcelain socket and is firmly retained by the adjacent Bakelite counter ring. This ring is used on SW34 lamps and is shown on page 2 of catalog 20.

PLEASE GIVE AN ACCURATELY DIMENSIONED SKETCH FOR SPECIAL FITTERS.



Hanging lamps and fixtures can be furnished with a porcelain counter ring socket which simplifies installation of the shade. In this instance, the fitter is sunk 1½". (Please see page 3 of catalog 20 for additional information on fitters for hanging lamps.)

No. 7 is a bridge fitter which screws on the brass shell of medium base lamp sockets - sinking ½".

No. 8 is a clip fitter which clamps on the bulb - sinking ½".

No. 9 is a candelabra clip for 15 watt flame shaped bulbs - sinking ½". (Please send in bulb for other special sizes.)

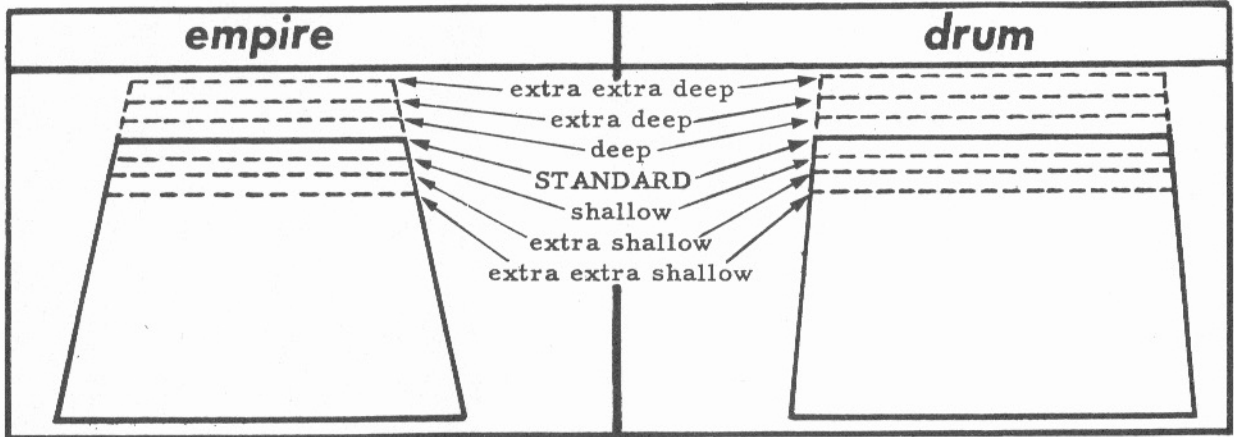
No. 10 is a 2¼" (I.D.) chimney fitter, and is sunk ¾" on chimney shades 13" and smaller - 1½" on shades 14" and above.

STANDARD OVAL SIZE CHART

EMPIRE AND DRUM SHAPE OVAL SHADES IN SIZES 6" THROUGH 24"

SEVEN DEPTHS IN EACH SIZE: In addition to the standard dimension which is listed for each size, there are three patterns which become deeper by 1/2" variations and three patterns which become shallower by 1/2" variations.

HOW TO PRICE OVALS: Ovals are priced one price bracket higher than round shades. For instance, a shade in the "B" price bracket would be priced in the "C" column in the oval shape. The longer bottom diameter is used to determine the size for pricing.



NOTE: THE DRUM SHAPE IS ALWAYS GIVEN UNLESS EMPIRE IS SPECIFIED.

WE DO NOT MAKE OVALS IN SPECIAL SIZES.

BOTTOM RING shorter diameter by longer diameter	SIDE MEASUREMENTS							
	3½	4	4½	5	5½	6	6½	7
4 by 6	3½	4	4½	5	5½	6	6½	7
4 5/8 by 7	4	4½	5	5½	6	6½	7	7½
5 3/8 by 8	4½	5	5½	6	6½	7	7½	8
6 by 9	5	5½	6	6½	7	7½	8	8½
6 3/8 by 10	5½	6	6½	7	7½	8	8½	9
7 3/8 by 11	6	6½	7	7½	8	8½	9	9½
8 by 12	6½	7	7½	8	8½	9	9½	10
8 5/8 by 13	7	7½	8	8½	9	9½	10	10½
9 3/8 by 14	7½	8	8½	9	9½	10	10½	11
10 by 15	8	8½	9	9½	10	10½	11	11½
10 5/8 by 16	8½	9	9½	10	10½	11	11½	12
11 3/8 by 17	9	9½	10	10½	11	11½	12	12½
12 by 18	9½	10	10½	11	11½	12	12½	13
12 5/8 by 19	10	10½	11	11½	12	12½	13	13½
13 3/8 by 20	10½	11	11½	12	12½	13	13½	14
14 by 21	11	11½	12	12½	13	13½	14	14½
14 5/8 by 22	11½	12	12½	13	13½	14	14½	15

The top ring varies according to the side measurement and the shape chosen.

Please specify the side measurement desired. The arrowed column only indicates the standard side measurements.