



## Ocean Trader Family

THIS 2000 OCEAN TRADER FAMILY REMINDS US OF THAT TIME IN OUR HISTORY WHEN EXOTIC GOODS FROM AROUND THE WORLD BEGAN FINDING THEIR WAY INTO HOMES IN EUROPE AND AMERICA.

Vasco DeGama first completed an all water route from Europe into the trading rich area of India and the Orient in 1497. His significant voyage forged an industry for ocean

traders like these, centuries later, to bring back treasures from far off lands.

Ocean Traders and mariners of the time were accomplished observers of the night sky for navigation. They also relied on their telescopes to gauge their position relative to the land, distant on the horizon. The Woman holds a porcelain compote, brought back from the Orient along with silk, spices and

tea. The Girl holds a rattan birdcage.

The Cabin Boy, with his wooden bucket, was on hand to supply fresh drinking water to the ship's crew.

Our Ocean Trader Family, dressed in 19th century costumes, captures the spirit of the sea and the pleasure of returning home with special gifts found in some unique place.

# Our Favorite Lobsterman



Through the years, we have met so many wonderful people — storeowners who enjoy selling the Carolers and people like all of you who enjoy having them in their homes and giving them as gifts. We are always so impressed with the passion you all have for your businesses, your selection of what to buy for your home and your interest in bettering your communities.

Two particularly wonderful people that we have come to know are Fred Dauphinee and his wife Heather. Initially, we met Heather when she came on a bus tour of our Visitors' Center. We then began seeing her and visiting with both she and Fred at subsequent store events in New England. Fred is a lobsterman in Massachusetts and has been for 25 years.

When we introduced our Lobsterman figure last year, Fred sat down with us and explained some of the fascinating stories associated with his profession. He told us that the lobster fishing season is year round, with its peak from mid July through January. However, Fred told us to forget the calendar because the ideal time for lobster is, "...when

the oak leaves are the size of a mouse's ear." Lobster can only be kept if they are at least 3 1/4" measured from the eye socket to the back of the thorax. A special gauge is used to measure each and every lobster brought aboard.

Lobster traps are marked with colorful buoys that we find so reminiscent of the New England coastal area. The buoy's color is specific to each lobsterman; Fred's colors are red and white. One buoy must be permanently mounted on each lobster boat to assure the patrolling authorities that only one's own traps are being harvested.

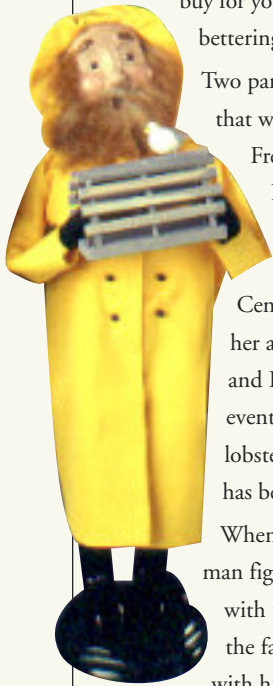
Fred also relayed the interesting lore and customs associated with work at sea. Ropes aboard his boat (the Acadia) and all vessels must always be coiled clockwise which draws its relevance from the earth's orbit around the sun. Also, boats first leaving the harbor in the morning must always make their first turn in the starboard (right) direction. Similarly, boats returning to the harbor in the evening must make a final starboard turn. Depending on the winds and tide, this custom can be precarious, but must be followed to assure a bountiful catch. Fred has made one catch he relishes the most, his wife Heather. They have been

married for 11 years and share a love of the sea. Heather's father has been a lobsterman for over 70 years and was a longtime delegate of the Massachusetts Lobsterman's Association, where Heather also worked handling all of the boat insurance for the group. According to Heather, one particular lobsterman began visiting the office well after his boat insurance had been completed, and these weekly visits became a romance and ultimately a wonderful marriage.



Fred is currently president of the South Shore Lobsterman's Association whose mission is to regulate the conservation of lobster to assure an abundant supply in the future. Heather says that movies such as *The Perfect Storm* remind her of the dangers associated with Fred's work and she prays daily for his safe return. She says that she was the one who first fell in love with Carolers and "...what they stand for." She says her hobby is shopping for Carolers (and Kindles!) and searching for faces on the shelves that speak to her.

The next time you are fortunate enough to enjoy a lobster dinner, remember Fred and his hardworking colleagues!



*Dear Mary [of Tudor Cottage],  
Now that the hustle bustle of the holidays has passed, I wanted to drop you a note and tell you how much I love my Byers' Victorian Santa that I was blessed to win in the drawing. No one could enjoy him more than I have — he is so beautiful — every detail — especially his face. The timing of winning him couldn't have*

*come at a better time — this year I gave away my 7' tree with the lights permanently attached because I couldn't lift and assemble it due to the lymphedema in my arm, (resulting from cancer treatment). Instead I had a four footer and my lovely Santa more than made up for the differential in tree size. He's perfectly gorgeous — I hated to put him away. BUT know I'll enjoy him even*

*more in years to come as I unpack and rediscover him. Many, many thanks to Tudor Cottage and Byers' Choice for making it possible. Really "made" my Christmas.  
**Dawnie Stephenson**  
**[California]***





## *Jolly Old Saint Nick*

This year marks the 20th anniversary of a relationship between Byers' Choice and Talbots, a retailer of fine women's clothing. During this time, Talbots has been using the Carolers to adorn their stores and catalogs during the holiday season. Byers' Choice has made a number of special characters to be used not only as holiday accents for the store displays, but also to be sold to the customers who shop at their stores. This year is special be-



cause we have created two very different Santas for Talbots along with a unique pair of pajama children. Our first Santa is pushing a sleigh filled with children's delights while our other Santa is busy at work as he reviews his list of naughty and nice boys and girls. Look for these fun designs at your local Talbots store or call **1-877-TALBOTS** to receive their holiday catalog.

## *When in the Course of human events . . .*

This August was very exciting in the Philadelphia area. The City of Brotherly Love was selected to host the Republican National Convention. And as a local manufacturer, Byers' Choice was invited to create some special characters for the public, media, delegates and their families to take home as souvenirs of the Philadelphia area. Byers' Choice was able to highlight our products in a new venue called Politicalfest. Politicalfest was created to give every visitor an opportunity to learn more of our nomination process and take part in special interactive activities like touring a life sized Air Force One and Presidential limousine as well as viewing a collection of Inaugural Gowns worn by past first ladies and a live C-Span video broadcast.

To capture the tradition of Historic Philadelphia, Joyce created a Betsy Ross inspired figure (the designer of the first American flag) and a Signer of the Declaration of Independence (read aloud for the first time July 4, 1776). To capture the liveliness of the convention floor, Joyce also created brightly dressed Campaign Kindles. Some of you who may have tuned in to the TV coverage may have seen the playful Kindles climbing out of delegates' pockets, sitting on top of hats and generally wanting to take part in the revelry. Who knows, maybe one of these little folks may work his way into the Oval Office!



★ **July 4, 1776** July 4, 1776



## *Expanded Visitors' Center filled with Excitement*



For years, people requested to see the Carolers being made. With the move in 1994 to a new building, we decided to add a visitors' center. "We didn't know if anyone would come," recalls Jeff Byers.

The official date to open the center was set for July 15, 1994. At about 8 a.m., someone from the office ran into Bob Sr.'s office to let him know that several hundred people were outside the door waiting for the visitors' center to open. Bob, Joyce, Bob Jr., and Jeff quickly got together a red ribbon to cut and "open" the doors. We have been greeting guests ever since, with about 25,000 visitors last year alone. Since the attendance has far exceeded our wildest expectations, everyone agreed that it was time to redesign with additional features. Joyce and Jeff have spent the last nine months coming up with new ideas, and in early September, a new 7,500 square foot addition will open to the public. Everyone who appreciated the center in the past will love the new attractions.

Each guest will enter by walking down a cobblestone street reminiscent of London in Dickens' time. From a vintage theater to storefronts decked with fabrics and merchandise to glimpses in

finely decorated homes, the detail of the street will make you wonder if that is Ebenezer Scrooge that you hear around the corner.

Joyce and her artistic team have been constructing a European Christmas market in one of the Caroler rooms. Elsewhere, the Kindles are now diligently helping Santa with last minute presents at the North Pole. A whole new room will be devoted to explaining the history of Byers' Choice and walking visitors through the production process. In November, Bob and Joyce's international nativity collection will be displayed again, including the antique Italian precipio. Only a few complete precipios exist in the US, including one in the Metropolitan Museum of Art. Finally, new formal gardens are being added outside to capture the Christmas spirit.

Although the new visitors' center will open in early September 2000, all of the finishing touches will continue to be added through November. We are planning a grand opening celebration for sometime next Spring to invite everyone for a special weekend filled with all kinds of events. However, if you have a chance this fall, come and see all of the exciting new changes going on at Byers' Choice!



*Why, it's old Fezziwig! Bless his heart;  
it's Fezziwig alive again!*

These words rang from Scrooge's lips as the Spirit of Christmas Past transported the old man back to a certain warehouse where he had formerly worked as a young apprentice. "No more work tonight. Christmas Eve, Dick. Christmas, Ebenezer! Let's have the shutters up," cried old Fezziwig, with a sharp clap of his hands, "before a man can say, Jack Robinson!"

As the young Ebenezer began preparing the room for the evening's festivities, in came the fiddler to take position atop a lofty desk while Mrs. Fezziwig arrived with her three

daughters to begin greeting their guests. Within moments, the room was filled with music, dancing and laughter. The dance floor, however, belonged to the Fezziwigs. *And when old Fezziwig and Mrs. Fezziwig had gone all through the dance; advance and retire, hold hands with your partner; bow and curtsy; corkscrew; thread-the-needle, and back again to your place; Fezziwig "cut" – cut so deftly, that he appeared to wink with his legs, and came upon his feet again without a stagger.*



When the ball broke up, Mr. and Mrs. Fezziwig took to their stations at the door and wished all of their guests a very Merry Christmas. Upon reflecting on this scene, Scrooge conveyed to the Spirit the value of Mr. Fezziwig's influence. *He has the power to render us happy or unhappy; to make our service light or burdensome . . . The happiness he gives, is quite as great as if it cost a fortune.*

Because of the many requests that we have received, Byers' Choice is planning to bring back many of the supporting characters of the *Christmas Carol*. To accompany Scrooge, Mrs. Cratchit, and Bob & Tim, we have first reintroduced Mr. & Mrs. Fezziwig. Some of our store owners have had the unique opportunity to meet Mr. & Mrs. Fezziwig in person at various retailer gatherings. Those in attendance can attest that Mr. Fezziwig really knows how to liven up a party. Our plan is to continue to bring back a new character each year until this classic Dickens tale is completed.



happy halloween h a p

# Trick or Treat

The Kindles never miss an opportunity to have a little fun. With Halloween just around the corner, several of our Kindles have assembled homemade costumes in preparation for a night of Trick or Treating. It comes as no surprise that all Kindles love sweets, and that they will stop at nothing to get them. This year's group consists of Spell, Spook, Tut, Patch, Giggles and Leaves. Be sure to read their unique intentions on each box before bringing one home to help with your Halloween decorating.



Convention Kindles



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