

Personalized
Thank You
Ornament



OPEN FOR
THE WORLD
OF POSSIBILITIES!

Maple  Landmark®
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2020
EDITION

Maple  Landmark®

CUSTOM PRODUCTS

P H O T O B O O K

custom@maplelandmark.com | (800) 421-4223

You need it. We'll make it. Many people know us for our wooden toys. Others know us for award plaques and name tags or even tap handles. However, few have any idea of the wide variety of things we apply our unique capabilities to. We are a rarity in that we have a complete woodshop and complete graphics capabilities to build all sorts of things right from scratch – specifically to your needs. Whether you need a name plate for a door, a trophy for the local 5K, a promotional giveaway, or a store display, we've got you covered. Truly, if you can dream it, we will try our best to make it happen. Over the years,

we've done custom work for organizations including

Apple
Google
Mercedes Benz
Ben & Jerry's
Uber

University of Vermont
Barneys New York
National Park Service
PBS
Seventh Generation

just to name a few. Please browse this booklet to be inspired by a selection of the numerous custom projects that we have successfully completed in the past.



See The Action For Yourself! Stop by our YouTube channel to see us making tap handles for Outer Planet Craft Brewing in Seattle, WA and Halyard Brewing Co. in South Burlington, VT! The short videos showcase a small selection of what we can do for you.

www.youtube.com/user/maplelandmark

Topographical Map

20+ layers
30" x 12"



"Black Jesus"

Special-order wood
21.5" x 12"



Tap Handles

Unique construction
Various sizes



Promo Blocks

Six-sided print
1.75" cubes



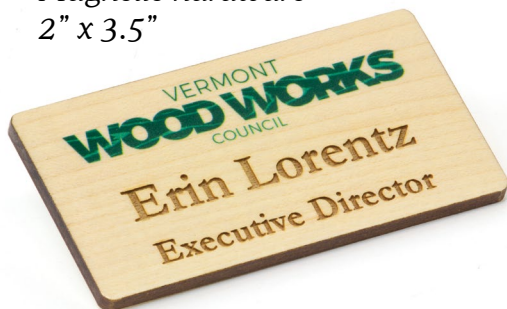
Display Sign

Large-format finish and print
17" x 15.5"



Name Tag

Magnetic hardware
2" x 3.5"



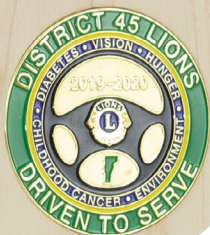
HALVARD
BREWING COMPANY



ALCOHOLIC GINGER BEER
GLUTEN FREE



**Fund Raising
Pull Tabs**



Recognition Plaque

Mixed-medium design with
embedded metal
8" x 5"



Whiskey Presentation Box

Multi-wood construction • 13" x 7"



Award Medal & Trophy

Full-color printing

3" x 3" (Medal)

5" x 4" (Trophy)



Urn

6.5" x 6.5" x 11.5"



Menu Boards

11.5" x 9.25"

Component Parts

Made to given specs

Various sizes



FREQUENTLY ASKED QUESTIONS

What is your minimum order size?

No minimum, we'll make one or we'll make thousands. However, we are geared to production, typically medium volumes, "medium" taking on different meanings depending on the size and complexity of the project (think wooden nickels vs. store displays).

What is the turn-around time?

There are two components to the process – the design, development & approval process and then the production time. The first can be longer than the second, depending on what is required of us and your required levels of approval. We are used to tight schedules and production is dependent on quantity and complexity. The typical lead time to customize standard product is within a week and 2-3 weeks is the norm for custom work from scratch. If you need your product by a certain date, let us know and we'll see what is possible. There is a seasonality to our business so the fourth quarter is tighter to schedule.



How does pricing work?

Clearly, it is very dependent on the details of the job. From there, it is variable on the quantity. For standard custom – decorating stock items - such as putting your logo on a train whistle or engraving an award plaque, we have standard pricing schedules, see maplelandmark.com/custom-corner. For purely custom jobs, we can quote once we understand all the details. Often, there is a one-time set-up charge and then a cost per unit for a given quantity. Reorders of the same often will not have the set-up cost.

Can you produce samples?

We can provide samples for an initial setup cost. We are not a prototype house; we sample with an expectation of getting to the production phase.

What are your capabilities and capacities?

We collect capabilities and love to find new ways and combinations to apply them. We have a fully equipped woodshop including CNC routing. In coatings, we have a wide variety of finishes and techniques, including spray and dip. For graphics, we have laser engraving & cutting, direct digital printing, screen printing and pad printing. We can shrink-wrap and pack to your requirements. As to capacity, we are a company of 37 people and operate under a mixed model (80% standard and 20% custom). Our facility is 28,000 sq ft and we carry healthy inventories of standard product, allowing us to focus on custom as required.

How do we get a job started?

The process starts with your idea. Whether you have a sketch, a technical drawing, or a CAD file, we can work with you. Keep in mind - we ultimately have to charge for our time in getting it ready to run. On the other hand, there are advantages to working with us early on because we can help to steer you toward what is feasible or more efficient. You will need to answer questions about details (ex: there are a 100 ways to make a "wooden box"), quantities, materials, colors, finishes, overall quality, etc.

Can you apply custom graphics to customer-supplied products?

Yes, we do many graphics-only jobs, on both wood and other materials, such as stone, plastics, and even water buffalo horn (see left). If you have something in mind, contact us.

Is there anything you don't do?

If it isn't primarily wood, it probably isn't for us. We focus on smaller products, not furniture – displays being an exception where the components are often straight rails. If the ratio of design development over production value is high, we might not be interested. Sometimes, we simply cannot make ideas that are presented to us. We also do not work for Chinese prices, even though you are going "factory direct."

What are Maple Landmark's other advantages?

- We are experienced with over 41 years in business.
- We keep everything under one roof so we have tight control on quality and timelines.
- We understand the toy business and its regulatory requirements, so if you are looking for children's products, we can help.
- We are flexible in our manufacturing. If you need something in a hurry, we can often ship partials.
- You don't need to buy a container load at a time and we are significantly closer than Asia.

What is your company about?

We are a family business, started in 1979. We employ 37 local people and continue a long tradition of Vermont woodworking. We focus on native species and source them locally, proudly supporting Vermont's working landscape. We endeavor to do things the right way, striving for a high yield on our lumber resources and even our waste doesn't go to waste. Sawdust goes to a local farmer for cattle bedding and scraps go to locals for kindling wood. We have won many awards, from working with people with special needs to being recognized as the 2017 Vermont SBA Small Business of the Year.

More questions? Contact us. We're happy to help you!

(800) 421-4223 | custom@maplelandmark.com

Standard Custom When we customize a standard product (such as engraving a name or logo on the side), we refer to this as "standard custom".



Custom Custom When we start a design from scratch, whether it involves a special build, significant graphic design time, or other processes, this is "custom custom".