

## no one wraps up the details like we do.

To us, packaging matters almost as much as its contents. Our boxes are the perfect complement for your purchase. A hot foil stamp of your logo may also be added for a fee (see foil stamping charges). For larger items, such as luggage and briefcases, we secure them in sturdy white corrugated boxes specifically designed to provide protection during shipment.

We now have a choice of two tissue papers to enhance presentation value. When ordering, indicate "World Map" or "Creme". Tissue paper is available at the following prices:  
 Small: \*\$,  
 Medium: \*\$,  
 Large: \*\$.

Throughout 2010, our black ribbed/cream interior gift box will continue to be phased in.

\*Contact your retailer or distributor for pricing

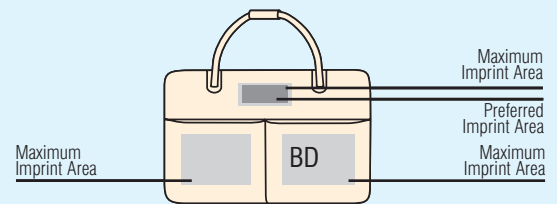


## decorating

### how to order decorating.

We've simplified personalization as much as possible by making it as easy as:

- 1 Locate the illustration for your item and look at the Maximum Imprint Area, shown in light gray. Choose the spot within the light gray area where you'd like your logo to be positioned. We've also provided the exact dimensions of this area to make it even easier. However, your standard imprint (logo or personalization) may be no larger than 3" x 3" maximum!
- 2 Take note of the Preferred Imprint Area in darker gray. This indicates where most clients choose to imprint each particular item. This is a good guide, however you don't need to limit yourself to what others have done!
- 3 Because the sizes of our items vary greatly, so will the Maximum Imprint Area Dimensions available for your logo or other personalization. In all cases, the actual size of your imprint may be no larger than 5½" by 4", and in many instances the appropriate size will be somewhat smaller. Area Dimensions are clearly marked on each item to help you.



### let them get to know you... Please Note: Standard Die Size 3" x 3". Maximum Die Size 5½" x 4".

#### Debossing



(FN) Florentine Napa



(VL) Venetian Leather



(GL) Genuine Leather

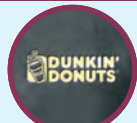


(PV) Imitation Leather

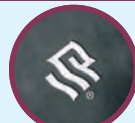


(VN) Vaqueta Napa

#### Foil Stamping



Gold Foil



Silver Foil

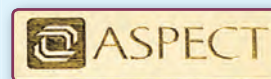


Red Foil

#### Pad Printing



#### Diamond Engraving



## embroidery on nylon

### Embroidery prices are as follows:

- 3 to 24 pieces ..... call for pricing
- 24 to 60 pieces ..... \*\$ each
- 61 to 150 pieces ..... \*\$ each
- 151 to 300 pieces ..... \*\$ each
- 301 to 500 pieces ..... \*\$ each

Above prices based upon 6,000 stitches & 6 colors.  
 \*\$ per/1000 additional stitches.  
 Must submit logo to determine digitizing fee.  
 Sample sew out \*\$ each plus logo digitizing fee.



## refills & replacements

Replace Part No.	Description	Replace for	Quantity	Price
0600	Ivory 8½ x 11 Pad	3000, 3005, 3010, 3015, 3050, 3312, 5014, 5040, 5050, 5130, 5566	1	*\$
0602	Ivory A4 - 8½ x 12 Pad	3006	1	*\$
0605	Ivory 5 x 8 Pad	3020	1	*\$
0607	Ivory 2¾ x 6 Secretary Jotter Pad	1292	1	*\$
0610	2¼ x 4 Note Jotter Pad	2500, 2510	1	*\$
0615	2¼ x 4 Note Jotter Pad	2500, 2510	5	*\$
0625	3 x 5 "To Call/To Do" Cards	2550, 2530, 2560, 2570, 2540	50	*\$
0702	Telescopic Pen	2500, 2510	1	*\$
0813	Journal - Gold Edge	4090	1	*\$
0902	3 x 3 Post-It® Note Pad	8080	1	*\$
0985	Calculator	3005	1	*\$

## diamond engraving

When luxury counts...our diamond engraved plates are the perfect statement. View your options at AndrewPhilips.com



### 2010 Diamond Engraving Price Chart

#### Diamond Engraving On Any Size Plates

- First Time Setup Logo/Template ..... \*\$
- Re-Setup Logo or Line Type ..... \*\$
- Type Setting 2 or 3 Lines ..... \*\$
- Logo Fill-in with Oxidation ..... \*\$
- Logo Fill-in without Oxidation ..... \*\$
- Logo Outline with Oxidation ..... \*\$
- Logo Outline without Oxidation ..... \*\$
- Full Name (with or without Oxidation) ..... \*\$
- Initials (with or without Oxidation) ..... \*\$
- Custom Cut Plates with Add-ons – please call for pricing

#### Laser Engraving On Belts

- Setup (transformation of art) ..... \*\$
- Price per belt ..... \*\$
- Initials – please call for pricing

#### Pad Printing

- First Time Setup Logo ..... \*\$
- Re-Setup ..... \*\$
- Pad Printing Run Charge ..... \*\$
- PMS Color Match ..... \*\$

#### Laser Engraving On Acrylic Frame

- First Time Setup Logo ..... \*\$
- Re-Setup ..... \*\$
- Laser Engraving Run Charge – determined by size, please call for pricing

\*Contact your retailer or distributor for pricing

## Decorating

All Products are priced without decoration or personalization. Please refer to catalog descriptions for placement of logo. Foil colors are standard in Gold and Silver. Special colors are available on request.

## Personalization Options

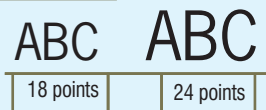
If clean and simple is your style, select NEWS GOTHIC. If you like a more classic look, TIMES NEW ROMAN is for you. Unless otherwise requested, our default font is TIMES NEW ROMAN.

## Personalization Pricing

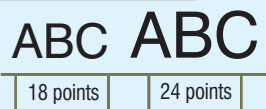
Personalization is available Debossed or Foil Stamped: 2 or 3 initials for a cost of \*\$. For larger items, i.e. luggage, bags and briefcases, the cost for 2 or 3 initials is \*\$. Full-name personalization is available as follows:

Characters	Small & medium items	Large items
4-12	*\$	*\$
14-21	*\$	*\$
22-30	*\$	*\$

### NEWS GOTHIC



### TIMES NEW ROMAN



## Decorating Run Charges

Small item deboss	*\$ each
Medium item deboss	*\$ each
Foil Stamp	*\$ each
Color Fill (Foil)	*\$ each
<b>Large Items</b> (i.e. luggage, briefcases, bags)	
Debossing	*\$ each
Foil Stamp	*\$ each
Color Fill (Foil)	*\$ each

**Please Note:** For best results when decorating larger items, we strongly recommend that imprinting be done on luggage tags and not directly on the item itself.

## Pad Printing

For those items that we cannot hot-stamp, deboss, or foil we offer the Pad Printing process as an alternative. This process requires a die/set-up charge of \*\$. The per piece run charge is \*\$, standard primary colors. Special custom PMS colors are available for an additional \*\$ surcharge (add two weeks for production).

## Die Charge/Set-up/Proof Charge

**The following charges are for Standard Production Time (4 days and longer).**

Standard Debossing or Hot Foil Stamping requires a Magnesium Die. Our standard die size is 3" x 3", with a die charge/setup/proof charge fee of \*\$. Our maximum die size is 5 1/2" x 4", with a die charge/setup/proof charge fee of \*\$. For repeat orders add \*\$ for re-setup. For Type setup (to be used instead of a Magnesium Die), add \*\$ plus run charges.

## Standard Production Time

- In Stock Blank Items: Same day or within 24 hours
- In Stock Decorated Items: 4-7 days (after art approval)
- Items Not in Stock: 3-4 weeks

## 2-3 Day Rush Service

\*\$ in addition to die/set-up charge. Available only for standard size dies.

## Same Day Service

**Your order will ship the same day it is received provided the following conditions are met:**

**For Blank Goods:** Get your order in by 2PM EST and out it goes! No additional charges will apply (you pay only for freight).

**For Decorated Merchandise:** \*\$ in addition to the die/set-up charge. Available for standard size dies only.

- Confirm Your Order by 10:00 AM (EST)
- Submit camera ready artwork to our art department by 10:30 AM (EST)
- Approve proof by noon (EST)
- Your order will ship by the end of the day

Now that's same day service with an emphasis on service!

## Proof Charges (If more than 1 revision)

Logo or personalization will be positioned based on your specifications. If an imprint location is not specified, we will use our default location that is shown next to each item in this catalog. Fax or e-mail proofs are provided at no charge. You are permitted one free revision. Subsequent revisions are billable at \*\$ per revision.

## Pre-Production Product Sample

When time allows a pre-production product sample on all imprinting jobs is highly recommended (sometimes required). A pre-production sample is billed at the EQP cost of the item plus the decorating run charge and freight.

## Artwork Guidelines

**Artwork, including personalization or company logo, adds an element of uniqueness to most of our products!**

### Preparing Artwork

Please send vector artwork saved as an Adobe Illustrator CS4 (v14) or lower, .ai, .eps or .pdf. (If artwork was created with a higher version of Adobe Illustrator please save as a legacy file). Convert all type within the Illustrator document to outlines. Convert all grayscale and color artwork to black and white. Please do not embed or include raster images in the Illustrator file. Please do not send digital images – i.e., .psd, .tif or .gif files. .jpg 300 dpi or higher is acceptable.

### Recreating Artwork (decorating only)

If the artwork is not suitable to be debossed/imprinted on leather, we can make adjustments to the artwork. If the only artwork available is a low resolution .jpg, .tif or .gif file, we can recreate the artwork. Below are the charges that you will incur based on time it takes to recreate the artwork:

0-15 minutes	no charge
16-30 minutes	*\$
31-60 minutes	*\$

Any art that is being debossed on PV will be outlined because solid areas will otherwise burn the material. You will not incur a charge for converting artwork to an outlined format.

### Sending Artwork

Send artwork by email to: [Artwork@AndrewPhilips.com](mailto:Artwork@AndrewPhilips.com) (one "L" in Philips) or upload to our FTP site at <http://Artwork.AndrewPhilips.com> (call first for login information).