



LEATHER MAN LTD.

Private Program

Since 1967 Over 1000 Clubs, Schools, Resorts
And Private Yachts Have Had Private Program
Products Made By Leather Man Ltd.

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LEATHER MAN LIMITED

Since 1967, Leather Man has been supplying great looking casual belts. They can be seen on the foredeck, on the fairway, in the field and at the best private clubs.

Unique to Leather Man is their American owned and operated production facility in Essex, Connecticut. We make belts the way we want them to be made. All brass hardware is basically the best money can buy. It is cast, solid, low lead and hand polished with a low luster finish. The foundry we purchase from also supplies Coach, Dooney and Vuitton. Leather is North American, Vegetable Tanned Shoulder with an aniline finish. That's the best place to source leather, the best way to tan leather and the best way to die leather. Finally there is workmanship. Ours is impeccable. If it isn't perfect it doesn't go out the door.

Being factory direct permits us to deliver incredible value. No middleman means the retailer can expect to realize longer margins than basic keystone.

How To Get Started

Step One:- Option #1-Ribbon

E-mail us artwork of your logo - .jpg, .gif. Or if that is not available, send a burgee, a cocktail napkin, or whatever you have. We will then have a rendering prepared of what the ribbon will look like. This is reviewed with you. Upon your approval, a sample yard is requested. This is also reviewed with you. Once approved, bulk ribbon is ordered. This ribbon is your property. (Note: None of our competitors share this point of view. We believe that if you pay for it, you should own it.) You may inventory it yourself, or you can have us hold it here at our factory.

The Breakdown: 500yards @ a base price of \$375.00 (final cost to be determined by complexity of design and colors used). One yard equals (1) belt. Ribbon may be used on a variety of products; belts, key fobs, totes, sandals, dog collars and leads.

Step One- Option #2-Embroidery

Email us your artwork and we will digitize your logo. We will do a "sew" off, scan and send it to you for your approval.

The Breakdown: Digitizing cost starts @ \$50.00 for a one time set up fee. If you already have a file digitized, you are set to go! Embroideries are more versatile than ribbon and may be incorporated into many products custom designed for your club.

Step Two:

Select the products you would like to have made with your logo and we will make exactly what you want. No pre packs. Minimum order is \$100.00 with a 6 piece minimum on embroidered items.

To Keep In Mind:

We have ribbons that sell briskly, and we have ribbons that go nowhere. There is no absolute truth as to what will sell and what will not sell. But there do seem to be some general guidelines one should keep in mind.

- Ribbons with a navy blue ground color seem to do well. Ribbons with red ground colors- Ok. Hunter Green – Ok for country clubs. White grounds – not so hot. Of course that's the state of things in the Fall of '14. Times change, people change and especially fashion changes.
- Embroidered crests, shields, insignias and logos all do well. A little subtlety – a little cachet. Only those in the know will know. May explain the popularity of burgees. Spelling out a name is perhaps a little "wordy".
- Spacing is important. Too tight and the belt will look busy. Open it up a bit and it is a little more pleasing to the eye. We think at least 2" between logos.
- Delivery time. We are typically 3-4 weeks out in production time, but will do our best to accommodate club events.

126



126ST



126FE



129-E



126LE



FWT -AE-L



126CC - E -



120

FWT - AE - L -



120 - WRIB2



Men's Drifter -



Ladies Classic Sandal



Dog Collar



4KR



Canvas Goods

