



Dear Friend,

Thank you for considering our dedicated team and artisan bodycare and candle production facility for your next custom project. Our facility was the original home of The Sunfeather Natural Soap company from 1989 until 2011 when the brand was sold. We currently produce our new regional brand, "Adirondack Fragrance & Flavor Farm" and also offer our product development, design and production services to over 40 custom and private label accounts. We hope to add you to our list of successful and satisfied clients!

Under the creative design work and careful leadership of Sandy Maine, our companies founder, our experienced team of production workers, product development and customer service people strive to bring you the beautiful products that are the lifeblood of your business!

From shower gels and shampoos to all natural cleaning products to handmade soaps, balms, lotions, room sprays, candles (and more) our custom program offers quality and affordability. Other benefits include:

- Low Minimums
- Long Shelf Life
- Private Label Packaging (working with your designer and printer or ours.)
- Custom Formulation
- Reliable, Attentive, and Friendly Service
- Select Farm-to-Product botanical materials from Sandy Maine's farm.

Let's explore how we can work together to create signature products that reflect the vision for your brand and enhance sales for your specialty shop or business.

Best Regards,

Sandy Maine

Sandy Maine
Founder & President
Sandy Maine Inc
Adirondack Fragrance & Flavor Farm

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SANDY MAINE, INC.

Custom Soap/Private Label Questionnaire

If you would like to initiate the creation of samples and/or obtain a price quote for your project, please fill out the following questionnaire and email to Katie Allenson, katie@adkfrancefarm.com

Name: _____ Company Name: _____

Address: _____ City: _____ State: _____ Zip: _____

Ship to address (*if different from the above*):

Address: _____ City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ Email: _____

Best time to call: _____

Describe your target market and customer:

Describe the details and concepts for your project if known:

ie: product type - soap, balm, candle...etc, colors, scents, textures, packaging, number of varieties, sizes & shapes.

Who will provide scent oils?

Who will provide graphic design and printing?

If you are producing your own labels, will you require label templates? ☐ yes ☐ no ☐ not sure

If yes, please provide an email address to which we can send them: _____

Will you require a UPC barcode on your label? ☐ yes ☐ no Do you have a GS1 company prefix? ☐ yes ☐ no

If you are planning to resell your products to retailers, it is recommended that you have barcodes on your labels. Most larger retailers require barcodes as a part of their inventory control system. Adirondack Fragrance and Flavor Farm can generate the barcodes for you, but you will need to obtain your own GS1 company prefix in order for us to do that. For more information about barcodes, please visit the official barcode site at: <http://www.gs1us.org>.

Who will apply packaging? _____

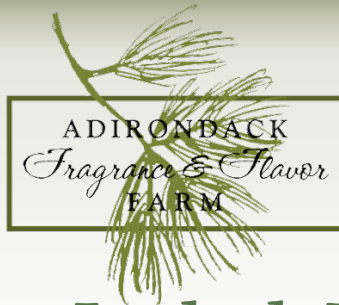
Estimated quantities? _____ Do you require case packing? _____

Do you require staggered shipments? _____ What shipping method would you prefer? _____

Desired completion date of project? _____ Approx. budget for project _____

Are you requesting: *check all that apply* Sample creation: ☐ yes ☐ no Fee \$100.00 Prototype Creation: ☐ yes ☐ no Fee TBA
Graphic Design: ☐ yes ☐ no Fee TBA Printing: ☐ yes ☐ no Fee TBA

For questions or more information please contact sandy@adkfrancefarm.com



Private Label Pricing

Olive Oil Bar Soaps

3 oz Cello Wrapped
1 Batch (approx. 350 bars) per variety
Price Per Unit with Packaging/Label: \$2.25
Minimum Order: Qty -1 Batch
Suggested Retail Price: \$4.50 per unit
Other sizes available.

Lip Balm

.15 oz White Lip Balm Tube
Price Per Unit with Packaging/Label: \$1.50
Minimum Order: Qty • 48
Suggested Retail Price: \$3.00 per unit

Shea Butter Body Lotion

8 oz PVC or glass boston round w/choice
of clear, white or black flip cap or pump.
Price Per Unit: \$8.50
Minimum Order: Qty - 24
Suggested Retail Price: \$18.00 per unit

Shea Butter Hand Cream

2 oz white metal or plastic tube
Price Per Unit: \$6.50
Minimum Order: Qty - 24
Suggested Retail Price: \$15.00 per unit

Olive Oil / Bees Wax Body Balm

2 oz Glass Jar or Tin
Price Per Unit with Packaging/Label: \$6.50
Minimum Order: Qty - 24
Suggested Retail Price: \$15.00 per unit

Shampoo

8 oz PVC or Glass Boston Round w/choice
of clear, white or black flip cap or pump
Price Per Unit: \$8.50
Order: Qty • 24
Suggested Retail Price: \$18.00 per unit

Body Wash

8 oz PVC or Glass Boston Round w/choice
of clear, white or black flip cap or pump
Price Per Unit: \$8.50
Minimum Order: Qty - 24
Suggested Retail Price: \$18.00 per unit

Liquid Hand Soap

8 oz PVC or Glass Boston Round w/choice
of clear, white or black flip cap or pump
Price Per Unit: \$8.50
Minimum Order: Qty - 24
Suggested Retail Price: \$18.00 per unit

Container Candle

4 oz Square Tin
Price Per Unit with Packaging/Label: \$4.50
Minimum Order: Qty - 24
Suggested Retail Price: \$9.00 per unit

Container Candle

5 oz Glass Tumbler
Price Per Unit: \$6.50
Minimum Order: Qty - 24
Suggested Retail Price: \$15.00 per unit

Other styles available

For volume discounts please contact sandy@adkfragrancefarm.com

SANDY MAINE, INC.

Adirondack Fragrance & Flavor Farm

Private Label Order Form

ORDER DATE: _____

SHIP DATE: _____

PO#: _____

SHIP TO: _____

SHIPPING ADDRESS: _____

CITY: _____

STATE: _____ ZIP: _____

FAX: _____

EMAIL: _____

May we add you to our mailing list? ☐ Yes ☐ No

BUYER'S NAME: _____

BILL TO: _____

MAILING ADDRESS: _____

CITY: _____

STATE: _____ ZIP: _____

FAX: _____

RESALE#: _____

PAYMENT: ☐ New Customer ☐ Reorder

☐ COD ☐ Check# _____ ☐ Net 30

☐ VISA ☐ MC ☐ DISC ☐ AMEX

CARD# _____

Exp _____ Code: _____

NAME ON CARD: _____

Billing _____

Address _____

of card: _____

Credit card charged 3-5 days before shipping

SIGN: _____

SHIPPING & HANDLING CHARGES:

Customers are billed actual UPS / other shippers charges.
International Orders will be faxed an Invoice with shipping charges and must be pre-paid.
20% re-stocking fee charged on returned undamaged items. Authorization required.

SALES POLICY AND INFORMATION: Minimum opening order \$200, minimum reorder is \$125. First orders are always COD or pre-paid. COD's over \$1,000 must be paid with certified check or money order. Please review and sign our terms of sale and include with your order.

SUBTOTAL: _____

Totals subject to verification SHIPPING: _____

Order Form

Project Information	Unit Cost	Qty.	Total

NOTES: