

***Bryan China Company
Commemoratives on Fine China***

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Bryan China Company

presents

Commemorative Plates and Mugs



Thank you for your interest in Bryan China Company.

Over our 25-year history, we have worked with hundreds of Churches, Schools, Clubs and other organizations in producing heirloom quality commemoratives. In our business, one of our greatest pleasures is illustrating the most beautiful architecture from around the USA.

We commend you for taking on this responsibility for your organization and we pledge our total support in making sure your commemoratives are delivered on time and within your budget. We'll be your partner every step of the way!

Accordingly, our goal is to exceed your expectations with regard to both the ease of completing your project and your members' satisfaction with the quality of our products. We unconditionally guarantee complete satisfaction!

As you read through this brochure, you'll learn why Bryan China Company is the "choice" producer for your commemorative program.

Please feel free to call us if you have any questions or if you would like to request an actual sample from one of our many past programs.

Many thanks!

Bruce A. Keagy

Bryan China Company
800-966-3098

Why Bryan China Company?

1. We have 26 years experience producing commemoratives.

What that means to you is that we know what we're doing, we're experts when it comes to producing decorative ceramics. Over our history, we estimate that we've fired over 35 million pieces of china. That includes limited edition plates, dinnerware, commemorative plates and mugs. That's a lot!

2. Highest Quality

Most of our production is devoted to limited edition collectible plates that demand the finest quality standards. These high production standards are applied to every project we produce... regardless of what it is. We start with porcelain or ceramic blanks that we purchase from high quality factories throughout the world. We inspect each component before production to insure a high quality product. Every plate and mug is inspected by trained craftsmen to guarantee quality. Any piece that doesn't meet our stringent standards is destroyed. Only first quality china is shipped to you.

3. We're a real "bricks and mortar" company.

Some companies out there only exist in cyberspace. They sell commemoratives but hire companies like Bryan China to do the actual work. They're only middlemen. In contrast, we're a real manufacturer with a 33,000 sq foot facility that's equipped with the finest people and equipment we can find.

When you deal with us, you deal direct with the factory.

4. Our services are All-Inclusive.

We don't have hidden charges like other companies. For example our art/screen charges includes whatever art is necessary to illustrate your image. The best part is that you get to see what the commemorative will look like and if there's something you want changed... we change it. We'll change it as many times as necessary to please you. (In reality, we're pretty good at illustrations so there's rarely more than one revision necessary.) Other companies charge art by the hour. It's like giving them a blank check. We don't work that way.

We include your narrative or history on the back of the plate at no additional charge. We package each plate in an individual re-shippable box at no additional charge.

Why Bryan China Company? (cont)

5. 30 Day Payment Terms

The only upfront cost we ask for is the nominal art/screen charge. The balance is due 30 days after we ship your commemoratives. This allows needed time to conduct your sale and collect monies from buyers. Most of our competitors demand full payment upfront... we don't. Please note that our N30 terms only apply if the Organization name and address are used for billing and that this information is verifiable by us.

6. We guarantee your satisfaction!

We really mean it! If for any reason you are not satisfied with your commemoratives, we will refund or replace the merchandise promptly... your choice. No other company makes this offer.

Bryan China Company Commemorative Products

Plates

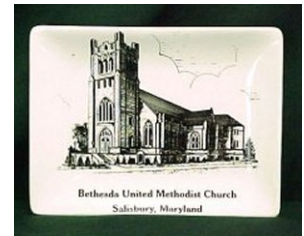
Coupe Shape – the plate curves gently from the center of the plate up to the edge. Our most popular size is 8 ¼” which is the most common collector plate size. We stock the coupe shape in a variety of sizes from 4” up to 10 ¼”. Please see our order form for details.



Rim Shape – The rim plate has a flat rim around the edge of the plate upon which we can fire the name of your School or Church. The 9” ivory rim plate is our most popular rim plate. Rim shapes come in sizes between 8” and 10 ¾” . Please see our order form for details.



Rectangular Shapes – We have a variety of rectangular shapes in both plates and tiles. If you don't see what you want on our site or in this brochure, please feel free to call us at 800-966-3098. It is quite possible that we can accommodate your request!



Mugs

We have mugs in almost any color, including: cobalt blue, light blue, black, white, ivory, forest green, dark gray, and maroon. Not all are shown here but you can get the idea! They're all 11 oz stoneware mugs. When choosing a dark color mug, the image color should be done in either white or gold color. For light color mugs, you can choose from our standard colors. We offer free 2nd side imprint at no extra charge.



Bryan China Company Commemorative Products (cont.)



Bells

We carry a very nice white porcelain bell that measures 5 ½” high. It comes complete with the bell clapper.

Gold and Platinum Banding

To make your commemorative extra special, consider a 23k gold or platinum band around the edge. This adds elegance at a very reasonable price.

Other Commemorative Products

Please call us if you don't see what you're looking for here. After 25 years in the china business, there's a good chance we either have it, or can find it for you!

STANDARD IMPRINT COLORS (Please be aware that colors may appear differently on each monitor – so these are approximate)

Black **Maroon** **Blue** **Sepia** **Green**

Brown **Brick**

Bryan China Company

Commemorative Price List

		Quantity		
<u>Round Coupe Shapes</u>		<u>72-180</u>	<u>181-500</u>	<u>over 500</u>
6 1/2" White Plate	Porcelain	8.47	7.63	7.24
8 1/4" White Plate	Porcelain	9.10	8.17	7.75
8 1/4" Ivory Plate	Porcelain	9.10	8.17	7.75
9 1/4" White Plate	Porcelain	10.83	9.75	9.26
10 1/4" White Plate	Porcelain	12.82	11.54	10.96
<u>Round Rim Shapes</u>				
8 1/4" White Rim	Porcelain	9.10	8.17	7.75
7 5/8" White Rim	Porcelain	9.10	8.17	7.75
9 1/4" Ivory Rim	Porcelain	10.83	9.75	9.26
9 1/4" White Rim	Porcelain	10.83	9.75	9.26
10 3/4" White Rim	Porcelain	12.82	11.54	10.96
10 3/4" Ivory Rim	Porcelain	12.82	11.54	10.96
<u>Other Shapes</u>				
6 1/4" x 8 1/4" Rectangle*	Dolomite	9.10	8.17	7.75
7 3/8" x 9 3/4" Rectangle	Porcelain	10.83	9.75	9.26
5" x 7" Flat Porcelain Tile**	Porcelain	9.10	8.17	7.75
<u>Mugs, Bells, Accessories</u>				
11oz. Coffee Mug (any color)	Ceramic	3.95	3.55	3.37
(white, ivory, cobalt blue, maroon, gray, black, forest green)				
5 1/2" Bell (white only)	Porcelain	9.27	8.35	7.93
Plate Stand		1.99	1.75	1.50
23k Gold Band (per item)		1.00	1.00	1.00
Platinum Band (per item)		1.00	1.00	1.00
Plate Numbering		.50	.50	.50
One-time Artwork Charge		65.00	65.00	FREE
Additional Illustrations		40.00	40.00	FREE
Additional Colors		1.00 ea	1.00 ea	1.00 ea

* These plates are pierced on the back to permit easy hanging

** We apply rubber feet to these porcelain tiles -- makes a perfect trivet.

Bryan China Company Commemoratives Price List (cont)

All prices are for one-color illustrations using our standard imprint colors. Most of the time, a one color illustration works great because we use shading techniques that result in different hues of the color. This adds depth to the image without the added expense of extra colors. For example, using one color blue, note the variety of shades that give this illustration depth.



We can add extra colors, but it adds \$1.00 per color per plate. So if you want four colors, it costs \$4.00 extra per plate. In addition, we charge a flat \$40 screen charge per extra color. Accordingly, the additional screen charge for a four-color image is \$120.00. Please be sure to consult with us and we can help get the desired look at the least possible cost to you.

Commemorative Order Form

Ordering is EASY! Just complete this form and send it along with your picture, text for the back, and a deposit of \$65 and we'll get started right away! (Normal Production Time 4-6 weeks)

Bryan China Company
 657 Northgate Circle
 New Castle, PA 16105
 Ph 800-966-3098 Fax 724-658-8968
info@bryanchina.com

		<u>Price/Quantity</u>		
<u>Round Coupe Shapes</u>		<u>72-180</u>	<u>181-500</u>	<u>over 500</u>
_____	6 1/2" White Plate	8.47	7.63	7.24
_____	8 1/4" White Plate	9.10	8.17	7.75
_____	8 1/4" Ivory Plate	9.10	8.17	7.75
_____	9 1/4" White Plate	10.83	9.75	9.26
_____	10 1/4" White Plate	12.82	11.54	10.96

**Minimum Order
only 72 pieces!**

<u>Round Rim Shapes</u>				
_____	8 1/4" White Rim	9.10	8.17	7.75
_____	7 5/8" White Scallop Edge	9.10	8.17	7.75
_____	9 1/4" Ivory Rim (Most Popular)	10.83	9.75	9.26
_____	9 1/4" White Rim	10.83	9.75	9.26
_____	10 3/4" White Rim	12.82	11.54	10.96
_____	10 3/4" Ivory Rim	12.82	11.54	10.96

Image Color - Check One

- ___ Black
- ___ Blue
- ___ Maroon
- ___ Sepia
- ___ Green
- ___ Brown
- ___ Brick
- ___ Faux Gold (Dark mug only)
- ___ White (Dark mug only)

<u>Other Shapes</u>				
_____	6 1/4" x 8 1/4" Rectangle*	9.10	8.17	7.75
_____	7 3/8" x 9 3/4" Rectangle	10.83	9.75	9.26
_____	5" x 7" Flat Porcelain Tile**	9.10	8.17	7.75

<u>Mugs, Bells, Accessories</u>				
_____	11oz. Coffee Mug	3.95	3.55	3.37
_____	5 1/2" Bell (white only)	9.27	8.35	7.93
_____	Plate Stand	1.99	1.75	1.50
_____	23k Gold Band	1.00	1.00	1.00
_____	Platinum Band	1.00	1.00	1.00
_____	Plate Numbering	.50	.50	.50
_____	Additional Colors	1.00 ea	1.00 ea	1.00 ea
X	Art/Screen Charge	65.00	65.00	Free
_____	Additional Illustrations	40.00	40.00	Free

Mug Color - Check One

- ___ Ivory
- ___ Cobalt Blue
- ___ Black
- ___ Forrest Green
- ___ Gray
- ___ Maroon
- ___ White

(All orders shipped +/- 5% of the order quantity will be considered complete)

***** PLEASE NOTE THAT THE PLATES DESIGNED FOR COMMEMORATIVES ARE NOT SUITED FOR FOOD USE. IF YOU ARE LOOKING FOR CUSTOM DINNERWARE FOR YOUR ORGANIZATION PLEASE LET US KNOW, AND WE WILL BE HAPPY TO ASSIST YOU*****

Organization Name & Address _____

Contact Name _____ Daytime Phone _____

Send my proof illustration via _____ US Mail or _____ Email to _____

Ship our Commemoratives to: _____

Bryan China Company Submitting Your Art

We can prepare an illustration for your commemorative using an old or new photo or an illustration done by someone else. It doesn't have to be a building. We've illustrated people, interiors (altars), statues, and graphic designs. For purposes of this section, we'll assume that the illustration will be a building.

Preparing Your Photo

In submitting your art, give some thought about the perspective you'd like to see on the plate or mug. Try different angles and select the one that best captures the essence of your building. When you take your pictures, don't worry about power lines, light poles and parked cars because we routinely leave things like that out of our illustration.

For a church, we suggest focusing interest of the main part of the building rather than trying to include fellowship halls, classrooms, etc. This might better fit the shape of your commemorative. (We'll be happy to help!)

If you have any special requests, please feel free to note them. Perhaps the picture is old and the trees aren't there anymore... we can omit or include whatever you want.

The most important part of submitting your pictures is that they represent the level of detail you want to see. For example, your photo may have details that can't be seen in the photo because of shading or distance. If this happens, take a close up of the unique feature so our artists can include it.

Always remember that the light source, i.e. the sun, should be behind you when you take a picture. This will yield the best picture.

Sending Your Picture

You can either send the picture(s) along with your order form or you can email them to us. Digital cameras make this easy! Email to info@bryanchina.com and include a note telling us the name of the building. We prefer that the image be in a .jpg or .tiff format.

If you have any questions, please feel free to call us using our toll free number 800-966-3098.

Tell Us What You Want With Your Order Form

Feel free to share your thoughts about how you think your plate should look. With your order form, enclose a hand-drawn rendition of what you want. For example, some organizations want their name on top, some on the bottom... and so forth. If you don't specify, our art department will provide their expert rendition for you to approve. We're sure you'll be pleased!

Bryan China Company The Back of Your Plate

Many organizations need direction when it comes to putting text on the back of the plates. We've prepared this guide to give you a few samples of what other organizations have done. Basically, do your best, and we'll edit it if requested! Here are actual samples:

Sample 1

We are Christians, Disciples of Christ, a multi-cultural, multi-generational Church family.

We believe in One Lord, One Faith, and One Baptism.

We believe that Jesus is the Christ, the Son of the living God.

Each Lord's day, we celebrate at the Lord's table the saving acts and presence of Christ.

We worship, study, witness and serve the community and one another through the guidance of the Holy Spirit and prayer.

As Disciples of Christ, we are compelled and commanded to glorify God through obedience, love and service, so that we may reign with Christ forever. Amen!

Sample 2

Bethlehem Baptist Church began as a prayer band in May 1928. In July 1928, with Rev. J.W. Allen as its founder and pastor, the church moved into its first official location at 318 George Street. Due to the Great Depression, Bethlehem had to relocate to 622 W. Fifth Street in 1934. The church moved again in 1938 to 947 Clark Street. Bethlehem moved to its present location at 760 N. Fred Shuttlesworth Avenue (formerly N. Crescent Avenue) in 1962.

OUR LEADERS

Rev. J.W. Allen 1928-1936
Rev. L.R. Mitchell 1936-1959
Rev. W.C. Walls 1959 (interim)
Rev. A.H. Johnson 1959-1981
Rev. G.S. Briggs 1982-1989
Rev. J. Jordan and Dec. S. Rivers 1989-1990 (overseers)
Rev. K.C. Smith 1990-1994
Rev. J.H. Flinn 1995-2000 (interim/pastor)
Rev. G. Allen Johnson 2000-Present

Clara Fitzhugh and Doris Tolbert - Anniversary Co-Chairs

Sample 3

PASTORS OF KEENER UNITED METHODIST CHURCH

1885-1886	J. T. Kendall	1932-1935	Daniel Lane
1886-1887	Z. J. Needham	1935-1939	R. F. Mumms
1887-1888	M. V. Sherrell	1939-1941	B. H. Houston
1889-1890	C. P. Jerome	1941-1945	J. R. Edwards
1890-1892	J. M. Ashley	1945-1946	W. N. Vaughn
1892-1893	Phillip Greening	1946-1949	J. D. Cranford
1893-1897	J. G. Johnson	1949-1952	Dennis J. Kinlaw
1897-1898	D. C. Grady	1952-1953	R. H. Hoagland
1898-1900	H. E. Tripp	1953-1956	N. L. Jones
1900-1902	Y. E. Wright	1956-1957	W. S. Lambert
1902-1903	J. T. Draper	1957-1960	H. E. Pollock
1903-1906	A. S. Barnes	1960-1962	C. W. Wooten
1906-1908	S. E. Mercer	1962-1966	J. Earl Richardson
1908-1910	W. C. Merritt	1966-1970	C. R. Hollowell
1910-1912	M. A. Smith	1970-1972	Sidney Huggins
1912-1914	W. A. Stanbury	1972-1976	Samuel S. Moore
1914-1918	D. L. Earnhardt	1976-1980	J. J. Grimes
1918-1920	B. H. Houston	1980-1983	Randy Hillman
1920-1923	E. H. Davis	1983-1986	Gregory Howard
1923-1925	J. E. Holden	1986-1993	Ralph Hill
1925-1928	J. H. Buaffloe	1993-1995	Otto Hardt
1928-1930	W. G. Farrar	1995-1999	Tom Supplee
1930-1931	E. C. Durham	1999-2002	Jay Bissette
1931-1932	C. C. Alexander	2002-Present	Milton Little



Sample 4

Colfax Baptist Church

Colfax, North Carolina

With a June 17th ground-breaking ceremony in 1954, the dream of a community became reality. Colfax Baptist Chapel was established by 63 Christian visionaries from the First Baptist Church in Kernersville, NC, just a few miles away. In the early years, the chapel evolved, flourished and grew to become Colfax Baptist Church.

Today our church still stands proudly and remains stately on that same small hill at 9516 West Market Street. Each Sunday you can still be greeted by many of those same visionaries. All who come will share in a traditional worship service of singing, praying, reading and hearing God's word.

Bryan China Company Frequently Asked Questions

Will we have the chance to look at the art before we see our plates?

Yes, we will prepare the front art and history for the back and email or send it to you for approval prior to producing actual plates. We prefer email because it's fast! Faxing art isn't good since the image "thickens" and doesn't come through as a fair representation.

If we order 2 or 3 different items, do we have to meet the 72-piece minimum for each?

No... any combination of product will do as long as your total order is at least 72 pieces.

How do I know how much freight will be for my order?

Good question! Actually, it's difficult to determine the exact amount for a number of reasons. We try to ship "the best way" possible, i.e., get the plates to you safely at the least possible cost. Usually this means shipping by UPS, but not always. To minimize freight, have the plates delivered to a commercial address because UPS charges more to deliver to a residence.... please call the factory for an estimate.

How much history can we put on the back?

Generally 150-200 words work well. On the 8-9" plates, we have a 4" circle in which we can reproduce your church history or other narrative. The 10" plate has a 5" circle. Please see samples we've included in this brochure.

Can we put two churches on the front?

(Our old and new) Yes, we do quite a lot of these! We must, however, charge an extra \$40 art charge for each additional building.



Bryan China Company Frequently Asked Questions (cont)

Can we put our Pastor's picture on the front?

Yes, we can render people. There is one drawback and it's that we are limited to black color for the plate image. The reason is that with "people images," the toning required must be consistent and black color gives us the best results. Here are 2 samples:



Do you produce plates other than churches?

Yes... we can illustrate schools, historic buildings, train stations... virtually any image .

Do you have products other than those shown?

Yes... we've been producing custom chinaware for more than 20 years and our "attic" is quite large. We carry dinnerware, giftware... you name it! Just let us know what you might be interested in and give us the opportunity to help!

Do you have rush service?

This all depends on how busy we are. We can produce an order in as little as two weeks but we won't sacrifice quality or another existing order commitment. If you need your

product faster than our normal 4-6 week turnaround... please call and we'll let you know if it's possible.

Is there an extra charge to number our plates?

Yes, we charge 50 cents per plate to hand number the back of the plate in 24k gold. This would be appropriate for a plate that you want to make "a limited edition." We rarely do this for churches.

How do we know how many plates to order?

Many churches take advance orders before placing an order with us. If you don't take advance orders, we recommend that you be conservative in ordering.

***Bryan China Company
Frequently Asked Questions (cont)***

Can we specify our own style of type?

Yes, while we have hundreds of type styles, it's helpful if you specify the font name and provide us with a printed sample. We may not have the exact font but we most likely have something very close. If you don't specify a font, our artist will choose one.

Are the plates food-safe?

No, you should not use the plates for food because the ceramic color may contain lead or cadmium necessary for color fidelity. We routinely fire a warning on the back of the plate and also place a remove-able label on the front as required by the FDA. Rest assured, your plate is completely safe to handle. If you require a food safe plate, please let us know and we can quote separately.

Can we order less than the 72 minimum pieces?

Yes, but unfortunately, we must charge more in order to cover fixed costs already built into the 72-piece price. Best to call the factory for a quote.

Can you reproduce color photographs?

We can, but it becomes very expensive for small quantities. Since it's a different process altogether, proofing alone could be \$1,000. Accordingly, for a 100-plate order, the cost of a full color image might be \$25.00 per plate or more. For this reason, we recommend line art, which provides a value added artistic dimension at a very reasonable cost.

Can I reorder less than 72 pieces?

If you reorder quickly... the answer is yes. "Quickly" mean if you call before we recycle the screen your image has been printed with, we can accommodate almost any quantity request. Accordingly, it may be a week or may be a month until we recycle the screen. It's based entirely on our production needs. If the screen is no longer available, we may have a few extra components with which we can produce extra plates or mugs. The best thing to do is call us!

How do I care for my plate?

The image on your plate has been fired at temperatures approaching 1500 degrees and is permanent. It won't wear off, scratch off... it'll be there a long... long time!

Accordingly, care is easy... a hot soapy towel will clean the plate. Be careful of using anything abrasive on the gold or platinum banding since they are precious metals and will wear.

Bryan China Company Frequently Asked Questions (cont)

What if my plate has flaws?

Keep in mind that your plate has been hand decorated and minor variances are both inherent and characteristic of the process. During our production process, each plate has been inspected at various stages of production according to existing "collector" standards. Please feel free to contact us if you have any quality questions.

How will my plates be packed?

All plates are packed individually in a re-shippable carton. About 40 are of these re-shippable cartons are then placed in a master carton and shipped to you.

Mugs and Bells are bulk packed, usually 36 pieces to a carton.



We use poly foam packing for plates less than 8 ¼" and we use corrugated packaging for plates 8 ½" and over. These cartons are designed to reship the plates if necessary.

What's the best way to display my plate?

We recommend a plate stand vs. a wire hanger. The wire hanger can scratch the plate whereas the stand makes a safe and attractive tabletop display. Our stands are heavy black plastic trimmed in gold. Here's a photo:

