

Bespoke by

**TOM
MARTIN**

LONDON



2024

*Bespoke, white-label
inside-painted glass ornaments
for Christmas and Easter*



WORKS OF ART INSIDE A GLASS SPHERE

Since 2010, we have created desirable seasonal glass decorations for leading brands across the globe

TOM MARTIN is a British design house and creator of luxury inside-painted glass ornaments for leading brands throughout Hospitality & Travel, Luxury Retail and Watches & Jewellery. We offer a unique service in the design, painting and packaging of fully bespoke, inside-painted glass decorative baubles and Easter eggs for corporate gifting and retail opportunities.

Each glass ornament is individually painted on the inside surface using the time-honoured, Chinese-Buddhist craft of inside painting. Each glass keepsake is painted in reverse using small hooked paint brushes lowered into the top of each sphere through a small opening.

We offer a complete design and production service, including the manufacturing of bespoke presentation gift boxes.

A truly unique work of art ready to gift or sell, delivered under one roof.

NEW FOR 2024

PRODUCTS & SERVICES

For 2024, we've introduced a new product using a pioneering spherical glass printing technique to precisely replicate copies of original art



INSIDE PAINTED GLASS BAUBLE

Inside-painted from original artwork

Handpainted

200 year-old technique

One of One

Custom gift box

Best for one of a kind, unique works of art



NEW

PRINTED GLASS BAUBLE

Printed from original artwork

Printed onto glass

Newly developed technique

Multi-run creation

Custom gift box

Best for small-scale detail or where exact replication is required

Explore the craft behind every piece

We're committed to crafting your vision into reality. With TOM MARTIN Bespoke you can create your very own signature collection for retail or corporate gifting, working in collaboration with our team of skilled craftspeople alongside selected partners to realise your vision. From 24k Gold hardware to custom packaging, the only limit is your imagination.

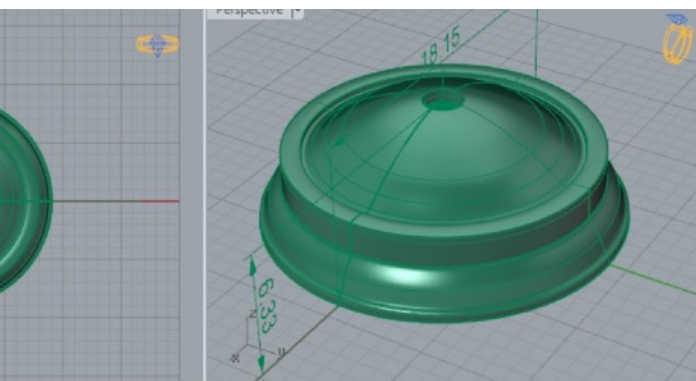


Centuries of Skill

As specialists in the time-honoured, 200-year-old craft of 'inside-painting', each decoration is individually hand-painted to your specification, a process that consistently exceeds the expectations of each party involved in the process.

Producing outputs across illustration, graphic design, animation and printed collateral, we leverage our creative capabilities to tell visual stories which narrate the retail touch points we produce.

See page 39 for more details of The Studio.



Precious Hardware

The finest ornaments deserve the finest materials. We can make your custom ornament even more precious with our in-house designed bauble cap, cast to order from 24k gold or sterling silver by our partner in Winchester, Hampshire.

Custom Packaging

Through our fully integrated supply chain, we ensure your bespoke ornaments are placed in made-to-order luxury packaging, made in China or the UK subject to quantity.

**CREATORS OF BESPOKE, LUXURY
INSIDE-PAINTED ORNAMENTS FOR**



RALPH LAUREN

GRANTLEY HALL



ROSEWOOD
HOTEL GROUP



COLEFAX AND FOWLER



BROWN'S HOTEL
LONDON
A ROCCO FORTE HOTEL

As a trusted retailer, we've created lasting, corporate gifts and white-labeled retail products for clients across Europe, the UK and North America.





An inside-painted bauble from the Claridge's Hotel collection



CLARIDGE'S

Our bespoke baubles for Claridge's Hotel in Mayfair have been a best-selling product in both the hotel shop and their online store since the start of our relationship in 2019, selling out within weeks, year on year. Each year a new design is introduced along with the previous designs for new collectors.



To discuss your bespoke order, please contact us at bespoke@tommartin.co.uk • TOMMARTIN.co.uk/bespoke

ROSEWOOD

LONDON

We were commissioned by Rosewood London to create a commemorative bauble to mark their 10th anniversary. The bauble was designed outside of our Studio by illustrator Kera Till which we replicated using our signature inside-painting technique.

We also created a celebrated bauble for Rosewood Villa Magna, Madrid the same year.



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HARRY'S BAR

The London Private members' club Harry's Bar is famed worldwide for both the beauty of its décor and the quality of its food. We were approached to design and paint their Christmas bauble as part of a gifting opportunity to its members and private diners.

The bauble was placed in a bespoke, branded gift box.



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Harrods

We annually team up with world-renowned retailer Harrods to create a collection of signature baubles for their festive season. The collections are made as part of their Signature festive range and have started a tradition of collection among store-fans as well as a must-have keepsake to those visiting the famous shop at Christmas.

The baubles were packed into a custom printed presentation box and sold online as well as in-store.



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The 2023 Harrods Collection of inside-painted baubles

THE CADOGAN

A BELMOND HOTEL
LONDON

For three consecutive years, The Cadogan, a Belmond Hotel tasked us with the creation of a unique gift for their VIP customers and guests in residence over the festive period. The hotel wanted a new design that followed in style from the previous years to form the start of a new collection for returning guests.

The bauble was placed in a custom PANTONE-matched gift box with silver foil branding.



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BROWN'S HOTEL
LONDON
A ROCCO FORTE HOTEL



Brown's Hotel approached us to create a commemorative bauble to mark their 185th anniversary. The bauble design reflected Brown's partnership with jeweller David Morris; in response to this we painted the decorated façade of the hotel with a David Morris ribbon weaving through the doors of the hotel and around the bauble.

The decoration was packed in a custom made gift box and sold online as well as gifted.



Tucked away in the Irish countryside, The K Club Hotel asked us to paint their iconic hotel façade adorned with illustrated festive characters. The painted glass bauble was presented in a custom-made gift box with additional gold foiling to align with their wider end-of-year seasonal campaign.



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The 2023 British Airways bauble



For the 2023 festive season, we had the delight of welcoming British Airways to Bespoke with a special, commemorative glass bauble, each painted using our signature inside-painted technique.

The special gift was given to the airline's most premium customers travelling on December 24 and 25 to ensure their festive journeys are always treasured.

The artwork, created by our Studio, was also utilised more widely across the brand's festive campaign, with a 'snow graffiti' mural adorning the wall welcoming passengers into the British Airways lounge at London's Heathrow Airport.



Entrance to the British Airways lounge at London's Heathrow Airport, 2023

CONRAD®

NEW YORK
MIDTOWN

Working with brand friend and illustrator Lucy Truman, we worked with CONRAD Midtown New York and the New York Hilton Midtown to create two special baubles to help celebrate Christmas with their valued guests.



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GRANTLEY HALL

Ripon-based hotel, Grantley Hall annually creates an inside-painted glass ornament as a special gift and product for their guests and visitors over the festive period. We've had the pleasure of working with this delightful hotel since 2021.

The ornament was placed in a UK-made custom grey and copper-foil gift box.



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THE DORCHESTER

DORCHESTER COLLECTION



The Dorchester approached us to paint their signature 2023 Christmas bauble, using our inside-painting technique. Utilising the famous façade of the Park Lane Hotel, we decorated the front entrance with a doorman pushing a luggage trolley alongside guests as they were welcomed through the front doors.

The bauble was placed in a custom PANTONE-matched gift box with foil branding.

BUCHERER

1888

Ahead of a VIP event, Bucherer challenged us to design and paint an exclusive batch of baubles within a limited timeframe. The team requested a scene from Lake Lucerne, Switzerland. We focused on the iconic Water Tower, presenting options of the lake throughout the seasons before a final design was chosen.

The bauble was packed in a custom blue and silver foil gift box.



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COLEFAX AND FOWLER

Heritage fabric and wallpaper designer Colefax and Fowler approached us to paint their newly introduced Pashley design. The bauble was gifted to VIP clients, PR contacts and as part of a competition with The World of Interiors Magazine.

Colefax and Fowler leveraged our fulfilment capacity, trusting us to ship a portion of their stock to the end client. Our fulfilment achieved 98% of shipments reaching the recipient within 24 hours.



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FORTNUM & MASON

EST 1707



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BELMOND

Working with Italian artist and illustrator Clorophilla, we created a series of luxury, inside-painted baubles with custom-made gift boxes for eight Belmond properties across Italy and Spain. The chic corporate gift raised significant interest, both across social media as well as within each of the hotels, as guests were able to take home a unique reminder of their magical moments away from home.



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Annabel's

We designed and painted a collection of three hand-painted ornaments, each placed in a custom green gold foil box for Private Members' Club Annabel's. Forming part of their Christmas Fair, 10% off all sales went towards supporting The Caring Family Foundation's Food from The Heart Campaign.



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THE CARLYLE

A ROSEWOOD HOTEL

Consecutive annual artwork drawn by Becky Donnelly and Carly Beck, we annually paint The Carlyle's commemorative inside-painted bauble arranging the export to the New York hotel.

The baubles are sold as a retail product, retailing for \$75 as well as a gift for VIP hotel guests.



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We have the pleasure of painting the annual client gift for Barbados' Sandy Lane Hotel. Painted for resident guests over Christmas and New Year, as well as a limited edition product for their onsite boutique, we draw inspiration from the colours of the Caribbean and encapsulate the magic of the hotel at Christmas in a limited edition work of art for recipients to treasure.



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The inside-painted bauble for Sandy Lane Hotel, Barbados.



HARVEY
NICHOLS

Bauble painted for BBC's All That Glitters: Britain's Next Jewellery Star. The baubles were gifted to their judges and Executive Producers as an end of series gift.



Merry That's a Wrap-mas!
Thank you so much for all your hard
over the past few months and
with us during the tricking
huge congratulating
end of one of

Lunn's

Belfast jewellers Lunn's approached us to design a bauble and accompanying assets that would be used for both seasonal gifting as well as for their end-of-year visual marketing campaign. Alongside their annual bauble, our Studio has created the artwork and animated adverts which are used across OOH advertisement (placement across billboards and public-realm screens) as well as social media marketing.



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Artwork drawn by the The Studio for use by Lunn's Jewellers. Our Studio delivered artwork and completed film for 9 city-centre billboards, public realm TV advertising and social media.
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BELMOND

LE MANOIR AUX QUAT'SAISONS

OXFORDSHIRE

Raymond Blanc's famed Oxfordshire Hotel, Le Manoir aux Quat'Saisons work with us annually to capture the magic of the hotel for their guests and visitors. Utilising a similar artwork, each year we amend it slightly; the addition of Father Christmas on the balcony or the arrival of reindeers by the front door, for example. The surprise annual design change produces a much-anticipated smile from collectors of the Le Manoir aux Quat'Saisons bauble.



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BELMOND
LE MANOIR AUX QUAT'SAISONS
OXFORDSHIRE

With our strong relationship, we have worked with Le Manoir aux Quat'Saisons to create a signature Easter version of their much-loved Christmas ornament. Painted in an egg-shaped blown glass decoration, the ornament depicted the hotel in springtime and was gifted to both visiting guests as well as adorning the Easter floristry within the hotel.



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RALPH LAUREN



We had the delight of working with Ralph Lauren to create a bauble to be gifted to their VIP clients across 40 stores throughout Europe. We fulfilled the orders directly to each shop ahead of Christmas.

Each bauble was ribboned in a Ralph Lauren festive bow ready to be gifted.

Important Information

What is production lead time?

For delivery in Autumn, orders will need to be placed and contracted by **Friday 26 April 2024** to ensure we have sufficient time to paint the required detail of your bauble. Orders placed by this date are subject to a first 50% deposit payment, net 30 days. The balance payment is due net 30 days after delivery. We work hand-in-glove with you on the design and sampling and therefore recommend you contact us early to start this process. If you decide not to go ahead with the order, only the one-off artwork fee (if applicable) and sampling fee will be due. We will hold your artwork for 3 years should you wish to produce at a later date.

Orders placed after 26 April are subject to the availability of our painting schedule and a cost increase.

Bespoke 2024 will close on 5 July.

What is your MOQ?

We require a minimum order quantity of 200 hanging decorations per an inside-painted design. While there is no upper limit on quantity, we may require a longer painting period for larger orders. We will, however, advise you on this to ensure your order is completed in time.

Can you make custom gift boxes?

We can. We use two suppliers (located in China and the UK) for our gift boxes depending on the quantity of baubles required. If you do not require a bespoke box, baubles will be placed in TOM MARTIN boxes and a custom sleeve can be added to reflect your brand, if desired.

Who designs the bauble artwork?

The Studio offers a full design service, working closely with you and your team. Alternatively, you can provide us with an image or ready-to-use artwork. We also welcome working with fellow artists or illustrators on the creation of your initial design.

Do you sample the artwork before production?

Yes, we do sample the artwork before production in order to receive sign-off. There is a £75 fee per sample, redeemable against a final order. If multiple samples of different artworks are required, the sample fee will be applied per bauble.

Our Payment Terms

50% deposit payment, paid net 30 with the final payment due net 30 from delivery.

We are unable to begin painting until your deposit payment has been received.

Businesses we've worked with

Annabel's	Ralph Lauren
B.RÓDIAN	Rosewood London
Bangi Fiore	Rosewood Villa Magna
Belmond Italia	Rugby School
Brentwood School	Sandy Lane Hotel
British Airways	Southend United Football Club
Browns Hotel, Rocco Forte	Splendido Mare
Caruso	Stowe School
Castello di Casole	Supercar Sourcing
Chase Travel	The Amy May Trust
Childrensalon	The Birley Clubs
Claridge's	The Bloomsbury
Colefax & Fowler	The Cadogan Hotel
Conrad New York Midtown	The Carlyle Hotel
Fortnum & Mason	The Croke Park
Fraiche	The Dorchester Hotel
Freemasons Lodge	The Dupont Circle
Grand Hotel Timeo	The Ivy Collection
Grantley Hall	The K Club
Halo	The Kensington
Harrods	The Marylebone
Harry's Bar	The Mousetrap
Harvey Nichols	The National Trust
Just Whippet Rescue	The River Lee
La Residencia	The Westbury
Le Manoir aux Quat'saisons	Truro High School
Lucy Truman	Twenty Twenty TV
Lunn's Jewellers	Venice-Simplon Orient Express
Maggie's	Villa San Michele
New York Hilton Midtown	Villa Sant'Andrea
Pragnell	Waddesdon Manor
	Winchester Cathedral

HOW TO START

To discuss your bespoke journey, please contact us at
bespoke@tommartin.co.uk

Minimums apply: 200 baubles per design.

INTRODUCING

THE *Studio*

Illustration & Graphics

Working across graphic design and illustration, the output of The Studio is adapted for use across multiple endpoints including print, OOH advertising, animation and of course product.

Animation

When product artwork begins, we start with discussing a storyline. Leveraging the end product, we've turned these magical illustrations into festive story-telling campaigns, end-of-year digital advent calendars as well as website banners and third-party online adverts.

Digital Product

We build seamless websites and seasonal, innovative .com experiences that drive traffic, engagement and retail sales. Leveraging our digital infrastructure and fulfilment capability as a white-label e-commerce solution brings customers ever-closer to their chosen brand and seasonal activations.

Explore The Studio at
TOMMARTIN.co.uk/studio

We look forward to welcoming you to Bespoke...

TOMMARTIN.CO.UK/BESPOKE



TOMMARTIN.co.uk

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