

# MAPLE LANDMARK, INC.

## AUTOMATED WOODTURNING LATHE



WOOD PRODUCTS  
MANUFACTURER

MIDDLEBURY, VERMONT

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Maple Landmark, Inc., in Middlebury, VT received a \$40,000 Working Lands Grant to purchase an automated woodturning lathe to make round parts, such as wheels, pegs, and knobs, as well as other custom parts. Landmark purchases most of the parts for its wooden toys from high-volume turning mills in Maine, which often require a minimum order of 5,000 pieces.

“This would be a highly-flexible lathe with faster changeover, facilitating small-batch production which is great for our lower-volume needs. The fastest growing part of our business is custom work for other companies, and we often have to decline these high value / low volume jobs. Having our own equipment will give us greater flexibility, increase our purchase of Vermont lumber, and help satisfy the needs of companies wanting to keep business in Vermont,” says Maple President Michael Rainville.

Rainville believes the addition of a lathe will bring with it a host of new opportunities.

“Our custom business is growing rapidly and we are hampered by what we can do without a lathe. Our long-standing wholesale business has plateaued and we see this as key to our future growth,” says Rainville.