



The head elf hard at work.

extra counter space

rounded + scalloped edges



- E-PACK:**
- ★ Easy assembly
 - ★ Eco-friendly
 - ★ Extra play space
 - ★ Elves & Angels quality

removeable metal sink bowl
knobs that turn

solid local pine

solid brass hinges

Up at 5:00am, in bed at 10:00pm, with only a cat nap in between. That describes toymaker David Smalley's daily schedule for the past year as he has worked to develop a completely new line of toys for his business, Elves & Angels.

Hard work is nothing new to him. He is a fourth generation cabinet-maker and father of 12, who has lived in rural Maine for the past 20 years. For most of those years, he has made his living producing assembled wooden toy kitchens, handcrafted in his workshop. It is work that his wife and all of his children have helped with over the years, making Elves & Angels a true family business.

David's assembled kitchens have long maintained the highest standard of quality; it is not uncommon to find one of his early models at a yard sale here in the Northeast. It may be a little worse for wear, but it will be solid and ready for a stay with its next family. Despite high quality and reasonable prices, David recognized that rising shipping costs could put his toys out of the reach of many parents, leaving children with lesser alternatives.

It was a piece of furniture that he made for his wife Susan for Christmas last year that provided a solution to this problem. He created a little hutch for her, wider than one of his toy kitchens and with

new scroll work. He thought it was one of the nicest pieces he had ever made and just might make a perfect new design for a larger kitchen that would ship flat and slot together for easy assembly.

Now the hard work began. He started prototyping and testing new designs. David is so skilled with his tools and knows wood so well that within a month he had settled on two new designs: Sylvie's Kitchen and Christina's Kitchen. He wasn't finished, though. He quickly prototyped other toys: Anna's Dollhouse, Sam's Stable, Gwen's Castle; over 30 new products in all!

We've decided to call Elves & Angels new ship-flat format "e-pack". The "e" stands for **e**asy assembly, **e**xtra space and **E**lves & Angels quality. To that we might add **e**co-friendly, because products that ship flat use less fuel, boxing and other resources.

After the 2004 fire that nearly destroyed his business, David and his family determined to put the pieces back together. Through their hard work, faith and the generosity of others, they were able to get both their home and the business on solid footing again. Now, with these new fruits of that faith and work ethic, they are hopeful that parents and children will continue to enjoy the quality and beauty of Elves & Angels toys for many years to come. —Jason Miller