

customer's own material considerations

Customer's Own Material (COM) Fabric

TESTING & APPROVAL FOR USE

- Before we can quote a COM fabric on a piece of furniture, we need to verify that the fabric has first been tested and approved for use. This often involves us reaching out to the manufacturer for approval.
- If the COM has not yet been tested for use, we have to register a test request and have a few yards of fabric sent to the manufacturer for testing. It may take a few weeks for the fabric manufacturer to send the yardage and for the furniture manufacturer to test for durability.

REQUIRED YARDAGE

- If a fabric is tested, and approved for use, we have to receive a yardage calculation, from the manufacturer, based on that specific fabric.
- Yardages vary for the different types of fabric and patterns.
 - The same piece of furniture will have a different yardage calculation for a solid fabric than it will for a highly patterned fabric.
- Before we can reach out to a fabric vendor for a quote, we need to receive the correct yardages from the furniture manufacturer.
 - Depending on the manufacturer, pricing may vary based on the amount of yardage that is being purchased.

LEAD TIME EXTENSION

- COMs often extend a lead time by a week or two because the furniture company cannot begin manufacturing on the furniture piece until fabric is received at the warehouse.
- If a COM is out of stock, it may be 4-6 weeks before yardage is sent from the mill
- We can place a reserve on a fabric, if we know that the yardage will be ordered soon, but most fabric companies will only hold a reserve for a week.