



FABRIC/ LEATHER

UPHOLSTERY GUIDELINES



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General Information:

SIXINCH designs, engineers and manufactures high quality upholstered products to exacting commercial design standards from a 200,000 square foot furniture manufacturing facility Goshen, Indiana. This is our headquarters. We live here. And we've been doing this for 40 years.

Guidelines for our upholstery process:

Customer Owned Materials and Leathers (COM or COL)

The COM or COL price shown on the price list is our price for applying a customer owned fabric to a certain furniture model. The following actions are what we need to do this successfully:

To receive and process customer owned fabric or leather into our manufacturing system, the fabric or leather must be shipped into our manufacturing plant clearly marked with the SIXINCH furniture purchase order to which the fabric or leather is to be applied. The customer is responsible to pay all freight costs for their materials. Cover material **MUST** be received into SIXINCH production before SIXINCH can release your order to manufacturing.

All COM/COL inquiries and shipment should be directed to:

SIXINCH® North America

ATTN: Customer Support

COM/COL Fabric Management

901 East Madison Street

Goshen, IN 46528

Fabric or Leather must be pre-approved as appropriate for the application requested (see Graded-In or COM/COL Fabric Selections and Approvals below).

- Fabric or Leather requirements for a specific job must be clearly defined in writing by the furniture purchaser. These written instructions for fabric or leather application must include details such as facing sides, railroading vs. non-railroading (up the roll), pattern matching, flaw tolerances, surface grading, etc. Orders including COM or COL will be applied based on SIXINCH common practices without clear fabric or leather application instructions or requirements accompanying the furniture purchase order.
- Yardage requirements shown in our price list assume fabric widths of 54". Any fabrics of narrower width will need to be evaluated for yardage requirement on a case by case basis. Yardage requirements shown are based on solid / non-alignment textiles. Any fabrics / textiles requiring alignment / matching must be evaluated on a case-by-case basis. Please contact SIXINCH North America Customer Service for pricing assistance in these cases.
- SIXINCH Customer Service will confirm material quantity requirements upon placement of your purchase order or upon your request for an upcoming order. Note: Any delay of COM shipping into SIXINCH could delay the finished product ship date.
- SIXINCH reserves the right to inspect and approve or reject all COM prior to production. At SIXINCH's discretion, COM will be rejected when deemed unsuitable because of durability, pattern, stretch or any other quality which inhibits application or detracts from the product's functional properties. SIXINCH assumes no responsibility for suitability or durability of COM.
- The customer will advise SIXINCH customer service as to disposition of any excess COM yardage by noting it on the purchase order. If not noted on the purchase order, SIXINCH will assume Customer does not want return

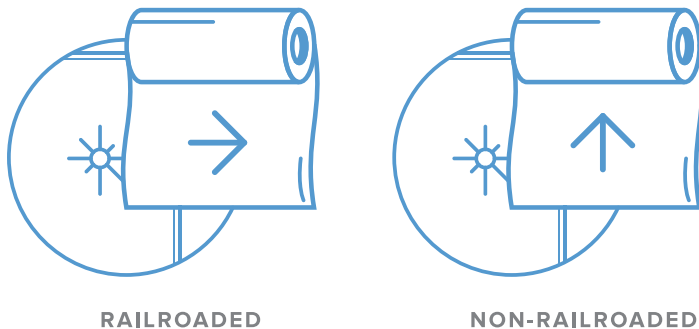
of excess COM yardage and SIXINCH will seek to dispose of excess materials in any way it sees fit and without obligation for payment to Customer for the materials.

- If a customer has pending future orders that will use excess COM yardage, SIXINCH will store COM without charge to customer for a period of 30 days if noted on the customer's purchase order. If excess yardage of COM remains after 30 days the materials will be deemed as orphaned and disposed of without obligation of payment to customer for the COM.

Graded-In Fabrics or COM/COL Selections and Approvals

- SIXINCH works with hundreds of fabric choices a designer may want to specify for upholstered product. We offer fabric grading prices interspersed throughout this price list to assist pricing efforts for these many fabric choices. In addition to COM or COL services, SIXINCH will purchase graded-in materials for upholstery to a customer's written specifications and produce completed pieces at the prices noted.
- SIXINCH has not pre-evaluated all potential fabrics available to designers today for application on SIXINCH furniture styles. Graded-In selections must be approved by SIXINCH prior to processing of purchase orders. A memo sample must be submitted to SIXINCH for preliminary approval of ALL FABRICS or LEATHERS (with the exception of felt or crepe). Final approval of fabric / textile requires (1) linear yard to be provided for full evaluation. Once the Graded-In sample has been reviewed by the SIXINCH fabric management team a written response (email) to the customer will confirm the results of the evaluation. An explanation will be provided in the event a fabric selection is not approved. *Refer to the SIXINCH Graded-In Fabric Program document for a list of Graded-In suppliers and material selections.*

The customer is solely responsible for advising SIXINCH as to the direction of any patterned upholstery materials. Below are diagrams that provide help in determining application direction. Customer must submit application direction and information as to which is top and bottom on the purchase order or the COM will be applied based on SIXINCH common practices.



Pricing for Upholstered Furniture Ordered in Quantity

- Furniture ordered in higher quantities may qualify for lower prices based on better material utilization. This can be particularly true for orders involving SIXINCH Felt or Crepe. Contact SIXINCH Customer Service to understand how furniture order quantities may affect pricing. SIXINCH Customer Service will confirm material quantity requirements upon placement of your purchase order or upon your request for an upcoming order.

Special Fabric Backing or Finish Augmentation

- It is sometimes necessary to add a laminated backing or serging to fabrics to improve upholstery results. In these cases additional costs will be applied on a per yard basis. SIXINCH Customer Service will notify the customer of these requirements as well as pricing and lead time implications at the time a Graded-In or COM is evaluated.
- Every fabric specification is different. The specific characteristics of both fabrics and leather as well as furniture styles must be considered to achieve successful results. SIXINCH shall not be held responsible for incorrect specification of material. SIXINCH does not guarantee the performance, wear, durability or light fastness for any material included in this program except where covered by the warranty of the material provider on the specific fabric selection.