



Customer's Own Material (COM) Considerations

Testing & Approval for Use

- Before a COM fabric can be quoted for a furniture selection, we need to verify that it has first been tested and approved for use. This may involve Custer reaching out to the fabric manufacturer for approval.
- If the COM has *not* been tested for use, we will register a request and submit a test length of fabric to the manufacturer for durability testing.
 - Test Process Timeline: 2-3 weeks

Required Yardage

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

Lead Time Extension

- COMs often extend a product lead time by 1-2 weeks. The furniture company cannot begin manufacturing until the 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. Most fabric companies will only reserve for a week.
 - Some manufacturers *do not* allow for multiple hold requests on fabric.