

DESIGNERS ONLY 8440 BELVEDERE AVE #9

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Using a Showroom

Familiarize yourself with product placement. Ask the showroom manager about new product. This will save you a lot of time when shopping for a client.

If you're looking for a **specific** item call or e-mail the showroom. They may be able to locate items and save you time.

Follow check-out and check-in procedures. This helps to keep the showroom orderly. We keep a copy of your check-out sheets in case you need to refer back to them.

ALWAYS have the showroom manager check your items for availability and pricing. You don't want your client to fall in love with a product that is not current or that is over-priced for the project. You also don't want to spend hours working with a product only to find out it's not available.

Ask showroom personnel for assistance in choosing appropriate textiles for the application. You don't want to choose something that simply won't work the way you intend it. Some fabrics drape well for window coverings and soft furnishings and others are well suited for upholstery and durability. So, even though a fabric may be the perfect color and print, it may be all wrong for the application.

Always know your discounts. The term RETAIL refers to the cost generally charged to the client. The term NET or WHOLESALE refers to YOUR cost as a Designer. We always quote RETAIL at Designers Only. Remember there are additional charges for shipping on most items.

Attend as many informational events as you possibly can. This allows you to keep current on trends and new product. You also have an opportunity to network with other professionals.

Be aware of payment terms. Different showrooms have different terms. Designers Only requires pre-payment of fabric, trim and hardware. We require 50% payment on furniture with the balance due when it ships. This is important because you will need to bill your customer accordingly.

Textile terms

WOVENS vs PRINTS vs DYES:

A **woven** fabric is made with **THREADS** that are dyed then woven into a fabric. They are generally used on upholstery pieces because they tend to be more durable and colorfast. You can tell a woven fabric because there is color on the front as well as the back side of the fabric.

A **printed** fabric is made by taking a fabric that is already woven and “stamping” a pattern on it. You can tell a printed fabric because the pattern is only on the front side.

A **dyed** fabric is made by taking a woven fabric and “dipping” it into a vat of dye so the color is saturated throughout.

UP-THE-BOLT VS RAILROADED FABRICS

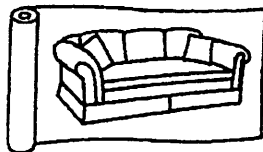
Most fabrics are woven at 54” wide. There are some that are 59”/ 60” and 118”/120”. However, most are 54” and they are made in two different directions.

Up-the-bolt means that the pattern runs parallel to the selvage (sides). Imagine a wide stripe running for yards and yards. These fabrics are perfect for draperies and other products that require long cuts with a vertical pattern.

Railroaded means that the pattern runs perpendicular to the selvage. Imagine a wide stripe that runs from side to side. These fabrics are perfect for upholstery because you can get the pattern running vertically all the way across the back of a sofa without any seams.

There are many drapery and sheer fabrics that are railroaded and woven at 118”/120” so you can fabricate without any seams.

Railroaded



Non-Railroaded

