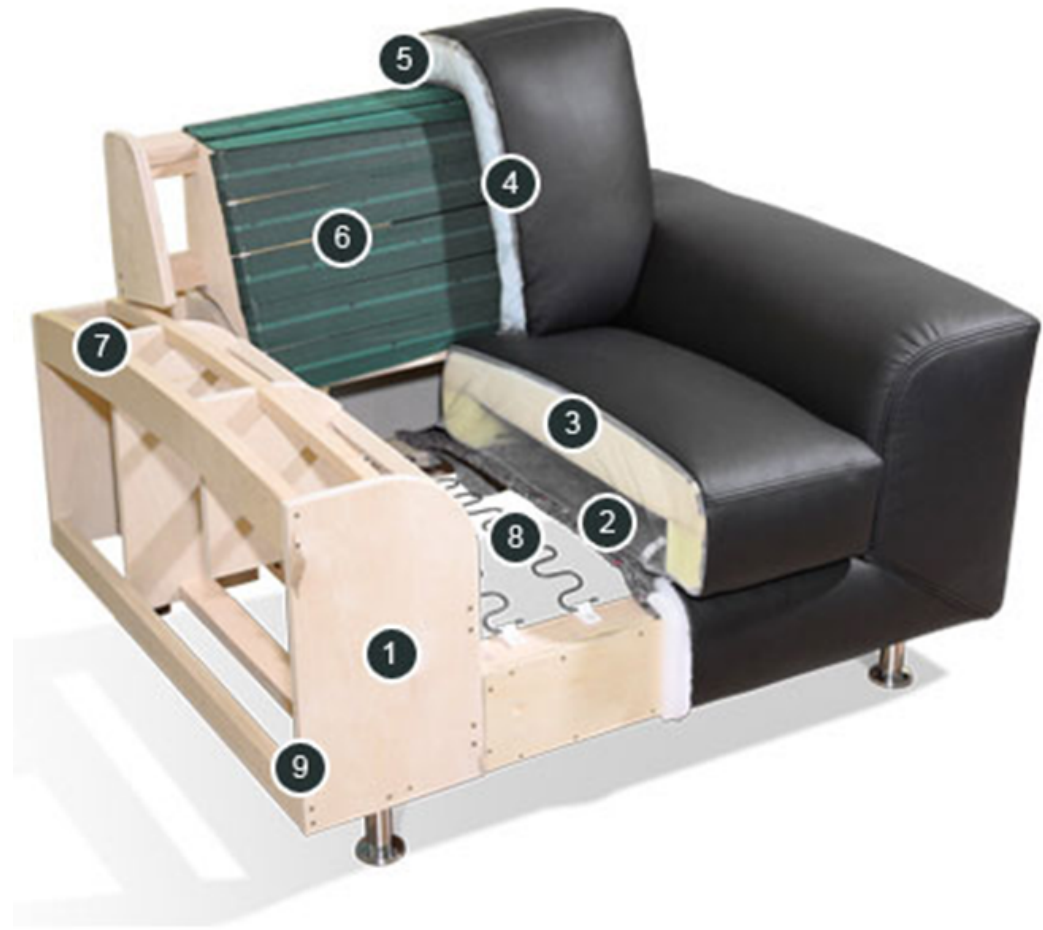




W.SCHILLIG

Product Material Training

Material part	Why it is important
1) Solid wood frame	Renewable source
2) Spring core	Provides comfort and is more durable than foam cores
3) High Density cushion 35Kg	Provides great seating comfort and durable
4) Liner	Provides soft cozy seat and casual contemporary look
5) Polyurethane foam	Gives great comfort and support
6) Elastic webbing	Adds additional support of the body. (many Mfg use this as seating support, Why?)
7) Plywood side frames	All cuts for stress areas made of plywood, offers same support as massive hardwood
8) Nosag springs	Best way to provide permanent ergonomic support
9) Hand crafted connections	Putting in the extra effort allows for a more durable sofa.



R68

Live smart fabric

- Moisture repellent
- Stain Resistant
- Designed for heavy duty wear
- Barrier protection to keep your fabric clean

Cleaning instructions

- For liquid spills, immediately blot the fabric surface gently with a paper towel
- Spot clean, soak a clean cloth towel in a soap and water mixture 1 teaspoon of liquid detergent and 16 oz of water
- Clean the area in a circular motion and pat dry with a cloth
- Do not over wet the material
- For stubborn stains use multi purpose cleaner (Woolite fabric and upholstery cleaner)
- Pile fabrics may require a light brushing to restore appearance with a non metallic brush

Fabrics technical details

Listing on the back of the fabric samples

- Fabric grade
 - Explains the price grade
- Contents
 - Gives details on material content
- Abrasion test
 - Rub test showing how the fabric will wear.
 - For private homes a 15,000 rub test is sufficient.
 - Example: take the number times do you get up and down out of the same spot of your sofa each day and multiply that by 365. That gives you the approximate rubs



Leathers



Natural markings



Low grains



Scar



Scar



Difference in grains



Wrinkles



Insect bites



Veins



Shade difference

Look for natural marks on your model

Benefits of knowing how to spot the marks:

- Showing the customer that it is real leather
- Good sales point
- Limit the claim rate on leather
- More confident with the upholstery line
- Showing that **stretching** is not a weakness all leather stretches, it may look one way in the showroom because nobody sits in the sofa for more than a few minutes. People spend hours in their sofas and just like your skin it stretches
- Showing the charm in the leather marks.



Tips and ideas

- Sweat can breakdown leather
- Heart medication sweat will breakdown leather faster
- Use of crème or wax can change the color of the leather and breakdown the protective layer
- Inform the customer of protection and always sell W.Schillig care products.

Leather is sold on emotions, comfort and quality! Not the price!!!

Why use W.Schillig care products?

- Maintain leather so it lasts longer
- Make the leather look nice for a longer period
- Prevent leather from breaking down especially due to natural sweat
- W.Schillig care products have been tested with our products, other leather cleaners and conditioners may do harm.
- Our leather guarantee is not valid when other cleaning or care products are used. All claims regarding breakdown of leather are tested for other chemicals and guarantee is void if other chemicals are found.

Leather is a natural material and will wrinkle



Some wrinkles can be removed by smoothing out with a warm hand. Wrinkles are not a claim! Your product will wrinkle. Leather is natural.

