CUSTOMER'S OWN MATERIAL · CUSTOMER'S OWN LEATHER

COM / COL Instructions

COM (Customer's Own Material) and **COL** (Customer's Own Leather) mean you supply the fabric or hides from your preferred mill, and we build the piece with them — you keep exact control of the textile spec while our workshop handles frames, foam, and upholstery. Here is the whole process on one page.

The process, in four steps

1. **Spec the material.** Choose your fabric or leather and note the vendor, pattern and colorway, fabric width, and any performance or cleanability code your project requires.
2. **We confirm yardage — before you order.** On your approved shop drawings we calculate the exact yardage (or hide count) each piece needs, including pattern repeat and railroading. Do not place the mill order until we have confirmed the quantity — this is what keeps you from over-buying or coming up short mid-production.
3. **Route the goods.** Ship the material to the factory — or have your mill or vendor drop-ship it — referencing your project so we can match it to your order the day it arrives.
4. **We build.** Cut, sewn, and upholstered in-house on frames we build ourselves, with our foams and fills meeting California TB 117-2013. Fabric-side compliance (wear rating, cleanability, any flame spec on the textile itself) follows your specification and your supplier's documentation.

SHIP COM / COL TO

Trend Contract Furnishings
16520 Avalon Blvd, Carson, CA 90746

Mark every roll, box, or hide with your **project name / PO number** and the piece it covers, and send us the tracking number so receiving can match it on arrival.

Shipment checklist

- ✓ Yardage confirmed by Trend on shop drawings — then order
- ✓ Label: project name / PO, piece, vendor & pattern
- ✓ Tracking number emailed to us when it ships
- ✓ Leather: send the full hides, not cut panels
- ✓ Directional or repeat fabrics: note the intended direction

Planning yardages (54-inch plain goods)

Piece	Typical planning yardage
Dining / side chair, seat pad only	0.35–0.5 yd
Side chair, fully upholstered	1.1–2 yd
Barstool, fully upholstered	1.25–2 yd
Lounge / club chair, low–mid back	4–6 yd
Club chair, high or privacy back	7–11 yd
Settee / loveseat	8–11 yd
Sofa, three-seat	10.5–14 yd
Ottoman, standard	2–3 yd
Upholstered headboard (by style)	5–13 yd
Banquette, per linear foot	1–3 yd / lin ft

Figures assume plain, non-directional 54-inch goods in typical contract construction. Three things move them: **pattern repeat** (large repeats can add 20% or more), **railroading** (changes cut efficiency, especially on long banquette runs), and **leather**, which is bought by the hide and estimated in usable square feet rather than yards. Full piece-by-piece chart: trendcontractfurnishings.com/guides/com-yardage-chart

> **The one rule that matters:** these are planning figures — the number you buy comes from your approved shop drawings, not from this chart. We confirm the exact yardage or hide count for every piece before you place the mill order.

COM/COL is accepted on **every** piece we build, with no minimum order. Standard lead time is 4–10 weeks from approved shop drawings *and* material in hand — a long-lead fabric, not the furniture, is often the critical path, so route the goods early.