

TO  
COM?

OR TO NOT  
COM?

# COM vs. GRADED IN

**WHAT IS A COM?** A COM OR CUSTOMER'S OWN MATERIAL IS SPECIFIED WHEN THE DESIGNER HAS CHOSEN A FABRIC THAT HAS NOT BEEN GRADED IN BY THE MANUFACTURER AND NEEDS TO BE SUPPLIED SEPERATELY FOR USE ON THEIR PRODUCTS.

## Why COM?

- MORE FABRIC SELECTIONS

## Why Not?

- LONGER LEAD TIMES
- ADDED FREIGHT COSTS
- FABRICS CANNOT BE DISCOUNTED
- LIMITED OR NO WARRANTY

## WHAT IS A GRADED IN FABRICE?

A GRADED IN FABRIC, IS A FABRIC THAT HAS ALREADY BEEN TESTED FOR USE ON A MANUFACTURER'S PRODUCTS AND IS A PART OF THEIR STANDARD TEXTILES COLLECTIONS OR A PARTNERSHIP TEXTILE COLLECTION.

## Why Graded In Fabrics?

- NO ADDITIONAL TIME NEEDED FOR TESTING
- NO ADDITIONAL FREIGHT TO SHIP FABRIC TO MANUFACTURER
- CHIAR AND FABRIC GRADE ARE DISCOUNTED TOGETHER
- WARRANTY STILL APPLIES

## Why Not?

- POTENTIALLY LESS FINISH SELECTIONS



# COM CONSIDERATIONS...

- ✓  Have you checked availability and placed desired fabric on hold?
- ✓  Have you checked yardage requirements and fabric applications?
- ~~Has the fabric been tested?~~

***A fabric HAS to be tested before it can be used on any product***

A memo sized sample is sent to the manufacturer for testing, this can add up to an additional 1 to 2 weeks onto production time, with the possibility of having to reselect a new fabric, if it fails

# GRADING IN...

Many manufacturers have their own textile collections, as well as, partnerships with textile companies to provide additional fabric options on their products. The following furniture manufacturers offer some or most of the fabrics from the textile companies listed.



MAHARAM • MOMENTUM • DESIGNTEX • CF STINSON



ARCCOM • MAHARAM • MOMENTUM • STINSON • ULTRAFABRICS • CRYPTON



ARCHITEX • MAHARAM • MOMENTUM • STINSON • DESIGNTEX



MAYER FABRICS • MAHARAM • MOMENTUM • STINSON

**Check to see if the fabric you are specifying as a COM can be graded in!**

# PRICE COMPARISON

Maharam-Coach Cloth:  
Graphite



**Cabot Wrenn Shea Chair**

## COM

Shea Chair COM	\$1,099.69
Maharam Fabric	\$787.50
Maharam Fabric Freight	\$16.80
Cabot Wrenn Freight	\$136.85
<b>TOTAL</b>	<b>\$2,040.84</b>

## GRADED IN

Shea Chair Grade M+12%	\$1,499.06
Cabot Wrenn Freight	\$136.85
<b>TOTAL</b>	<b>\$1,635.91</b>

**COM?**

**YES**

Has it been tested?

**YES**

Check Yardage Requirements

Place Fabric on Hold

Dealer Orders Fabric & Ships to Manufacturer

Production of Product Begins at Receipt of COM Fabric

**NO**

Send Memo to Manufacturer for Testing

Did it pass?

**YES**

**NO**

Reselect a Fabric

**NO**

What Grade of Fabric is it?

Price the item in Correct Grade

Place Fabric Hold Depending on the Size of the Project

Fabric is Graded In

# FROM THE MANUFACTURERS

DAVIS

“Davis makes no warranty of any kind with respect to “customer’s own materials” (COM), “customer’s own leathers” (COL), or non-standard materials selected by and used at the request of the purchaser.”

Knoll

“Warranty-This warranty does not apply to C.O.M.”

Cabot Wrenn

“Cabot Wrenn cannot be held responsible for any unsatisfactory results in the application of a COM/COL and a written release from the customer may be required before the order is processed.”