

SAMUEL & SONS

PASSEMENTERIE

**CUSTOM PROGRAM**

FOR YEARS, SAMUEL & SONS HAS OFFERED THE MOST EXCLUSIVE AND EXTENSIVE collection of trims to the design industry. With milling resources in 20 countries, and over 10,000 items in stock, few companies can match our collection of exquisitely crafted trimmings.

But sometimes, there is a special project that demands a custom solution not found in our collection. Having the option to create a unique, one-of-a-kind trim is a way to open up new design possibilities. Samuel & Sons, with over sixty-seven years of experience, and the best resources in the business, excels at crafting made-to-order trim.

#### THE SAMUEL & SONS CUSTOM PROGRAM

Many designers consider specifying a custom-made trim to be a difficult prospect, but it doesn't have to be. Over the past several decades, we have built relationships with the finest mills throughout the world, giving us the ability to meet our client's needs.

Whether it is a simple change in size or color, or a more detailed change such as modifying an existing trim, duplicating an antique trim or creating a new trim from a new design; Samuel & Sons Custom Program can make the process much easier than you may have anticipated. We can produce anything from the most subtle color modification to the most avant-garde detailing. Whatever your design vision is, we can make it a reality.

Designers frequently use our custom products for residential, hospitality and historical installations. Our work includes pieces for theater and museum restorations as well as new items for national institutions such as the Clinton Presidential Library and the White House.

*11/13: This tassel is a shorter version of our 12" double crystal tassel tieback, which we milled in a custom colorway to match the client's specifications. Two tassels were produced in six weeks after the client's approval of the yarns.*

#### HOW THE CUSTOM PROGRAM WORKS

The following details outline how our Custom Program works:

##### ⊕ Minimum Yardage

Our average minimum typically varies from 11 to 20 yards, or 2-6 pieces. On occasion, we are able to create even smaller quantities, and larger minimums may apply to a select few.

##### ⊕ Quantity Pricing

Yardage plays a big part in the pricing of custom trim. A larger quantity can more evenly distribute the setup expenses (the most costly part of custom production), resulting in a lower unit cost.

##### ⊕ Normal Lead Time

Our average estimated lead time is 4-8 weeks once threads are approved. Threads for approval typically add two weeks and occur prior to production.

##### ⊕ Accelerated Lead Time

There are ways to get a custom request completed within 2-3 weeks. However, it will depend on the factors below:

- Threads for approval usually take about two weeks. If you are comfortable with eliminating this step, you have already saved that time.
- For antique or new design trims, our mills first examine the construction before they begin setup and production. If one mill is unable to produce the trim, we will confer with another mill. This process can take time. Choosing to customize a trim from our existing line may eliminate that delay. Certain trims from our collection have faster lead times than others—please discuss your project with a sales associate for more information.



*Remove picot edge*



*ABOVE: Removing the picot edge from this Warwick braid created the look the client envisioned.*

*BELOW: Custom colors and a custom size gave this trim a fresh look in earthy tones. The client required 36 yards and delivery was less than six weeks, an impressive timeframe for this rosette border.*



*Increased size from 1.25\"/>*

*Many designers consider specifying a custom-made trim to be a difficult prospect, but it doesn't have to be.*



ABOVE: This 7" ornamental fringe was created based on the design of an antique trim. Its unique ornaments required extraordinary skill and handwork.

Quantity: 20 yds.

New colors

Col. Copper



Col. Blue/green



Replace all Cream mingle with Col. Copper

Replace all Green/Silver mingle with Col. Blue/green mingle



Keep Blue/Silver stitching from item # 977-17536 col. 302

Selecting from our existing line, the client wanted to color match the chambord braid with her two drapery fabrics. Threads were chosen from a current collection, reducing production time to four weeks. The mingle of colors both liven and connect the fabrics beautifully.

#### ⊕ Quotations

In order to supply a quotation on a Custom Program order, the following information is required:

1. What is the trim design?
2. How much yardage is needed?
3. What is the fiber content required?

#### ⊕ Deposit Payments

We request a 50% deposit to initiate the order.

#### ⊕ Color Threads for Approval

You have the option to get threads for approval to confirm the color you requested. This usually takes about two weeks.

#### ⊕ Production

Once color threads are approved, production commences.



ABOVE: This custom rosette with pom-poms and matching single rosette completed our client's unique sofa application.



Final Trim

### Expert Guidance from Our Associates

Our showroom sales associates have many examples of custom trim to show you, along with descriptions and drawings to illustrate the process



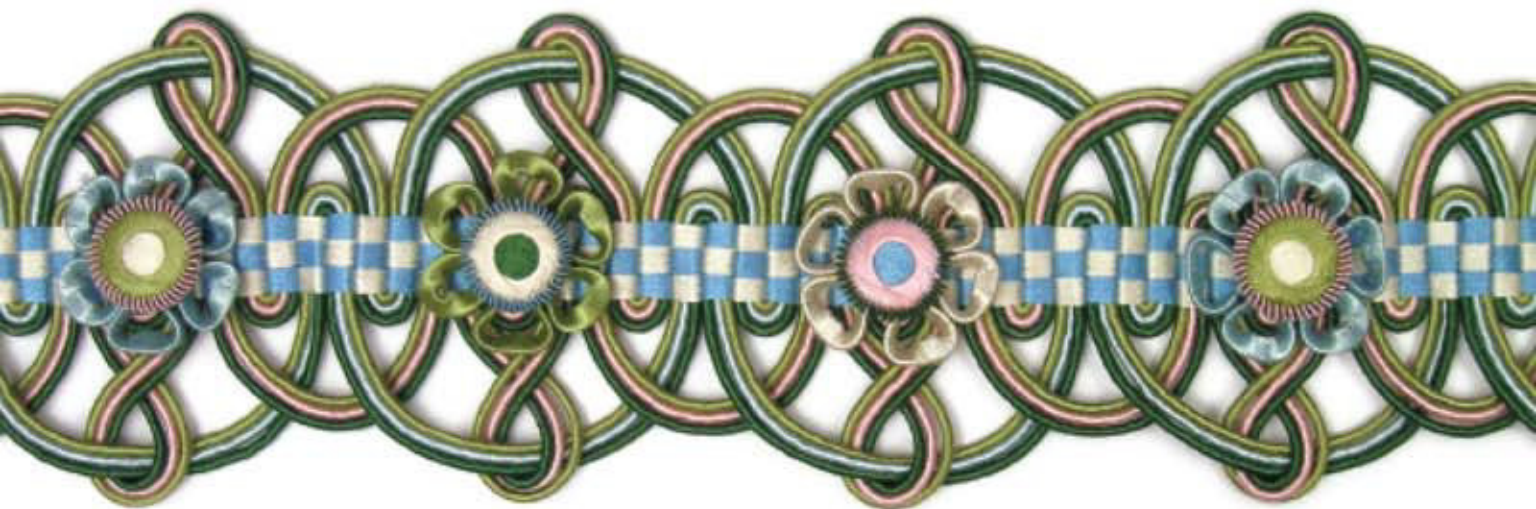
of each project. They can help you decide the best way to proceed with your project to meet your design, schedule and

budget needs. Feel free to confer by phone or in the showroom for more information on how to turn your custom trim ideas into reality.

Incorporating custom trims into your project can be an exciting and innovative addition to your design and the Samuel & Sons Custom Program opens up those possibilities.

*Our work includes pieces for theater and museum restorations as well as new items for national institutions such as the Clinton Presidential Library and the White House.*

BELOW: Handcrafted in France, this ornate handmade 2.25" openwork braid was made exactly to the client's specifications. Its intricate detailing provided a luxurious touch to the completed interior.



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