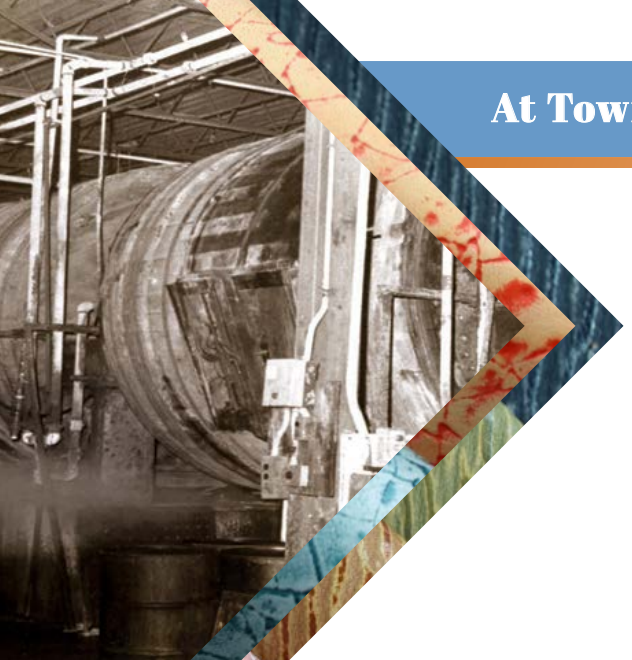
townsend®
LEATHER

INFORMATION





At Townsend Leather, we have a Passion for Leather, Luxury and Design.

Our design-driven philosophy pushes us to continuously produce and bring to market truly innovative high-quality leathers with virtually unlimited opportunities for customization.

With more than 50 years of experience working with designers in the residential, hospitality, contract, aviation, transportation and footwear markets around the world, we strive to provide exceptional leathers that are as unique as each of our customers and meet the highest standards in the world.

50 YEARS

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Handcrafted from Start to Finish

We make leather as a third generation business, completing every step of the manufacturing process in Upstate New York. From hide selection to coloring, finishing, embossing, special effects, and flame-proofing, we aren't just distributors or warehousers of leather, ***we actually make it***. This means: control over quality, reproducible dye lots, creative solutions for bringing custom concepts to life, quick lead times, and a talented staff of life-long leather makers that understand how to work with leather and our customers' needs.

Learn more about Townsend Leather finishing, coloring, and treatment services at www.townsendleather.com/about-our-leather.



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Time Honored, Yet Cutting Edge

We use a blend of the newest technology and equipment available as well as practices and tricks of the trade passed down from generations experienced in making leather.

We have been making leather for over 50 years and still have some original Townsend Leather employees working today, but we also continually adapt, test, and explore new tools to ensure the absolute best practices and cutting-edge technologies are employed.

50 years of passionate care for leather, those who craft it, and those that love it.



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Mission & Values

Townsend Leather is a company of specialized craftspeople, in partnership with customers, suppliers, and other fellow partners dedicated to producing superior quality products and services to **ensure the success and fulfillment of all partners**.

Part of the secret to Townsend Leather's success for 50 years has been its traditional, tried-and-true values. We pride ourselves not just on producing high-quality leathers, but in making sure our customers understand exactly what our company ethics are all about: values.

Our Mission and Values statements have guided our business practices through both good and bad economic times. To us, they not only reflect our organization's vision and guiding values, but they also serve as our benchmark for success. They inspire all those involved in Townsend Leather to give their very best.

TERRY KUCEL LEADERSHIP AWARD
COMMUNICATION AWARD
CHERYL BROTHERS AWARD
FLEXIBILITY AWARD
GET SHIT DONE AWARD
GRIT AWARD
INITIATIVE AWARD
JACKIE FOX AWARD
JANE COOL AWARD
JOE COOL AWARD
LEARNING AWARD
LOUISE KUCEL DILIGENCE AWARD
OUTSIDE PARTNER OF THE YEAR AWARD
ROCKS AWARD
ROOKIE OF THE YEAR AWARD
STAR AWARD
STEPPED UP AWARD
PARTNER OF THE YEAR AWARD
SUPERHERO AWARD
SWISS ARMY KNIFE AWARD
TEAMWORK AWARD





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Awards & Recognition

Townsend Leather's mission is to treat everyone that we encounter as a Partner. We have been very fortunate and grateful for all the recognition we have received over the years from customers, vendors, and other organizations for our work as a supplier and as a community member. It is always an honor to be selected, nominated, and recognized within or outside our industry. Your recognition drives us to continue working in the spirit of partnership each and every day.

AS9100D CERTIFIED · SATRA TECHNOLOGY MEMBER · U.S. GREEN BUILDING COUNCIL MEMBER · WE ARE THE MANUFACTURER · FLAMMABILITY REQUIREMENTS INCLUDING IMO, FAR, CAL, NFPA, & CRIB 5 · LOW VOC PRODUCTS · 50 · MADE IN THE USA · WOMEN IN BUSINESS FOCUSED · TOP WORK PLACES · BPW BEST PLACES TO WORK · material bank · IN STOCK · SUPERIOR RATED DURABILITY



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Townsend's Hugs Program

Like the warm enveloping wrap from a luxury leather, every day at Townsend is like working inside a big hug. We love what we do and everyone we do it with.

At Townsend we are always looking to spread joy and warmth to everyone we know and we invite you to do the same. Take a moment to enjoy the life you are living and share a moment of joy, laughter, and heart – give someone a hug.

Townsend's Hugs Program is our way of reaching out and connecting with the community we live in. All Townsend Partners are challenged to give hours of time throughout the year, providing community service. And we have an organized Team of passionate, dedicated Partners that are always looking for charities, causes, and events that Townsend can help support. We receive "Hug" applications, review them as a team, and find ways to help. If you have an event, a charity, a cause, or something that you are passionate about or that you need help with – submit your story to us and let us find a way to help.

We want to find ways to help your cause and your passion. We are not able to provide for every cause, but we can always help to spread the word about yours and we love to know what is happening in our community. Complete a Community Hug Application by going to the following link: **http://www.townsendleather.com/contact/hug**.



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Socially and Environmentally Responsible

Striving to make a positive environmental impact

- Townsend Leather is a proud member of the USGBC, U.S. Green Building Council
- All Townsend Leather hides are re-claimed from the waste stream, a by-product of the meat industry
- We use only fresh, humanely-cared-for and environmentally-sound hides
- Our process creates a leather which is free of dangerous Chromes
- We adhere to and surpass all environmental standards and regulations
- Townsend's leathers are all low-VOC products with water-based finishes
- Leather is post-consumer recyclable
- We continually invest in energy-efficient equipment and methods
- Townsend's leather is long-lasting, durable, and easily repaired
- We instill a culture of environmentally-focused employees to ensure all Townsend products are as efficient, safe, and environmentally-friendly as possible
- We offer expertise and maintenance products and services to extend the useful life and sustainability of your leather



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Here, Take A Sample

Townsend Leather has a fully-dedicated building and staff providing unprecedented sampling support. Besides our standard sampling materials (binders, boxes, memos), we give our customers access to our archives of thousands of custom samples done throughout our history; this means tens of thousands of options are at their disposal at any time.

Our customer service staff is trained to:

- Work with customers upfront providing sample packages, or strike-off samples
- Inquire about the application intent or final use of the leather
- Make recommendations for appropriateness of Townsend Leather products for the intended applications or suggest more appropriate leathers as alternatives
- Help create a custom product perfect for the application and use if a standard leather is not the best solution or if the designer wants to create something new and unique for a project



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Custom Craftsmanship: You Dream It, We Make It

Our talented artisans can work with designers to bring their vision to life on leather - we are the manufacturer and handle the hides from raw material to final form so we can modify or create from scratch nearly limitless designs, textures, and effects.

We can work from design sketches or photographs to develop virtual renderings, customized tooling of embossing plates, and custom match the hue, value, and chroma of any paint chip, carpet, fabric sample, or Pantone® color.

Townsend Leather R&D teams create close to 6,000 custom strike-off samples per year so we are able to pull and offer hundreds of custom sampling options based on any color, texture, or design inspiration.

A "Lunar Eclipse" concept for the Threadneedles Hotel was created on whole hides to create upholstered, hand-painted headboards. The result: a dream fully realized and brought to stunning life.



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Exacting Standards

We understand that our customers' customers have discerning tastes and require the most premium quality available. We work with designers to create custom colors, textures, sheens, and patterns for one-of-a-kind specialty applications.

Our quality is the finest in the world, starting with the best raw material available, and from there, every aspect is controlled by Townsend Leather to ensure the end application looks and feels as beautiful as possible.

Every order is thoroughly tested in our own laboratory to ensure it meets or exceeds industry performance standards. Retaining formulas and retainer cuttings of each order allows us to control dye lot variation and provide matches to previous dye lots from year to year.



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AS9100D Certified

On August 14, 2012, Townsend Leather was granted the official Certificate of Registration from Perry Johnson Registrars, Inc., certifying its compliance with the standards set forth. Audits confirming ongoing conformance are conducted each year.

Townsend Leather is in conformance with ISO9001:2015 and AS9100D in respect to the following scope: The Production and Service of Quality Leather Products and Cut Sets of Leather. This certification pertains directly to the Aviation Industry.

Townsend Leather worked internally to achieve the requirements for creating and maintaining a comprehensive quality system for providing safe and reliable products to the ASD industry, as well as civil & military aviation requirements, set forth by the quality standards of AS9100.

Our experienced craftspeople are required to inspect and certify excellence, throughout the entire manufacturing process in adherence to the stringent requirements of AS9100. Every order undergoes comprehensive testing to assure compliance with industry quality standards and to our own internal standards that we have set to ensure our customers' complete satisfaction.



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Luxury & VIP Aviation Design: Fly High with Townsend

We are the manufacturer and provide:

- Highly decorative leathers for specialty pieces
- Unlimited sampling options from custom archives
- Innovative, creative, and extensive design capabilities
- In-Stock leathers for immediate shipment
- Adherence to all performance, weight and FAA Flammability standards
- Experienced Customer Service staff to help guide project requirements and specifications per order
- AS9100 Certification for our leather production with quality control over every step and process
- Customized pattern cutting programs
- Aftermarket Support in the field

- **Private**
- **Corporate**
- **VIP**



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Architecture & Design: Leather for Luxury Home Interiors

We are the manufacturer and provide:

- Highly decorative leathers for specialty pieces
- Unlimited sampling options from custom archives
- Custom strike-offs in 2-3 weeks
- Innovative, creative, and extensive design capabilities
- In-Stock leathers for immediate shipment
- One hide minimum for in-stock, custom or made-to-order
- Experienced Customer Service staff to help guide project requirements and specifications per order
- Quality control over every step of production
- Aftermarket Support in the field

- **Residential**
- **Condo**
- **Multi-Family**
- **Resort Living**



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Hospitality Design: Leather for any High-End Interior

We are the manufacturer and provide:

- Highly decorative leathers for specialty pieces
- NFPA 260 Certified Leathers
- Unlimited sampling options from custom archives
- In-Stock leathers for immediate shipment
- Innovative, creative, and extensive design capabilities
- One hide minimum for in-stock, custom or made-to-order
- Experienced Customer Service staff to help guide project requirements and specifications per order
- Quality control over every step of production
- Aftermarket Support in the field
- Ability to engineer leathers to meet project budgets or high volume applications

- **Hotels**
- **Restaurants**
- **Casinos**
- **Corporate Offices**
- **Retail**



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Transportation Design: Leather for Traveling in Luxury

We are the manufacturer and provide:

- Highly decorative leathers for specialty pieces
- Ability to engineer leathers to meet project budgets or high volume applications
- IMO652 & IMO653 Certified Leathers
- Unlimited sampling options from custom archives
- Innovative, creative, and extensive design capabilities
- In-Stock leathers for immediate shipment
- One hide minimum for in-stock, custom or made-to-order
- Experienced Customer Service staff to help guide project requirements and specifications per order
- Quality control over every step of production
- Aftermarket Support in the field

- **Cruise Ships**
- **Motorcoaches**
- **Show Cars**
- **Private Yachts**



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IMO652 & IMO653 Approved Upholstery Leathers

Maritime Leathers

International Maritime Organization approved leathers are tested by fire and smoke standards that meet Coast Guard requirements.

Many of Townsend Leather's products meet the highest building and flame-retardant standards for IMO652 & IMO653. Our type certs by product category are on file so there is no additional lead time or cost.

For a list of products that are IMO certified, contact your Townsend Leather representative or info@townsendleather.com.

IMO
652 & 653





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Broad Spectrum of Leathers

Finished Aniline

Semi-Aniline Embossed

From essentially naked leathers like nubuck and suede, to semi-aniline leathers with very light finishes or waxy topcoats, to full finished, highly durable leathers, to specialized decorative leather, Townsend Leather produces a wide range of leathers to suit every taste, need, and design.



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The Stacy Garcia® Blue Label with Townsend Leather

Stacy Garcia's eye for color and texture and her ability to combine different design elements in striking ways, pairs beautifully with our capabilities as a manufacturer. This winning partnership brings together Townsend Leather's expertise and Stacy's design insight.

An established leader in the world of design, Stacy Garcia is a successful creative entrepreneur and founder of multiple business enterprises. Headquartered in New York, Stacy Garcia®, Inc. is a licensing firm and design house.

All of *Stacy Garcia® Blue Label with Townsend Leather* products were developed as the result of a close collaboration between creative teams at Stacy Garcia®, Inc. and Townsend Leather. Stacy and her talented design team toured Townsend's production facility to better understand Townsend's capabilities and the extensive process of hand-crafting leather. This led to the creation of innovative and boundary-pushing designs.

www.townsendleather.com/stacygarcia



Stacy Garcia
BLUE LABEL

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In-Stock Program

Leathers that give you the time to focus on your love of design

Townsend Leather understands our clients' desire for innovative and unique products, but also that time is of the essence for many projects these days. Leather is often needed with very quick turn-around times, so we have committed to maintaining stock of a variety of leathers to help alleviate the demands placed on our customers for faster shipments.

With over 250 colors available in different product lines, sheens, colors and textures, we are positive there will be something for your next interior design project.

All hides have been treated during the production process to pass strict flammability requirements for multiple applications and are available for immediate shipment.

Request an In-Stock portfolio from your Townsend Leather Representative or visit www.townsendleather.com/leather/instock.

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Color Matching Experts - A Match Made In Leather

With some of the best and most experienced leather color matchers in the world, custom coloring is truly a specialty of Townsend Leather.

We can match previous dye lots, a swatch or other interior components, or even an intangible concept using our blend of years of color experience and knowledge and the latest technology which results in just the right color you are looking for.

We understand the nuances of color, the factors that affect how color is perceived and how to alter color for different effects on different types of leather.

We understand that so many design decisions are driven first and foremost by color, and we work closely with our customers to achieve the exact shade, tone, and hue of color needed for each project.



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Innovative, Creative & Extensive Design Capabilities

Townsend Leather produces leathers for a variety of interior design uses - upholstery is most common, but also leathers for case goods, wall and floor applications, and even as decorative art pieces. Cowhide, calfskin, lambskin, goatskin, hair-on cowhides, woven leathers, hand-tipped, hand-rubbed, specialty effects, and more.

Townsend Leather has the broadest range of embossing/gaufrage patterns available from any one place (hundreds of plates & rolls) plus the capability to offer custom embossing plates based on customers' designs or artwork.

Townsend Leather now offers other unique capabilities, such as laser etching, perforating, quiliting, and digital printing to create custom looks and personalization on leather.



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Embossed Leather: Flat Bed Press

One of Townsend Leather's ways of embossing leather is by a Flat Bed Press. This process "stamps" the leather with a design or grain texture under very high pressure and heat. Townsend Leather has the largest collection of embossing plate patterns for leather in the U.S. with over 900 embossing plates available to choose from.

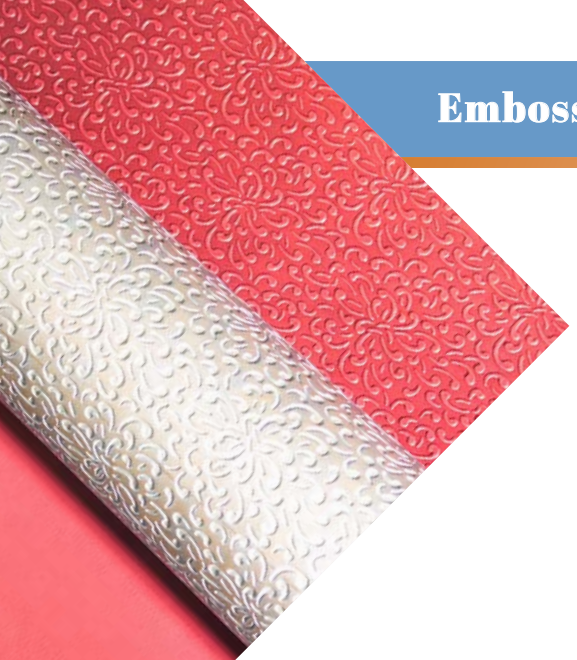
We can work from design sketches or photographs to develop virtual renderings and customized tooling of embossing plates. We have internal graphic design capabilities that allow us to create custom embossing designs in unprecedented turnaround times. Most of the Townsend Leather product line can be embossed and since this is a highly customized capability, we treat every project as unique.

Embossing is suitable for most all upholstery applications, including headrests, seating, and wall and floor panels.

- Depending on the pattern/plate design, embossing is available in full hides, sides, center cuts, and panels
- Many textures can be embossed on whole cowhides without showing overlap lines, known as matchlines
- A strike-off for approval can be generated before production



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Embossed Leather: Gaufrage Roller

Townsend Leather owns one of the largest collections of gaufrage rollers for leather in the U.S. With over 140 calendar rolls, this includes everything from small grains to decorative and abstract designs. This method of embossing is achieved through the technique of a Gaufrage Calendar Roll, where the design impression is transferred to the leather by an engraved roller under high heat and low pressure for a soft, natural hand without pattern match lines.

Similar to textile rolls, these decorative gaufrage patterns range over a variety of widths that allow leather hides to pass through to create clean and efficient use of a hide for upholstery applications and greatly minimizes the need for excess seams.

- Gaufrage patterns are offered in Center Cut Hides (40-45 SF) or Cowhide Sides (25-30 SF)
- Application and upholstery information is highly recommended so Townsend Leather may better assist with pattern direction and cut pattern sizes



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Leather Perforations

Perforation adds a distinct look and interesting detail to leathers for various applications. Most of the Townsend Leather product line can be Perforated.

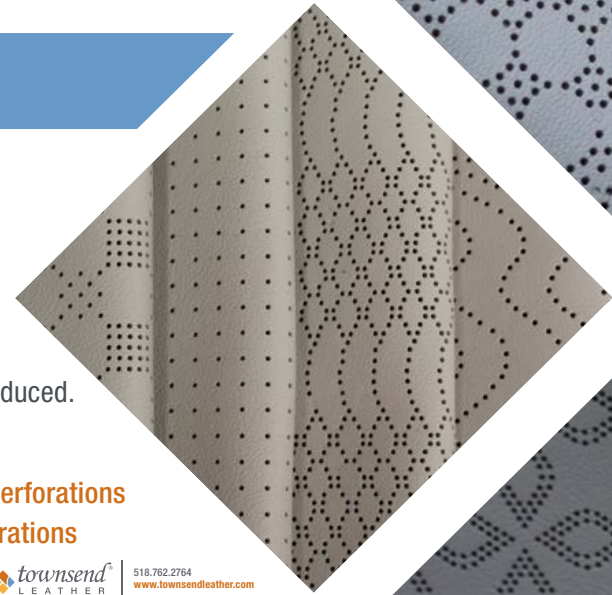
Perforated leathers are produced as half hides (sides) only and run 25 – 30 SF on average.

Estimated lead time for Perforation is 2 to 3 weeks additional to leather being produced.

Perforation pattern options can be found at the links below:

Standard Perforations: www.townsendleather.com/leather/resources/leather-perforations

Pretty Perforations: www.townsendleather.com/leather/resources/pretty-perforations



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Laser Etching

Laser Etching is a unique process of using lasers to engrave leather not involving the use of inks, nor does it involve tool bits which contact the engraving surface. This is a highly-customized capability and therefore we treat every project as unique. Your Townsend Leather Representative will help walk through the process of selecting the perfect leather, panel size, and other requirements based on your project needs. Townsend Leather has spent several years perfecting the Laser Etching technique to make your logo or custom design stand out. Estimated lead time for Laser Etching samples is 10 days additional to leather being produced.

Pricing is dependent on design width, quantity, and other details. Laser Etching is suitable for most upholstery applications, including headrests, wall or inset panels.

- Engraved on leather, then top coated for added durability
- Maximum etching area of 11"x22"
- A strike-off for approval can be generated before production

LASER ETCHING
BY
townsend® LEATHER

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Digital Printing

Digital Printing is a unique process that uses the most advanced technology to offer a leather print that retains beautiful saturated colors and high definition. This is a highly-customized capability and therefore we treat every project as unique. Your Townsend Leather Representative will help walk you through the process of selecting the perfect leather, base color, hide size, and other requirements based on your project needs. Estimated lead time for Digital Printing is 2 to 3 weeks additional to leather being produced.

Pricing is dependent on film width, quantity, and other details. Digital Printing is suitable for most upholstery applications, including furniture and wall coverings.

- Printed on film, applied to leather, then top coated for added durability
- Print can be applied on the grain or flesh side of leather
- Maximum printing width of 75”
- A strike-off for approval can be generated before production

Townsend Leather has a highly experienced Graphic Design Department that will assist you through the process.



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Quilting & Perforating

Townsend Leather acquired state-of-the-art machinery which allows us to create standard and one-of-a-kind pattern seat inserts and panels featuring decorative designs made through a combination of technical stitching and custom perforation.

Quilted leathers can be produced on any one of Townsend Leather's In-Stock, standard, or custom colored leathers and the whole process is completed at Townsend Leather's Upstate New York facility with quick turn times and attention to finest quality.

Lead time and cost for samples vary from project to project. Your Townsend Leather Customer Service rep will be happy to provide a quotation for both sample and production orders, working alongside you on the details of your project.

- Townsend Leather offers a variety of pre-designed standard patterns or can work with you to create a new pattern to design specifications
- Available in several different panel sizes
- Maximum quilting area varies based on pattern chosen
- Leather is stitched onto a layer of foam in 1/2" or 1/4" thickness

For a list of standard quilting patterns contact your Townsend Leather representative or info@townsendleather.com



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Townsend Leather Cutting Program

Our high-speed, modular leather cutting system features automated hide scanning, perimeter identification and flaw recognition. It offers the most advanced cutting and nesting technology available today for improving cutting yield and overall productivity.

For customers with repetitive pattern cutting requirements, the Townsend Leather Cutting Program can produce multiple sets cut to your specifications on schedule and at defined costs.

Townsend Leather Cutting Program Advantages

- Increases efficiency
- Leads to significant savings on shipping, receiving, and storage costs
- Reduces handling time, inventory management, production scheduling
- Maximizes yield
- Reduces waste, overage, scrap
- Minimizes risk of shipping damage
- Maximizes quality control
- Ensures inspection & pattern conformity



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Aftermarket Support

Townsend Leather is committed to supporting our complete product line long after an order has been delivered. We maintain our manufacturing records for many years for future reference so we can duplicate your specific custom production or dye lot if restoration, replacement, or supplemental orders are required at a later date.

We work to provide access to a worldwide network of licensed professional leather care service providers. To learn more about the services and training programs, contact your Townsend representative.

We are also able to recommend Leather Care & Cleaning Products that are formulated to be compatible with today's water-based leather finishes and will not damage the leather surface. You may use them with confidence on all of your finished leather seating.

Townsend cares about the performance of its leather in the field and works hard to assure your satisfaction with our quality and performance warranty.



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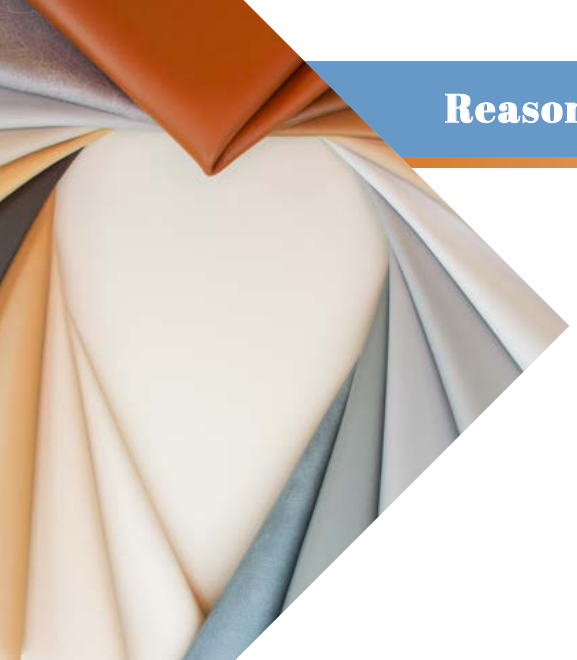
Reasons To Love Townsend

- Townsend does all of the manufacturing from coloring, finishing, embossing, special effects, and flame-proofing
- Our knowledgeable and experienced customer service staff are trained to respond quickly, clearly, and factually to every inquiry and request and to track orders very closely
- Every order undergoes comprehensive testing to assure compliance with industry quality standards
- Townsend accepts only the finest hides and skins from partner tanneries around the world
- Assistance is always available for customers when choosing the right product for every application
- A wide selection of in-stock leathers are available for immediate shipment; custom orders are usually produced in just 4-5 weeks
- Townsend has an extensive supply of samples and a dedicated sample department focused on responding to customer requests in a timely manner
- As the manufacturer, Townsend can engineer leathers to meet not only exact design specifications but also to meet budget requirements of any project, large or small
- Townsend has a dedicated "aRt"&D team who create and offer new colors, textures, and designs



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Reasons To Love Leather

There is a reason you can find vintage leather products that are still beautiful. Townsend's leather is a natural product that has been expertly processed to withstand the test of time. More than man-made textiles, leather is able to hold up against extreme temperatures and other aging concerns, if properly maintained.

Leather is truly nature's textile. Leather is flexible and stretchable, but holds its shape.

Leather is robust and durable. It is specially produced to breathe, age, and become more beautiful over time. Vintage boots, antique furniture, old leather-bound books - they all look better and get better with age, and they last and last - thanks to the long lifespan of leather.

Leather innately portrays a sense of sophistication, beauty, and high design that cannot be replaced with other materials.

Leather won't crack or split after years of use, instead it will get softer.
Simply put, leather lasts and lasts.



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All Over The World

We have a worldwide sales network ready to assist in any way needed.

Wherever you are, there is likely a Townsend Leather representative within reach in the same time zone to help with all aspects of your projects (from sampling to specification to ordering and after order support).

www.townsendleather.com/find-a-rep





Follow Us On Social Media

It is easy to stay up-to-date with everything Townsend Leather by following us on our social media outlets and reading our blog. Everything from color trends, new products, application and install shots, and company stories are posted to give you an insider view of the world of Townsend Leather.

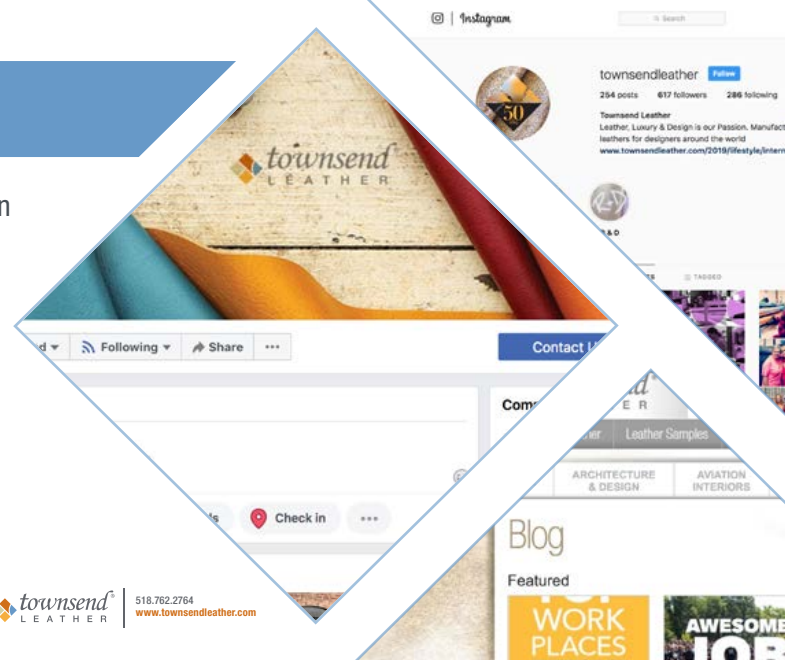
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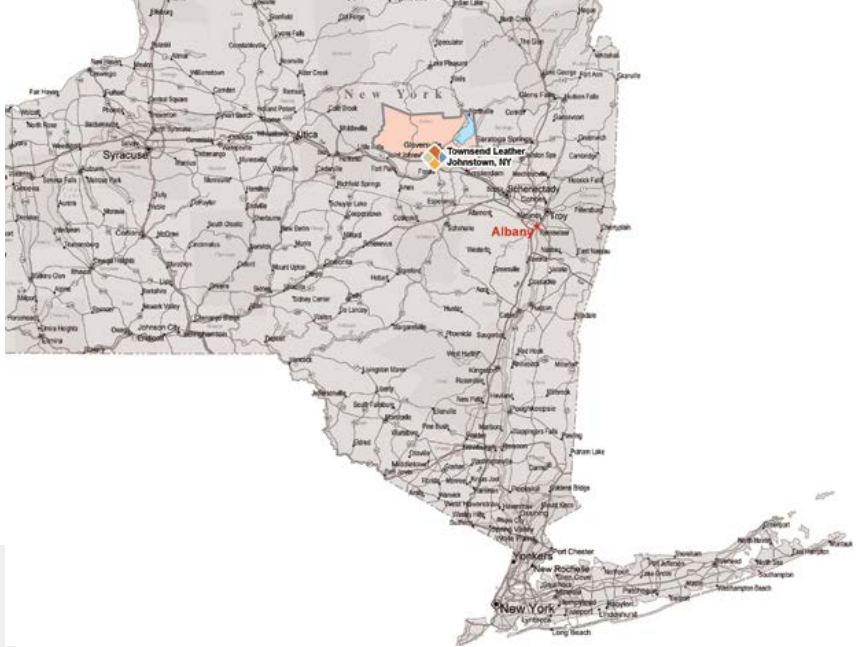
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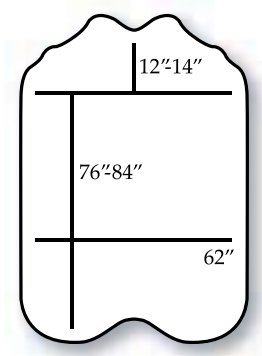
Browse our leather, order samples online or make your own lightbox at:
www.townsendleather.com/leather/samples



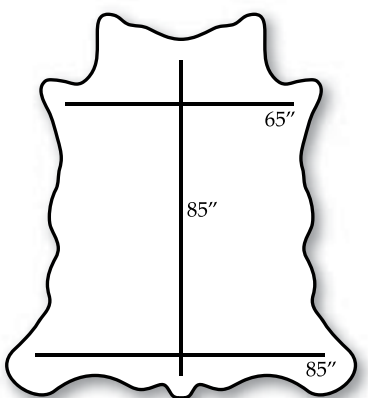
Average Hide Sizes

Any cowhide, skin or application need that you require, Townsend Leather is sure to have you covered! While each hide will vary due to the nature of the product, here is a little help for you to understand the average size of the product you are looking for.

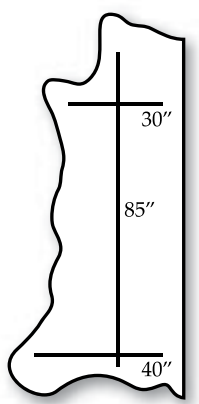
Center Cut Hide
40-45 SF Average



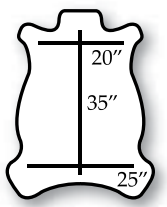
Cowhide
55-60 SF Average



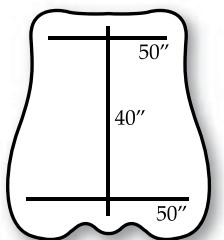
Cowhide Side
25-30 SF Average



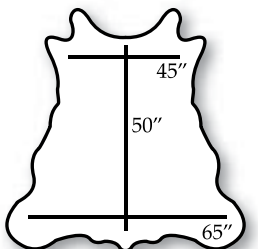
Lambskin, Goatskin or Deerskin
9-11 SF Average



Suede
18-22 SF Average



Calfskin
25 SF Average



18 square feet of leather = 1 LY of 54" fabric

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Townsend Leather's
Receiving and Storage Policy

Townsend Leather loves leather and we want you to love your leather as well. The leather you have selected is a luxury hand-crafted product that was produced and shipped to you under the highest quality standards and with a true passion for great work and the best possible leather. Please treat it with respect.

The box your order arrives in is a *shipping* box, it is not a storage box. Leather is a natural, beautiful, Three-dimensional fiber product - it needs to "breathe" and rest in a natural state to be at its utmost beauty and functionality.

TOWNSEND LEATHER'S RECEIVING AND STORAGE POLICY:

DO NOT STORE LEATHERS:

- **Under hot and humid conditions**
- **In areas with exposure to direct sunlight**
- **In areas with exposure to atmosphere where air contains reactive chemical fumes such as sulfur dioxide, ammonia, or others**
- **In cold draughts below 32 degrees**
- **In the shipment box**

Townsend Leather's Receiving and Storage Policy requires you to **remove the leather from the shipping box immediately** after receiving it. Then place the leather in a **room temperature, non-humid** place that is free of direct sunlight and any chemical fumes. **Best practice would be to drape the leather over a "horse" or a rack.** Or it can be laid flat. **Temperatures of 50-70° F and relative humidity of 25% to 65%** are considered ideal for storage.

When moving leather from the shipping box to your flat storage or draping area, **use two people to move** and ensure the leather is flat **without any folded, tucked, or bent areas.**

Depending on the conditions of its storage, leather either loses or absorbs moisture. Proper storage conditions and procedures will help ensure leathers are at optimal condition for usage. Storing rolled hides in the boxes they were shipped in is likely to result in discoloration, primarily in the form of roll lines, as the leather cannot breathe evenly due to the compressed areas.

Failure to follow the guidelines of our Receiving and Storage Policy could result in unevenness of color, the development of creases, wrinkles, and lines which contribute to loss of cutting yield, and possibly, the waiving of Townsend's responsibility to help correct these issues along with its acceptance of any costs associated with the rework.

Using two people to move and checking for any folded areas, remove leather from shipping cartons immediately upon receipt and place over racks or horses. If no racks or horses are available, lay out the hides on a table or flat surface for 3-5 days before beginning work as this will help relieve the wrinkles and creases created as a result of being rolled and stored in boxes. **When storing hides on a rack or horse, the leather should be stacked grain to flesh with the grain side up.** Depending on available storage area, it is best to limit the number of hides stacked to 40 or 50 hides. It is best practice to only stack common colors together. It is advised to rotate the hides by re-piling them every 30-45 days if the leather is not being moved and restacked due to normal upholstery usage.

If hides are opened and then later repackaged (for shipping purposes only), please be sure to roll hides with grain side out. Do not store leather in boxes. Storage in boxes will result in creases and yield loss when stored this way. Townsend is not responsible for removal of creases due to inadequate storage. Roll lines caused by inadequate storage will not be the responsibility of Townsend Leather.

We reserve the right to charge for services related to helping reduce the appearance of creases, wrinkles, color issues or other damage, and to charge for storage of material requiring "freshening" or additional corrective services (which contribute to loss of yield), and possibly, the waiving of Townsend's responsibility to help correct these issues as well as Townsend's acceptance of any costs associated with the rework.

For further information or guidelines for storing of leather, please contact Townsend Leather at **518.762.2764** or by e-mail at **info@townsendleather.com**.

REV: 3.0

Speaking of Leather

The terminology associated with leather can seem intimidating at times. As leather experts and your partners, we seek to simplify some of the verbiage you may have heard but don't fully understand. Here are some frequently used words and phrases related to leather.

Let's talk leather.

Aniline: Leather that is colored all the way through with a transparent dye. The effect is applied by immersing the leather in a dye bath. Because the finish is transparent and shows the natural markings of the leather, only the best quality hides can be used.

Antiqued: Leather that is dyed with one color over another (usually darker over lighter) so as to create rich highlights and an aged appearance. Also called distressed leather.

Buffed Leather: Leather from which the enamel surface has been removed by abrasion. Often known as nubuck.

Center Cut Hides: Term used by Townsend Leather to denote hide size of gaufrage-embossed leathers that have been cropped at the bellies to form a boxier and more usable shape.

Cutting For Approval (also known as CFA): A CFA is a sample of the leather from the actual dye lot; for made-to-order or custom leathers, Townsend colors the hides with aniline dyes and a cutting off of this colored load is then completed to represent the finished product. At this point, any adjustments to color, texture, or finish can be made before the whole order is completed.

Chrome Tannage: Leather tanned in chromium salts, primarily basic chromium sulfate resulting in soft, mellow hides receptive to excellent color variety. Currently the most widely used tannage in the world.

Colored Crust: Hides that have already been colored with aniline dyes and are "compatible" with the final color desired that will be applied by pigment finish or embossing and hand-tipping.

Combination Tannage: Leathers tanned with more than one tanning agent, such as chrome and vegetable together, resulting in both softness and body in skins.

Corrected Grain: Leather that has been buffed to remove blemishes, then embossed with a modified grain created using pigments and other finishes.

Crocking: Transferring of color or finish from leather to other materials by rubbing or abrasion.

Crust: Leather which has been tanned (treated to become non-perishable) but not colored or otherwise finished.

Custom Leather: Term indicating a leather that is not a company standard but rather is new and unique in color, texture, and/or finish from the standard offerings.

Distressed Leather: Another term for antiqued leather. Distressed leather is coated with a wax finish and then milled in order to create a worn, natural appearance. Due to its genuine look, each hide will have its own unique color variation.

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Drum Dyeing: The process of coloring leather by tumbling it in a rotating drum immersed in dye. A very effective method allowing maximum dye penetration.

Embossed Leather: Leather that has been "stamped" with a design or grain texture under very high pressure. Used, for example, to create imitation alligator hide.

Enhanced Grain: Leather that has been embossed with a modified texture to imitate a natural grain and create a more uniform surface.

Fat Wrinkle: Wrinkles in the grain of leather caused by fat deposits in the animal that create beauty in the leather. Fat wrinkles are not visible in imitation grain leather.

Finish: Any enhancing effect applied to leather after it has been tanned. Examples are dyeing, embossing, buffing, antiquing, waxing, waterproofing, and so on.

Full Grain Leather: Leather which has not been altered beyond hair removal. Full grain leather is the most genuine type of leather, as it retains all of the original texture and markings of the original hide.

Embossed Leather: A unique embossing process that creates upholstery leather of exceptional softness and beauty. The design impression is transferred to the leather by an engraved roller under high heat and low pressure for a soft natural hand without pattern match lines. Townsend's Gaufrage Leathers come as Center Cut Hides.

Glazed Leather: Aniline-dyed leather which has been polished to a high luster by passing through glass or steel rollers under great pressure.

Glove Leather: Lambskin or other very soft leather, typically used for gloves.

Grain: A word used to describe the natural characteristics of an unprocessed hide, such as its pores, wrinkles, markings, and texture.

Handiwork/Hand Antique: Leather that is finished with one color over another so as to create rich highlights and an aged appearance. This is done by hand, either wiping a darker color on over a lighter base color or wiping the dark color off.

Loose Grain: Term for when the grain or pebbling of the hide is spread out and noticeably different than surrounding areas.

Made-to-Order Leather: Term indicating a leather is a company standard leather but not currently in-stock so it requires a production lead time.

Matte Finish: A flat or dull finish.

Metamerism: The effect that occurs when two objects are perceived to be the same color under one light source but appear to be unalike in color under a different light source; because of metamerism, it is important to examine leather samples under the same lighting of the intended space.

Naked Leather: Leather that is aniline-dyed but has no additional finish which might mask or alter the natural state of the leather.

Nap: Describes the soft, "fuzzy" effect achieved in leather by buffing or brushing.

Natural Grain: A leather that displays its original grain.

Natural Markings: General term for all kinds of visible imperfections on the hide, including insect bites and scars.

Neck Wrinkles: Wrinkles in the grain in the neck area of the hide caused by fat deposits in and natural stretching of the animal's neck during its lifetime.

Nubuck: A leather whose surface has been buffed and brushed to create a soft, velvety effect. Differs from suede in that while suede is created from the flesh (inner) side of a hide, nubuck is created using the grain (outer) side, giving it added strength and durability.

Oil Tanned: Leather that is tanned using oils to create a very soft, pliable finish.

Open Scars (also know as "Opens": General term for any kind of small hole or open "wound" that is visible in the hide.

Patina: The aura or luster that develops in a quality piece of leather with age.

Pearl/Pear Crust: Leather which has been chrome tanned but not dyed or otherwise finished. Chromium salts cause the tanned hides to be light blue (pearl) in color.

Perforated: Leather in which a pattern of small holes is stamped using a die; comes as sides only.

Pigmented Leather: Leather that has been coated with a surface color on top of or instead of the usual dye finish. Leather is usually pigmented to add durability and uniformity and hide natural blemishes.

Plating: The process of pressing leather under a heated plate. Often used in upholstery leather to create a more uniform surface.

Pull-up: Describes the behavior of leather that has been treated with oils, waxes, and dyes in such a way that when the leather is pulled or stretched (i.e. on upholstery), the finish becomes lighter in the stretched areas. Considered a mark of high quality.

Retan: A modifying secondary tannage applied after intermediate operations following the primary tanning.

Semi-Aniline: Aniline leather to which a matching pigment layer is added to even out the color and add protection.

Side Leather: Leather made from one half, or "side", of a full hide. Typically refers to leather whose top grain (outermost layer) has been left intact.

Skive: To shave, slice or divide; to peel into a thin layer.

Snuffed: The grain surface is abraded with brushes, emery wheel, or sandpaper. Leather is snuffed for the purpose of removing defective grain, or for sueding the surface of the leather.

Stock Dye Lot Cutting For Approval: This kind of CFA is from a completed dye lot and is meant to be representative of the dye lot. Stock Dye Lot Cuttings usually cannot be adjusted and must be accepted as is.

Strike-Off Sample (also known as SKO): A strike-off sample is a hand sample piece of leather created to meet a customer's vision for color, texture, and/or finish. Strike-off samples are produced by Townsend at no charge.

Spectrophotometer: An instrument used to measure properties of light over a specific portion of the electromagnetic spectrum and is used by Townsend as a tool to help achieve and determine color accuracy; this tool is only applicable for finished products that do not have any special effects added.

Split Leather: Leather made from the lower (inner or flesh side) layers of a hide that have been split away from the upper, or grain, layers. Split leather is more fragile than side leather or full-grain leather, and is typically used in the form of suede.

Suede: Split leather that has been buffed and brushed to create a fuzzy surface feel.

Two-Tone/Tone-On-Tone: An effect created by applying layers of similar or constrasting dyes to a piece of leather in order to create a mottled or aged appearance. Antiqued and Sauvaged leathers are examples of two-tone leathers.

Upholstery Leather: Leather created from a whole hide and intended for use in furniture, automobiles, airplanes, and other upholstery applications.

Veins: Blood vessels in the animal that carry blood to the heart; veins are more prevalent in hides these days due to today's tanning practices.

Vegetable Tanning: A method of hide tanning which utilizes organic materials, such as bark, instead of the traditional chemicals. Vegetable tanned leather has greater body and firmness than traditionally-tanned leather.

Water Repellent: Townsend Leather offers the addition of 3M Scotchgard™ Protector to help repel water and oil, improve cleanability, and to generally keep the leather looking beautiful longer.

Weight: A term which describes the heaviness or thickness of leather. Typically given in ounces per square foot or millimeters (thickness).

Whole Hide: Refers to leather created using a full hide, as opposed to a side, and typically intended for use as upholstery leather.

Zebra Hair-on Cowhides: Zebra Stenciled Prints and other Faux Exotic Hair-on Cowhides are available upon special request.