



LEATHER SINCE 1933

[MOOREANDGILES.COM](http://MOOREANDGILES.COM)

# ABOUT US

Founded in 1933 in Lynchburg, Va., Moore & Giles is dedicated to designing and developing the world's most innovative and luxurious natural leathers. Leather has always been a symbol of style and sophistication, and our mission is to showcase its inherent beauty and preserve the natural features that give it character.

We take pride in the long-term relationships we have cultivated with fine artisan tanneries worldwide. Not only is it incredibly inspiring, it allows us to design and deliver an unparalleled array of natural leathers with the highest level of quality, originality and elegance.

# OUR MISSION

The mission of Moore & Giles, Inc., is to be the leading designer and supplier of the world's most unique and innovative leathers and accessories with a commitment to excellence in both quality and customer service guided by the simple principles of honesty, fairness, integrity and common courtesy.

# HISTORY

Moore & Giles was founded in 1933 in Lynchburg, Virginia during the heart of the Depression by Donald Graeme Moore. Previously a purchasing agent at the Craddock-Terry Shoe Corporation, he lost that job in a massive layoff catalyzed by poor economic conditions.

Originally a supplier of "findings", the Company sold a broad range of components used in footwear constructions to manufacturers in Virginia, Maryland and Pennsylvania.

When Donald Moore's son-in-law, W. Vernon Giles, joined the Company in 1935 the name was changed to Moore & Giles. In the 1950s, sales territories were expanded to North Carolina, Tennessee, Georgia, and Florida.

Donald Moore remained with Moore & Giles until his retirement in 1966 at the age of eighty-eight. Ironically, in the same month that his grandfather retired, Mr. Moore's grandson, Donald Moore Giles, joined the company. Today, he continues to serve as the Company's Chairman.

Up until the 1980s, Moore & Giles' primary business had been shoe upper leather, leather lining and sole leather, representing a variety of domestic tanneries. As domestic production declined, the Company diversified as a leather resource to other industries, primarily to the home furnishings industry, but also to the marine and athletic markets.

In the early 1990s, leather sales to the home furnishings industry became Moore & Giles' primary focus and it moved away from the more commodity-type leathers to more natural tannages and finishes. These pioneering efforts brought a fashion approach to home furnishings that showcased the visual and tactile beauty of natural leather. Over the past twenty years, strategic partnerships with tanneries in Spain, Italy, New Zealand, South America and the Far East have been cultivated to stock an extensive and innovative product portfolio at the Company's new facility at 1081 Tannery Row in Forest, Virginia.

The turn of the century saw the business expand its focus from residential manufacturers to an even larger base of architects, specifiers and interior designers, primarily in the high-end hospitality, residential and aviation design arenas. From the lobbies and rooms of exclusive hotels, to the interiors of celebrated restaurants, to the spaces within artfully designed homes, our leathers grace some of the most exciting design projects around the world.

In January 2007, the Company launched its line of leather bags and accessories as an additional avenue for showcasing the inherent beauty and timeless appeal of its natural leathers. Sold at fine retailers across the country and online on the Moore & Giles Web site, the collection is constantly evolving with new offerings.

Currently, Moore and Giles employs more than 55 people in its headquarters in Forest, Virginia with representation in every major metropolitan area as well as strategic partnerships in England, Germany, France, United Arab Emirates, Singapore and Hong Kong.

# ENVIRONMENTAL POLICY STATEMENT

Moore and Giles, Inc., a global supplier of naturally tanned leather hides and products, is committed to achieving our business goals and objectives in a manner that promotes a healthier and safer environment in our workplace, our community and around the world.

Hides originating as a by-product of food sources and tanned leather are perhaps the greatest use of a by-product in the history of the world. Leather has clothed, sheltered and protected mankind since the dawn of time. In our procurement of tanned hides from around the globe, we are committed to partner with our suppliers to ensure full compliance with all governmental regulations that meet or exceed standards of environmental responsibility.

Modern tanning processes using either mineral or organic methods are becoming more efficient and environmentally friendly. In mineral tanning, trivalent chromium is being reclaimed in modernized, efficient water treatment facilities to ensure the discharge of clean wastewater. In many cases chrome is now being recycled and reused in the tannery production process. Organic methods such as vegetable tanning and various forms of chrome-free tanning as well as the continued movement to water-based finishing operations promote an even higher level of environmental awareness. Moore and Giles has product offerings in all these categories, and we will continue to expand our offering of eco-conscious products that promote a better global environment.

This policy also encourages and supports the development and improvement of an eco-friendly environment in our facility through education and raised awareness of our employees. The three Rs of environmental consciousness – Reduce, Reuse and Recycle – are guidelines by which we will measure our success and improve future goals. Wood, paper and plastic products whether consumed in our facility or used for transport of our products will be recycled whenever possible. Reduction and conservation of energy consumption will be promoted within this facility. Finally, Management will continue to pursue environmentally friendly choices with regard to future capital improvements.

Moore and Giles is committed to exercising good corporate citizenship through compliance with all environmental laws and regulations. Minimal impact to air, water and land by our practices and activities is the ultimate measure of our success for our employees, our families, our community and our future generations.



R. Sackett Wood  
President  
Moore and Giles, Inc.

# LEATHER 101

## HISTORY OF LEATHER

Leather is one of man's earliest and most useful discoveries. Our ancestors used leather to protect themselves from the elements. Primitive man hunted wild animals for food, then made clothing, footwear and crude tents from the hides. Like then, hides used today are a by-product. Animals are raised for the meat, dairy and wool industries, not for their hides. Roughly half of all leather produced today is used to make shoes, and about 25% for clothing. Upholstery demands only around 15% of the total product.

Wall paintings and artifacts in Egyptian tombs dating back to 5000 B.C. indicate that leather was used for sandals, clothes, gloves, buckets, bottles, shrouds for burying the dead and for military equipment. The ancient Greeks are credited with developing tanning formulas using certain tree barks and leaves soaked in water to preserve the leather. This was the first record of vegetable tanned leather, which became a well-established trade in Greece around 500 B.C. Vegetable tanned leathers are still produced today and remain an active ingredient in modern tannages. The Romans made extensive use of leather for footwear, clothes, and military equipment including shields, saddles and harnesses.

Due to its durability and comfort, leather has been used for seating throughout the history of transportation and furniture. It has always been the ideal material for making saddles and tack, as well as footwear. During the Middle Ages, leather became the cover of choice for dining chairs, because it was easy to maintain and did not absorb the odor of food.

The spread of industrialization in the 18th and 19th centuries created a demand for new kinds of leathers, such as belting leathers to drive machinery. The invention of the automobile, the demand for softer, lightweight footwear with a fashionable appearance, and a general rise in the standard of living created a demand for soft, supple, colorful leather. The traditional vegetable tanned leather was too hard and thick for these requirements and thus, the use of chromium salt was adopted and chrome tanning became the standard for modern footwear, fashion and upholstery leathers.

Modern technology has allowed for innovation in the leather industry, as the development of chemicals and sophisticated processing methods have greatly expanded the aesthetics and feel of leather as well as the possible applications. Leather continues to be the material of choice, not just for commercial and residential furniture but for automotive, aviation and marine applications as well.

## HOW LEATHER IS MADE

### Tanning

Leather tanning is the process of converting cleaned, perishable raw hides or skins into leather to preserve their natural beauty and inherent characteristics. The most common methods of tanning are Chromium and Vegetable Tanning. Chromium-Tanning is the most prevalent form of tanning.

Chrome-tanned leather is tanned using chromium salts. It is softer and more supple than vegetable-tanned leather and does not discolor or lose shape as drastically in water as vegetable-tanned leather. Chromium-tanned hides are also more receptive to color.

Vegetable-tanned leather is tanned using tannin and other natural ingredients found in trees and plants. The result is leather that has greater body and firmness than chromium-tanned leather. The majority of Moore & Giles leathers are chrome-tanned.

Hides are often treated several times during the tanning process with agents that will enhance the leather's physical strength and ensure various characteristics desired in the end result. This is known as Retanning. Many of our leathers undergo a retanning process using chrome tanning agents or a combination of both chrome and vegetable tanning agents prior to being dyed and finished.

### Dyeing

The majority of Moore & Giles leathers are dyed in drums using pure aniline dye.

Drum dyeing is the process of immersing the leather in the dye and tumbling it in a rotating drum to ensure maximum penetration of the dye throughout the hide.

Aniline dye is a translucent water-based dye without any added pigments. As aniline dye is absorbed, natural markings and inherent characteristics such as scars and wrinkles are brought out in each hide. Since absorption of dye may differ from area to area, slight variations in color are usually exhibited throughout the hide, much like wood varies when stained. For example, loose areas of the skin typically accept more dye and appear darker. These distinctive markings and nuances in texture and color should be considered natural beauty marks and are a testament to its authenticity.

Some of Moore & Giles leathers are tanned with a semi-aniline finish. Semi-aniline dye has a small amount of pigment or finish added to it to allow the natural characteristics of the hide to still show through while offering some of the benefits of color consistency and increased cleanability. For example, lightly pigmented leather won't show a mark if you scratch it with your fingernail, like an aniline-dyed leather will.

Examples of Semi-aniline offerings from Moore and Giles leather include Deer Run, Napa Silk, Broadway, Libby, Scorpion, Aspen, Olympia.

## Finishing

In general, finishing involves any process performed after the dyeing stage such as embossing, milling or waxing to achieve a desired result in terms of appearance and feel for the leather.

Certain leathers such as Harness and Brighton are naturally milled to enhance the leather's grain or soften its hand. Hides are tumbled in rotating drums and sprayed with a combination of heat and misting of water during the milling process.

Many of our leathers receive a combination treatment of wax and oil which completely permeates the hide and provides inherent resistance to moisture. These treatments are designed to bring out all the attributes that make leather a truly original, natural product.

Similar to the grain of fine wood, leather has a myriad of nature's signatures incorporated into it that are unique to each hide. These signatures can be found in the form of healed scars, wrinkles and differences in grain. Since most of our leather does not have any artificial finish applied to the surface, any inherent variations in texture are not masked or concealed. As each year passes, the leather will acquire a rich and beautiful patina that has a wealth of charm and character all of its own.

We employ a variety of techniques during the tanning process to enhance the natural appearance of our leathers. For example, ironing with heat and pressure creates a clear and glossy surface in leathers such as Absolute and Parliament with the added benefit of even more moisture resistance.

For clients, looking for uniform color consistency and maximum protection against wear and scratches, we offer a number of leathers that have been finished with a protective pigment or topcoat coating. For example, Olympia, Deer Run, Broadway and Napa Silk have a light layer of pigment on the surface. Our goal is to ensure consistent color but still offer a soft supple leather.

With the exception of suede and nubuck leathers, we endorse nearly all of our products for restaurant use.

## ABOUT MOORE & GILES LEATHERS

The majority of Moore & Giles leathers are designed on full and top grain hides.

Full grain hides have not been sanded or buffed on the surface of the hide. Top grain hides go through a light buffing process to help the leather better absorb dye and minimize the appearance of blemishes on its surface. However, the natural markings on each hide remain in tact and visible.

We also offer a variety of corrected-grain leather for clients looking for more uniform color consistency and increased durability. These leathers have been sanded to correct imperfections on the surface and are lightly embossed with a leather-like grain. Examples of Moore & Giles corrected grain leathers are Libby, Olympia and Scorpion.

Following are descriptions of some of our more specialized leathers:

**Split leather** is the upper portion of a hide that has been split into two or more thicknesses. Typically, a cowhide can be split into three usable layers, the top layer which is known as the skin or grain surface, and the center and bottom splits known as suede.

**Nubuck** is top-grain leather where the top hair cell layer has been removed by sanding, resulting in a luxurious nap and velvet-like surface.

Leather with the hair still attached is called **hair-on**.

**Water buffalo hides** are thicker hides with a bolder more pronounced grain that varies throughout. These hides have a more rugged appeal. Stampede, Churchill, Monaco & Bangkok are all Water Buffalo hides. They originate from Asia.

### A NOTE ON LEATHER THICKNESS

*The vast majority of leather is sold according to its area. The leather is placed through electronic measuring machines and its surface area is determined. The unit of measurement is square meter or square foot. The thickness is also important, and this is measured using a thickness gauge (the unit of measurement is millimeters, e.g., 1.0-1.2 mm is a standard thickness for upholstery leathers).*

*In some parts of the world, top-grain thicknesses are described using weight units of ounces. Although the statement is in ounces only, it is an abbreviation of ounces per square foot. The thickness value can be obtained by the conversion: 1 oz/ft<sup>2</sup> = 1/64 inch (0.4 mm). Hence, leather described as 7 to 8 oz is 7/64 to 8/64 inches (2.8 to 3.2 mm) thick. The weight is usually given as a range because the inherent variability of the material makes ensuring a precise thickness very difficult. Other leather manufacturers state the thickness directly in millimeters.*

*Ninety to ninety-five percent of Moore & Giles leathers are 1.0-1.2 mm thick. Leathers that are thicker such as Harness at 1.4-1.6 mm are heavier and typically show more grain character while leathers such as Highball at 0.8-1.0 mm have a lighter, more drape-like quality.*

# GLOSSARY

## **Aniline Dye**

A transparent, water-based dye, originally produced from the indigo plant, that is used to color leather. The leather is dyed all the way through in an immersion process, so that the natural characteristics of the leather are visible.

## **Buffing**

A mechanical process that reduces the appearances of surface blemishes and helps increase absorption of dye.

## **Blue or Wet-Blue**

Leather hides with the hair removed that have been tanned (preserved) but not yet finished. Chromium salts used in the tanning process cause the hides to turn light blue in color.

## **Calf**

The hide of a young or immature bovine animal not exceeding 34 square feet in area and 1.00 millimeters in thickness.

**Chrome-Free** (“Wet-White” Tannage): A technology introduced in the 21st century, used to replace chrome, which is not biodegradable, with an alternate tannage. Usually employing different aldehydes, chrome-free leather will biodegrade in an environmentally-friendly way at the end of its useful life. Examples are Cascade, Plaza and Treetop. Also known as “Wet-white” tannage.

## **Chrome Tannage**

Leather tanned with chromium salts resulting in soft, supple hides receptive to excellent color variety.

## **Combination Tannage**

Leather that receives chrome and vegetable tannage producing suppleness and body in the hide.

## **Corrected Grain**

Leather on which the outer surface of the grain has been slightly removed by sanding and embossed with an artificial grain.

## **Crust**

Leather that has been tanned and dyed, but not finished.

## **Drum**

A revolving cylindrical vat which can hold up to 10,000 sf of leather, used for processes such as washing, tanning, aniline-dyeing and milling leather hides.

## **Drum Dyeing**

The application of dyestuffs to leather by the immersion of the leather in a drum that is tumbled. This process allows full dye penetration into the fiber.

## **Embossed Leather**

A pattern is applied by extreme pressure in a press to give a unique design or imitation of full grain characteristics. Sometimes leathers are embossed to make them appear to be another leather, such as embossing an alligator pattern into cowhide.

## **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 normally visible in corrected grain leather.

## **Finish**

Generally defines a surface application on the leather to color, protect or mask imperfections. More specifically, it refers to all processes administered to leather after it has been tanned.

## **Full Grain**

Leather in which the grain layer or dermis has not been altered. The grain layer gives each type of leather its distinctive appearance.

## **Hand**

A leather industry term used to describe the feel, i.e. suppleness or fullness of upholstery leather.

## **Hand Antiqued**

The process whereby skilled craftspeople hand-rub a contrasting color onto the surface of the leather to accentuate the natural grain or embossing.

## **Hide**

The pelt of a large animal.

**Leather**

An animal hide that has been preserved and dressed for use.

**Milling**

The process by which tanned hides are tumbled in rotating drum and a combination of heat and a misting of water can be employed to soften the hand or enhance the grain. This process produces added suppleness in hides.

**Naked Leather**

A dyed leather that has received no topical application that may mask or alter the natural state of the leather. Leather that has been aniline-dyed in the drum and then topcoated with aniline dyes devoid of oil-based pigments. Naked leathers are pure and transparent but are less well-protected against staining and fading than semi-aniline leathers.

**Nubuck**

Full-grain, aniline-dyed leather that is buffed to create a soft and velvety nap.

**Patent Leather**

Leather with a glossy impermeable finish produced by successive coats of drying oils, varnish, or synthetic resins.

**Patina**

A natural characteristic that develops on full grain leather through normal use over a period of time.

**Perforated**

In leather, this is the process of die-cutting small holes to form a pattern. The holes can vary in size, density and pattern.

**Pull Up**

When leather is pulled during upholstery oil or waxes in the leather dissipate and become lighter in some areas creating a multi-tone effect. This is also known as burst and is most evident when upholstered.

**Semi-Aniline**

Leather which has been aniline dyed, incorporating a small quantity of pigment in the topcoat, not so much as to conceal the natural characteristics of the hide, but affording additional protection.

**Shrunken Grain Leather**

A full, natural grain leather that is shrunken to enlarge and enhance the grain character of the leather.

**Side**

Half a hide cut along the backbone. Hides that have been cut in half, forming two 'sides' in order to better accommodate small tannery equipment.

**Split Leather**

Leather made from the middle or bottom split, or reticular layer of the hide, can have an imitation grain embossed into a heavily finished pigmented surface to simulate top grain leather.

**Suede**

A fibrous leather, typically made from the reticular part of the hide. The horizontal split of a leather hide, usually with a velvet-like nap. Typically, suede hides average 18 square feet.

**Tanning**

The process of stabilizing perishable raw hides by the use of tanning materials into the permanent form of leather.

**Top Grain**

When leather is split during processing, the top grain is the upper portion of the hide. The surface of top grain hides are lightly buffed to help the leather better absorb dye and minimize the appearance of blemishes on its surface.

**Vegetable Tanning**

The conversion of rawhide into leather by use of vegetable tannins. This process produces leather with greater body and firmness than the more general method of chromium tanning.

**Weight**

The weight of leather is measured in ounces per square foot.

# A BACKGROUND ON LEATHER AND THE MOORE & GILES APPROACH TO DESIGNING AND SELLING IT

## Leather and Its Important Role in History

Leather has been around since the dawn of man and ranks up there with fire as a key catalyst for human progress. It has clothed, sheltered, protected, transported-even fed-mankind, playing a vital role in our early existence. It provided belts that helped run the machinery that fueled the Industrial Revolution; it really is the fabric of life in so many ways.

It is by far the greatest by-product in the history of the world-perhaps the “original sustainable solution”. Because of the demand for meat, hides are a ready commodity that are bought, sold and traded in global market, similar to other commodities like oil, cotton and coffee. China is the largest importer of US hides; our Italian partner buys fresh hides from England every week; Thailand imports salted hides (preserved) from England, Ireland and New Zealand. The big blunder would be to cast these hides aside and do nothing with them.

Instead, leather serves a broad range of markets including ready to wear, footwear, leather goods, hand bags and of course, upholstery. There is no other material, natural or man made that can rival leather’s perfect construction. This random entanglement of collagen fibers is constructed in such a way that it provides incredible performance and durability characteristics, making leather virtually tear proof and puncture resistant. It is a porous, breathable material that regulates moisture making it THE comfortable surface for seating. Add luxury to that equation and you have a material that truly stands apart.

Today, leather is a symbol of style and sophistication. The ability of craftsman and artisans around the world to transform this raw material into a work of art through a blend of sound scientific principles and craftsmanship is truly remarkable. The analogy of tanning to fine cooking provides the perfect metaphor. The brilliance of the culinary genius is not in the recipe, but in the execution of it in order to create something truly special. The same is true for the tanner who approaches tanning as an artistic endeavor that requires vision, patience and a meticulous attention to the finer details of his craft.

## The Evolution of Natural Leather

The emergence of upholstery leather in the last 15 years as a fashion category, similar to the leathers in the ready to wear, footwear and handbag markets, has challenged the conventional wisdom of traditional upholstery leather and created a whole new category from an aesthetic point of view. The evolution to “natural” leathers, devoid of the pigments and other finishes that conceal the inherent beauty of leather, has allowed the market to offer a material that stimulates the senses, providing both visual beauty and tactile appeal. To simplify it, it is not how much you can do to over engineer the leather, but how little can be done to preserve it and expose it for what it is to celebrate all of its natural features and attributes.

These hides are fully drum dyed in vats of water soluble aniline dyes that fully penetrate the hides from face to front. They are then dressed with waxes, oils, and other tanning ingredients that help showcase the leather and enhance its natural appeal for added depth and character. They are designed to age gracefully with time being an ally and not an enemy, wearing in and not wearing out. They should be shown and sold in a way that celebrates the natural features and characteristics that are nature’s hallmark.

Color variation, pull up effects, healed scars, fat wrinkles and other natural markings are a signature to its authenticity and should be viewed as features of the product- not defects. Each hide will absorb the dye differently, both within the hide and from hide to hide, making every piece distinct and completely unique. This story is worth telling and provides the initial conversation to manage people’s pre-conceived thoughts and expectations up front. Very often issues of color and other natural features are ultimately the features that make the leather appealing and unique- “what they hate is what they like”. A similar analogy would be the variation and colorations of natural wood grains-every one is unique and distinct.

Most all of these leathers are full grain, fully drum dyed leathers, but take caution not to get too caught up in terminology and definitions- that is not the story that will hold anyone’s attention. The story is their emotional response to the leather; are they drawn to it visually; is the hand of it appealing to them; does the smell of it stimulate the senses. Natural leather is not merely sold; it is introduced to ignite a reaction that creates a “want” as opposed to the need. It is a personal, emotional purchase. Almost everything we sell is full grain and fully drum dyed with the exception of the splits we use to make beautiful suede, but focus on the broad canvas that leather offers-that is the story to tell.

## Leather in Today’s Interiors

The emergence of fashion colors in upholstery leather has helped fuel the growth of leather upholstery offerings to make them an important artery in the web of good design. The category has expanded beyond the traditional brown, burgundy and green categories and now offers rich,



saturated hues of yellow, orange, red, teal and purple that opens the door to a sea of endless possibilities for leather in the home. Merchants and Designers can now blend leather beautifully into the design scheme of the season in a way that complements and does not overwhelm a particular pallet.

The “less is more” approach of better scaled leather frames also creates numerous options to place leather in the home. It is no longer about the collection of the huge sofa, love seat and ottoman completely monopolizing a room. Now it is about the collectable that offers a lens to see leather become a part of your home in a simple, subtle and sophisticated manner and often times in areas you might not think of otherwise. There are simply more places to offer leather today and thus more opportunities to sell it.

### Care and Cleaning

When it comes to cleaning less is more as well. Leather is designed to be a very low maintenance cover. Conditioners and cleaners that are specifically recommended for leather can be used but should always be tried in a hidden area first to insure there are no adverse effects to the leather. Never use harsh solvents or cleaners that are not specifically recommended for leather. Dust periodically with a dry cloth otherwise, leave it alone and allow the leather to age gracefully over time. Sunlight will fade leather over time; if the furniture is located in an area that gets heavy direct sunlight, take pro-active measures to reduce that exposure up front- i.e. put a throw over top of it during the day and remove it when being used. But fading will occur over time and will be a part of the story.

### Leather and the Environment

Leather is a more environmentally friendly process than ever before. Tanneries go well beyond adhering to the minimum standards of environmental regulation to co-exist as good neighbors in the communities they serve and live. Modernized water effluent treatment centers today capture water run off very effectively and filter out all of the necessary materials before being released. In many cases, the captured materials are re-used and recycled, again helping reduce costs and become more efficient. The movement to water based systems and less solvent based articles also helps make tanning a cleaner, more eco friendly process. We use the modern technology of chrome tanning blended with the age old art of vegetable tanning to create many of our leathers, allowing us to offer articles that capture the benefits of modern science but with a vital link to leather's heritage and rich history. Extracts from trees like Mimosa and Chestnut are still used today in tanning, the same way they were used by the Indians who introduced this technique to the early settlers.

### Closing Advice

Understand natural leathers for what they are and do not apologize for things that make them truly unique. Celebrate them and have fun selling them. The more expectations are managed up front and the more understanding about them you can impart, the less confusion there is on the back end and the better chances for a happier customer.

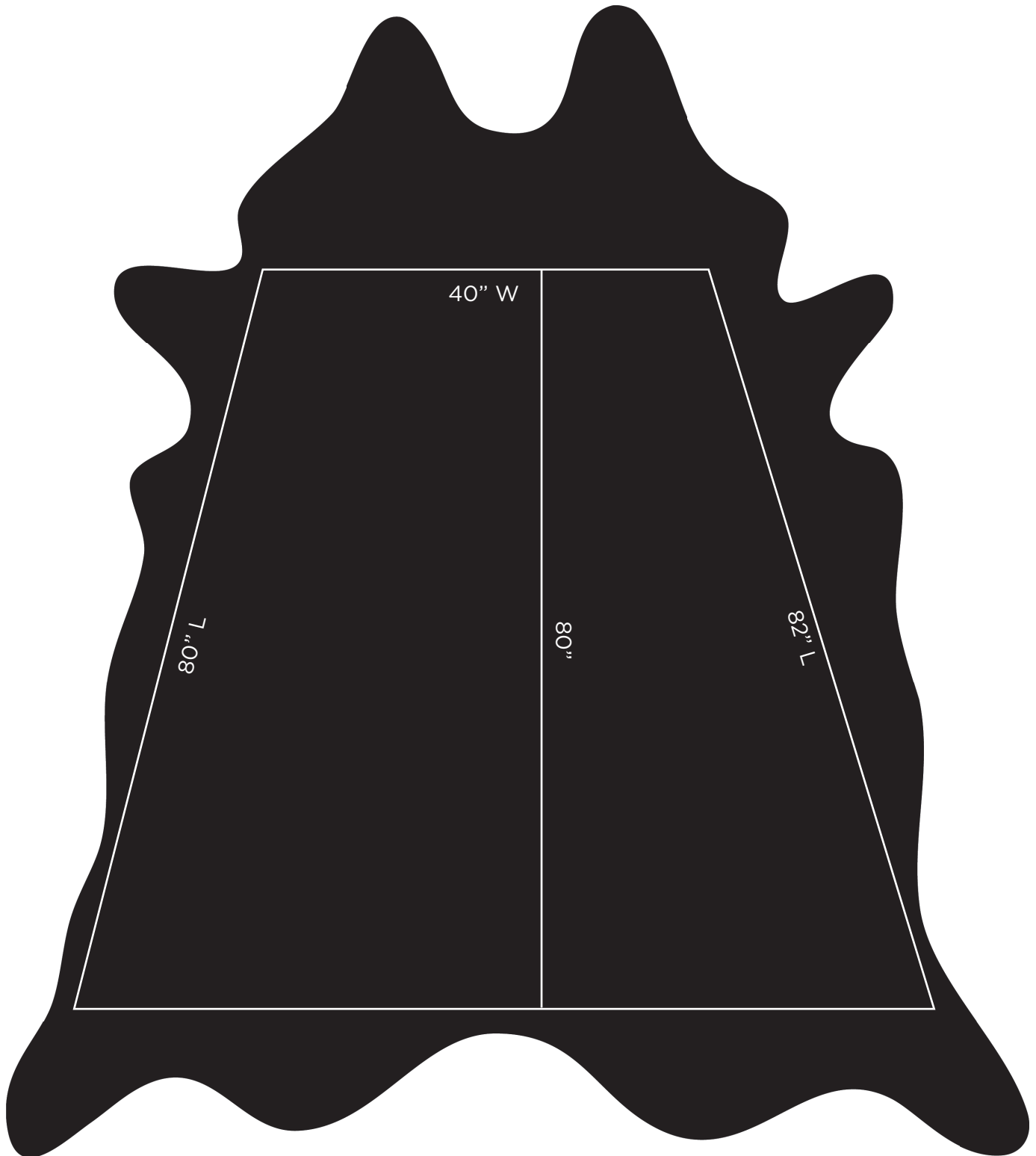
## AVERAGE HIDE DIAGRAMS—FULL SIZE HIDES

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### Deer Run

Based on 60 SQ. FT.

ESTIMATED FIGURES ONLY! Results not typical.



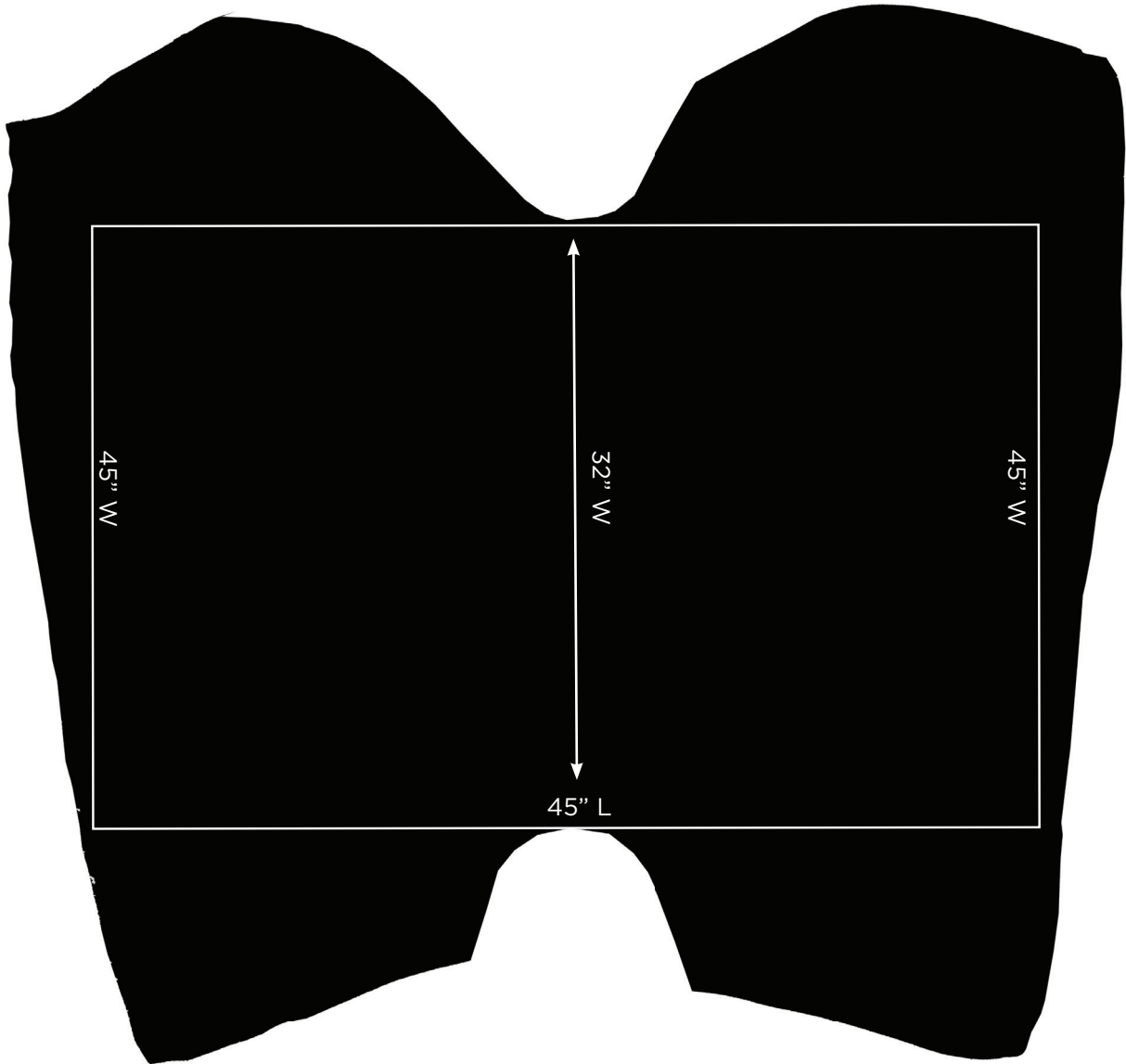
## AVERAGE HIDE DIAGRAMS—DOUBLE BUTT HIDES

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### Satin Suede

Based on 15.25 SQ. FT.

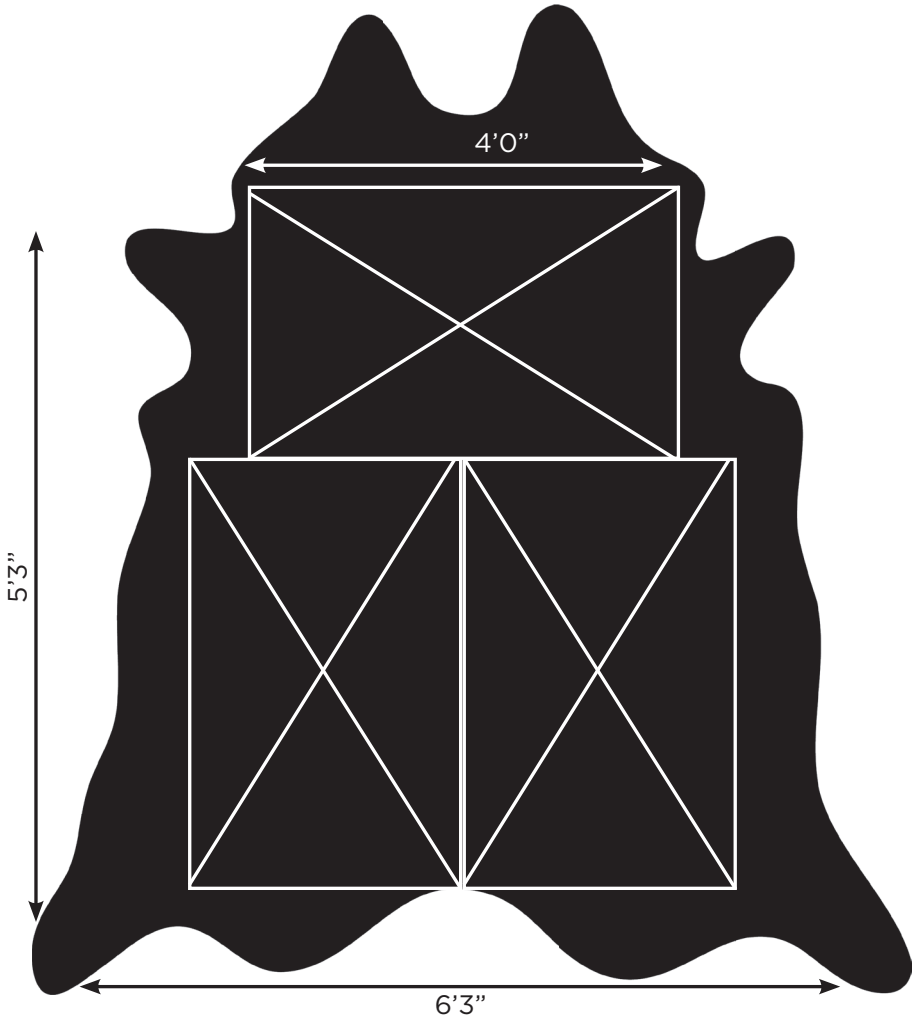
ESTIMATED FIGURES ONLY! Results not typical.



## CALCULATING LEATHER REQUIREMENTS

By industry standards, **one running yard of fabric = 18 s.f. of leather.** Although there are actually 13.5 s.f. in a running yard that is 54" wide, the additional 4.5 s.f. in the formula accounts for the waste factor, since hides are irregularly shaped. The term "usable square feet" already takes into account the waste factor, so that it is unnecessary to add to the amount required.

3-27"x27" (at least)  
4x6 ft yield  
54"



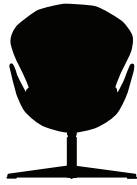
18 sq. ft. per yard of fabric  
3 yards x 18=54 sq. ft.

## FABRIC TO LEATHER CONVERSION CHART

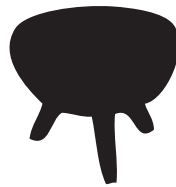
The images provided are intended to give you a general idea of the amount of leather required to upholster each piece of furniture. These dimensions are estimates only and are not exact. Each piece of furniture will vary slightly in shape and size affecting the overall amount of leather needed for upholstery.

Average Hide Size: 50-55+ SQFT

1 Linear Yard is roughly equivalent to 18.5 SQFT, based on a roll of 54" fabric.



**Desk Chair**  
(3 yrds./55.5 sq.ft.)



**Ottoman**  
5 yrds./92.5 sq.ft.



**Dining Room Chair**  
4 yrds./74 sq.ft.



**Headboard**  
Twin 1.5 yrds./27.75 sq.ft.  
Double, Queen, King  
3 yrds./55.5 sq.ft.



**Arm Chair**  
2 yrds./37 sq.ft.



**Wing Chair**  
8 yrds./148 sq.ft.



**Bench**  
3 yrds./55.5 sq.ft.



**Sofa**  
TIGHT 15 yrds./277 sq.ft.  
LOOSE 18 yrds./333 sq.ft.  
TUFTED 19 yrds./351.5 sq.ft.



**Chair**  
TIGHT 8 yrds./148 sq.ft.  
LOOSE 9 yrds./166.5 sq.ft.  
TUFTED 10 yrds./185 sq.ft.



**Love Seat**  
TIGHT 12 yrds./222 sq.ft.  
LOOSE 13 yrds./240.5 sq.ft.  
TUFTED 13 yrds./240.5 sq.ft.



**Chaise**  
(12 yrds./222 sq.ft.)

\* You will need to factor in extra leather if there is any pattern, repeat or tufting considerations in your project.

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