



PRO TIPS FOR GETTING THE MOST OUT OF YOUR UPHOLSTERY DEPARTMENT

ATA MARINE
FABRICATORS CONFERENCE

MADE IN USA

CanvasDesigners®

Canvas Designers Inc.
1500 Australian Avenue
Riviera Beach, FL 33404
www.canvasdesigners.com



Market: South Florida, Caribbean, Costa Rica

Established : 1985

Facility: 35000 sq ft

Employees: 48

Sales Volume: $ 8 million

Mike Erickson	CEO, MFC
John Erickson	Sales
Robby Erickson	Patterning and Installation
Shannon Simmons	Upholstery Technology Manager
Winnie Maddox	Upholstery Seamstress Manager
Brooke Kelly	Cutting and Technological Sewing Manager

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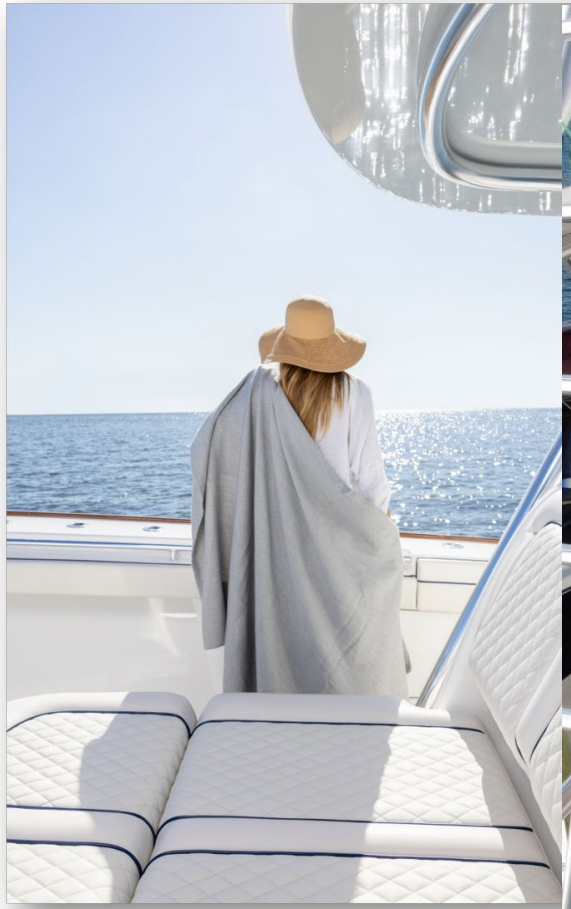
Over View
Of
Canvas Designers
Upholstery Department

Exterior Cushions and helm chairs





Helm Chair Upholstery



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Bow Sun Beds

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Bedding, Mattresses, Furniture and Exterior Upholstery





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FURNITURE UPHOLSTERY AND BEDDING

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PATIO CUSHIONS AND BOW CUSHIONS





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SOFAS AND DINETTES





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CHAIRS AND BAR STOOLS





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FURNITURE FRAMES













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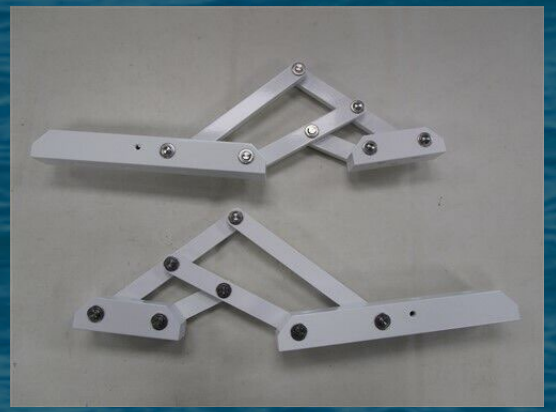

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Headliners





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MATTRESSES , BEDDING, HEADBOARDS







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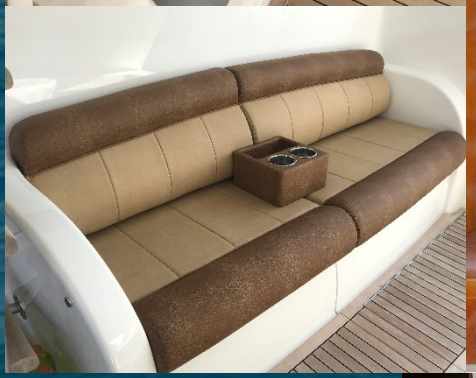










WE PRODUCE A LOT OF MEZZANINE CUSHIONS FOR SPORTFISHING BOATS

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HELM CHAIR AND FLYBRIDGE CUSHIONS

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GETTING STARTED WITH THE ESTIMATING PROCESS

currently using QuickBooks Diamond in the cloud

Starting to use a customized program called Results

Link to Results

Results

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Selling at the Boat

Bag of Tricks

- Sample cushion
- Various Fabric and quilt samples
- Pictures of previous finished jobs
- Pictures and samples to upsell

A showroom is a benefit but having a small organized section in the shop for color, fabric, and quilt selections is a MUST.

Sales mindset

- Knowing what your team is best good at
- Be responsive in what your client is looking for
- Confidences sells
- Do not sell yourself short from competitors pricing

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Five field teams consisting of a team leader and helper



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Robby Erickson
Manual Patterning and Digital Patterning Needs

Manual Patterning

- Canvex & sharpies
- Blue tape & seam tape
- A square or angle finder
- Patterns will have a picture taken and imported into CAD using Photomodeler

Digital Pattern

- Prodim proliner
- Measuring tape for confirmation measurements
- Blue tape for leaps/separate files
- A flash drive to transfer the file to the system



Pattern would be Taken at boat

- Field crew will visit the vessel and use canvex to create the surface templates of the area
- Side profiles, top profiles, faces and bases are drawn out in separate canvex patterns labeled accordingly
- Closed, open ,and fiddled areas are marked accordingly for any reduction or growths along with how much
- A right angle/angle finder would be used to identify the bevel requirements for the backrest and seat cushions

Patterning





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Canvex is taped to Surface





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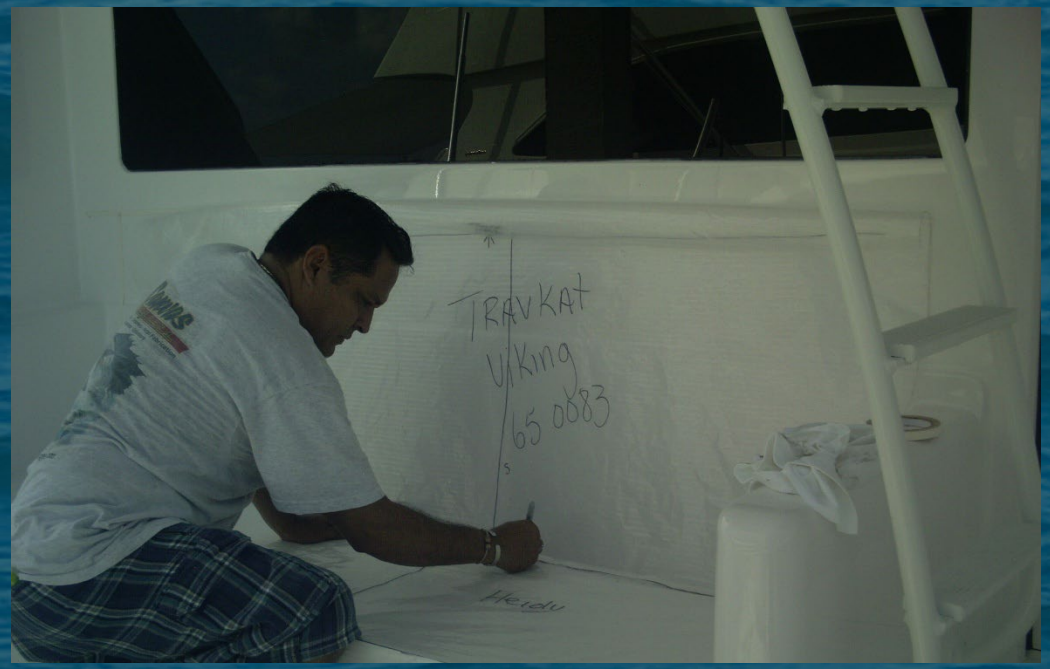
Pattern is drawn out and brought back to shop





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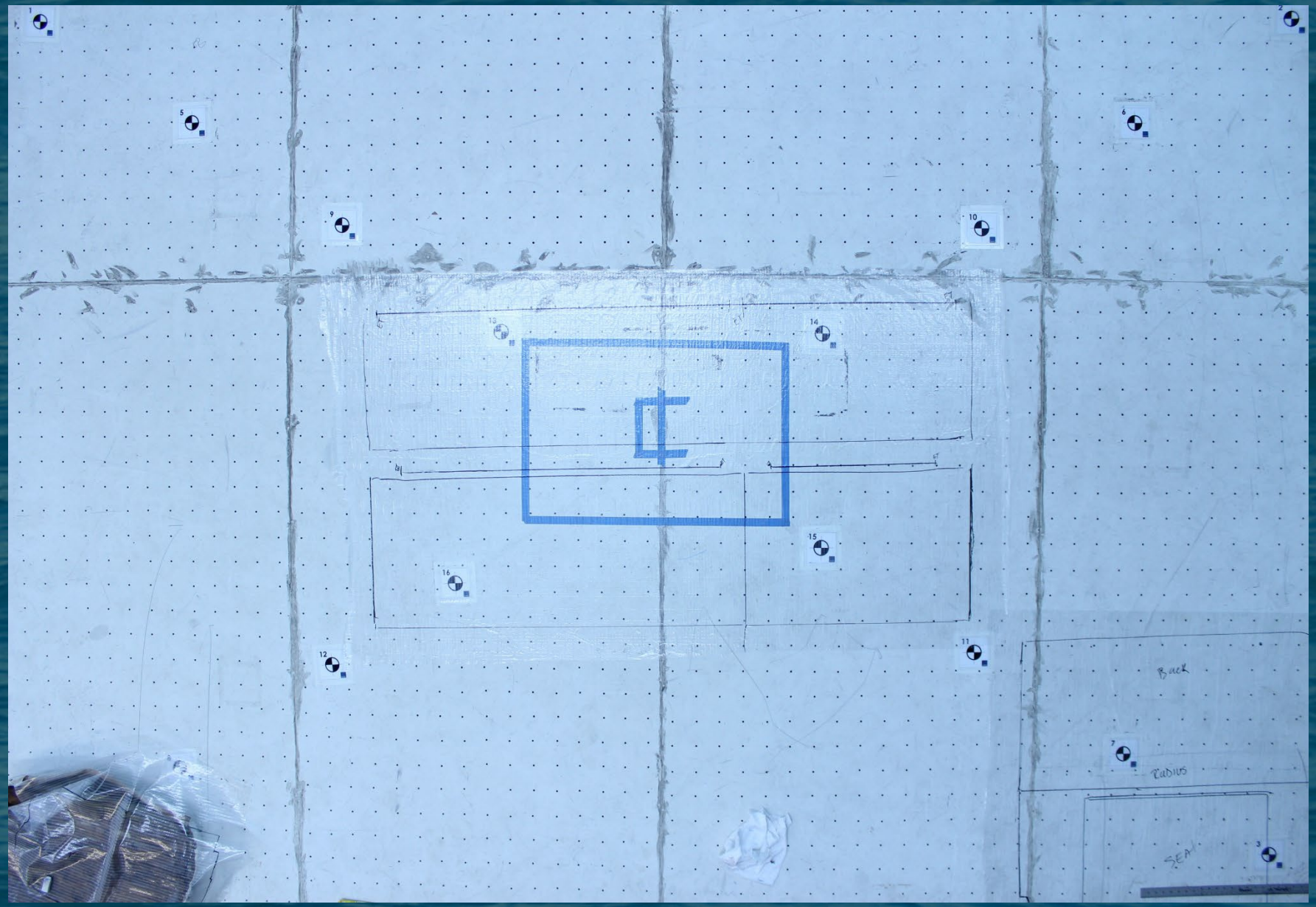
Capture Picture Of Pattern

- The field crew cleans up the pattern by connecting any arrows and smoothing lines
- Pattern is placed on the digitizing suction table and stretched flat with pins or tape to remove any distortion
- Overhead camera captures the pattern image
- The image is saved in a file labeled by boat make, name, size, hull number, model

Picture Produced By Camera System



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Canvex patterns turned into Plot files



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Finished product on the boat





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The general CAD and Production Process

John Erickson



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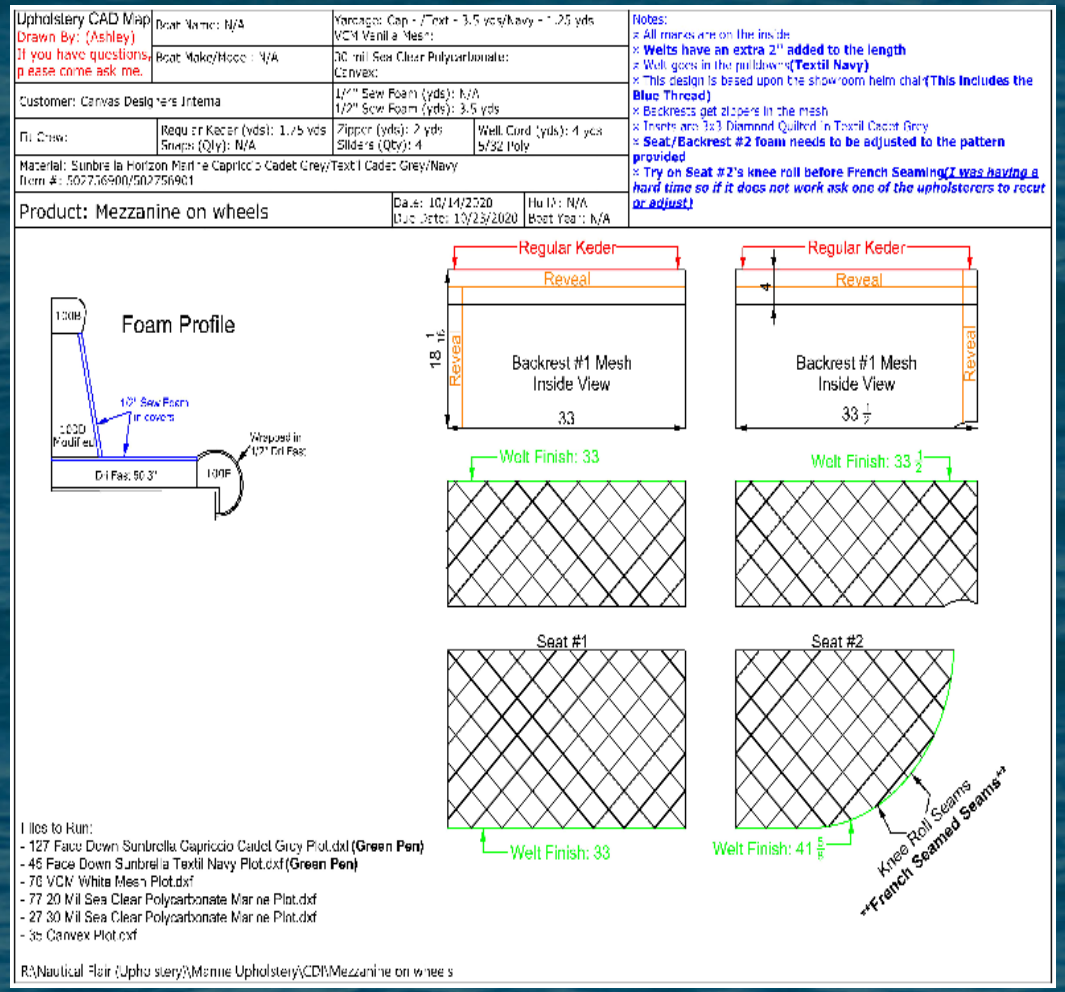
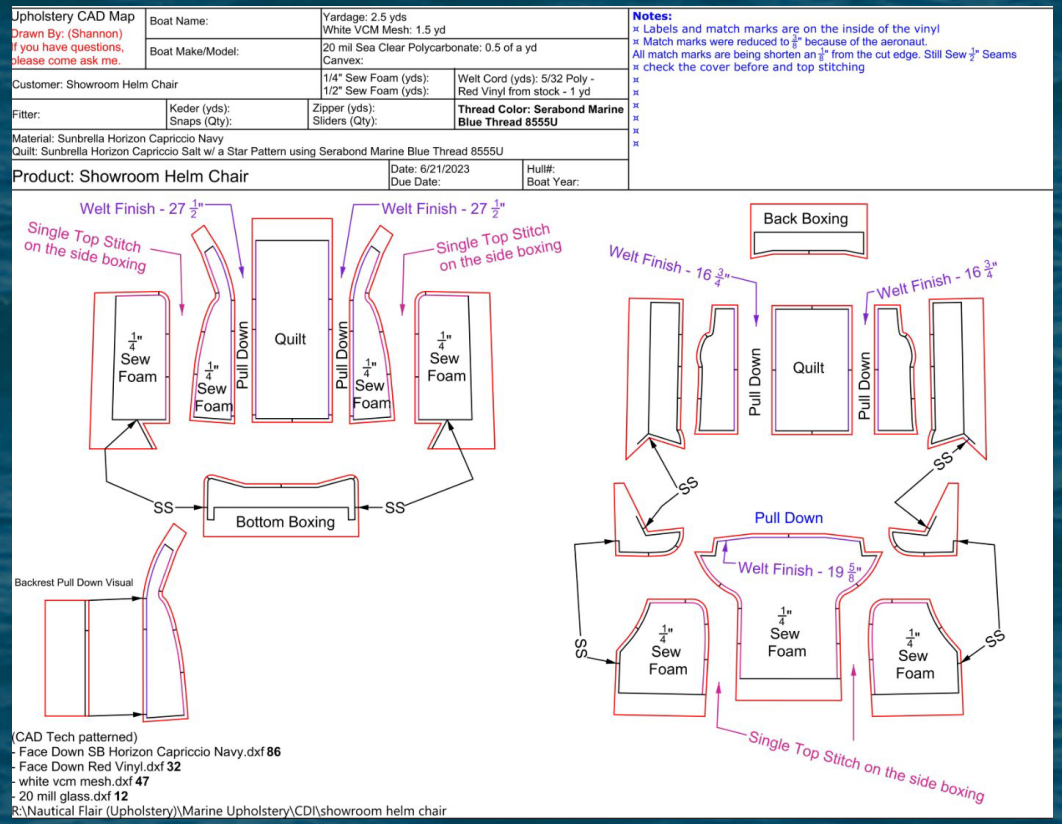
CAD Process Results





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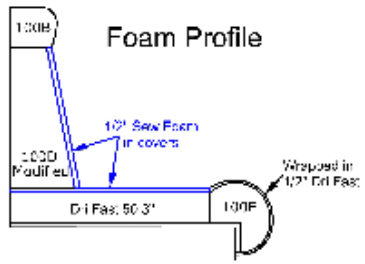
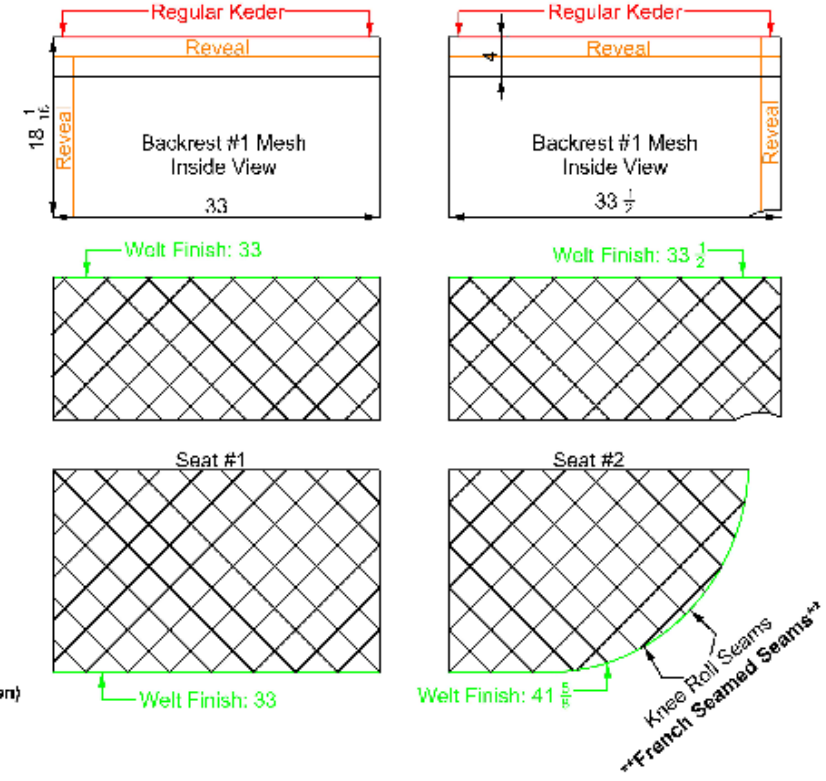
CAD Department produces files and product map

Upholstery CAD Map Drawn By: (Ashley) If you have questions, p ease come ask me.	Boat Name: N/A	Yardage: Cap - /Text - 3.5 yds/Navy - 1.25 yds VCN Vanilla Mesh:	
	Boat Make/Model: N/A	30 mil Sea Clear Polycarbonate: Convex:	
Customer: Canvas Designers Interna		1/4" Sew Foam (yds): N/A 1/2" Sew Foam (yds): 3.5 yds	
Ft. Crew:	Regular Keder (yds): 1.75 yds Snaps: (Qty): N/A	Zipper (yds): 2 yds Sliders (Qty): 4	Welt Cord (yds): 4 yds 5/32 Poly
Material: Sunbrella Horizon Marine Capriccio Cadet Grey/Textil Cadet Grey/Navy Item #: 5027/6900/5027/6901			
Product: Mezzanine on wheels		Date: 10/14/2020 Due Date: 10/23/2020	Hull: N/A Boat Year: N/A

Notes:
- All marks are on the inside
- **Welts have an extra 2" added to the length**
- Welt goes in the pulldowns **(Textil Navy)**
- This design is based upon the showroom helm chair **(This includes the Blue Thread)**
- Backrests get zippers in the mesh
- Inserts are 3x3 Diamond Quilted in Textil Cadet Grey
- **Seat/Backrest #2 foam needs to be adjusted to the pattern provided**
- **Try on Seat #2's knee roll before French Seaming** ***(I was having a hard time so if it does not work ask one of the upholsterers to recut or adjust)***





Files to Run:
- 127 Face Down Sunbrella Capriccio Cadet Grey Plot.dxf **(Green Pen)**
- 46 Face Down Sunbrella Textil Navy Plot.dxf **(Green Pen)**
- 76 VCN White Mesh Plot.dxf
- 77 20 Mil Sea Clear Polycarbonate Marine Plot.dxf
- 27 30 Mil Sea Clear Polycarbonate Marine Plot.dxf
- 35 Convex Plot.dxf

R:\Nautical Flair (Upholstery)\Marine Upholstery\CDR\Mezzanine on wheels

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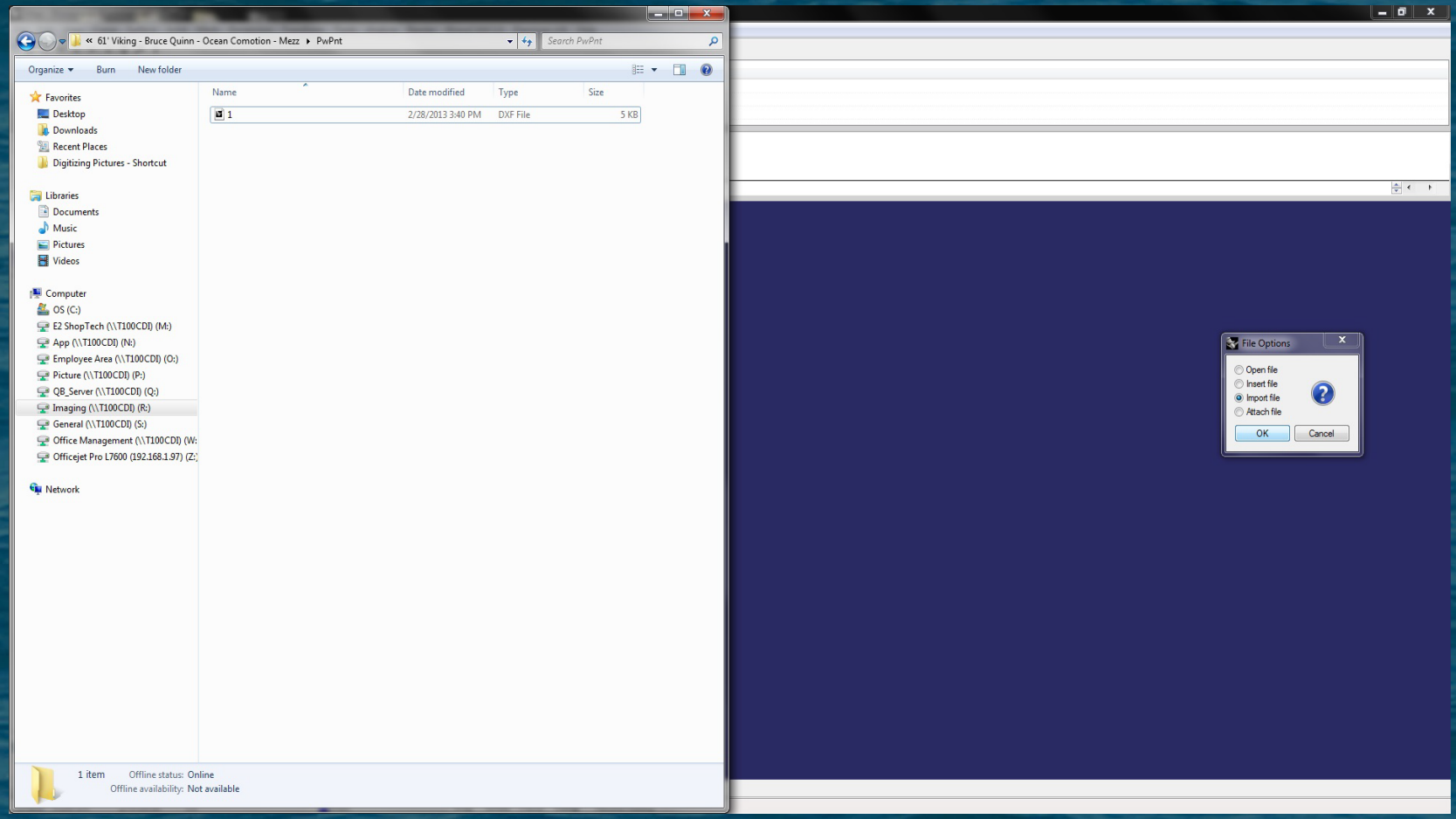
CAD imports .DXF from Photomodeler or from Proliner into Rhino



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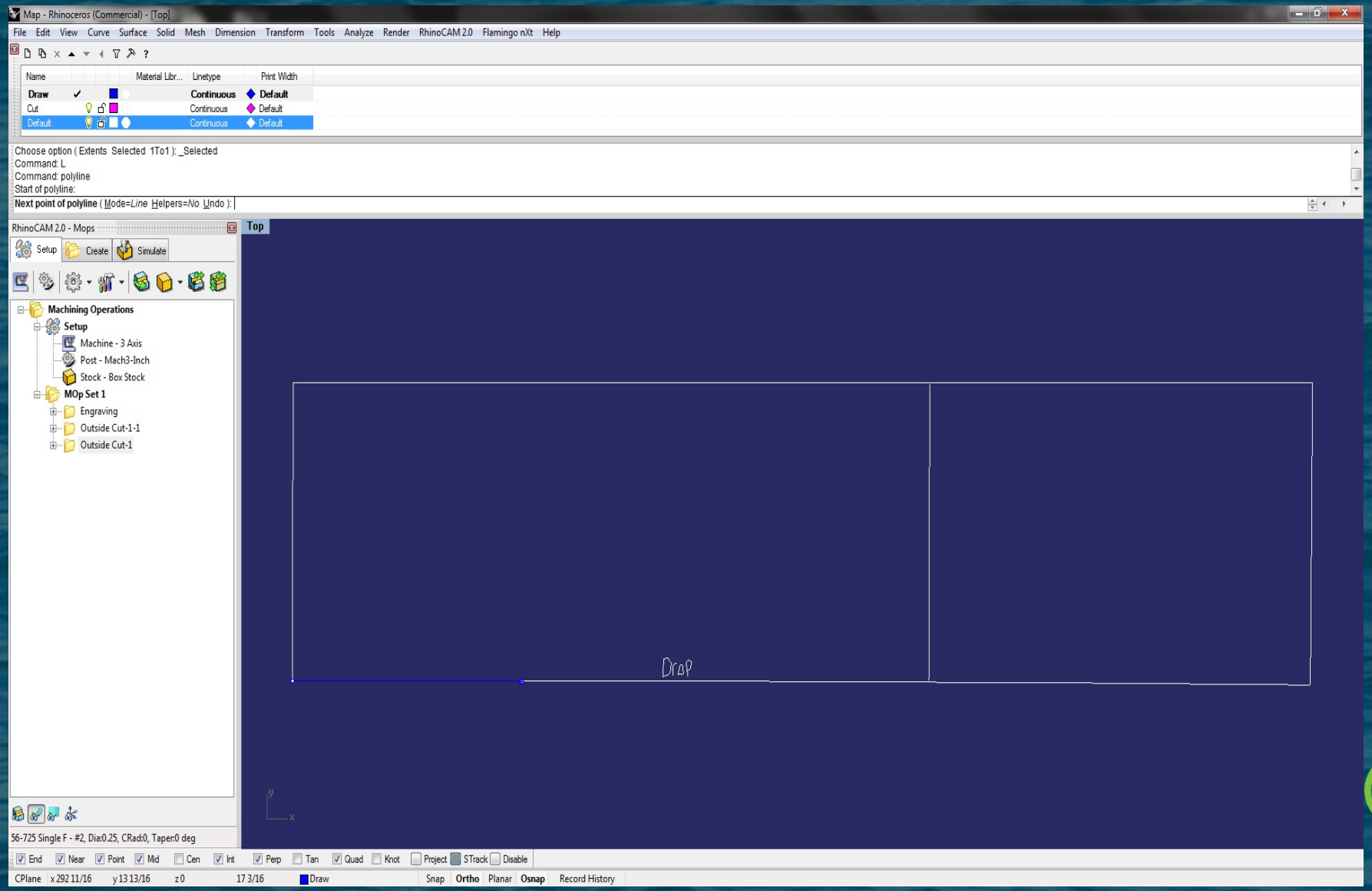
Cleaning Up Pattern In Rhino



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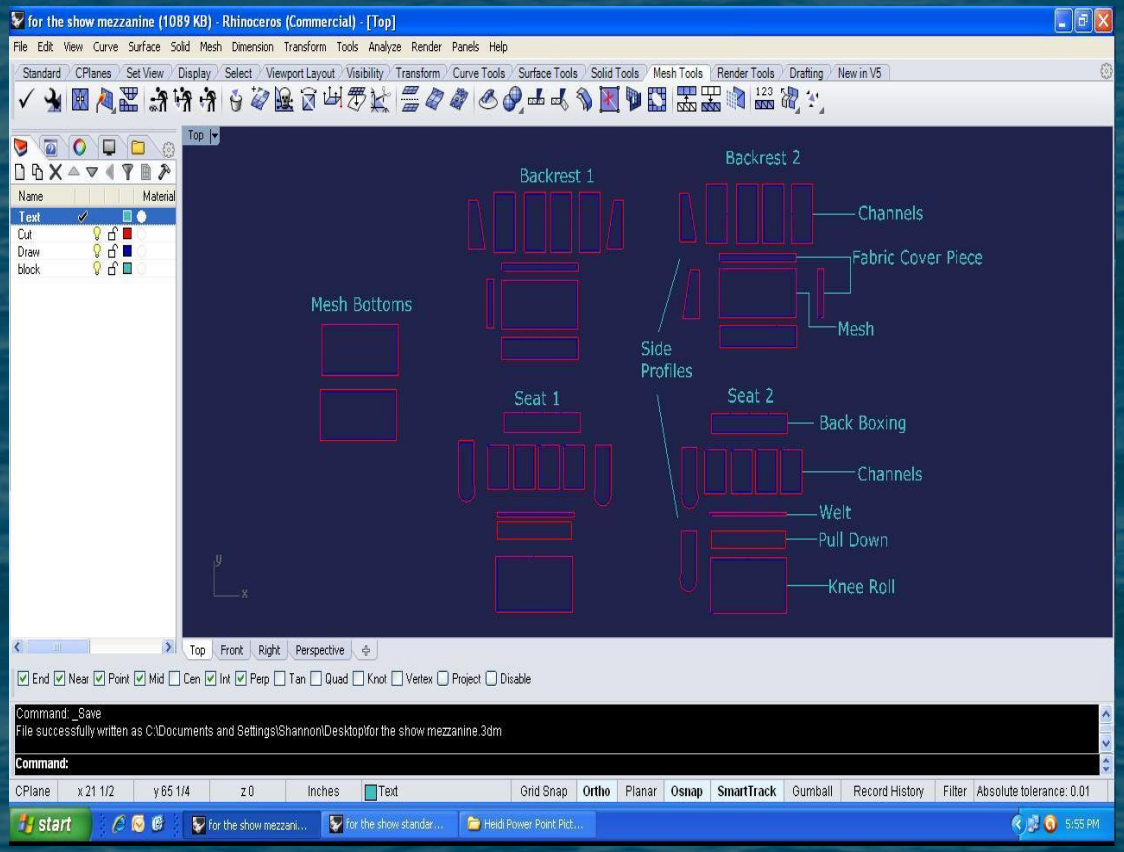
CAD designs the fabric and plastic cut files



- The plastic cut file is also used to create parts to be sewn for the covers.

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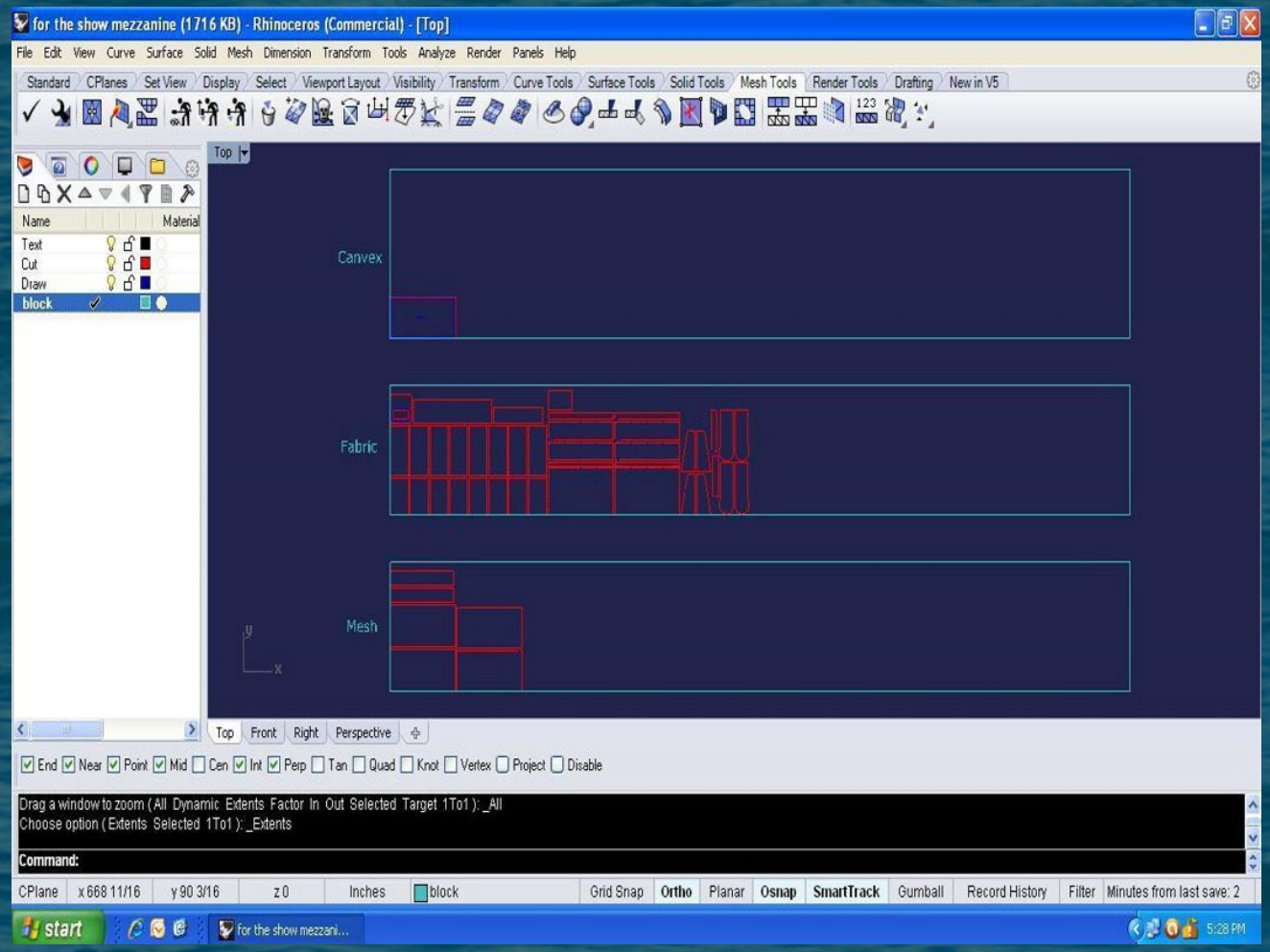
Cutting manually verses aeronaut vs laser

Typical plot for cutting fabric



Mostly depends on fabric and patterns

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Aeronaut Cutting



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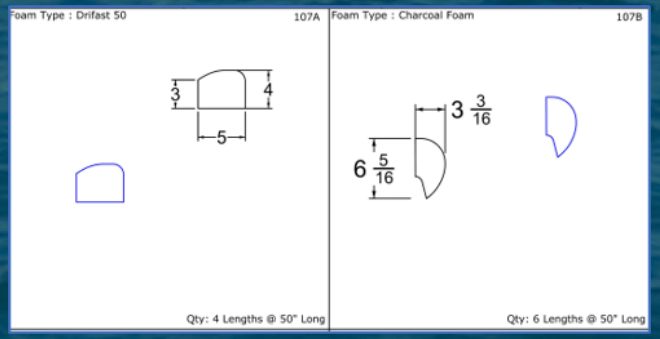
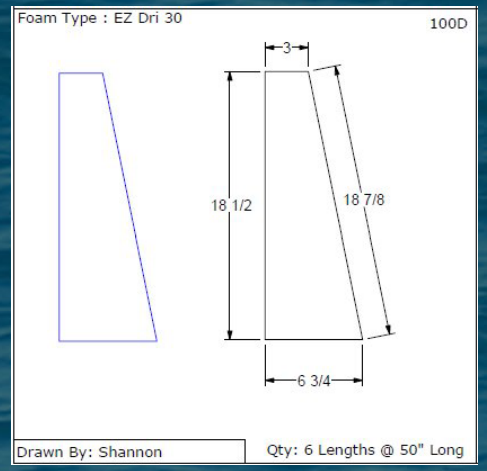
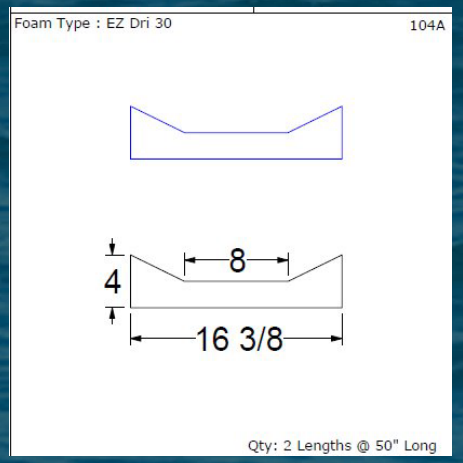
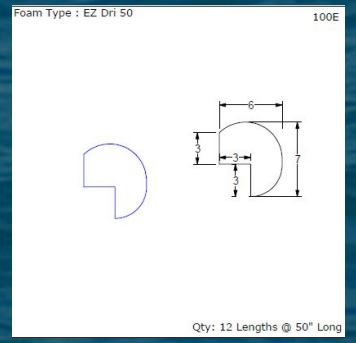
Foam Fabrication

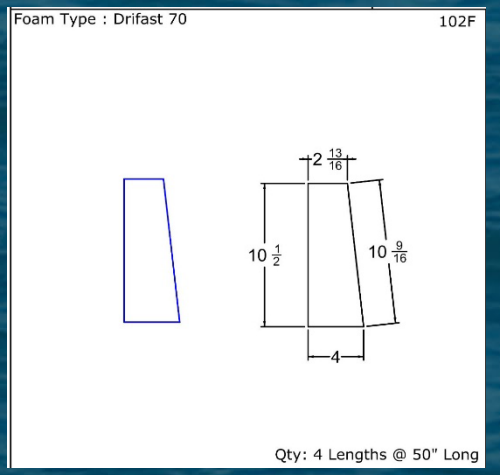


- We have standard pre-cut foam from our supplier to help keep our foam profiles consistent.
- Foam is cut to size of board
- Knee Roll is then glued and cut









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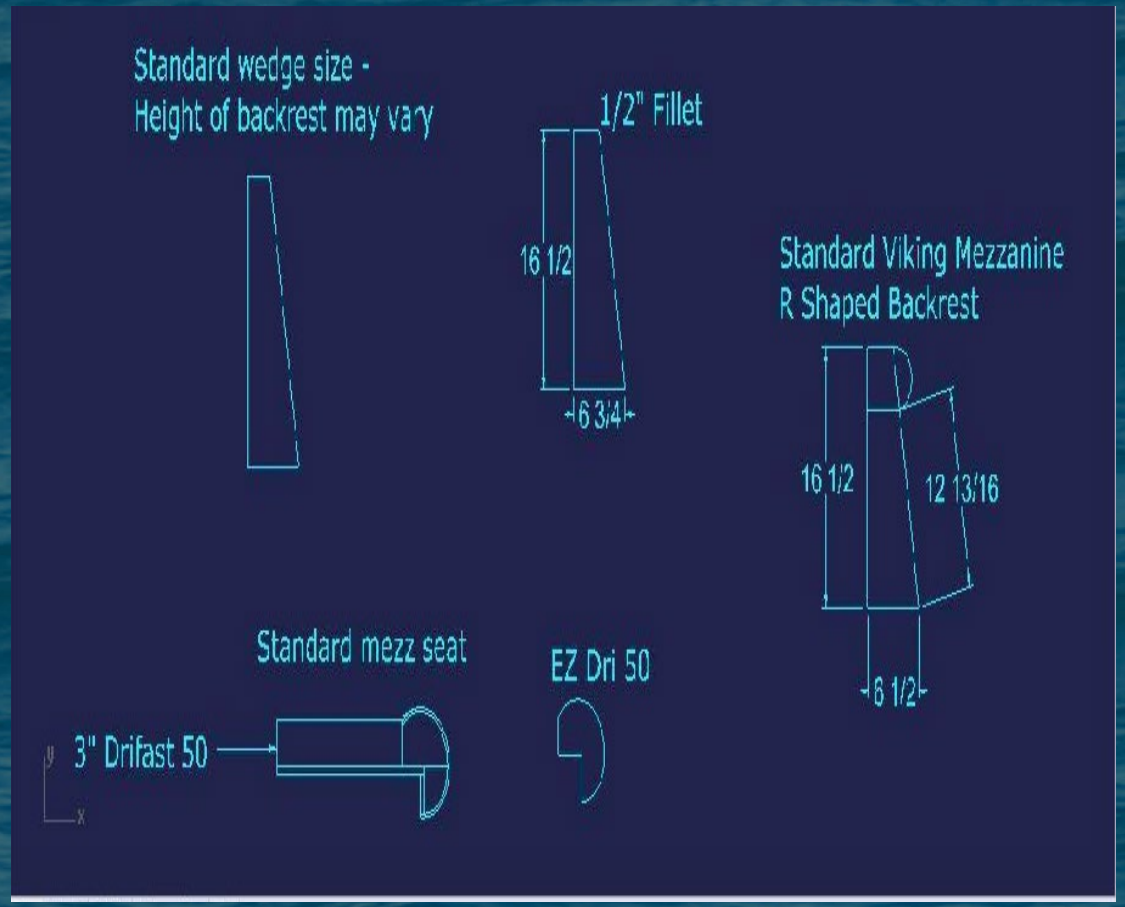
Standard Foam Profiles







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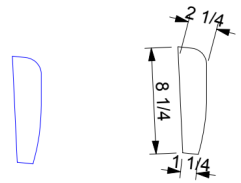
Pre-designed foam components

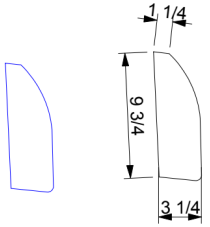
Canvas Designers Inc. *Foam Cut Map* 1500 Australian Ave. Riviera Beach, FL, 33404 Phone: 561-848-2111 www.canvasdesigners.com	Customer:	Boat Name:	Notes:
	Patterner(s):	Boat Make:	
	Date:	Boat Model:	
Drawing #: 1000	Date Due:	Hull#:	

Foam Type : EZ Dri 30 — 1000A



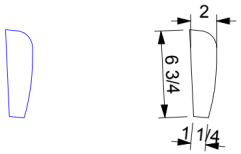
Qty: 2 Lengths @ 50" Long

Foam Type : EZ Dri 30 — 1000B



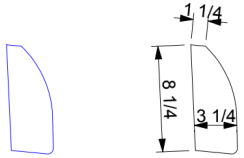
Qty:

Foam Type : EZ Dri 30 — 1000C



Qty:

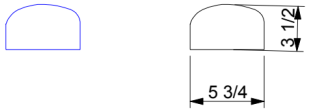
Foam Type : EZ Dri 30 — 1000D



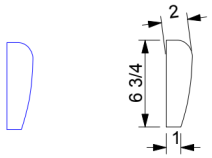
Foam Type : EZ Dri 50 — 1000E



Foam Type : EZ Dri 50 — 1000F



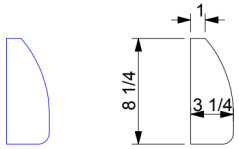
Foam Type : EZ Dri 30 — 1000G



Drawn By: Shannon

Qty:

Foam Type : EZ Dri 30 — 1000H



Qty:

Foam Type : EZ Dri 30 — 1000C

Qty:

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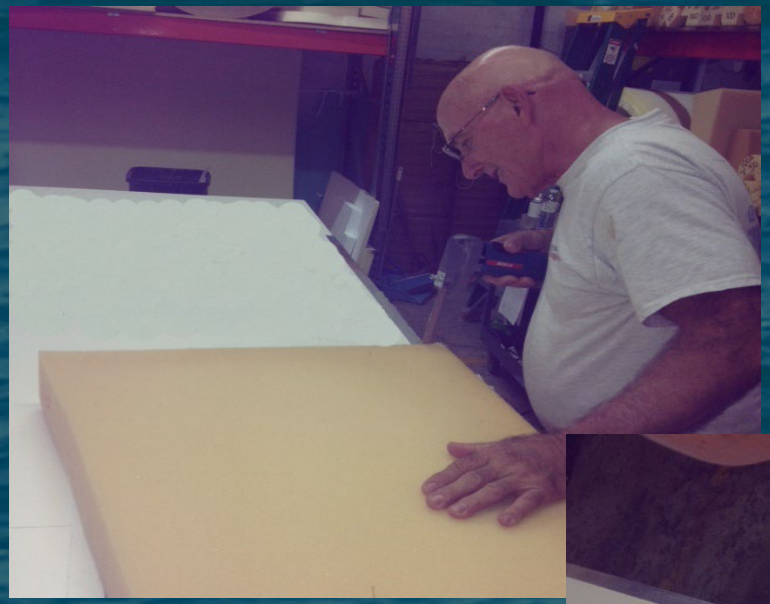
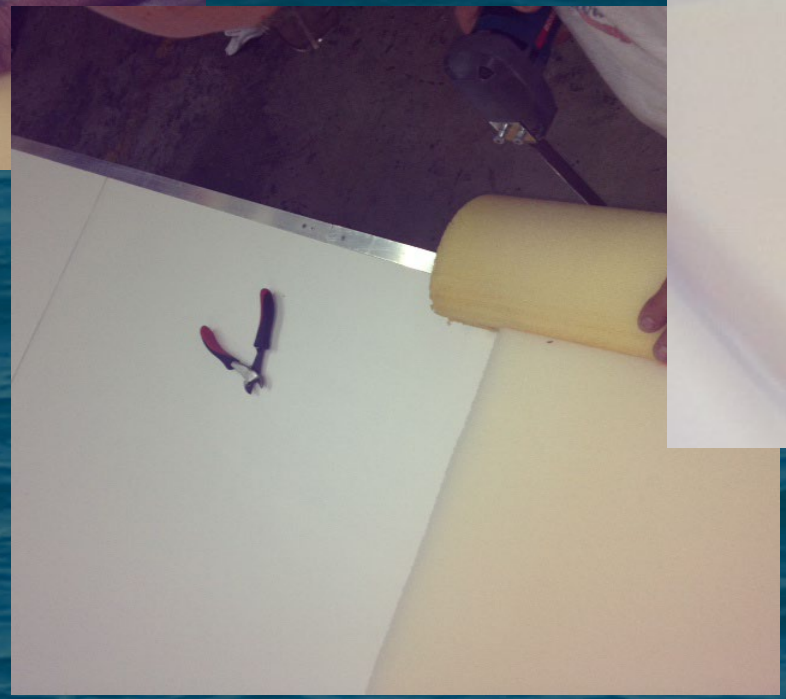
Fabricate Seat Foam









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Tools Need to Upholster is fairly inexpensive

- Scissors
- Stapler
- Staples
- Ruler
- Soft tape
- Staple puller
- Grease Pencil



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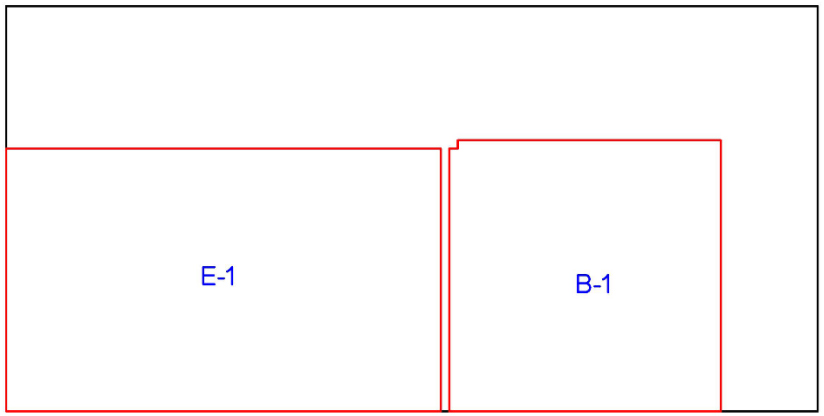
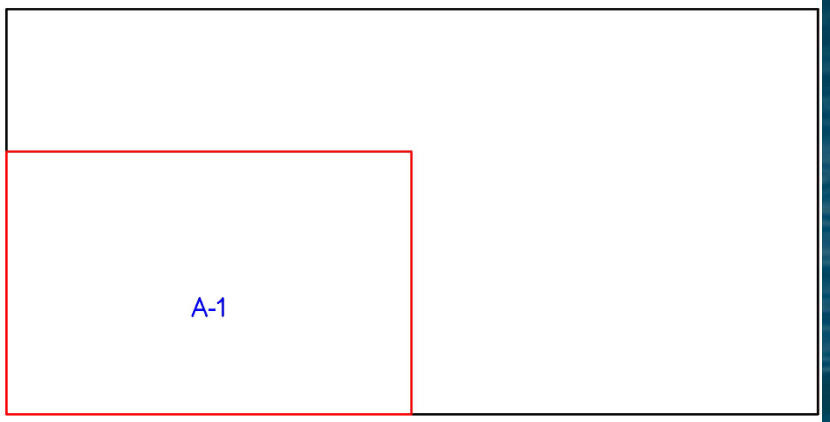
We also build a considerable number of furniture frames each year



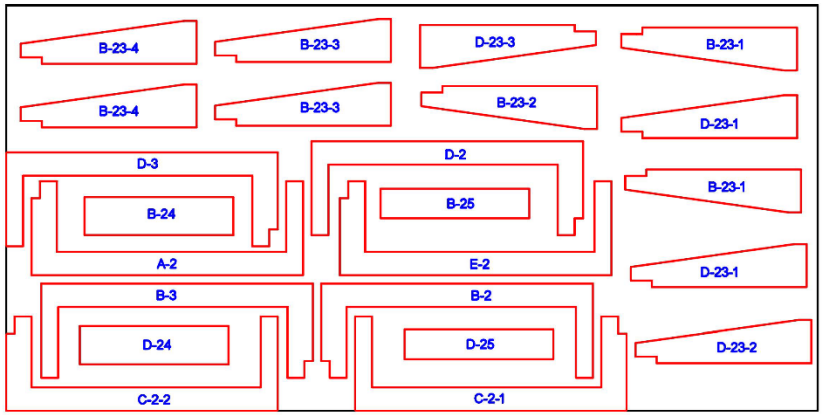


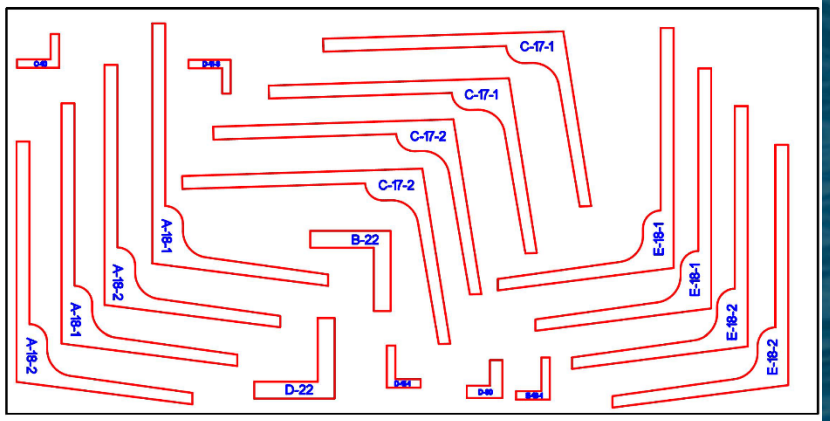
Wood parts are nested and cut on a CNC Router





3/4" x4





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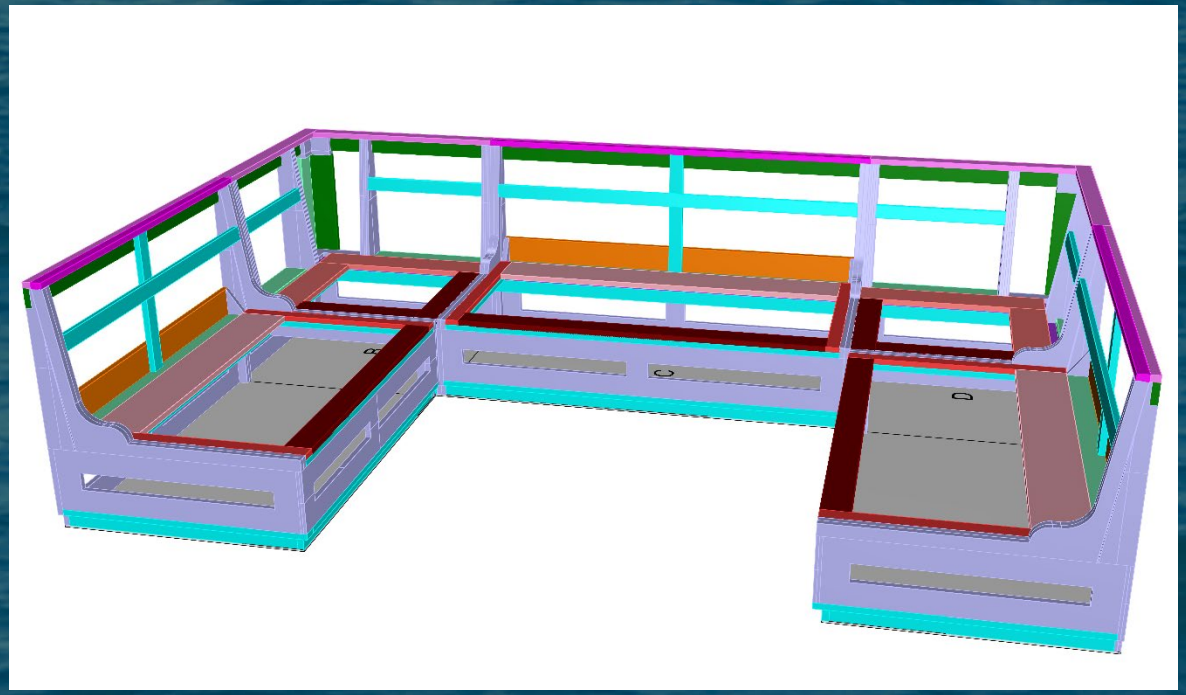



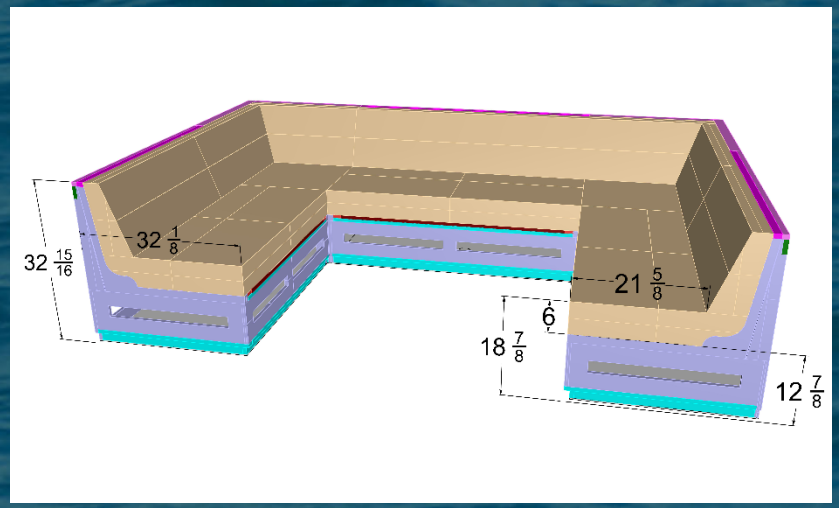

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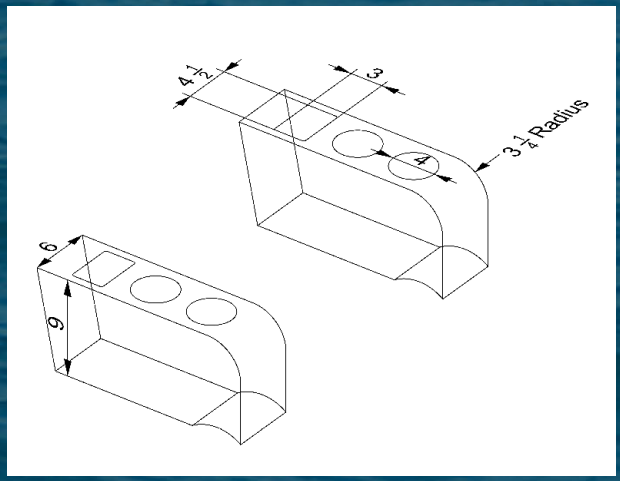
Caddies







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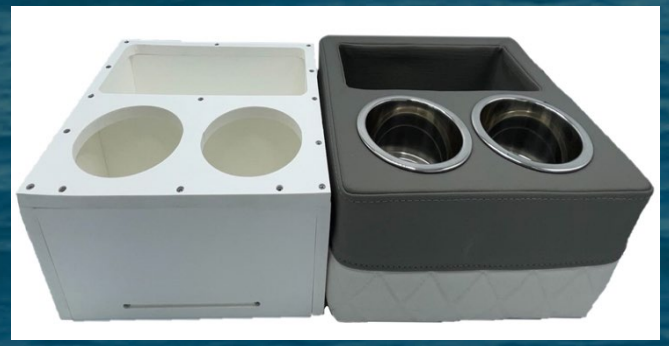
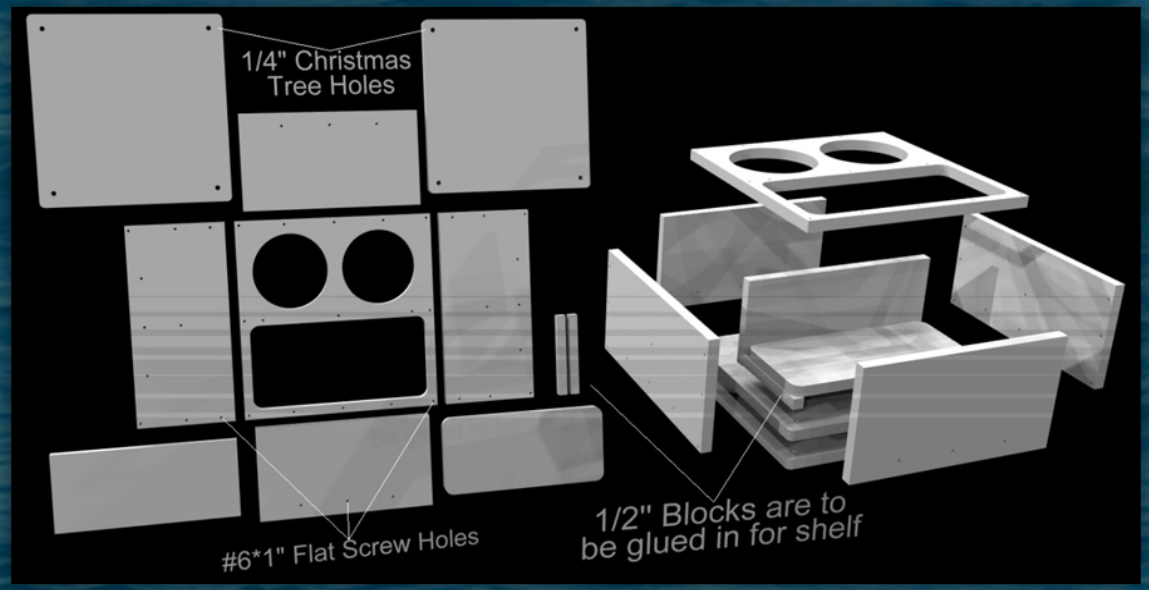
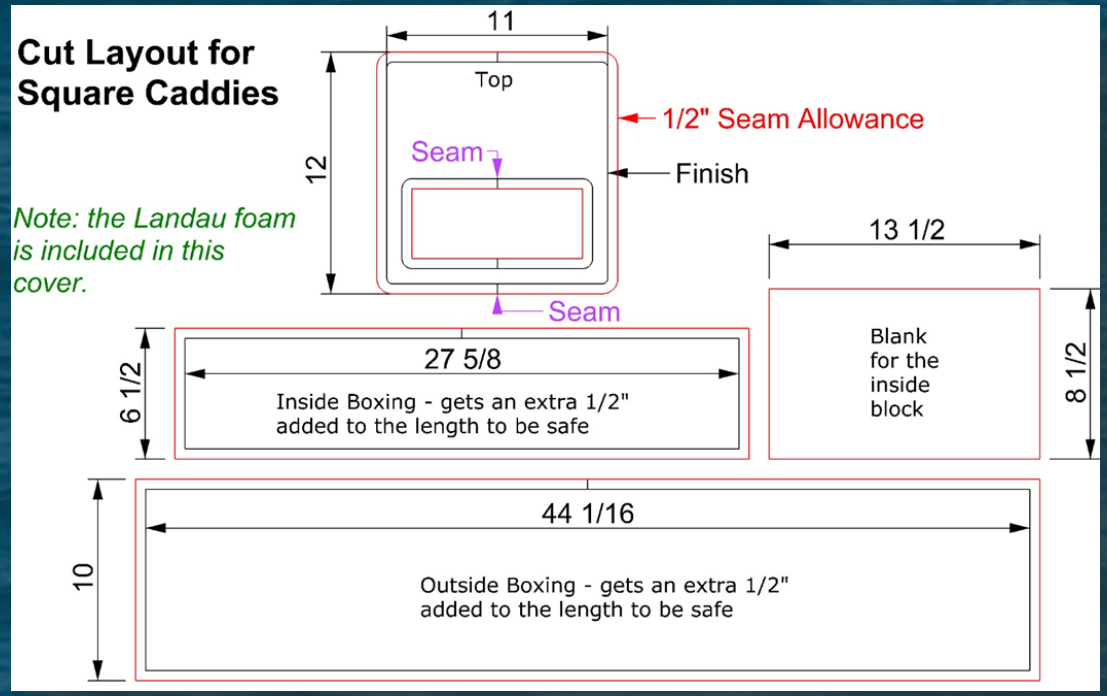


Plastic Drink Caddies



- Square Caddies consist of 2 cup holders and a box area for storage.
- These caddies have no custom shape and can be placed anywhere on the boat.
- This caddy is considered a free-floating caddy.
- CAD gives us the ability to keep these files saved on hand. When an order requests these caddies, we can send these files at a click of a button to our CNC machine to be cut and to our aeronaut machine for the cover to be cut.







Quilted Plastic Square Caddies



Adding a Quilt design to the square caddies is a creative upgrade, giving off a fancy look.

The quilts make the caddies more attractive, and it sticks out on the boat.





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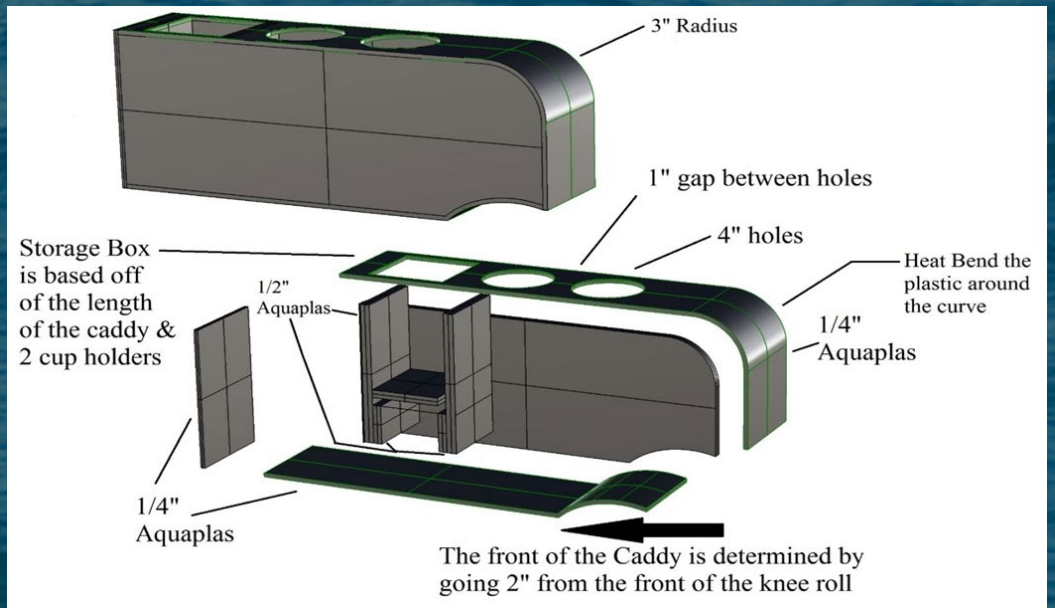
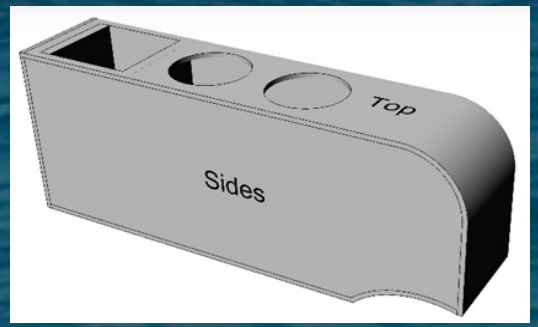
Custom Armrest Caddies





- Custom Caddies are built using ½” and ¼” Aquaplas.
- Depending on the size of the area, we try to always add at least 2 cup holders and a storage area to hold personal items.





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Weighted Double Wedged Foam Caddies

These caddies are made with 2 foam wedges, where the square side gets an area carved out for the weight pocket. Then the straight sides get glued together and prevents the weight pocket from coming out.

We make the weight pockets out of Stamoid. We make them into tubes and add 2 lbs. of large lead shot.

These are perfect for Foam Caddies and Pillows. No more flying away pillows.







ATA MARINE FABRICATORS CONFERENCE

Components augment your capabilities

ROLL BACK BRACKETS

ALL THE WAY BACK
A bracket that rolls back the front of the seat to give you extra room to stand up for more visibility at the helm and to have an additional elevated seated position. The design is a four-bar linkage system with different length links to allow for more rise over different thickness of foam--giving you the rise height you need. We have a number of mounting hole configurations to help you achieve your design objectives. We'll be glad to work with you!

MARINE GRADE MATERIALS
Marine grade materials: Powder coated aluminum and stainless-steel rivets, and hardware. Load tested to over a 1,000 LB. static loads. The American Boat & Yacht Council's H-31 Seat Standard requires that a seat withstand a 450 lb. static load at each seated position. Our seat brackets comply with the ABYC H-31 Seat Testing Standard.



MF2215
BRACKET SET



MF3045 SILVER
BRACKET SET



MF3358 SILVADILLO
SHORT-THROW
BRACKET SET





MF3154
SHORT-THROW
BRACKET



PAGE 4

FOLD UP BRACKETS

RELAX!
You're sitting at the helm--coming in to dock after a great day on the water. You want to stand up for better visibility—with many helms you can't do this easily. We have the solution for you!

VERSATILE
MF1045 FOLD-UP SEAT BRACKETS let you fold up the front of the seat easily and a plastic spring holds it up. Now You've got room to stand up while docking. The bonus is the seat is elevated to sit on so you have great visibility at the helm.

MARINE GRADE FINISHES
The assembly has marine grade materials: powder coated aluminum, stainless steel pins, plastic washers and UHMW rub strips. We offer a sun deck hinge with rounded corners to offer a finished look.

WE INVENTED THE FOLDUP BRACKET
And we still make the best. We offer different finishes and materials, power coated aluminum and Stainless Steel. Our seat fold-ups are so unique they're patented.

MADE WITH YOUR NEEDS IN MIND
We can help you custom engineer the product to best suit your application. Give us a call: (800) 367-3726 or email: sales@te-clausa.com. See our website: www.teclau-sa.com.

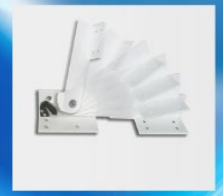


MF3118 CONTOUR BRACKET SET

MF1045 FOLD UP SET







MF1045 IN MOTION
PATENT# 6,056,359

PAGE 1

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You don’t have to re-invent the wheel





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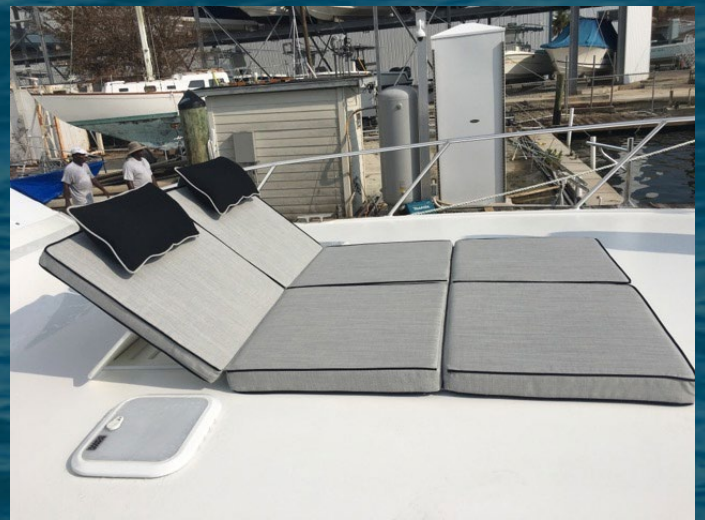



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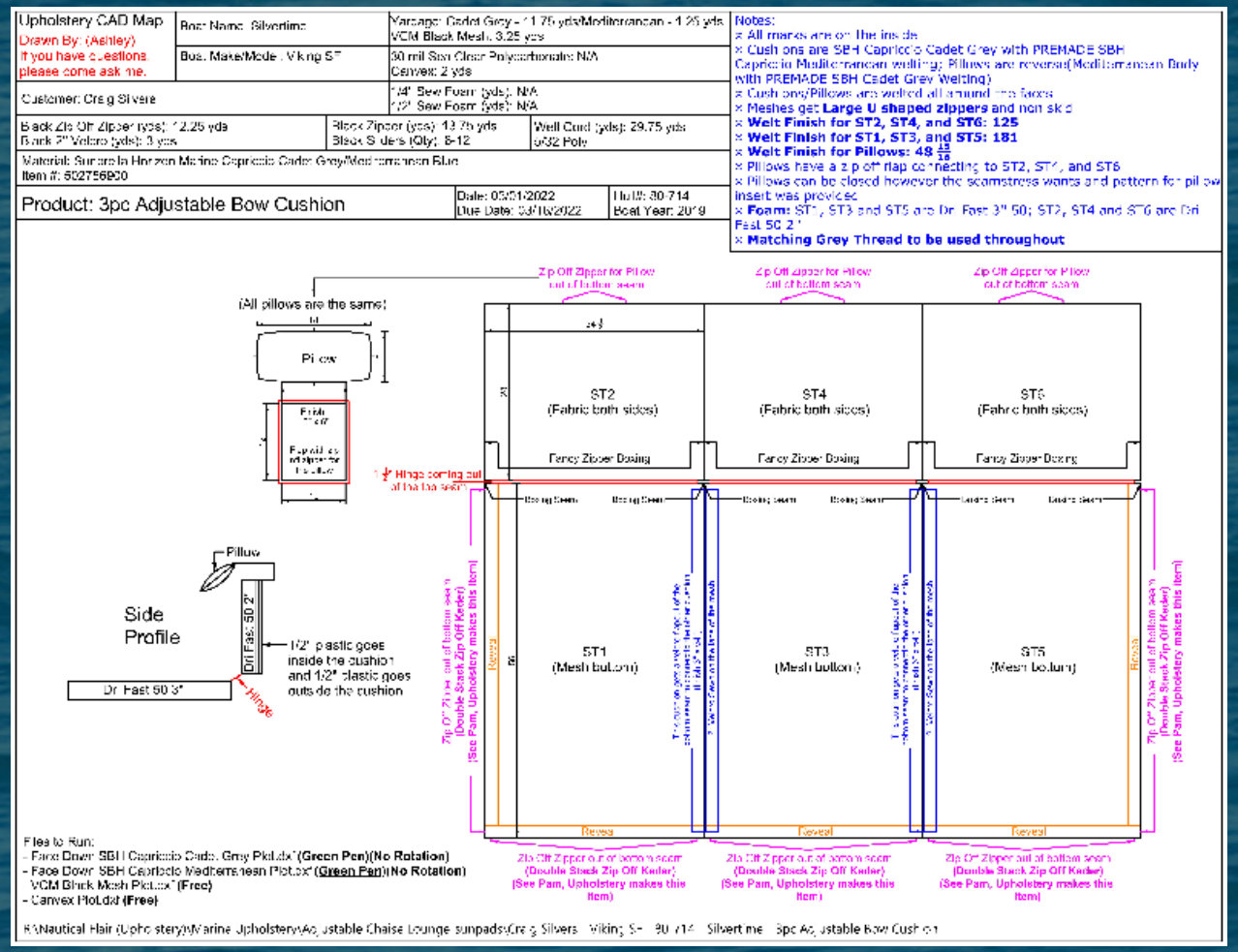
Every product get a product sheet made by CAD department



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We make an external version and an internal version

It only requires cutting plastic and hinges

Cnc makes this a very profitable option

Just about any shape can be converted to an adjustable backrest



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Sun Beds with Style

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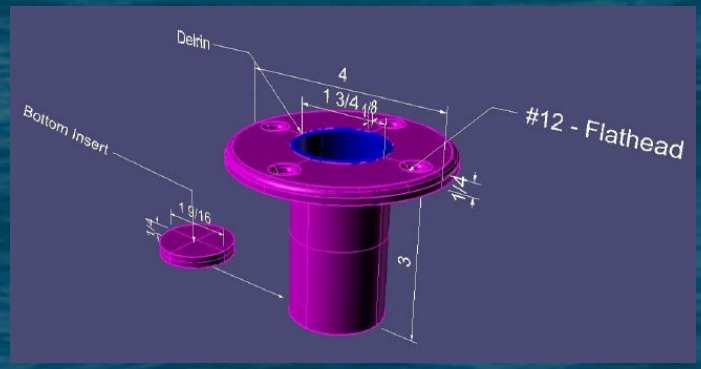
Standard drop in backrest and fitting are made in our metal facility and offered at wholesale and retail pricing











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Brooke Kelly

Accessories, Embroidery, and Quilting ADD_ONS

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Weighted pillows are a specialty add-on





We cut the stamoid 4” x 11” from scraps

Sew into a tube

Add two lbs. of large lead shot

Put it inside pillow by zipper

Charge $15 per weight tube

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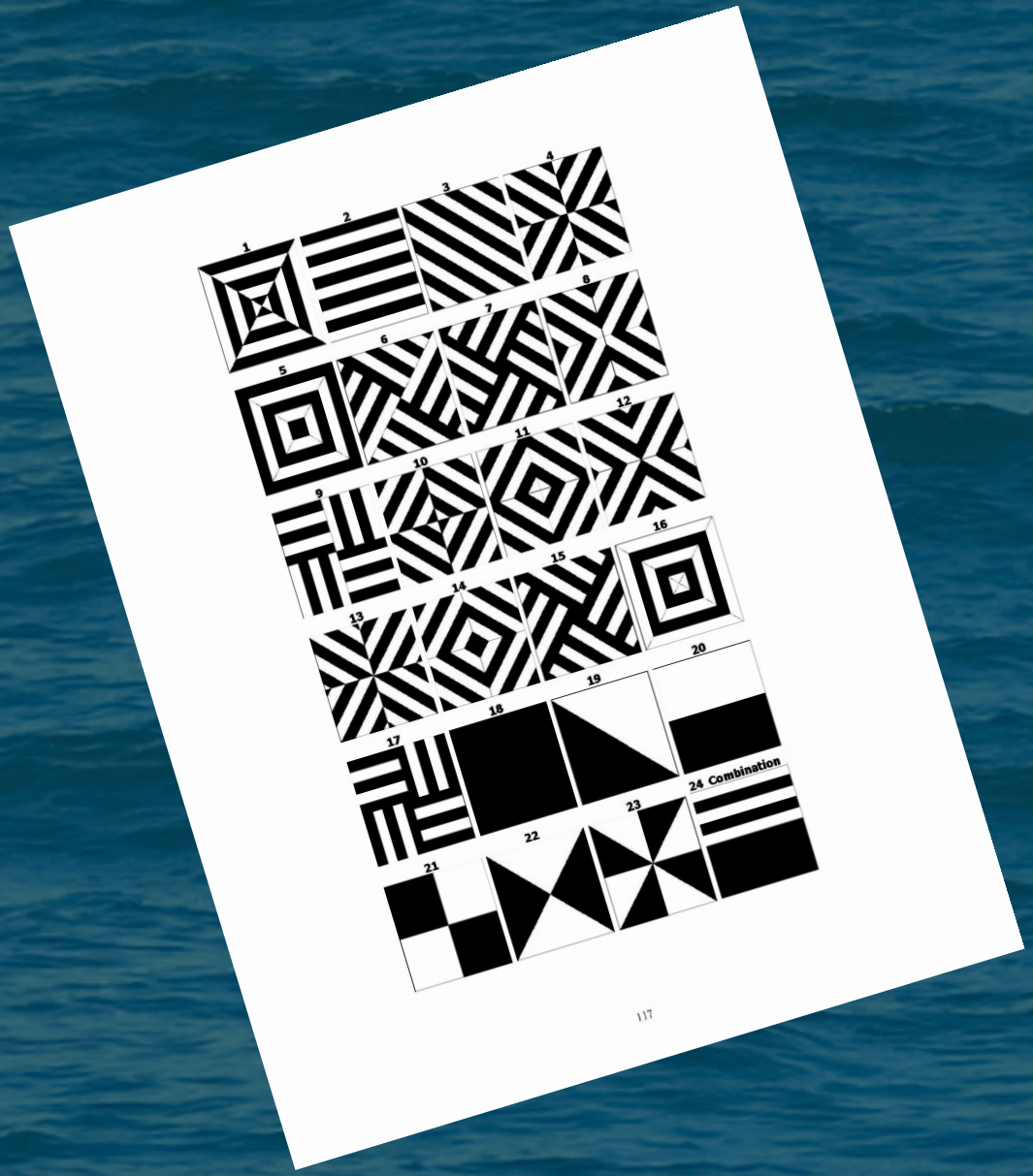
Designs with patterns and trims give value to any finished area





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Pillows are another Profit Center









Pillows personalize and add the “POP” to the area and to your profits







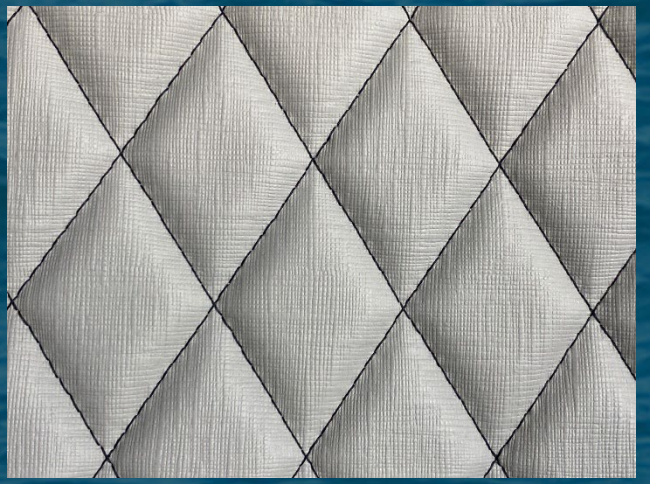


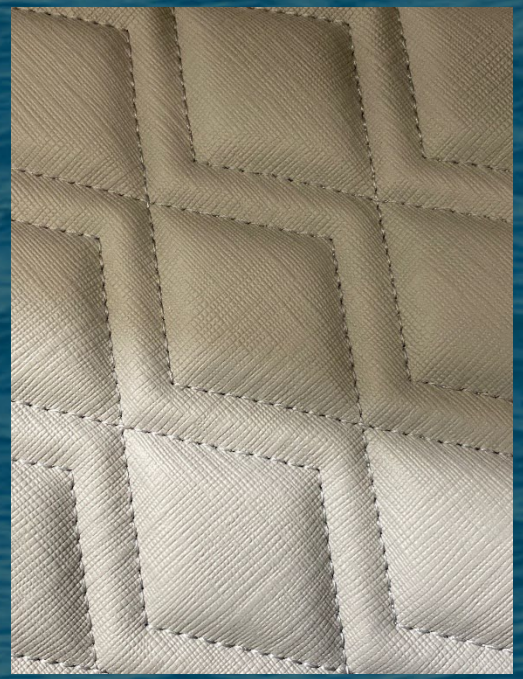
RINE
FABRICATORS CONFERENCE


CanvasDesigners
TOP SHELF
Your Boat Name
WELCOME ABOARD
EL SUERTUDO
Canvas Designers













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Mike Erickson and Brooke Kelly

Demand for quilted panels has trended very high over the last years in the marine industry

Quilting upgrades accentuate any cushion, drink caddy, or pillow. The little extra that makes each boat a little more unique









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Pre-stitched quilts save you time

In this industry we encounter jobs that come with a time crunch.

Purchasing pre-stitched quilts saves you time and money.

The cost of paying an employee to quilt a panel by hand has its challenges. It takes a lot of time, and one mistake could lead to a redo.

While the quilts are being made and shipped directly to you, this allows you to work on other parts of the job.

Your time is utilized efficiently, and the time crunch is less stressful.



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AMANN GROUP
Intelligent threads

Vinyl Quilts





Created with Sunbrella Horizon Capriccio marine vinyl, complemented by an extra-thick 1/2-inch marine sew foam, and stitched with heavy-duty, solution-dyed polyester thread for enduring performance and colorfastness.

The foam-back panels come in an extra-large 50" x 52" size.

Panels are accompanied by a 5-Year product warranty and 3-Year warranty protecting against microbial pinking.





Quilts come rolled up, protected in a tube clear bag, and shipped in a box.

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Pre-Stitched quilts Available Per Request

Trivantage offers quilts in 4 different colors and 4 different stitch designs



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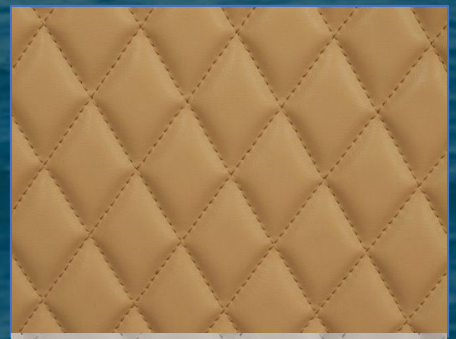
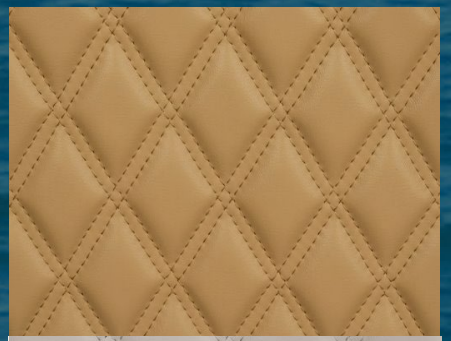
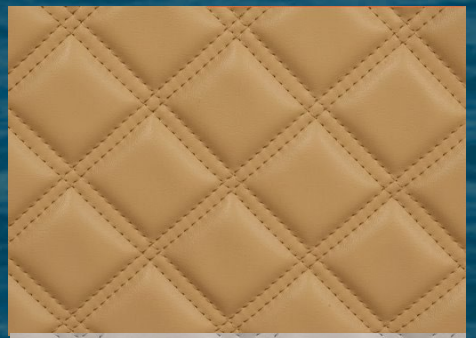
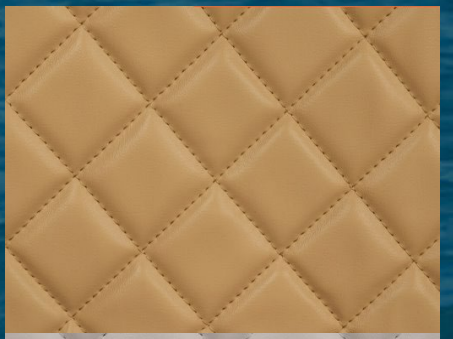
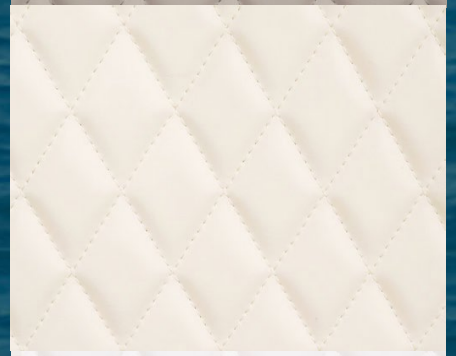
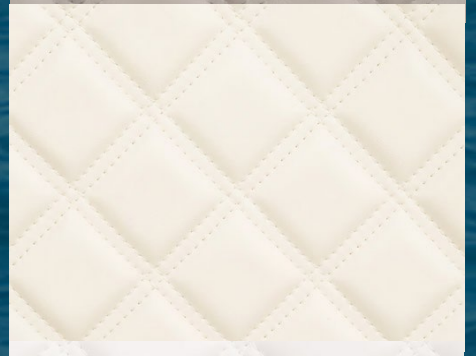
Quilt Design

	2X3Vertical Diamond	2X3 Double Vertical Diamond	2X2 Double Square Diamond	2X2 Square Diamond
Capriccio Toast				
Capriccio Cadet Grey				
Capriccio Cloud				
Capriccio White				

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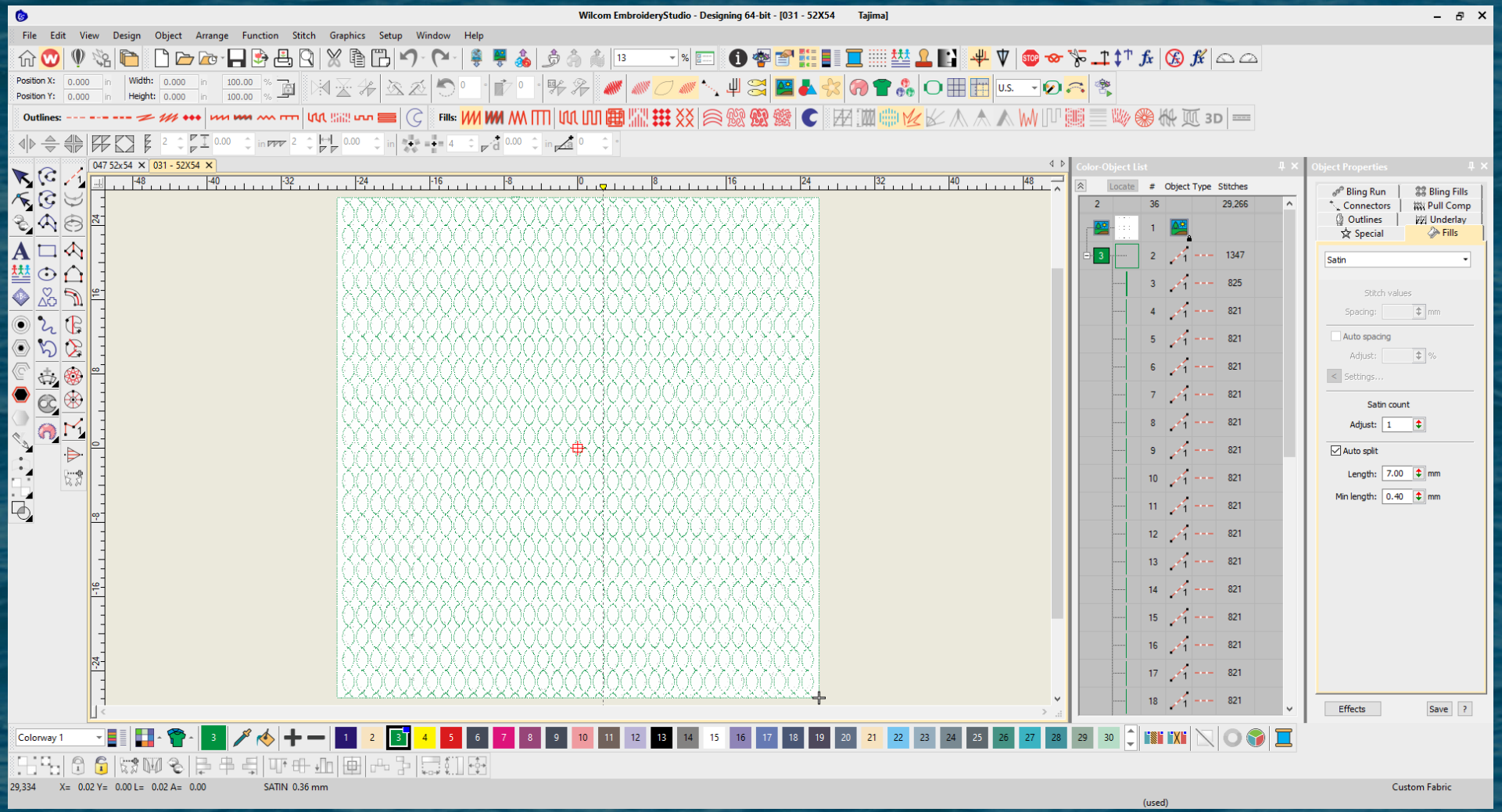
FABR



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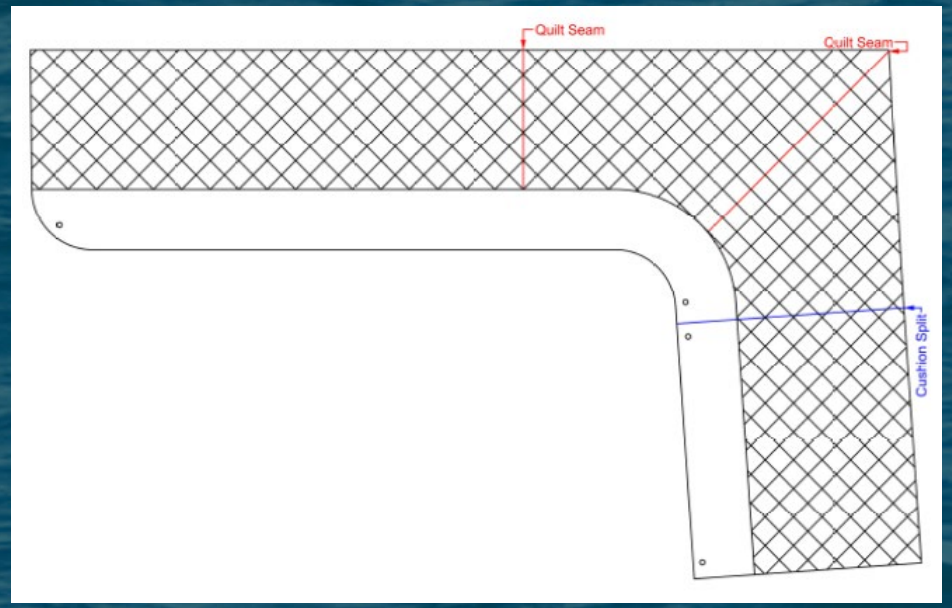
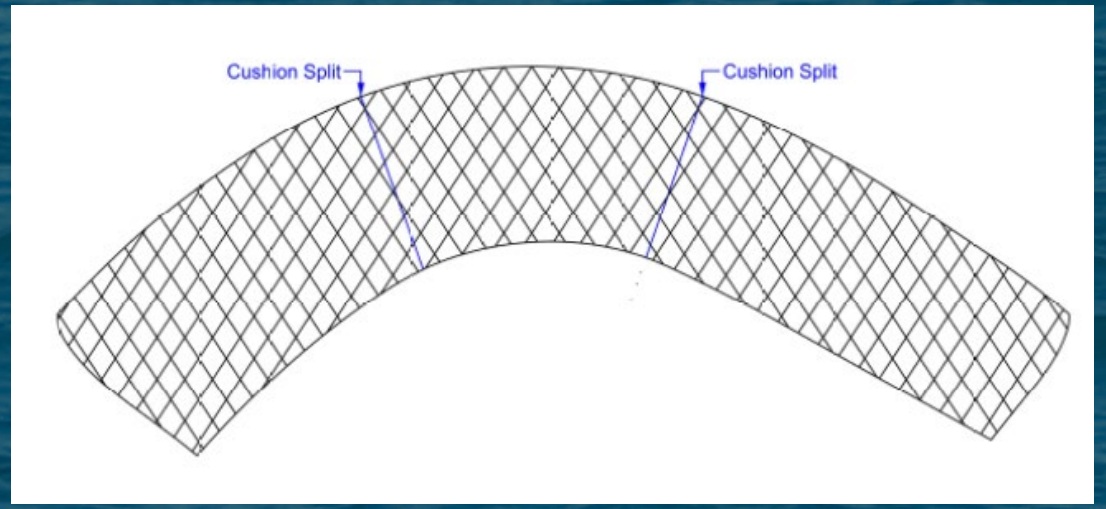
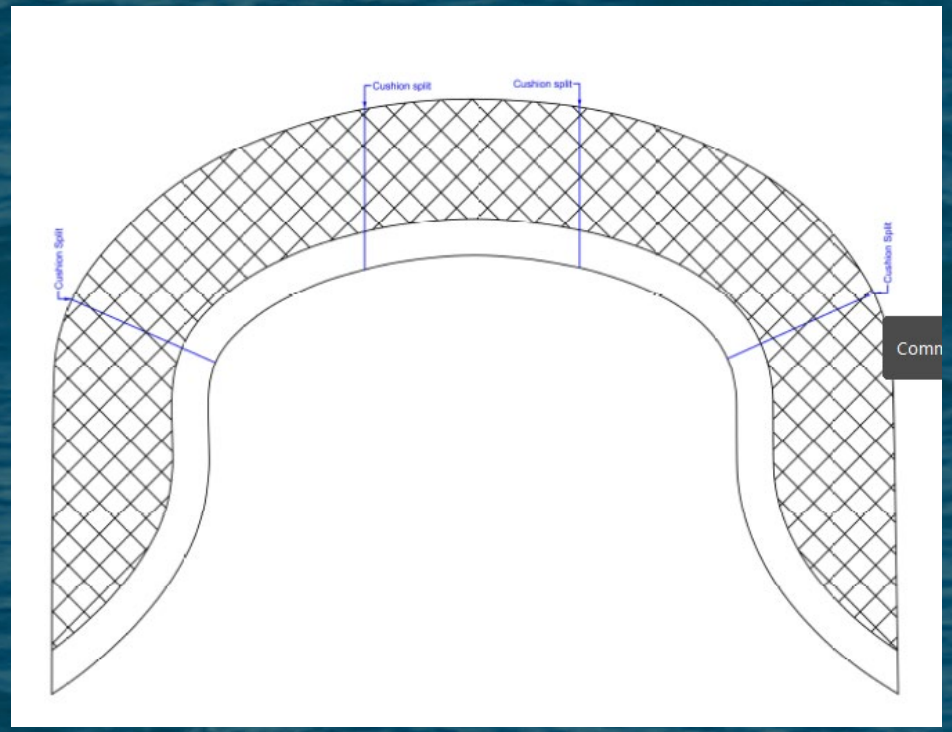
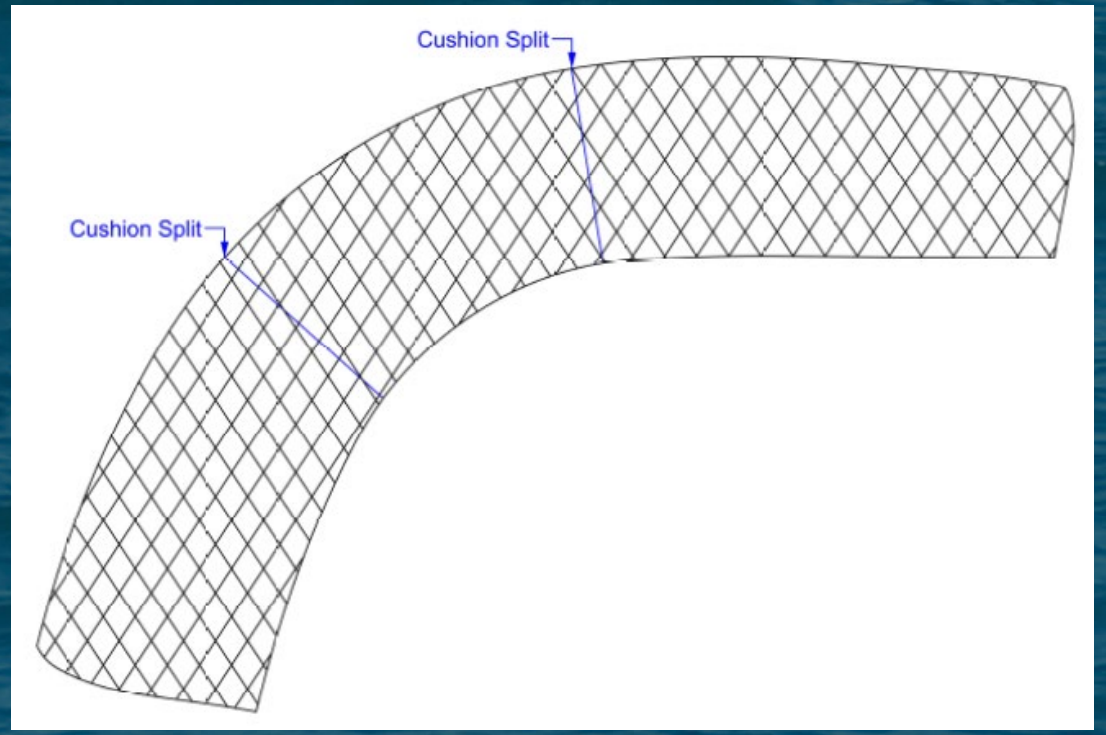

Quilt Seam
Quilt Seam
Cushion Split

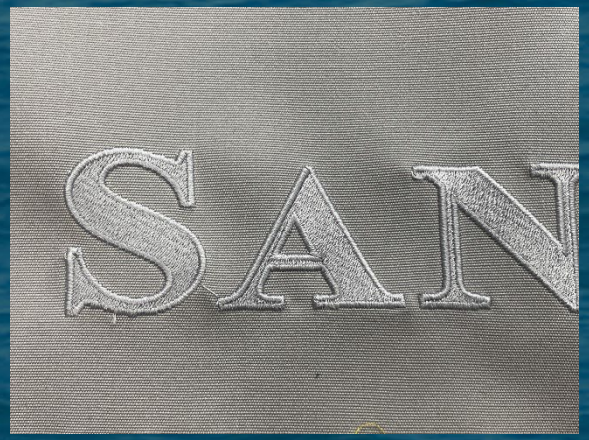

Cushion Split
Cushion Split

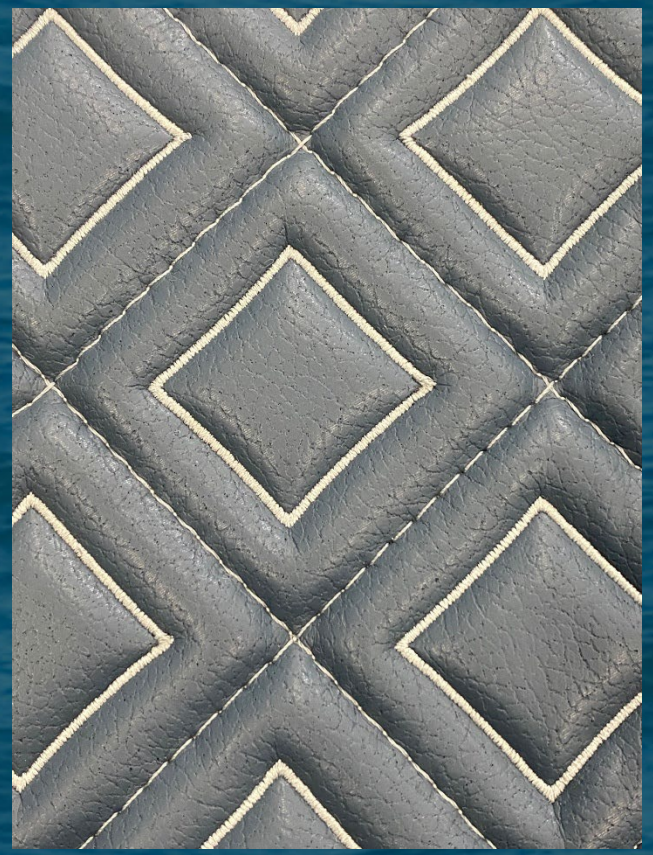

Cushion split
Cushion split
Cushion Split
Cushion Split


Cushion Split
Cushion Split

Embedded Embroidery adds even more value













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1
2
Wine Knot
Wine Knot



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Aft Settee Upholstery



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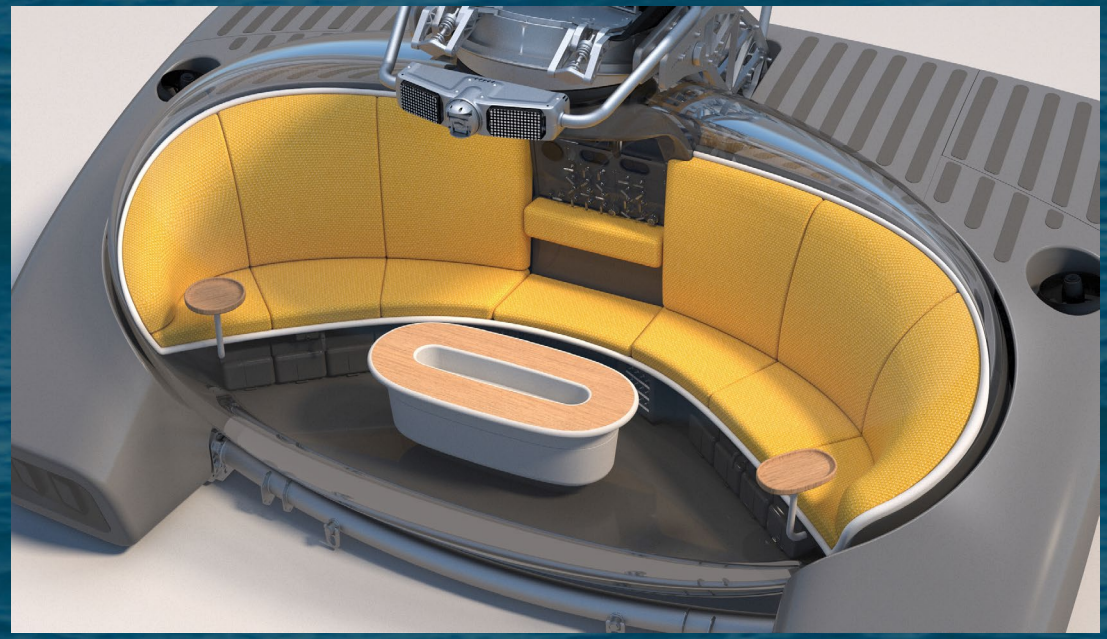
Shannon Simmons

Case Study: 9 Man Submarine Interior





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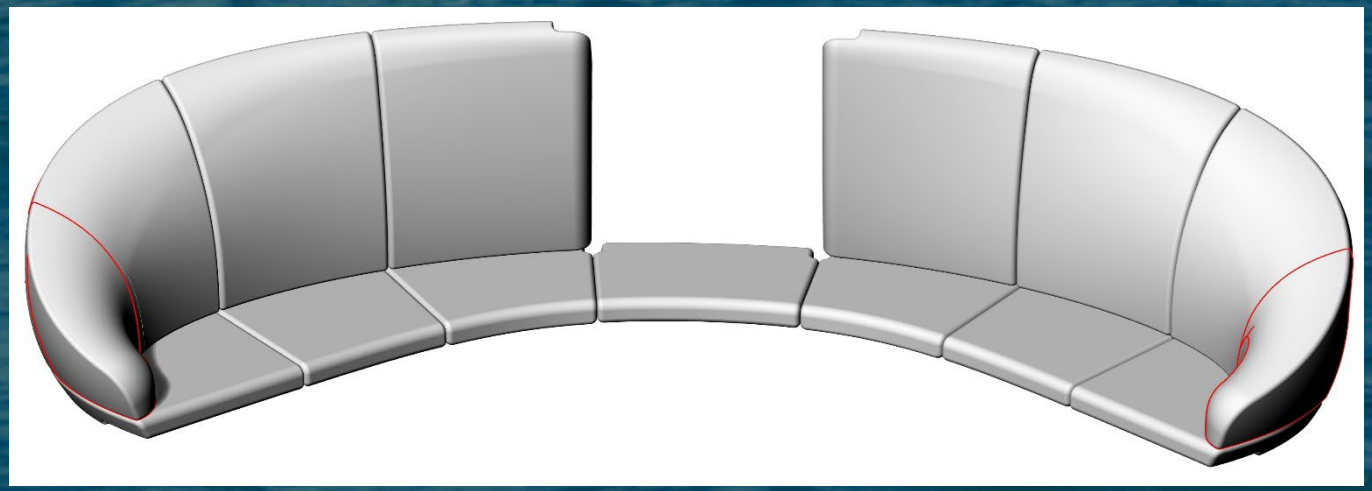
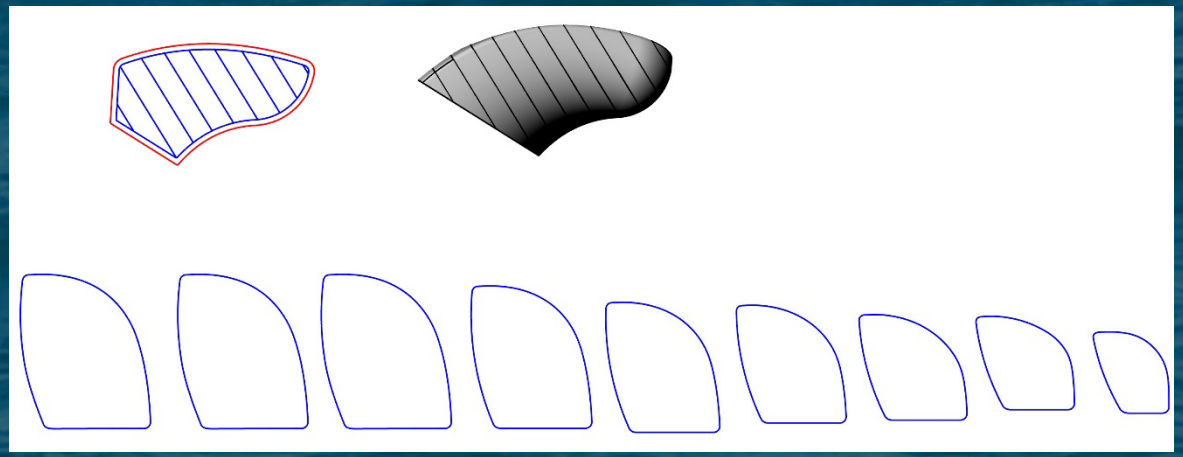
Foam techniques using cad





3D Model of the Cushions

- These cushions were made of closed cell foam that fluctuates in size. The cushions were cut out in layers.
- Each cushion was split into 2" wide parts to match the thickness of the foam that is being used.
- These parts are turned into flattened into 2D parts so that it can be cut out on the CNC Machine.



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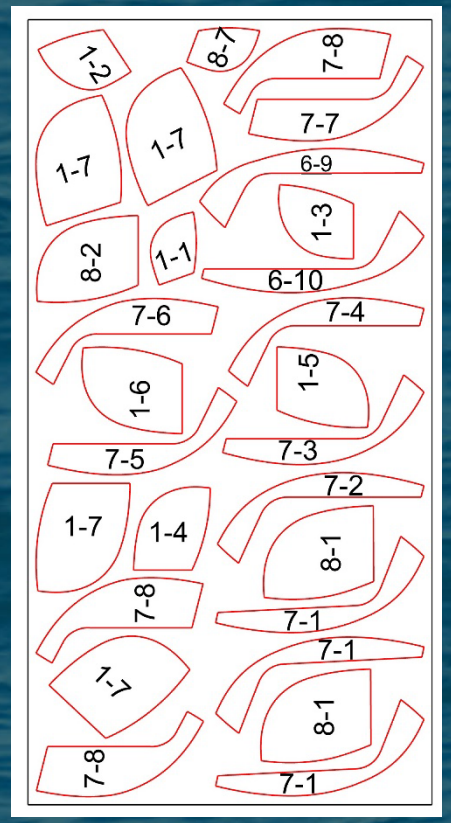
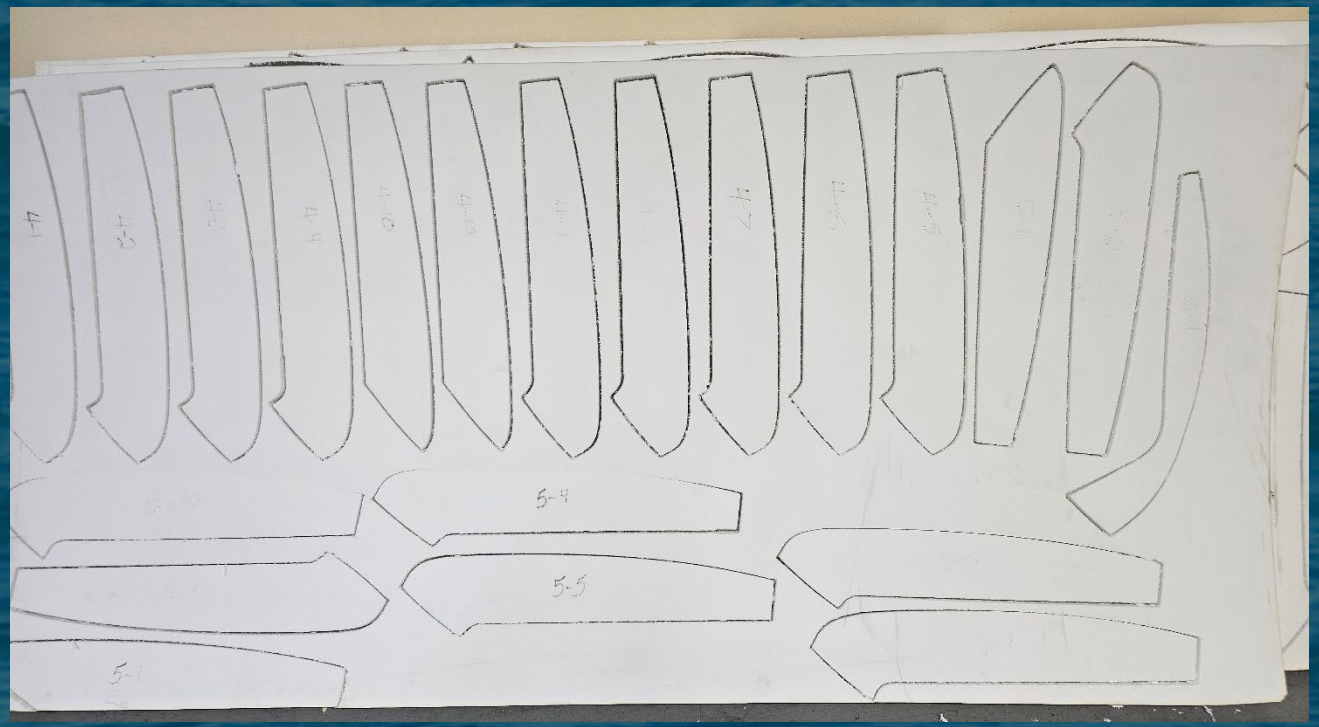
Foam techniques Cont.

Parts are nested inside of the limits of a full sheet of 2" closed cell foam. Each part was given a number to keep each one organized to which cushion the part belongs to.





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Foam techniques Cont.

The layers were glued together using contact cement. During the process we discovered that the fiberglass was slightly off compared to the 3D provided by the customer. We cut extra parts out and set the foam against the fiberglass. The foam was sanded smooth and flush with the fiberglass edges.







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Foam techniques Cont.







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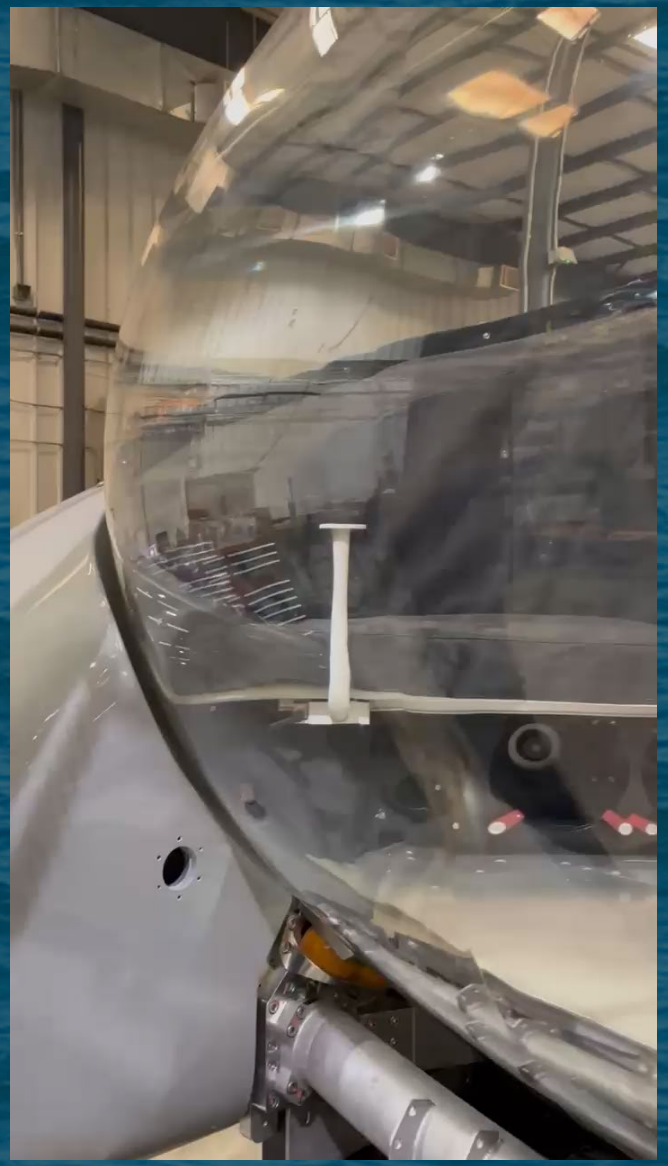
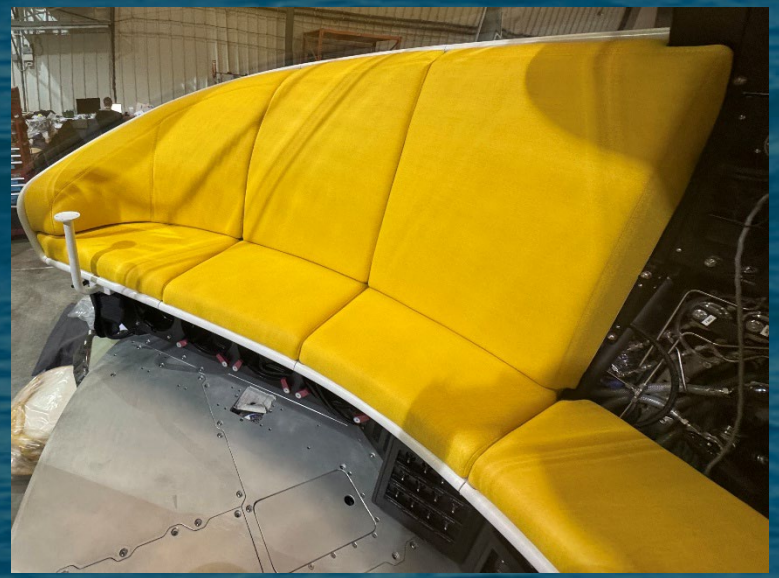
The result from using 3D and CAD









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Foam Fabrication

- Foam design and fabrication
- Choosing the foam types, sizes
- Foam compression discussion
- Standardize Ordering profiles
- Wedge profiles
- Ergonomic layering
- Standard tools to help with foam fabrication

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Winnie Maddox

Anatomy of different designs of cushion parts

- Internal plastic pull downs – Helms and Staple On Cushions
- Compression in boxing direction – ¼" Compression
- Internal Zipper pull downs – Soft Cushions
- Fancy zipper boxings – Hides the Zipper and Slider
- Hong Kong zippers – Helps not get the slider stuck on the meshes edge

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Bedding Process





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Bedding Process





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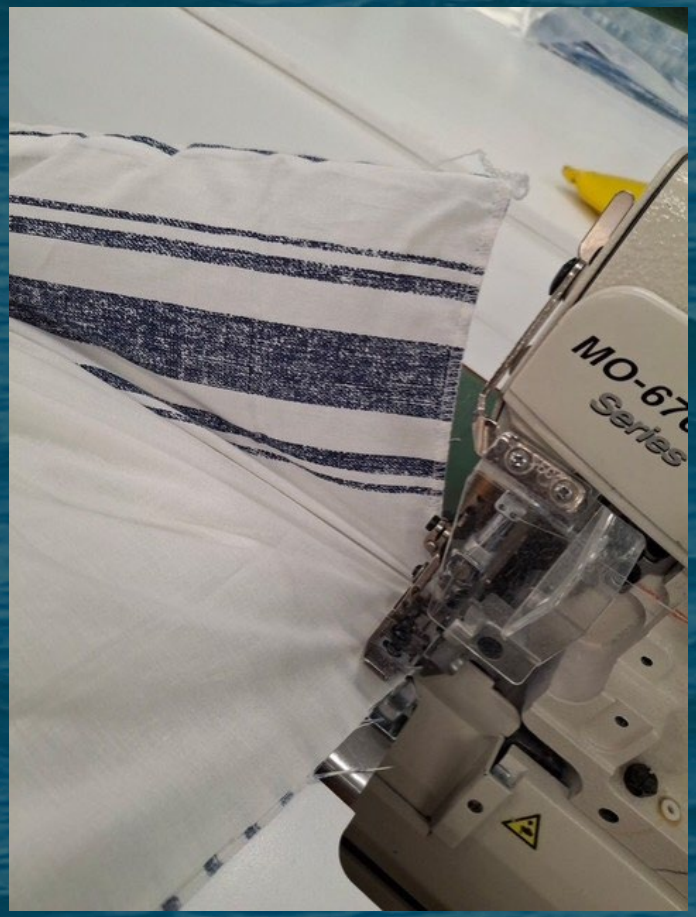
Bedding Process





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Shannon Simmons

What we learned while working with Fuzzy Backed Vinyl

Advantages

- 4-Way Stretch
- Use any kind of sewing needle
- Able to lightly mist glue on the inside of the material to help with certain applications
- Can apply hot/cold concept to shrink wrinkles



Disadvantages with Solutions

- Can't steam the face of the material with a steamer. Discoloration appears like a white fog.
- The inside of the material sticks to foam making it harder to stuff and it leaves wrinkles on the top after the customer sits on it.

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Wrinkles – hot/cold fix

Heat Gun – Apply heat constantly gliding back and forward over the wrinkled area until the material feels warm to the touch.



Warning – Do Not leave the heat gun hovering in one spot for too long, you can melt the material by accident. We use our hand as a gauge for temperature.

Cold Application – Apply a cold compress to the area after it's been heated up. Smooth the material out using the cold item and the wrinkles will minimize.



Items that you can use for the cold application – frozen can of tea, frozen bottle of water, and or frozen gel pack. Technically anything frozen.

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Tips for preventing the material from sticking to the foam like Velcro when stuffing a cushion







We incorporate sew foam as a barrier on the foam.

Option 1 - Sew foam with the backing allows you to glue the foam side to the foam, leaving the smooth backing side out.

Option 2 – We add the sew foam into the cover by it being sewn in.

Option 3 – Wrap the foam on top and the sides with painter's plastic.

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Discoloration and steam

- Avoid steam on the face, especially on the darker colors
- Apply steam on the inside of the material
- Apply steam on the foam directly



Steam applied to the inside of the material also helps with wrinkles when stretching the material over rounded edges while stapling the cover down.

Discoloration on Dark Vinyls



Sometimes you can remove the fog by applying heat using a heat gun but this does not always work or take it off completely. It's recommended to avoid steaming it.

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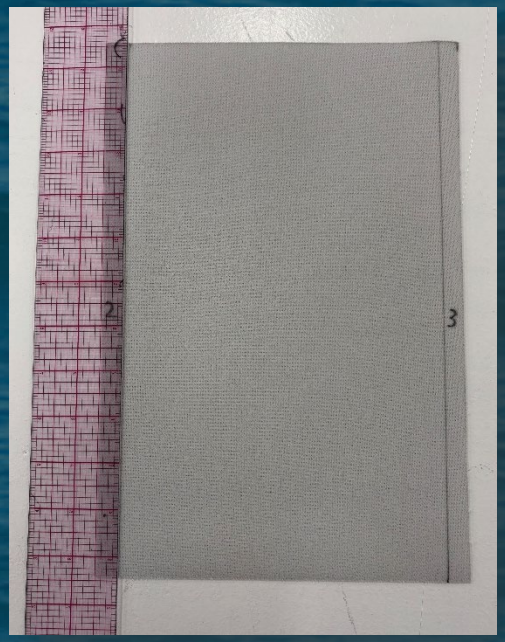
Winnie Maddox

How to Sew Vinyl Channels with Sew Foam (Step By Step)







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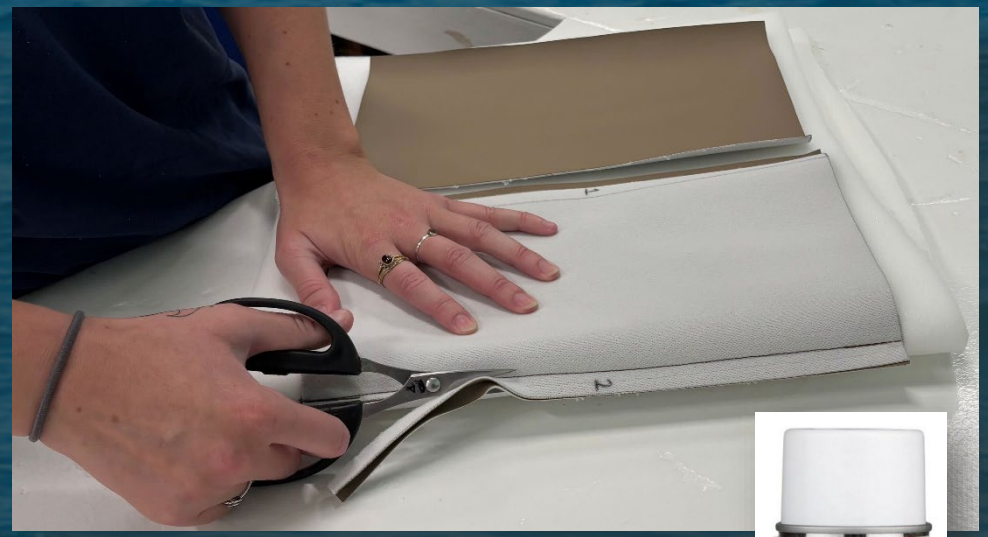


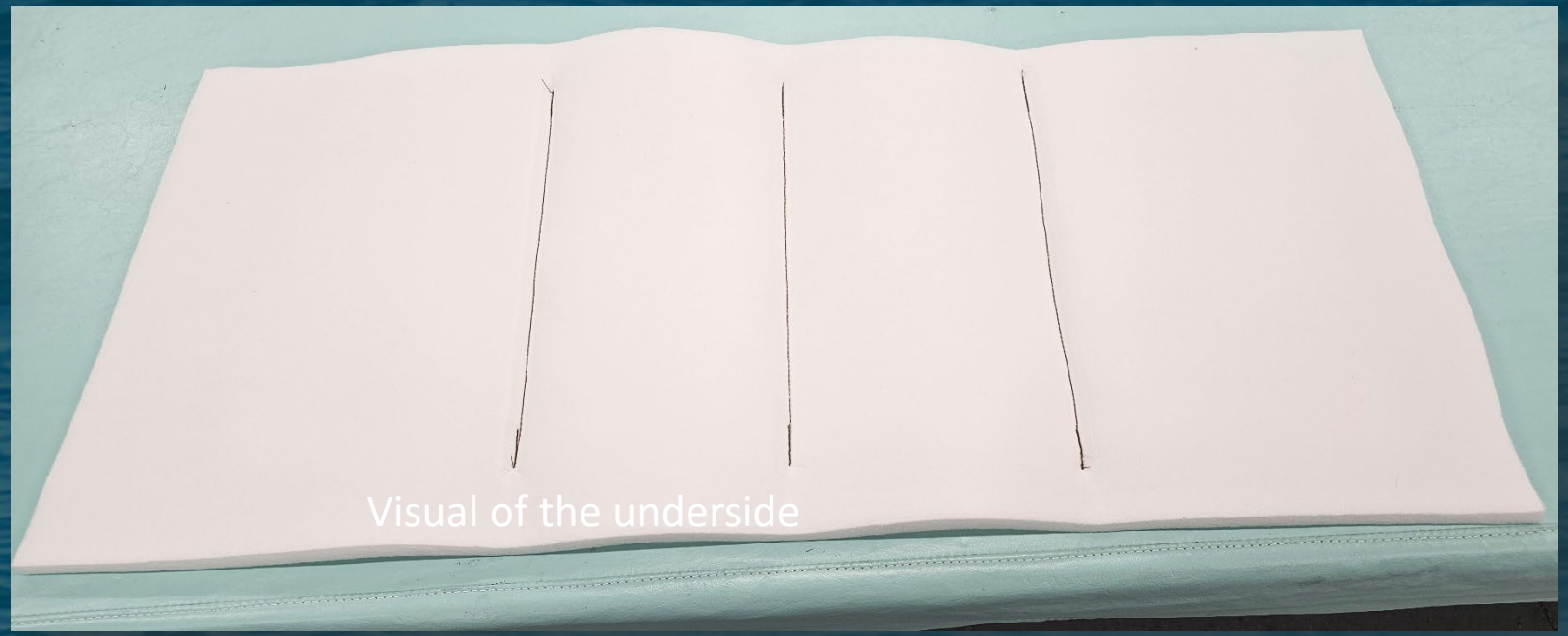


4. Working from the center out (in either direction) sew the channels down along the ½” line that was drawn. Trim each seam of the channels after you have stitched them down to remove any bulk. (Stabilize the fabric as you go by stapling the fabric to the sew foam and by applying a light mist of glue on the inside of the material and lightly smoothing the channel down.)





5. Once all the channels are sewn down, draw a ½" line on your boxings and sew the boxings on. At that point trim all the sew foam from the seams.



Visual of the underside

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Winnie Maddox
Steps on How to cut out pre-stitched quilts

1.) Pin out the quilt by lightly stretching the quilt by ½"
We use pink tacks that are hammered down lightly in all 4 corners



2.) Lay your pattern on top of the quilt and trace your pattern. Clear material is recommended.



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3.) Once your pattern is drawn out on the quilt, sew a small stitch around the line drawn on the inner side. This secures the loose threads of the quilt so that when you go to trim out the pattern your quilts thread stay in-tack.







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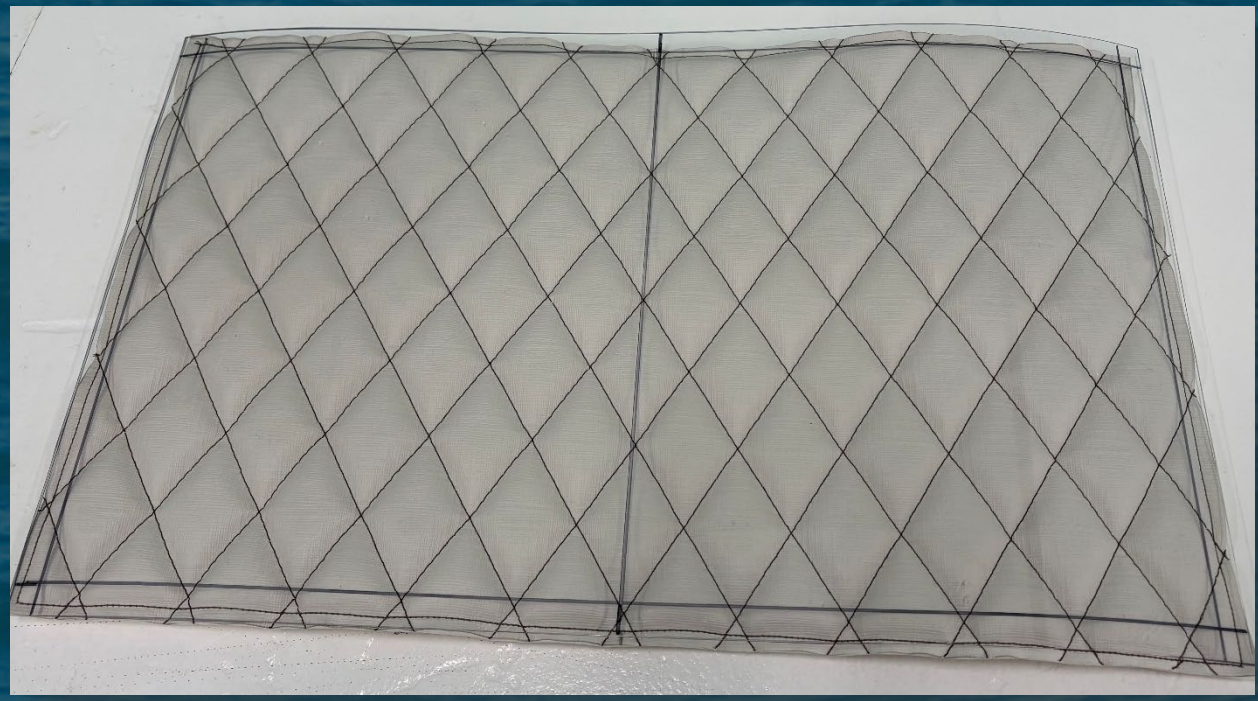
4.) Once the threads are secure you can then trim out the pattern on the line you drew





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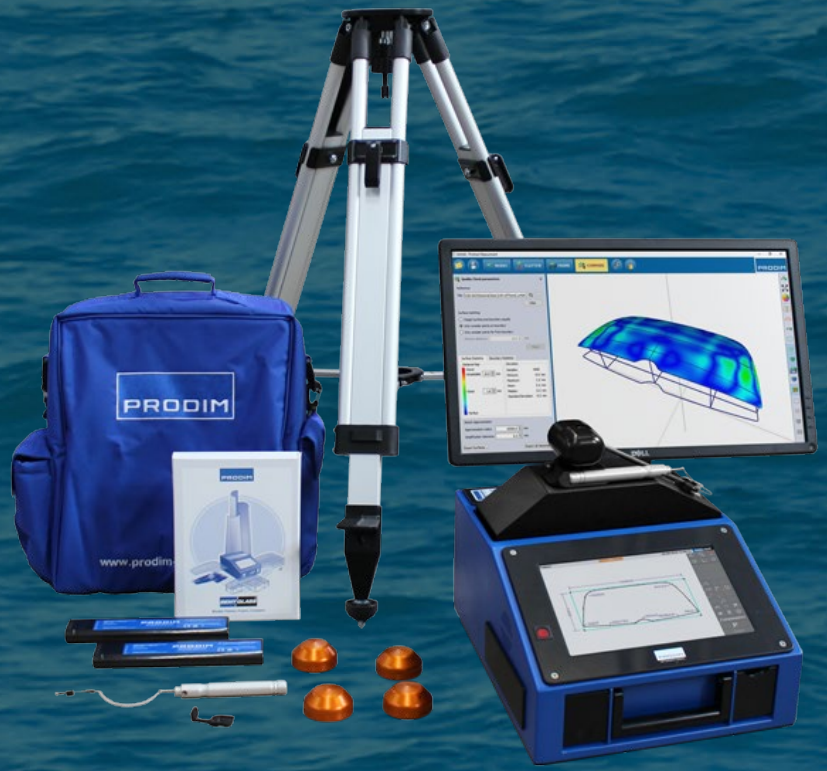
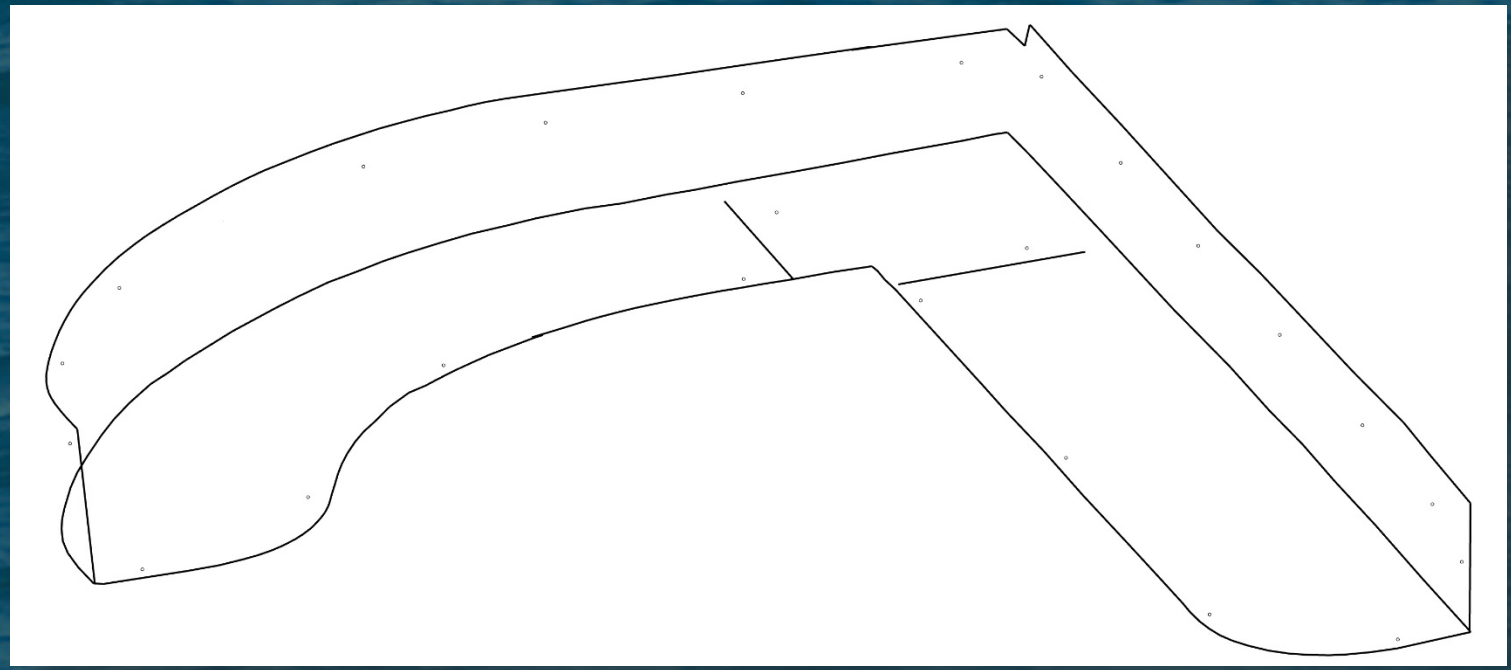
Shannon Simmons
Channels in 3D

Fitters go out and take a digital pattern using a Prodim Proliner, this allows us to build cushions in 3D





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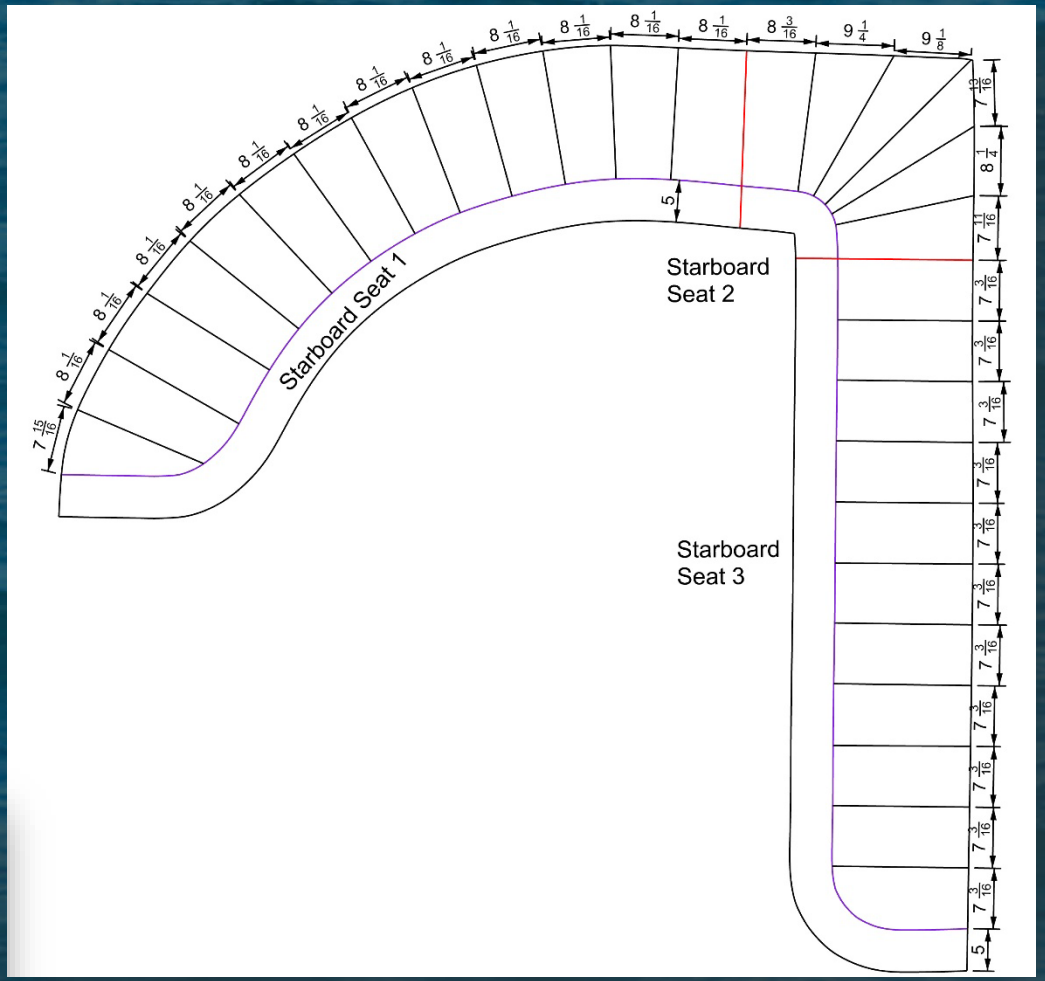
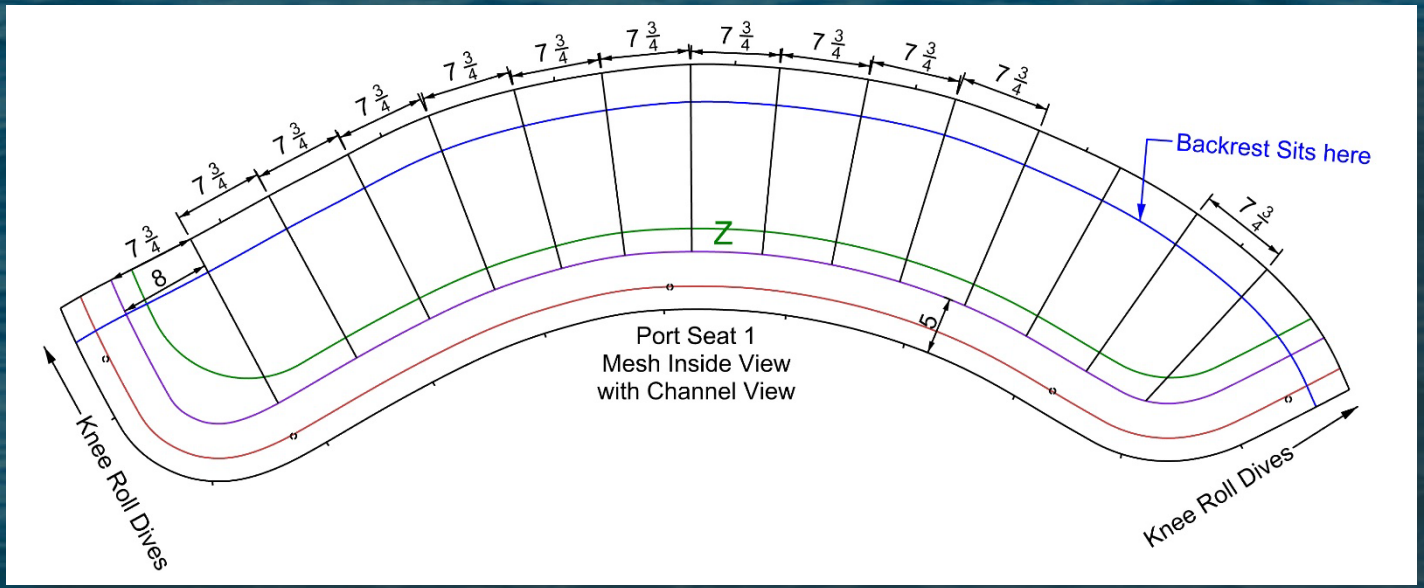
1. Start with the seats. Take all the lengths of each seat cushion. Channels should range from 8"-10" wide. Divide the lengths until all the measurements are close in width.

The direction of the channels can come from existing cushions, and or what the customer wants. In this example we copied the lay out of the existing cushions.





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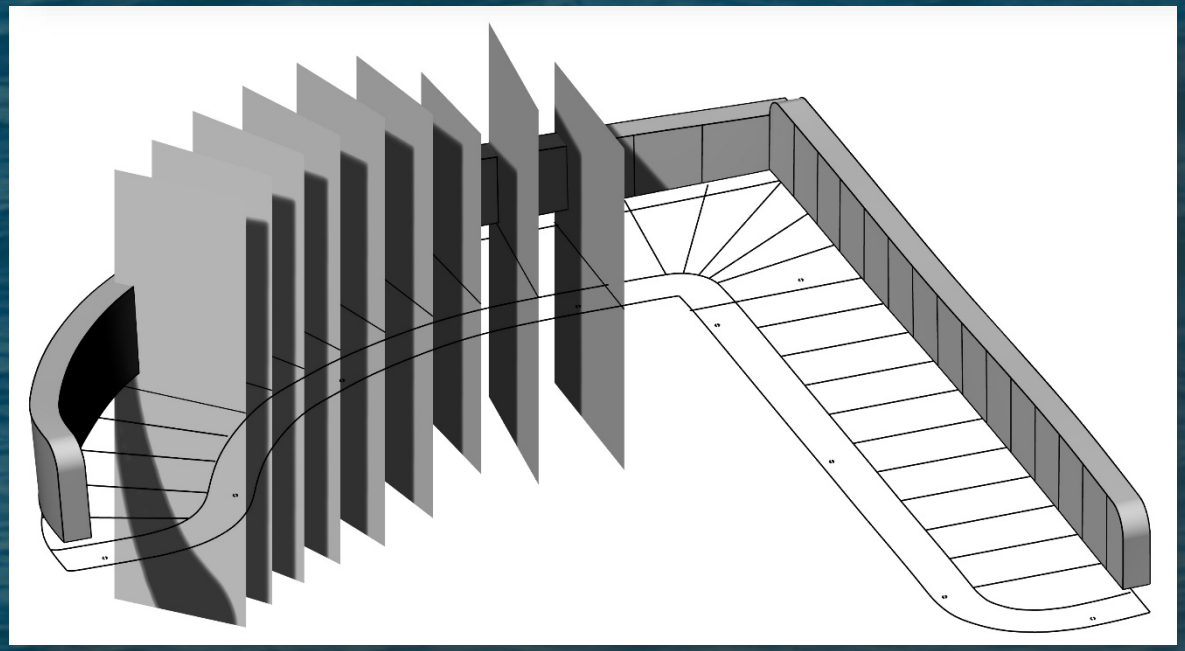
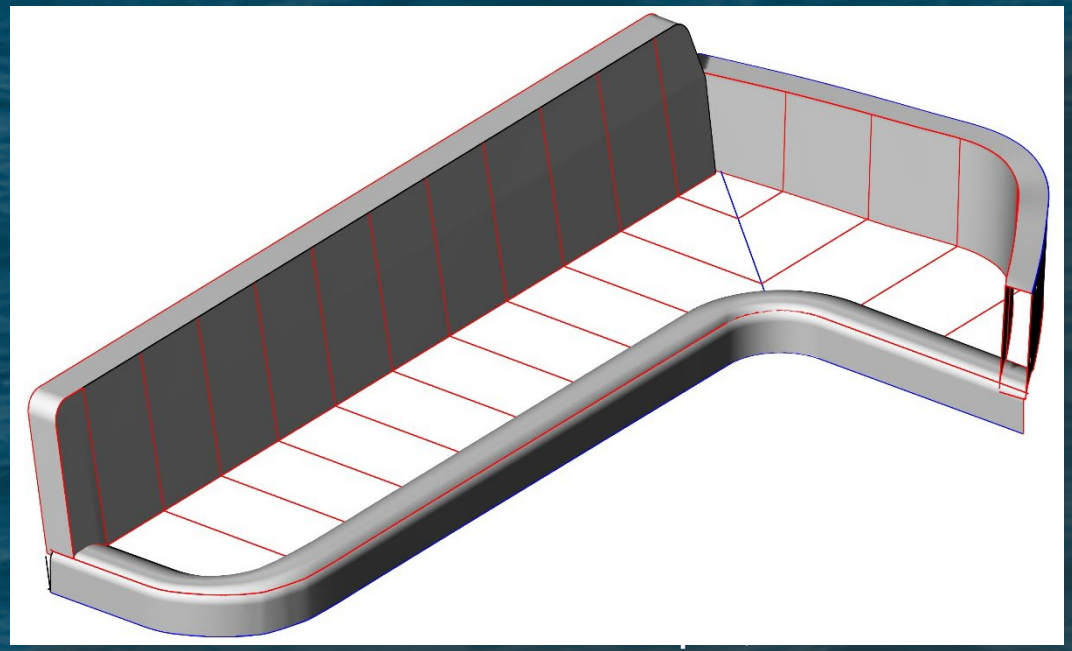
2. Build on the 3D and add the channel splits that you have already figured out for the seats.

Continue to build the backrests in 3D, making sure you have the face of the backs surfaced.

3. In the Rhino CAD program, surfaces can be created using the seat channel lines. This allows you to splt the backrest surface, creating the backrest channels. These channels will line up to your seats.



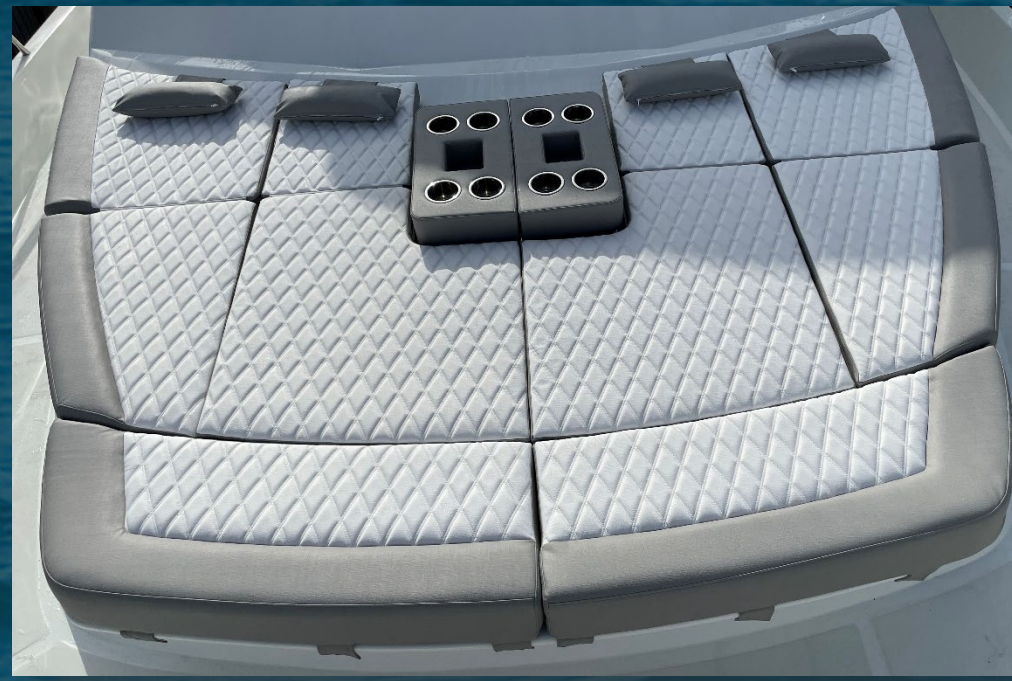


Quilted Cushions

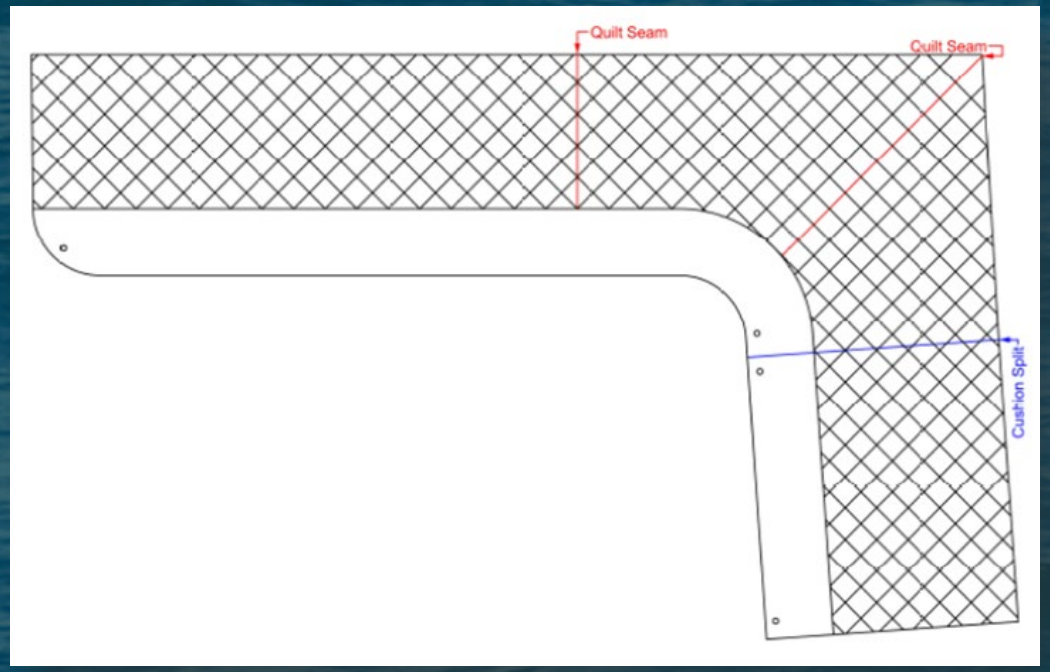
Be careful when picking certain quilt patterns.
Patterns are affected by finish product requirements.
Size and Scale matters as well as matching the areas.
Square diamonds are recommended for curved settees.
Square diamonds are easier to line up when going along a curved area.

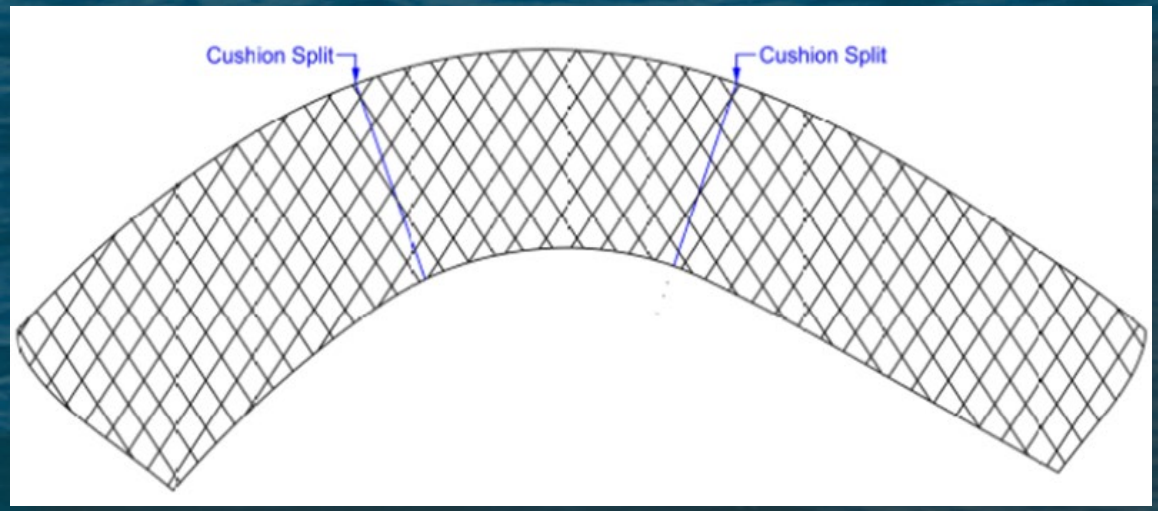


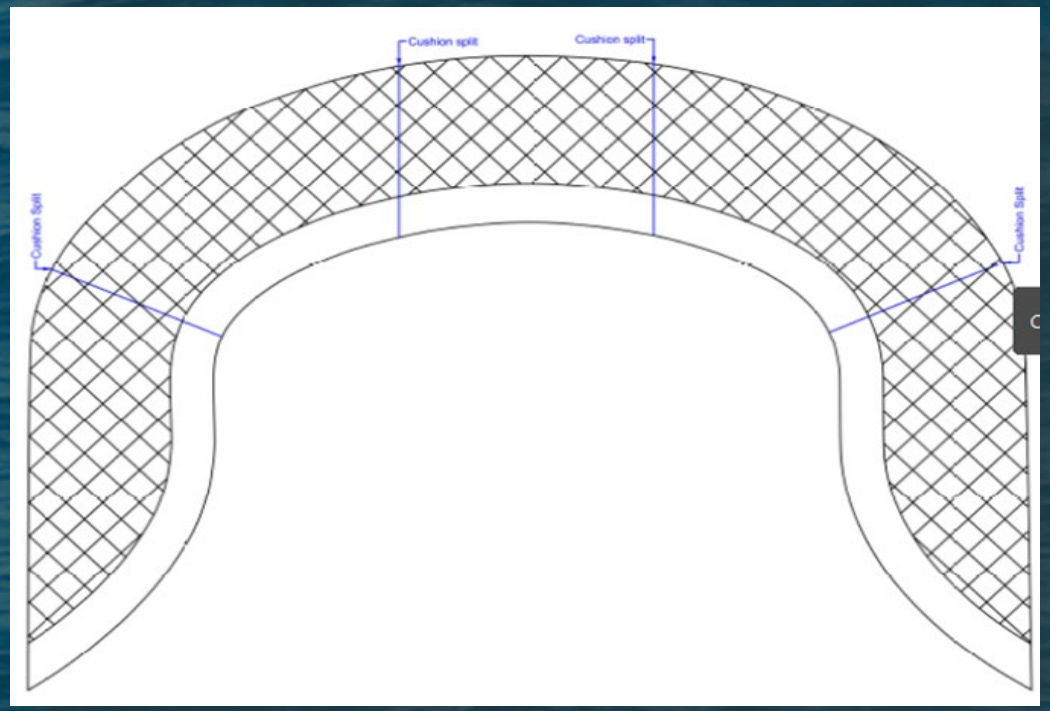


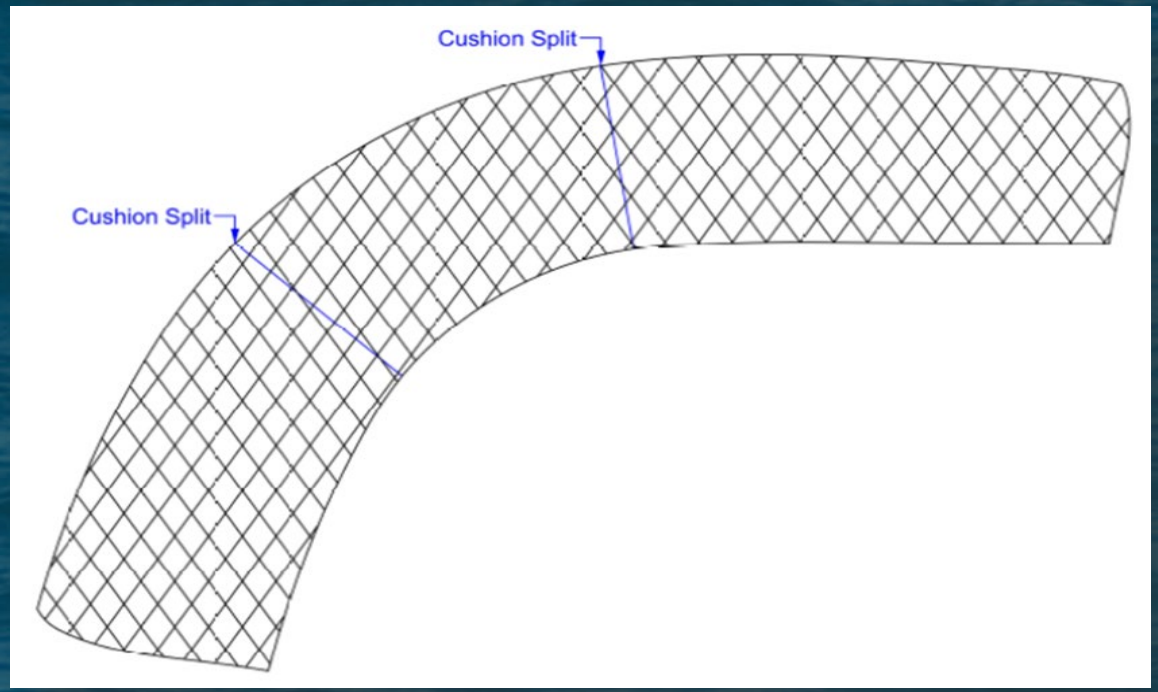


Quilt Spilt Layout Options







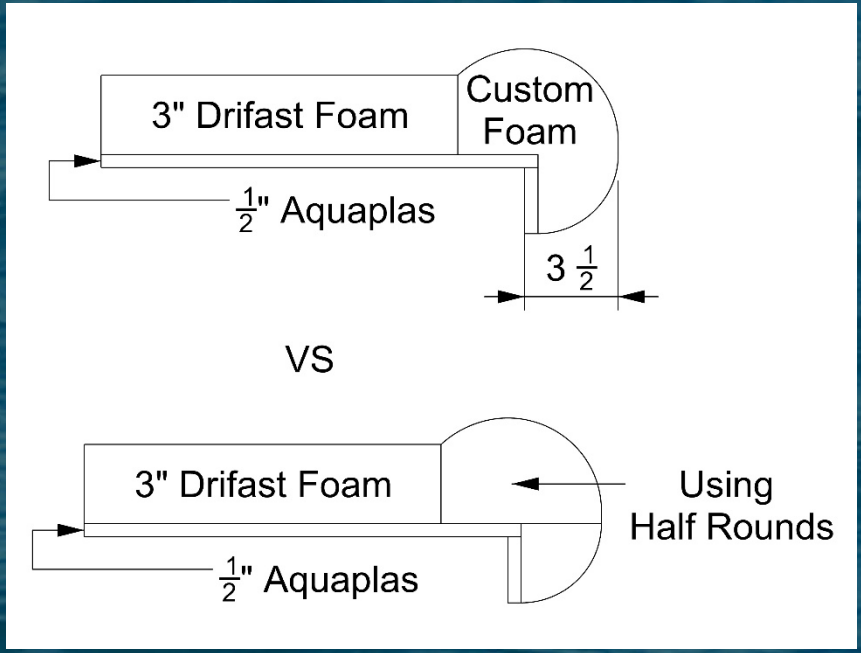


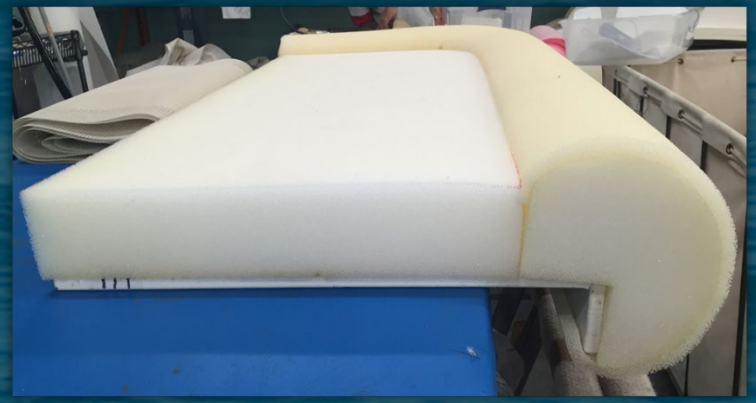
Mezzanine Knee rolls converting to Extended

Extended knee rolls help grow the depth of the seat to improve comfort for our customers.

Custom foam comes in a solid piece. The foam has a stronger structure allowing it to last longer. In the old days we would use half rounds and glue them together to make the knee roll. Over time those knee rolls would break down and detach giving a clumpy look.







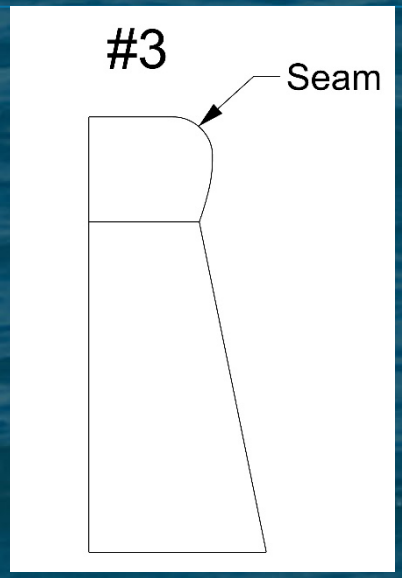


Tip for preventing wrinkles in the face of curved backrests

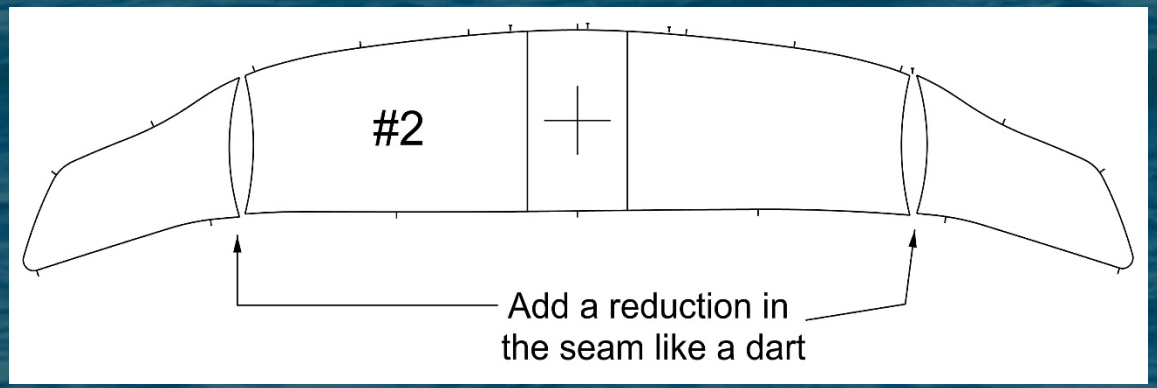
1. Build the cushion's foam curved by using layers of foam. *Example – 4" thick backrest, use 2 layers of 2" thick foam. Glue the foam together while being curved in place.* When curving the foam, make sure you over bend the foam by at least 1" and apply the same thing to the cover.

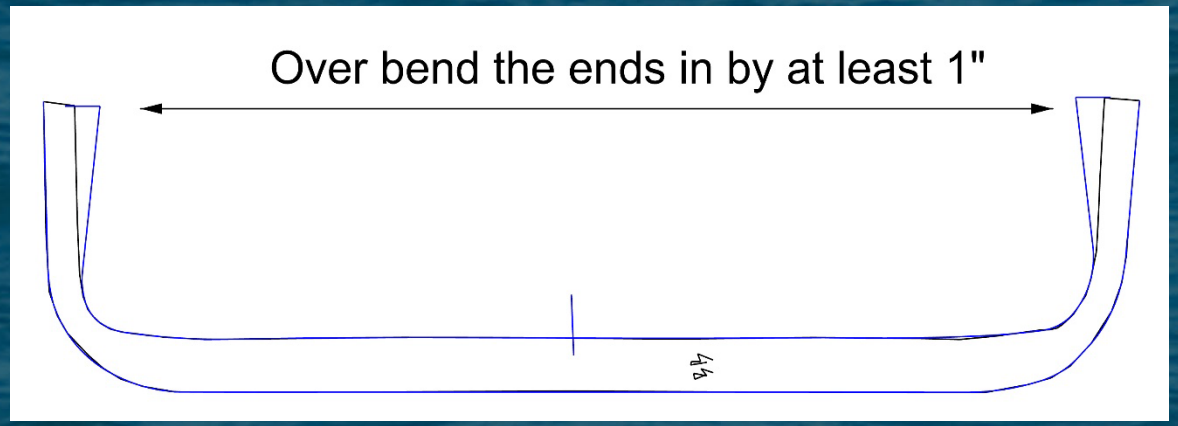
2. You can also add vertical seams in the middle of the radius of the backrest and add a dart to reduce the amound of material in the curve.

3. Add a seam in the middle of the radius of the backrest.









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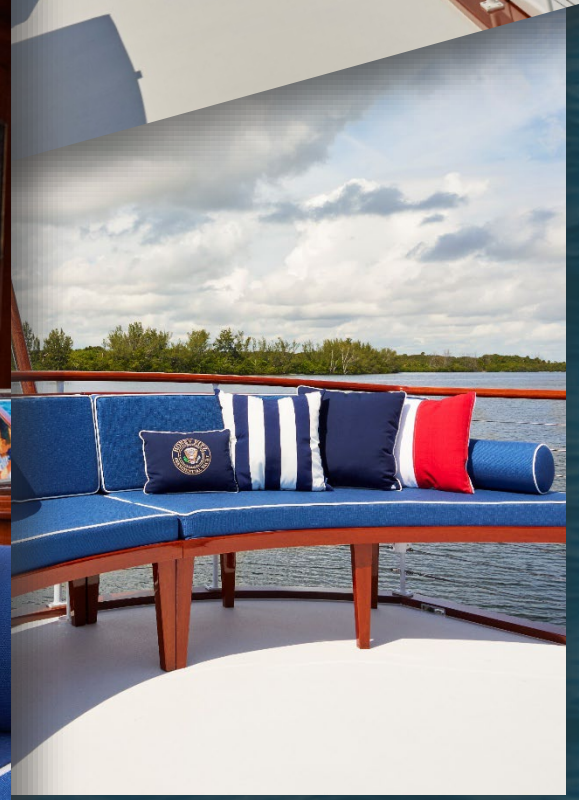

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