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Workroom Threads

carolina custom draperies
Workroom to the Trade

Welcome to the first edition of *Workroom Threads*!

I'm very excited to bring my designers a monthly newsletter to help you do what you do best: bring beauty and sophistication to your clients' homes. During my 30+ years of owning a workroom-to-the-trade, I have collaborated with hundreds of designers to improve their knowledge and confidence in the art of soft furnishings, increase their job closure rate, and enhance their ability to make money. *Workroom Threads* will allow me to explain and illustrate many of these tips: **insider information** at its best!

- *Sylvia Marvelli*

Gain confidence and \$\$ in your yardage estimate

Did you know that if you obtained yardage estimates for drapery panels from different workrooms, you will likely get different answers? A designer recently delivered a job to me after discovering that although the labor charge from another workroom was slightly lower, the yardage calculations they used in their catalog required far more fabric than was actually necessary so she wasn't saving money on the overall project. By knowing how to calculate yardage yourself, you will know if your workroom is on the mark with their estimate. Putting extra \$\$ into unnecessary yardage could make the difference between getting the job or not getting the job.

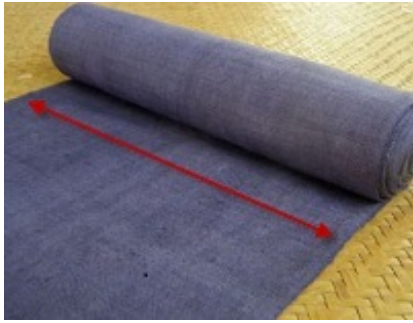
Let's start by calculating stationary panels with solid fabric.

Next month I'll discuss and illustrate how to calculate yardage for traversing panels.

Later we'll graduate to pattern repeats, drop repeats, and seamless yardage.

Images obtained from the internet

Important Terminology



Width of Measure (WOM)

A width is selvedge edge to selvedge edge of your fabric.

A panel is one width or a combination of widths sewn together to make a drape.

A pair is two panels.

Stationary panels do not traverse across the window. Sometimes these are called side panels.



Stationary Panels

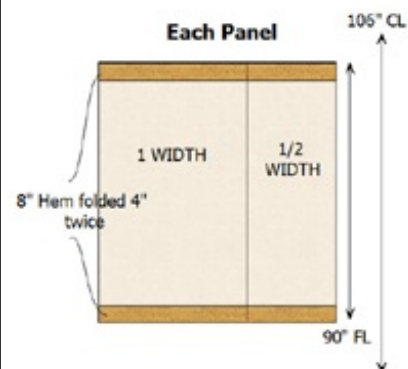
Determine Width & Length

1. The first step is to decide how many widths of fabric you want for each panel. Since the panels don't have to close, it's really a function of what looks the best with the window size. For our example, Jane's rod is going to cover 48"W. Generally, 1 width per panel is used for a rod width up to 48"W and 1 1/2 widths per panel for rod width 48"W-86"W. For Jane I have decided to use 1 1/2 widths per panel (2 panels = 3 widths for the pair) to give the drapery extra fullness.

2. Next, determine the finished length (FL). In this case, I want the panels to cover about 90" of length, from floor to top of drape, with the rod installed slightly above.

3. To the 90" FL I will add another 16" of fabric for hemming at the top and bottom. The cut length (CL) of the fabric is $90" + 16" = 106"$.

4. We have already determined that there will be 3 widths. Therefore, $3 \times 106" = 318"$ of fabric needed. Converted to yards ($318"/36"$ per yd. = 8.8 yds.) we will need to order 9 yds. of fabric without a pattern repeat.



When calculating yardage for a designers I take into account whether the fabric is solid or patterned. If it is a solid (as in the example above), the amount of fabric required will likely be less than what other workrooms calculate for their yardage formulas which are set for worst case scenarios. I provide calculations on my

quote so the designer can double check the accuracy and feel comfortable with the proposed yardage. It is then the designer's option to add any extra that he/she might want for pillows or other accessories. Get that job and maximize your profit with a smart start to your projects!

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