

**Finewood
Fabric
Procurement
Service**

with **34**

Years of history we have learned that innovation and constantly reviewing the way we do business is essential to value creation

We constantly review our operations and look for ways to improve our relationships

This year we launch our **fabric procurement service** as part of our drive for innovative ways to add value.

What is it?



What is it?

- Finewood buys fabrics selected by you from supplier of your choice
- The fabric is charged as part of the job and a small margin is added to our cost.
- To offset the margin on the fabric, Finewood will discount the frame price

Why we do it.



Why we do it.

- Finewood's Factory operates in a Theory of Constraints environment
- This means that the factory will not start a job until all materials are in Finewood's control.
- When Finewood controls all material procurement, the factory can operate more efficiently vs. waiting for client materials before commencing work.
- When Finewood controls material procurement, the factory can reduce lead times and generate efficiency.

Why would you do it?

» **Why would you do it?**

- Save money
- Simplify your procurement and creditors process
- Improve cash flow
- Earn greater purchasing power and loyalty
- Shorter lead times
- Easier textile fault resolution and responsibility
- Reduce non productive administration time (chasing fabric etc..)

Potential Objections.

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- ***Relationship with fabric houses?***
 - We do not interfere with this and specify your name on our orders to fabric houses so they can monitor purchases against showroom visits
- ***Is it going to cost more?***
 - There may be times when this savings on the frame will not cover the extra cost of fabric but these tend to be very unusual.
 - We will be transparent in our dealings and get you the best deal. It is in both of our interests for this to work.
- ***Am I losing control over quality?***
 - Quite the opposite. By our controlling the purchase the fabric houses are authorized to deal directly with us when there are flaws in the fabric.

FINEWOOD

Custom Furniture Capabilities. *Leading the Way.*

Fabric | Procurement | Services