LEATHER CLEANING

Pricing and Income Potential

Consider the following guideline for pricing your upholstery cleaning services:

Pigmented leather
$15 - $20 per ft Maintenance cleaning
$20 - $30 per ft Medium to heavy soil
$30 + per ft Restoration

Aniline leather
$20 - $25 per ft Maintenance cleaning
$25 - $35 per ft Medium to heavy soil
$35 + per ft Restoration

Nubuck Leather
$25 - $30 per ft Maintenance cleaning
$30 - $40 per ft Medium to heavy soil
$40 + per ft Restoration

On average, leather cleaning services earn $250 - $500 per man hour income with very little job cost or expense. It only requires some man power and a few products.

Some companies also offer repair and re-coloring of damaged or faded leather which offers another tremendous profit opportunity. This requires some additional training but is very rewarding.

BRIDGEPOINT
SYSTEMS

www.BridgepointSystems.com

800-658-5314

Leather cleaning is a must for the cleaning and restoration contractor now more than ever before. Walk in to any furniture store and see the vast offering and amount of showroom space dedicated to leather upholstery.

Over 35% of the upholstery sold in the North America for home or office is leather and that percentage is much higher in many markets. These figures do not include car interiors, RV's, airplanes or other opportunities like these. If you are not cleaning leather, you have just given up nearly half of your upholstery cleaning business and risk losing your customers to other service providers altogether. Most home or business owners do not wish to make multiple calls for their service needs. The chances are very good the other companies they call to clean their leather also clean carpet, rugs or tile and grout.

Product List *(Suggested items to perform this service)*

Leather Specialist Kit	Soft Finish Gloss	Ink Lifter
Oleosa	Scratch Away	Leather Degreaser
Wax On	Nubuck Cleaning Cloth	Utility Sponges
Soft Finish Matte	Nubuck Eco Protector	Soft Cloths

Educational Resources

- Mini Workshops or Leather Specialist School from your Interlink Supply Distributor
- Leather Specialist Manual
- Instructional DVD
- Leather Cleaning Procedural Guides
- IICRC LCT Class

Marketing

There are many avenues and many target markets to advertise your leather cleaning services which include, but are not limited to:

- Show leather cleaning on all forms of communication such as business cards, invoices, thank you letters, van or company vehicle, web site, referral coupons, etc and target all existing customers since most already have leather in their home or office.
- "Got Leather" Post Card or Tri Fold brochure
- available from Bridgepoint Systems. (www.bridgepoint.com)
- Target furniture stores, interior decorators and furniture re-upholsterers to build a referral network.
- Target auto and RV dealers for cleaning and protection services.

Other

Leather cleaning is easy to learn, easy to do, and you will be amazed at some of the "before and after" results you will achieve. Get started today.

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LEATHER PACKAGE ORDER FORM

[Street Address]

[City, ST ZIP Code]

[Phone] [Fax]

[e-mail]

P.O. NO.	[100]
DATE	March 5, 2014
CUSTOMER ID	[ABC12345]

VENDOR

[Name]
[Company Name]
[Street Address]
[City, ST ZIP Code]
[Phone]

SHIP TO

[Name]
[Company Name]
[Street Address]
[City, ST ZIP Code]
[Phone]

SHIPPING METHOD	SHIPPING TERMS	DELIVERY DATE

QTY	ITEM #	DESCRIPTION	UNIT PRICE	NOTES	LINE TOTAL
	CL039	Leather Specialist Kit	$91.68		
	CL042	Oleosa	$15.37		
	CL080	Wax On	$14.85		
	CL058	Soft Finish Matte	$13.43		
	CL054	Soft Finish Gloss	$13.43		
	CL052	Scratch Away	$6.93		
	ALM01A	Nubuck Cleaning Cloth	$4.03		
	CL022	Nubuck Eco Protector	$42.24		
	CL028	Ink Lifter 8 Gram	$6.58		
	CL020	Degreaser 300ML	$31.87		
	AU29	Sponge General Use	$0.79		
	ALM02	Soft Cloths	$0.79		

* Prices subject to change without notice

*Sales tax calculated at time of purchase.

SUBTOTAL	
SALES TAX	
TOTAL	

Authorized by

Date