

# BRITISH TRIMMINGS



PRODUCT PORTFOLIO

# BRITISH TRIMMINGS

DESIGNING, SOURCING, MANUFACTURE & SUPPLY

## BRITISH TRIMMINGS

British Trimmings has evolved considerably since its inception in 1929 and today designs and manufactures a vast range of trimming products to a cross section of customers in over 35 countries worldwide. British Trimmings is now part of the Conso International Group based in the US that provides access to additional sourcing and manufacturing facilities and a global perspective on emerging trends in colour, design and materials used, as well as greater buying power.

## DESIGN AND MANUFACTURING EXPERTISE

We have UK and overseas designers that identify and incorporate the very latest design, colour and interior trends, that combined with their expertise in yarns and component materials, ensure that British Trimmings products help establish rather than merely follow trends. Bespoke designs can be produced either to specific briefs or to pricing and style information (minimum volumes apply).

In 1999 British Trimmings re-located their factory from Stockport in the United Kingdom to a wholly owned manufacturing facility based in Coimbatore, India operated jointly by British Trimmings employees and Indian nationals. The India Trimmings factory provides British Trimmings with a low cost manufacturing base, a vital component required to remain competitive within today's global market. Nevertheless, being a wholly owned subsidiary ensures that British Trimmings are a priority when it comes to production scheduling, can secure the most economical pricing and has close control over the quality of product being produced. It is also a comfort to know that India Trimmings operate and maintain an ethical manufacturing policy ensuring fair wages to its employees and employs no workers under the age of 18. India Trimmings have won various manufacturing and community awards for their social responsibilities. In September 2007 they received the prestigious ISO 9001 for quality and ISO 14001 for environmental management certifications from the International Organisation for Standardisation.

## SOURCING

In an effort to stay at the forefront of global sourcing and supply and to address the emergence of China and the Far East's manufacturing capabilities, British Trimmings' parent company opened a sourcing office in Shanghai in 2004. This venture gives British Trimmings access to products, components and manufacturing techniques that are not available in India, providing its customers with an almost limitless supply of new product ranges. A full time designer is also located in the offices to work side by side with our manufacturing partners.

## SUPPORT SERVICES

In combination with the overseas resources and facilities, British Trimmings has a UK based head office in Stockport, Cheshire. These offices provide our customers with an in-house design team to offer that all important point of difference, marketing services creating innovative point of sale, printed literature and other vital marketing tools and a customer services team to answer queries and provide everyday support for our customers. The sales teams and logistical operations are also based in Stockport providing a one to one sales service and ensuring that products are delivered from all corners of the globe when and exactly where they are required.

British Trimmings have the skills, experience and expertise to assist in the design, manufacture and supply of tiebacks, trimmings and related products and we welcome the opportunity to work closely with you in the future.



- Sub continent and far eastern manufacturing capabilities
- Ethical manufacturing
- Rigorous quality control procedures
- UK and International based contacts and support
- Purchase ex-works, FOB, UK landed port or final destination
- Payment terms
- UK and International designers offering bespoke product for your business
- Marketing services assisting with the design and production of sample folders

# WELCOME

A NEW ERA IN THE HISTORY OF BRITISH TRIMMINGS



■ The Accents Collection



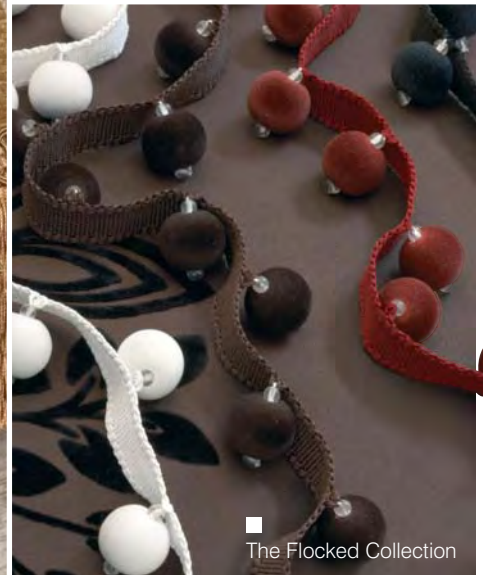
■ The Balmoral Collection



■ The Accents Collection



■ The Eclectic Collection



■ The Flocked Collection

## PORTFOLIO

THE NEW FORMAT CATALOGUE  
FROM BRITISH TRIMMINGS

Contained within these pages not only will you find information on our products and collections, but also information regarding the new service and order levels going forward.

We're sure you will find the new ring bound system efficient and easy to use and we look forward to supplying you in the near future.

- Improved stock availability of stock supported ranges
- Continued availability of non-stock supported ranges with lower minimums
- More frequent introductions of new products and ranges
- New stylish and functional ring bound portfolio that can be easily updated
- Exclusivity agreements
- Bespoke design service
- Make and hold agreements
- Committed to staying ahead of colour and material trends

**IMPROVEMENTS - We've listened to what our customers want****"I NEED BETTER STOCK AVAILABILITY"**

In order to provide better stock availability we have reviewed the product sales and rationalised the articles and colours that will be stock supported in some of the collections. This will ensure that we can invest more money in the more popular products and colours.

**"I WANT TO CONTINUE RUNNING A NON-STOCK SUPPORTED RANGE"**

British Trimmings appreciates that whilst a particular article or colour has not proved popular in the overall mix, that to some customers that line might be an extremely good seller. In light of this we have agreed new lower minimum order levels with our factory that means you can still order these lines in manageable quantities.

**"WE WANT TO SEE NEW PRODUCT AND MORE REGULARLY"**

The move away from the biennial bound catalogue to the new ring binder version will allow British Trimmings greater flexibility to add new products and collections on an ad hoc basis and stay ahead of colour and material trends. When a new product or collection is launched we will supply you with a new page which can be inserted into the folder for reference.

**"I WANT EXCLUSIVE PRODUCT"**

With our design service we are able to make alterations to an existing product or design a completely bespoke line. When altering an existing specification and manufacturing process, higher minimum order quantities will apply, however British Trimmings will also discuss the option of a make and hold agreement. Please discuss your requirements with your sales representative.

**"I NEED SUPPORT"**

For customers requiring a special order product or a bespoke design but who are also unable to take the minimum quantity in one delivery, British Trimmings will be happy to discuss a make and hold agreement. In these situations British Trimmings will manufacture the minimum quantity and then hold the stock in the UK to be called off by the customer over a pre-agreed period. The customer benefits from 100% stock availability, short delivery lead times and cash flow management. Please speak to your sales representative and request a make and hold agreement.

**HOW IT WORKS - Each of the ranges and stand alone products fall into one of three categories**

## ■ FULLY STOCK SUPPORTED

Every article in every colour will be available from UK stock. Whilst we cannot guarantee a 100% in-stock position, due to the nature of the business and erratic order patterns, this will however be our aim.

Stock supported products have a ■ icon and these can be purchased as per the existing specification and colours contained within the range, in the relevant pack sizes. Stocked products can be altered and minimums purchased as a special (MOQSP), or bespoke (MOQBS) order dependent upon changes made.

## ■● PARTIALLY STOCK SUPPORTED

The range will contain a selection of articles and colours that are stock supported and a selection that are available as special order only.

Special order lines have a ● icon and these can be purchased as per the existing specification and colours contained within the range, according to the new minimums (MOQSP); or in completely new colours with higher minimums (MOQBS).

## ● NON STOCK SUPPORTED

The entire range is available on a special order only basis. Special order lines have a ● icon and these can be purchased as per the existing specification and colours contained within the range, according to the new minimums (MOQSP); or in completely new colours with higher minimums (MOQBS).

Bespoke designs can be made available across all the ranges in our portfolio, however higher minimums will apply.



Please see individual range pages for details on pack sizes and minimum order quantities, or contact one of our sales representatives for details

# INFORMATION

## USEFUL INFORMATION

### SAMPLE FOLDERS

A selection of sample folders are available to accompany the various collections contained throughout this catalogue. The folders contain material samples of each of the articles in a collection together with the full colour range that the articles can be purchased in.

The folders are vital selling aids for all British Trimmings customers and are available from stock. To order one of our folders please quote the article and colour code stated on the specific ranges page (situated on the bottom left hand side).

Own brand sample folders can also be designed and manufactured enabling British Trimmings customers to create, stock and sell their own ranges if desired. Please discuss your requirements with your sales representative. All orders are subject to minimum quantities and lead times.

### SAMPLING

Limited trimming samples will be made available however samples of tiebacks and tassels cannot be provided without payment. Please contact customer services for more information.

### PRODUCT VARIATIONS

Many of the products offered by British Trimmings are handcrafted giving each its own unique character and charm. Due to this fact, the lengths and depths quoted in the catalogue are approximate and colours can vary slightly between products. Every effort is made to keep these variations within reasonable tolerances and where precise measurements and colour shades are essential please discuss this with your sales representative.

All trimmings utilised for a specific project should be checked before use, as claims for variations cannot be entertained when the trimmings have been used or applied. In all instances, we recommend that colour is matched using sample cards and not catalogue images.


### COMPOSITIONS

The material content of each article in the catalogue is shown in the information box as a percentage of the total product weight. Please note the following:

1. The percentages quoted are approximate.
2. The fibre used in the gut or core yarns, which do not effect the appearance of the product, may vary according to availability.
3. Wood and Plastic components for Tiebacks, Tassels and Pulls may be interchangeable.
4. Components under 3% of the total product weight are not always listed individually.
5. The material codes used are:


<b>AC</b> = Acrylic	<b>LI</b> = Linen	<b>RU</b> = Rubber
<b>ACT</b> = Acetate	<b>ME</b> = Metal	<b>S</b> = Suede
<b>CO</b> = Cotton	<b>MF</b> = Mixed Fibre	<b>SH</b> = Shell
<b>FE</b> = Feathers	<b>MP</b> = Metallised Polyester	<b>SI</b> = Silk
<b>FS</b> = Faux Suede	<b>NY</b> = Nylon	<b>VI</b> = Viscose
<b>GL</b> = Glass	<b>PL</b> = Plastic	<b>WD</b> = Wood
<b>HO</b> = Horn	<b>PA</b> = Painted Lacquer	<b>WO</b> = Wool
<b>JU</b> = Jute	<b>PO</b> = Polyester	<b>WR</b> = Metal Wire
<b>L</b> = Leather		


### WASH / CARE INSTRUCTIONS



 Trimmings are of a delicate construction and we recommend that they should be dry cleaned ONLY, and with a minimum of agitation to avoid damaging their structure.

In general, colours are dyed to a good standard of light fastness, but are not recommended for washing.

Trimmings are dry cleanable in tetrachloroethylene, trichlorotrifluoroethane (solvent 113), trichlorofluoroethane (solvent 11) and hydrocarbons (white spirit).

 Sequins, metallic and lurex are suitable for dry cleaning in the solvents given above, but are sensitive to some dry cleaning procedures for which there is a strict limitation on the addition of water during cleaning and/or restrictions concerning mechanical action and/or drying temperature.

 Certain fashion trimmings can be washed at a maximum temperature of 40°C with a normal rinse and spin cycle.

 Tiebacks/Tassels, beaded trims and trimmings are of a very delicate structure and should NOT be dry cleaned or immersed in water.  
 However, tiebacks and tassels and many fringes benefit after unpacking from a light steam treatment e.g. over a kettle to restore their fullness.

### CREDITS

**Photography:** Peter Dixon **Tel:** 07770 303 229

**Styling:** Rhona Nuttall **Tel:** 07976 898 696

**Seamstress:** Wendy Rigg **Tel:** 01270 820 779  
 Melanie Williams **Tel:** 07767 496 689

**Fabric:** Harlequin Fabrics & Wallcoverings Ltd. **Tel:** 08708 300 355  
[www.harlequin.uk.com](http://www.harlequin.uk.com)

**Location:** Shoot Space **Tel:** 07703 281 305  
[www.shootspace.com](http://www.shootspace.com)

**Props:** Farrow & Ball Paint **Tel:** 01202 876 141  
[www.farrow-ball.com](http://www.farrow-ball.com)

Flowers & Plants Association [www.flowers.org.uk](http://www.flowers.org.uk)  
[www.tryflowers.org.uk](http://www.tryflowers.org.uk)

Graham & Green **Tel:** 0845 130 6622  
[www.grahamandgreen.co.uk](http://www.grahamandgreen.co.uk)

Ikea **Tel:** 0845 358 3364  
[www.ikea.co.uk](http://www.ikea.co.uk)

Oka **Tel:** 0870 160 6002  
[www.okadirect.com](http://www.okadirect.com)





# BRITISH TRIMMINGS

[www.britishtrimmings.com](http://www.britishtrimmings.com)



## UK Sales

Telephone: 0800 214 455  
Fax: 0800 213 344  
Email: [uk.sales@btrim.co.uk](mailto:uk.sales@btrim.co.uk)

## British Trimmings Limited

PO Box 46, Coronation Street,  
Stockport, Cheshire, SK5 7PJ  
United Kingdom

## Export Sales

Telephone: +44 (0) 161 480 3355  
Fax: +44 (0) 161 429 0476  
Email: [int.sales@btrim.co.uk](mailto:int.sales@btrim.co.uk)