

Caring for new **Upholstery**

1. **Show her the “law label”.** On mattresses the label reads that “if you remove you could be prosecuted”, on sofas it doesn’t, but stress the importance of this label, this holds all the necessary information the manufacturer will need if something goes wrong.
2. **Keep upholstered furniture out of strong sunlight.** It’s a good idea to keep draperies/window coverings pulled, too, as sunlight will bleach your upholstered pieces.
3. **Vacuum or brush your upholstery regularly to keep dust from getting imbedded in the fabric.** Rotate and turn your cushions weekly to distribute wear.
4. **Educate your customer on how to spot clean.** Each fabric has a cleaning code, know the code, and then go a step further and let her know how to clean those expected spills. Blot out, (*Do Not Rub*), spills and stains immediately before they become “set”. The longer they remain, the harder they are to remove.

Cleaning Codes

S

Spot clean only with a water-free dry cleaning solvent

W

Spot clean only with water-based shampoo or foam upholstery cleaner

W/S

Spot clean with upholstery shampoo, foam from mild detergent or mild dry cleaning solvent

X

Clean only by vacuuming or light brushing with a non-metallic brush