



### Leather Wise Services for Test Houses

How frequently does your laboratory test a piece of leather or leather product and it fails? Does that result help your client? What they really need to know is why it failed and what can they do to overcome the problem.

At Leather Wise we do not offer routine leather testing – the market is too competitive and so we are leaving that to you! But we do have extensive experience in the testing of leather, what are realistic expectations and the reasons why it could have failed a particular test. We have access to highly sophisticated laboratory equipment such as scanning electron microscopy, X-ray microanalysis, FTIR and DSC that can help us piece together the jigsaw and determine the cause of a failure. Once we have determined the cause, we can then offer advice on how to rectify it or prevent it occurring again.

The possibilities are innumerable, but typical problems that we can help with are:

- Why does a garment leather fail to meet the requirement for tear strength?
- Why does an upholstery leather have poor fastness to wet rubbing?
- Why does a waterproof shoe upper leather leak?
- Is the test used appropriate for that particular leather?

This service is charged for at an hourly rate and is very competitively priced; the cause of most failures can be established for around £150, depending on their complexity. Helping to overcome or rectify the problem may cost a little more. To put it into perspective, a test failure may mean that your client cannot sell their product. If we can explain the failure and help put it right enabling that product to reach the market place, our service is priceless.

If you require any further information about Leather Wise's Service for Test Houses contact Amanda Michel: direct tel: 01604 497568, mobile: 07737 745440, email: [amanda@leatherwise.co.uk](mailto:amanda@leatherwise.co.uk)



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# SAMPLE SUBMISSION FORM

## Test House Samples

*Please use this form when sending samples to us for examination. Remember, the more information we have, the quicker we will be able to resolve the problem.*

### Your details:

Company: \_\_\_\_\_ Date: \_\_\_\_\_

Print name: \_\_\_\_\_ Sign: \_\_\_\_\_

Address: \_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_ Email \_\_\_\_\_

Purchase Order No. \_\_\_\_\_

Please make cheques payable to: **Leather Wise Ltd**  
(in pounds sterling, drawn on a UK bank, free of all charges)

### The problem:

Sample submitted.....

Fault description.....

How long has the sample been in use?.....

Number of items affected.....

Approximate value of item.....

Are remaining samples to be returned to you? (post and packaging chargeable)

Samples will be retained until payment is received

Yes	No
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Would you have any objections to your samples being used for training purposes?  
(they would be used anonymously)

Yes	No
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Do we have permission to cut the sample, or is non-destructive testing required?

Can cut	Don't cut
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How would you like your report sending? (tick all appropriate boxes)

Email	Fax	Post
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Please indicate that you have read our terms and conditions of business  
(overleaf)



## THE SMALL PRINT

### Leather Wise Ltd Terms and Conditions of Business Test Houses

#### **Charges and expenses**

Our fees are based on the amount of time we spend dealing with your matter. This includes performing tests and analysis, considering and preparing technical reports, any necessary literature searches, making and receiving telephone calls pertaining to the matter, any time spent travelling. The current rate is £65.00 plus VAT per hour unless otherwise stated. There is a minimum charge of £37.50 plus VAT. If the use of specialised equipment e.g. SEM, X-ray microanalysis etc. is required this will be charged at £25 per hour + VAT in addition to the standard hourly rate. If the return of samples is requested, postage, packaging and insurance will be charged at cost. If travelling is involved, there is a motoring expense of 40 pence per mile, or rail/air fare at cost plus subsistence if required.

The final cost will largely depend on the complexity of the problem, but it is assured that all business will be attended to in a prompt and efficient manner. You may at any time request an estimate of our anticipated fees. Whilst we will endeavour to provide as accurate an estimate as possible, no estimate can be guaranteed due to the inevitable variation in complexity. If you wish to be regularly updated on the cost of a particular job, we would be pleased to do so upon request.

#### **Billing arrangements**

Invoices will be submitted upon completion of a job, unless it is a particularly extended investigation in which case interim payments may be requested to cover expenses incurred as the matter progresses. Interim payments will be itemised and offset against your final invoice.

Payment is due within 30 days of the invoice date. Clients who default this arrangement will be required to operate on a pro-forma basis for any future work. We reserve the right to work on a pro-forma invoice basis with new clients.

#### **Storage of samples and documents**

After completion of your work, we will keep stable samples for a period of three months. After this time they will be destroyed in an appropriate manner unless it is requested that they be returned to you (postage, packaging and insurance chargeable at cost). Samples will not be returned until payment of our invoice is received. Occasionally, we may request to retain particularly unusual examples for training purposes. If permission from you to do this is forthcoming, we will ensure that samples remain anonymous.

Documents, paper copies of reports and suitable test pieces will be kept for a period of 2 years after which they will be appropriately destroyed. If long term storage of paper documents or tested samples is requested this will be charged at £5 per month. Electronic copies of reports will be retained for a period of 5 years.

#### **Termination**

You may terminate your instructions in writing at any time. Any time spent or expenses incurred up to the point of termination will be applied at the indicated rate. We reserve the right to retain samples and documents until payment is made.

#### **Insurance**

Samples sent to Leather Wise Ltd for examination are insured whilst on our premises. If samples are to be returned, we will send them by means that insures them whilst in transit to you unless an alternative method of carriage is requested.

#### **Communication**

The outcome of any investigations that we undertake can be influenced to a significant degree by circumstantial evidence. If any information is withheld the report may be invalid.

We are confident in providing you with a high quality of service in all respects. However, in the unlikely event that you have any queries or concerns then please raise them in writing and we shall endeavour to resolve them as soon as possible.

#### **Confidentiality**

Leather Wise Ltd will not disclose any information regarding any work conducted on your behalf to third parties unless permission is given in writing by you.

Unless you request us not to do so, we may correspond with you by e-mail or fax. Whilst all steps to maintain confidentiality will be taken, if these methods of communication inadvertently lead to confidential information being disclosed we cannot be held responsible.