



# Wholesale Cleaning Services 2020 Price Book

## ***Service You Can Count On***

For more than 70 years Sunshine Cleaners, and the Schwegmann family have strived to provide customers with the highest quality specialty cleaning service. It is our goal; to be your partner in providing top of the line services to your customers. We appreciate your business and look forward to working with you.

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### ***Services offered:***

**Leather Cleaning • Fur Cleaning • Wedding Gown Cleaning & Preservation • Area Rugs • Footwear  
Handbags • Home Goods • Repairs • Alterations • Beaded and Leather Trimmed Items  
Down-filled jackets • Pillows • Comforters and more**

*Sunshine Cleaners Company • Sunshine Leather Care Co • Prestige Preservation Program*

*4854 Mary Ingles Highway • Cold Spring KY 41076*

*Call or TEXT **800.232.0792** • [info@sunshinecleaners.com](mailto:info@sunshinecleaners.com)*

<b>Leather Cleaning</b>	<b>Wholesale Price</b>	<b>Suggested Retail</b>
<b>Jackets, Pants/Slacks, Shirts/Blouses, Chaps</b>		
Leather or Suede	\$34.00	\$51.00
Combination cloth with leather/suede trim	\$24.00	\$36.00
Ultra Suede (faux suede) or Vinyl (faux leather)	\$20.00	\$30.00
<b>Coats (37" and longer), Dresses, Coveralls</b>		
Leather or Suede	\$38.00	\$57.00
Combination cloth with leather/suede trim	\$24.00	\$36.00
Ultra Suede (faux suede) or Vinyl (faux leather)	\$20.00	\$30.00
<b>Sweaters, Vests, Sleeveless Blouses, Halters</b>		
Combination cloth with leather/suede trim	\$20.00	\$30.00
<b>Skirts, Shorts, Vests, Sleeveless Blouses, Halters</b>		
Leather or Suede (all leather)	\$24.00	\$36.00
<b>Genuine Shearling (Items include Protectall Shield with Scotchgard)</b>		
Jacket	\$44.00	\$66.00
Coat (over 37")	\$48.00	\$72.00
<b>Varsity Jackets, Corporate Logo Jackets, Hero Jackets, School Jackets, Team Jackets</b>		
Leather/Suede/Vinyl Sleeves	\$34.00	\$51.00
Cloth with leather trimmed pockets, shoulders, etc	\$24.00	\$36.00
<b>Accessories - Purses, Handbags, Wallets, Gloves, etc. *(please see disclaimer; page 20)*</b>		
Full Leather Purses/Handbags	\$40.00	\$60.00
Full Suede Purses/Handbags	\$34.00	\$51.00
Combination cloth with leather/suede trim	\$30.00	\$45.00
Gloves, Caps, Hats, Ties, Ear Muffs	\$19.00	\$28.50
Wallets, Clutches, Wristlets, Coin bag, etc.	\$17.00	\$25.50
Larger Bags, Overnights, Duffle bags, Unique	\$55 & up	1.5 x price
Custom Color Refinishing of Bags	\$60/hour	\$70/hour
<b>Footwear (Uggs, shoes, heels, etc.) *(please see disclaimer; page 20)*</b>		
Boots (UGG and other brands)	\$26.00	\$39.00
Shoes (any footwear)	\$26.00	\$39.00
<b>Fur-trimmed Cloth Garment</b>	\$24.00	\$36.00
<b>Couture/Designer/High Fashion</b> (subject to upcharge, please see page 12)	Add \$30	Add \$35.00
<b>Multiple Color refinishing</b>	\$60/hour	\$75/hr
<b>Press Only for Suede and Leather Garment</b>	\$18.00	\$27.00
<b>Zip in Lining or Button in Lining(removable)</b>	\$4.00	\$6.00
<b>Belts, Collars, Hoods (sent separate from a garment)</b>	\$14.00	\$21.00
<b>Belts, Collars, Hoods, etc., with the garment</b>	\$0.00	\$0.00
<b>Ozone deodorized</b>	\$15.00	\$22.50
<b>Water Repel (cloth or leather piece)</b>	\$15.00	\$22.50

**All leather goods that Sunshine processes are cleaned, refinished(color restoration), and pressed as part of the cleaning service. Release required for bags and shoes.**

**ALLOW 1-2 Weeks for Service**

**info@sunshinecleaners.com**  
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## Specialty Cleaning

### Prestige Preservation Program

#### Wedding Gowns

##### Clean and Preserve

	Wholesale Price	Suggested Retail
Standard Box & Oversize Box	\$125.00	\$245.00
Clean Only	\$79.00	\$129.00
Clean and Press	\$109.00	\$174.00
Press Only	\$66.00	\$99.00
Restoration	Estimate	1.5 x price
Preserve Only in WG gown box (no warranty)	\$74.00	\$124.00
Clean, Return for Inspection, Preserve	\$153.00	\$265.00
Reseal/Rebox Gown (reusing materials)	\$15.00	\$22.75
Additional Box with Cleaning for accessories	\$45.00	\$50.00
Shipping (\$1000 insurance)	\$30.00	\$40.00

#### Memory Box Preservation (smaller keepsake box)

##### Clean and Preserve

First Communion, Christening Gowns,  
Military Uniforms, Baby Items,  
Flower-girl dresses, Graduation Gowns, etc

\$79.00 \$118.00

##### Clean and Preserve Varsity Jackets

\$89.00 \$133.00

##### Memory Box, Preserve Only

\$59.00 \$86.00

#### Specialty Cleaning Garments

Formals, Evening Gowns, Prom Dresses,  
Mother of Bride, etc. (silk and/or beaded). \$31.00 \$44.00

First Communion, Christening Gowns,  
Flower Girl dresses clean only service \$31.00 \$44.00

#### Designer, High Fashion Garments, Vintage (Fabric pieces)

Men or Woman's Two-piece suit(non leather) \$23.00 \$32.00

Sweaters, blouses, etc. with beads, sequins, etc. \$17.00 \$23.00

Silk Garments (per piece) \$17.00 \$23.00

Couture, Designer, High Fashion (see pg 13) Estimate 1.5 x price

#### Repair Work

Charged in 15-minute increments (\$15.00/15mins) \$60/hour \$70.00/hour

Sunshine will remove belts, brochettes, flowers and other ornamentation from wedding gowns whenever possible. We will replace them after completing the cleaning process. We will **not call** prior to proceeding, unless requested on our invoice to do so. We will not jeopardize the safe cleaning of a piece. Please inspect the gown with your customer and inform them of the possible removal and replacement. Please discuss with your sales person or give us a call at the shop if assistance is needed.

**PLEASE ALLOW 2-3 WEEKS FOR PRESERVATION SERVICES.**

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## Home Goods

**Wholesale Pricing      Suggested Retail**

### Textile Cleaning

Down Comforter	\$30.00	\$45.00
Featherbed	\$45.00	\$67.50
Featherbed with cover	\$54.00	\$81.00
Poly-fiberfill Bed	\$45.00	\$67.50
Bedspreads/Comforters/Duvets (all sizes)	\$30.00	\$45.00
Pillow Shams (each)	\$7.00	\$10.50
Bed Skirt/Dust Ruffle	\$21.00	\$31.50
Faux Fur Blanket or Faux Fur Duvet	\$45.00	\$67.50
Couch or Chair Cover	\$45.00	\$67.50

### Pillows (feather, down or fiber filled)

Standard Size (19x26)	\$17.00	\$25.50
Queen Size (19x30)	\$18.00	\$27.00
King Size (19x36)	\$19.00	\$28.50
Custom or Odd Size	\$35.00	\$52.50
Add crushed duck feathers (per 1/4 pounds)	\$6.00	\$9.00

*See pillow bulletin on page 13*

### Fur Rugs

Sheepskin Rug (per panel/hide)	\$23.00	\$34.50
Llama piece rugs with design, Alpaca Rugs	\$88.00	\$132.00
Full Animal Hide Rugs (cow, deer, elk, etc.)	\$88.00	\$132.00

### Area Rugs (allow 2-3 weeks for service) \*\*Please see rug bulletin p10-11\*\*

AREA RUG MINIMUM CHARGE	\$15.00	\$19.95
Area Rugs (Square Foot = Length x Width)	\$2 sq/ft	\$3 sq/ft
Fringe, hand cleaned (per linear foot)	\$1.25	\$1.45
Deodorize (no guarantee on pet stains)	Add \$2sq/ft	Add \$3sq/ft
Decorator Cushions, Throw Pillows (per pillow)	\$16.50	\$19.50

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## **Fur Cleaning and Glazing**

	<b>Wholesale Pricing</b>	<b>Suggested Retail</b>
<b>Natural Furs</b>		
Jacket	\$38.00	\$57.00
Stole, Vest, Cape	\$33.00	\$49.50
Coat (over 36")	\$43.00	\$64.50
Collars, Cuffs, Scarves, Boas, Hoods, Child's Jacket	\$16.00	\$24.00
Hats	\$17.00	\$25.50
<b>Genuine Shearling (Items include Water Repel)</b>		
Jacket	\$44.00	\$66.00
Coat	\$48.00	\$72.00
<b>Man-made, Synthetic, Faux-Furs</b>		
Jacket	\$29.00	\$43.50
Stole, Vest, Cape	\$25.00	\$37.50
Coat	\$33.00	\$49.50
Child's Jacket	\$16.00	\$24.00
Collars, Cuffs, Scarves, Boas	\$16.00	\$24.00
Hats, Child's Jackets	\$17.00	\$25.50
<b>Cloth Garments</b>		
Fur Trimmed Cloth Garment	\$24.00	\$36.00
2pc Outfit with Fur Trim	\$28.00	\$42.00
Fur Trimmed Hood	\$14.00	\$21.00
<b>Fur Lined Garments/Reversible</b>		
Reversible/lined natural fur to cloth jacket	\$43.00	\$64.50
Reversible/lined natural fur to cloth coat	\$43.00	\$64.50
Suede/Leather Jacket/Coat with natural fur lining	\$48.00	\$72.00
Natural fur lined vest (includes reversible)	\$33.00	\$49.50
Natural Fur Removable Lining	\$23.00	\$34.50
<b>Fur Rugs</b>		
Sheepskin Rug (per panel/hide)	\$23.00	\$34.50
Llama piece rugs with design, Alpaca Rugs	\$88.00	\$132.00
Full Animal Hide Rugs (cow, deer, elk, etc.)	\$88.00	\$132.00
<b>Fur Storage</b>		
Discontinued		
<b>Down-filled Garments (with or without Fur trim)</b>		
Down Jacket, Coat, Snow pants	\$23.00	\$34.50

### **Couture/Designer/High Fashion or One of Kind (subject to upcharge)**

Due to the use of unique materials, construction and ornamentation/hardware, pieces may subject to an additional charge for handling, risk, and the extra time and attention required to care for these garments.

(Made in USA, Italy, France, Spain for example) Charges at our discretion, we will call.

**We clean many more items not listed here.  
Please call or text with questions.  
Allow 2-3 weeks for repairs and alterations.**

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## Repairs · Suede, Leather and Fur

	Wholesale Pricing	Suggested Retail
<b>Zippers * Snap removal and replacement are extra *</b>		
#5 one-way zipper (MOST COMMON)	\$39.00	\$48.75
#5 Reversible Zipper	\$40.00	\$50.00
#5 Two-Way Zipper (two pulls)	\$43.00	\$53.75
#5 Angled Zipper (Motorcycle style jackets)	\$48.00	\$60.00
#7 Zipper (Light Medium Duty)	\$43.00	\$53.75
#8 Zipper (Medium Duty)	\$48.00	\$60.00
#10 Zipper (Heavy Duty)	\$52.00	\$65.00
#10 Two-Way Zipper	\$53.00	\$66.25
#10 Angled Zipper (Motorcycle style jackets)	\$65.00	\$81.25
Pants, Skirts, Pockets, Sleeves	\$36.00	\$45.00
Zip in Lining	\$65.00	\$81.25
Purses Zippers (if possible)	\$36.00 and up	\$49 and up
Zipper in Cloth Garment (if possible)	\$51.00	\$63.75
Flap covered zipper, Leather backed zipper	Add \$6.00	Add \$7.00
<b>NEW Zipper Pulley/Slider</b>	\$7.50	\$9.50
<ul style="list-style-type: none"> <li>We will always try to match zippers as close as possible. In cases when exact replacements are not available, we will select a zipper that is as close as possible. Some zippers are difficult to replace and we will make every attempt to replace zippers at listed price. Difficult or unique zippers will require an extra charge. We will call with estimates in most cases.</li> </ul>		
<b>Suede and Leather Repairs</b>		
Tighten Buttons (each)	\$2.00	\$3.00
Seams (12.50 plus .50 per total inches measured)	\$12.50 & up	\$15 plus .75/in
Tears (14 plus .50 per total inches measured)	\$14 & up	\$17 plus .75/in
Combination Tears and Seams use tear pricing	\$14 & up	\$17 plus .75/in
Large Tears (over 12 inches of tears)	\$25.00 & up	1.5 x price
Knit Cuffs (pair), Knit Collar Replacement	\$36.00	\$45.00
Knit Waistband Replacement	\$48.00	\$51.25
New Buttons (each) or New Snaps (each)	\$2.50	\$3.25
Add Snaps where none before (each snap added)	\$4.50	\$6.00
New Pocket Lining (each)	\$18.00	\$22.50
Repair Scuffs (as possible)	\$15.00	\$20.00
<b>Patches (please give detailed instructions on placement)</b>		
Bars, Chevrons, smaller patches	\$12.00	\$15.00
Varsity letter	\$15.00	\$18.75
Large patch	\$20.00	\$25.00
Four or more patches done by time rate.	\$60/hr	\$70/hr
<b>REPAIR ONLY MINIMUM CHARGE</b>	<b>\$15.00</b>	<b>\$22.50</b>
Timed Repairs priced in 15 minute increments	\$60/hr	\$70/hr
<b>Fur Repairs</b>		
<b>Repair Tears (36.00 plus 4.50 per inch after 4in)</b>	36.00 and Up	1.5 x price
New Hook or Eye (individual)	\$9.50	\$13.00
New Latch and Catch\Euro Clasp (individual)	\$14.50	\$19.00
Tighten Hooks\Eyes or Latch\Catch (each)	\$4.50	\$6.75
Resew Fur Trim	\$19.50 and up	\$29.95
Repair Lining as possible	\$19.50 & up	\$29.25

**Allow for 2-3 weeks for repairs and alterations.**

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<b>Alterations · Suede, Leather and Fur</b>	<b>Wholesale Pricing</b>	<b>Suggested Retail</b>
<b>Shorten for Suede and Leather Garments</b>		
Sleeves Plain (no vents, cuffs, zippers, buttons, designs or trim)	\$38.00	\$47.50
Sleeves with cuff	\$51.00	\$63.75
Sleeves with snaps or buttons	\$51.00	\$63.75
Shorten sleeve with zipper or vent, (don't move up, just cut and resew hem)	\$51.00	\$63.75
Sleeves with zipper or vent to move up	\$65 and up	\$83 & up
Regular coat (no vent, no kick pleat)	\$51.00	\$63.75
Regular coat with split bottom, vent, sweep	\$75.00	\$93.75
Shorten Pants, Shorts, Skirts (no vents,etc.)	\$39.00	\$48.75
<b>Lengthen (if possible)</b>		
Sleeves add material	\$72.00	\$90.00
<b>Reline Leather Garments</b>		
<b>Price includes labor and materials. Pockets are extra. Ask for estimates.</b>		
Jacket	\$120.00	\$150.00
Vest, Pants, Skirts, handbags	\$102.00	\$127.50
Coat (37" and longer)	\$144.00	\$180.00
No lining pattern, or unusable pattern	add \$24	add \$24
Quilted Lining	add \$24	add \$24
Sleeve reline only (each)	\$39.00	\$48.75
Pocket relines (each)	\$18.00	\$22.50
Cloth Garment Reline	Estimate	Estimate
<b>Black or brown lining materials are in stock, requested or customer materials are extra.</b>		
<b>Tailoring for Suede and Leather Garments</b>		
Take In Waist	\$48 & up	\$67 & up
Take in Sides of Jacket	\$60 & up	\$82 & up
Take in and taper	\$60 & up	\$82 & up
Custom Tailoring (by time, 15-minute increments)	\$60/hour	\$70/hour
Make new collar	\$60 & up	\$78 & up
Turn collar (if possible)	\$48 & up	\$60 & up
<b>Fur Alterations and Appraisals</b>		
We provide all types of fur alterations, including relining. Measurements are required, all work done with estimates only. (These prices are estimates. Each fur needs to be evaluated for the type of materials that are required or requested to perform the service.)	Estimate	1.5 x price
Reline Stole (Estimate)	\$200.00	\$300.00
Reline Jacket (Estimate)	\$250-300	\$375-450
Reline Coat (Estimate)	\$300-400	\$450-600
Reline Coat with French hem (Estimate)	\$350-470	\$475-705
Appraisals	\$48.00	\$45.00
Monogramming (names or initials)	\$60 and Up	1.5 x price

**PLEASE ALLOW 2-3 WEEKS FOR REPAIR/ALTERATION SERVICES.**

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## **What is professional leather cleaning?**

Leather cleaning is a specialized process designed to preserve the look and feel of leather or suede garments. Leather's unique characteristics, such as its ability to breathe and visible properties such as vein, tic, and scar marks (beauty marks) require special understanding and knowledge in order to professionally clean. Leather garments and accessories use various dyeing and pigment techniques in order to achieve different appearances and effects. Understanding colors, dyes, pigmentation, garment construction, and characteristics of different types of leather is what the professional offers. We take pride in understanding the work that we perform. All leather goods that Sunshine processes are cleaned, refinished(color restoration) and pressed as part of our cleaning service.

Providing a professional level leather cleaning service is not just about the cleaning. The refinishing or recoloring of a leather garment is the most vital part of producing a high quality piece. Without the color restoration process you are not providing professional leather cleaning. We have decades of experience in restoring colors. We mix colors from scratch to match each garment. We apply top coats to reproduce the look and feel that the designer of the garment intended. We use oils and dyes to restore suede and offer repellents to protect leather during wear.

Providing professional leather service also requires a repair and alteration staff that understands garment construction. Our crew of seamstresses and tailors are talented. They allow us to offer a wide variety of alterations and repairs. Their abilities strengthen the quality of our service. This allows us to remove and replace hardware, disassemble and reassemble pieces to clean parts separately, and fulfill customers' requested repairs. We replace zippers and buttons, make new linings, shortening sleeves and more. A full line of service is available.

Once a leather piece is cleaned, refinished and repaired/altered it moves to our pressing department. The final process of a professionally cleaned leather garment is the ability to press the garment and make it look its best. We use tension equipment, utility presses, forms, brushes, buffers and more to put the final look on a piece.

***Professional Care = Professional Results***

**Before and After images are available on our website and can be used for your marketing materials. Give us a call and we can provide the images.**

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## **Handbags, purses, wallets and totes**

Sunshine can clean and refinish handbags, clutches, purses and more. These items are unique and require special handling and processing. All handbags etc. are cleaned at the customer's risk only. Due to the unique construction of handbags, uses of leather, fabrics, and trims, cleaning each piece is different. Inform your customer about the challenges of cleaning these items so they can make an informed decision about their goods. Restoration results of these items are usually spectacular. Estimate requests and questions are welcome.

## **UGG boots and footwear**

Sunshine has cleaned over 10000 pairs of suede boots and footwear. This is the most popular growth in leather apparel cleaning that we have seen in some time. Don't miss out. Customers call everyday looking for places to have their UGG's cleaned. We direct them to the closest Sunshine wholesale customer. Like leather jacket cleaning, customers ask questions, and we are here to help. Here is a guide when accepting UGG, suede boots and footwear:

- UGG boots and footwear do not have care labels - All items without care labels are cleaned at the **customer's risks only**.
- Like leather and suede jackets, there will be a slight change in appearance when cleaned.
- Dye migration from dark to light areas is possible. Sunshine uses color control products to help offset this in cleaning.
- We have not experienced any shrinkage when cleaning UGG brand boots. Sometimes they will feel snug when worn after cleaning but the leather/suede will relax with wear.
- We *can* restore color and feel to the boots.
- Boots *cannot* be dyed to a different color.
- Jean dye stains are treated as best as possible, but jean dye removal cannot be guaranteed.
- Most salt stains and watermarks can be removed in cleaning.
- Both boots must always be cleaned at the same time to guarantee matching colors.
- Water repellent is included with every pair of boots.

**Please refer to the back pages of the price book for customer consent forms.**

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## **Area Rug Cleaning**

Sunshine utilizes a subcontracted full service area rug cleaning company to process all area rugs. Area rug service is 2-3 weeks, additional time for deodorizing and repairs should be allowed. This is a valuable add-on service. Check with your salesperson for details.

### ***Featuring:***

- A modern mechanized rug cleaning facility. Our rug company uses specialized equipment to clean rugs.
- This type of mechanized cleaning provides better service than other rug cleaning companies that clean rugs with a floor unit. The process allows for cleaning both sides of the rug and thorough rinsing of the rug.
- Thorough eight-step cleaning process.
- A soaking pit with rollers to aid in removing embedded dirt, stains, pet stains and odors.
- Custom carpet repair, binding, fringing and surging is available, by estimate only.
- Each rug is individually hand-checked and wrapped in plastic for delivery.

### ***Rug Cleaning Policy:***

- We reserve the right to reject any rug for any reason.
- We do not accept rugs over 63 square feet. (length x width = square feet)
  - Our personnel may need assistance in the loading and unloading of rugs in our delivery vehicles.
  - Some rugs will not fit in our vehicles.
  - Rugs should be rolled and in plastic when sent in for service to prevent dirty rugs from touching other items in our vehicles.
- We do not guarantee pet stain removal or odor removal. Rugs with pet stains or mildew are cleaned at the customer's risk only. Our rug cleaner is very good with these stains, but we will not guarantee pet stain removal.
- Use the chart on the next page to aid in providing pricing to your customers.

## Area Rug Pricing Chart

Length x Width			Wholesale Price	with Fringe add	Retail Price	with Fringe add
2	x	3	\$15.00	\$0.00	\$19.95	\$0.00
2	x	4	\$16.00	\$5.00	\$24.00	\$5.80
2	x	6	\$24.00	\$5.00	\$36.00	\$5.80
2	x	8	\$32.00	\$5.00	\$48.00	\$5.80
2	x	10	\$40.00	\$5.00	\$60.00	\$5.80
2	x	12	\$48.00	\$5.00	\$72.00	\$5.80
2	x	14	\$56.00	\$5.00	\$84.00	\$5.80
2	x	16	\$64.00	\$5.00	\$96.00	\$5.80
2	x	18	\$72.00	\$5.00	\$108.00	\$5.80
3	x	5	\$30.00	\$7.50	\$45.00	\$8.70
4	x	6	\$48.00	\$10.00	\$72.00	\$11.60
5	x	7	\$70.00	\$12.50	\$105.00	\$14.50
5	x	8	\$80.00	\$12.50	\$120.00	\$14.50
8	x	6	\$96.00	\$20.00	\$144.00	\$23.20
9	x	6	\$108.00	\$22.50	\$162.00	\$26.10
9	x	7	\$126.00	\$22.50	\$189.00	\$26.10

*We do not accept rugs larger than 63 square feet.*

<b>Rugs (allow 2-3 weeks for service)</b>		
AREA RUG MINIMUM CHARGE	\$15.00	\$19.95
Area Rugs (per square foot)	\$2.00	\$3.00
Fringe, hand cleaned (per linear foot)	\$1.25	\$1.45
Repairs	Estimate	1.25x
Deodorize (no guarantee on pet stains)	Add \$2sq/ft	Add \$3sq/ft

This chart is for assisting in pricing rugs. The rugs in the chart are some of the most popular sizes. Look on the back of the rug for a label that has the size. If there is no label, measure the rug's length and width. To calculate square footage use this formula. Length x Width x Price (Ex.: 2 \* 6 = 12 \* 2.00 = 24.00). If the rug has fringe, measure the length of the fringe (linear footage) and multiply that by the fringe price and add the two amounts together.

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## **Prestige Preservation Program**

Sunshine Cleaners Company is an exclusive licensee and owner of Prestige Preservation Program. We offer an exclusive preservation process that is guaranteed to prevent oxidation and discoloration of garments we clean and preserve. This guarantee is backed by a warranty for the life of the garment. No one else can provide you with this type of service guarantee. We offer literature and signage that you can use in your store to help promote this program. Let Sunshine deliver profits to your counter each week with this service. No labor, no product costs, no headaches. Sunshine has been cleaning and servicing specialty items for over 60 years.

### **Let Sunshine be your wedding gown specialist**

The Schwegmann family knows what it takes to clean wedding gowns. Every year we process more than 3000 gowns. We clean, restore, and repair gowns recognizing the care and diligence that is needed when handling such an important item for a customer.

Sunshine has several seamstresses and tailors on staff that allow us to remove and replace ornamentation and decorations prior to cleaning. We can cover beadwork, remove embellishments, replace embellishments and create a custom cleaning process for each gown. We truly provide a superior gown cleaning service for you and your customers. Our staff has years of experience. You can accept wedding gowns and other specialty items at your counter knowing that you have our professionalism and service to support your customers' needs.

You can find out more about the Prestige Preservation Program at the website: [www.prestigepreservation.com](http://www.prestigepreservation.com). You can also direct your customers to this site for information, pictures, and warranty information.

### **Keepsake Items Preservation**

Sunshine can clean and preserve keepsake items like military uniforms, sports uniforms, school jackets, christening/baptismal gowns, flower girl dresses and more. Sunshine has a smaller box with a different color scheme that looks like the wedding gown box. We preserve clothing items or keepsake items in the box using the same preservation process as the wedding gowns. Sunshine can provide brochures and guidelines on pricing for this service.

Gown and heirloom items restoration services are available. This is an estimate only service. Please inquire with your salesperson about this part of the service.

**Please allow 2-3 weeks for cleaning and preservation services.**

**info@sunshinecleaners.com**  
**Call or TEXT 800.232.0792**

## **Fur Services | Weaving Services**

### **Fur Cleaning Process**

Sunshine cleans natural and synthetic furs using a non-immersion process referred to as the furrier method. Linings are hand cleaned to remove soil. Furs are gently tumbled in a specialized machine using a fur-clean and glaze solution. Linings are pressed and any requested repairs are performed. Great care is taken to produce a beautiful, luxurious fur garment for your customer. We offer pile method cleaning for items requesting this type of care.

### **Fur Storage**

Sunshine does not offer fur storage.

### **Fur Repairs and Alterations**

We have a full service furrier on staff to perform repairs and alterations. From tears and buttons to remodels and relines. Additional time is needed for fur repairs and alterations.

### **Couture/Designer/High Fashion or One of Kind**

Due to the use of unique materials, construction and ornamentation/hardware, pieces may be subject to an additional charge for handling, risk, and the extra time and attention required to care for these garments. We will call in these cases.

### **Weaving**

#### **How much does it cost?**

Because it is a meticulous hand-done technique, reweaving can be expensive. It is a good alternative, however, to discarding a favorite suit or sweater in the event of damage. We offer free estimates and descriptions of the work at your request.

#### **How long does it take?**

We use an outside company for this service and it can take up to 3-4 weeks. It may take longer if we have to wait for the approval of an estimate. Sunshine will call your store with an estimate and descriptions of the weave work that can be performed for all pieces. *All pieces must be approved before they will be processed.* This applies with a request or without a request for an estimate. No exceptions. Please be diligent about returning phone calls with approval or disapproval of work. The weaver determines the type of weave possible. You can also work direct with weaver: [amazinggarmentrepair.com](http://amazinggarmentrepair.com)

**info@sunshinecleaners.com**  
**Call or TEXT 800.232.0792**

## **Pillow Cleaning and Renovation**

### **Feather and down cleaning process**

Feather and down-filled pillows are renovated by the Pillow-Vac-System. Pillows are cleaned one at a time. The old ticking(case) is discarded and replaced with a new feather and down proof ticking. Feathers are removed from the ticking, sanitized, deodorized and the same feathers are encased in a new ticking. Many soiled pillows can contain up to a pound of dust and other foreign materials. After sanitizing, those foreign materials are removed. Feathers are agitated by rotating brushes, which fluff the feathers and allow the dirt and non-feather particles to settle to the bottom of the machine. Ozone lights deodorize the feathers as they are fluffed. About 3 pounds of good feathers make one standard size pillow.

- We use a non-gusseted industry size pillow ticking.
- We can make custom sized pillows to order.
- We can renovate custom sized pillows.
- We sell new pillows filled with feathers, down or poly-fiber clusters.
- We can order higher thread count ticking.
- We can replace gusset pillows with new gusseted ticking, by request only.
- We can clean and recover pillows that are synthetic filled.

### **Pillow Sizes with New Ticking**

Standard Size Pillow 19" x 26"

Queen Size Pillow 19" x 30"

King Size Pillow 19" x 36"

Renovated pillows will be matched to the closest size. Pillows outside of these measurements will be custom made. Please specify on the invoice the size, if a custom pillow is not required. All old ticking will be discarded unless a request to return the ticking is written on our invoice. DOWN FILL IS A CUSTOM BY ESTIMATE ONLY ORDER.

Pillows can be combined or split into different sizes. Please specify the size pillow you would like returned and the charge will be for that size pillow.

### **Decorator Pillows and other styles of pillows**

We are able to upholstery clean decorator and throw style pillows.

**Service times are 1-week for normal size pillow renovation and 2-weeks for custom size pillows and decorator style pillows. We also offer new pillows for sale. Please request this separate price book.**

[info@sunshinecleaners.com](mailto:info@sunshinecleaners.com)

**Call or TEXT 800.232.0792**

## Communicating with Sunshine

### Customer Service

We understand the demands that your customers put on your customer service staff. The staff at Sunshine is here to answer questions. There are multiple places to get information that is already prepared. This price book, the FAQ section on our website about leather cleaning, information can be found for gown services on our website. You can call, text or email. All these materials are available to aid training your staff.

When contacting us, *please have your ticket number available* so we can look up your order. This number can be found on the receipts at your store from our two-piece invoice.

### TEXT 800.232.0792

**Whenever possible, please use our texting service. We can answer almost all questions via text. Pictures of leather jackets, etc., can be sent to us for estimates or to answer other questions. Please reference your ticket number or what store you are texting from. Multiple staff at Sunshine are monitoring our texting service to provide quick answers.**

### Email

Questions or other inquiries can be made to [info@sunshinecleaners.com](mailto:info@sunshinecleaners.com). Multiple staff at Sunshine are receiving emails to this account. This allows for more timely responses.

### Call

We use one phone number for calling and texting. You can text this number, reach our sales staff, office, owners and our customer service team all by using the number 800.232.0792. You can select your sales person from the auto-greeting menu when you call or when you hear the greeting press 1 for our customer service team.

[info@sunshinecleaners.com](mailto:info@sunshinecleaners.com)  
**Call or TEXT 800.232.0792**

# Sunshine Tickets

Filling out the tickets for Sunshine indicates to our staff what services are needed for your customer. **Every piece that is sent to Sunshine requires a ticket to be attached to the item or in the pocket of the item and to be filled out completely. Your sales person can assist with ticket completion.**

The ticket or invoice information is what we use to perform requested services. We do not know what you don't tell us. We like notes and lots of information, mark accordingly.



Cleaners Name \_\_\_\_\_  
 Address \_\_\_\_\_  
 City, State Zip Code \_\_\_\_\_  
 Phone (your account #) \_\_\_\_\_

// //  
 Pickup Date \_\_\_\_\_

**1**  
 Ticket Number

**2** **Gown and Preservation Services**

Clean Only     Clean and Press     Preserve Only

**PRESTIGE PRESERVATION PROGRAM**

Item Description  
 Gown     Shawl/Wrap     Train  
 2pc Gown     Headpiece     Formal  
 Veil     Back Panel     Baptismal  
 Hat     Back Lace     Christening  
 Shoes     Slip     Communion  
 Garter     Other \_\_\_\_\_

Color \_\_\_\_\_  
 Memory Box \_\_\_\_\_  
 Restore \_\_\_\_\_

**3**

**2** **Suede, Leather, Fur, & Home Goods Services**

Clean & Repair     Repair Only     Estimate Requested     Storage Value

**PLGA PROFESSIONAL**

Leather   Suede   Fur   Vinyl   Faux Fur   Combo   Kite   Down   Urethane Suede

Item Description  
 Jacket     Coat     Varsity     Pillow  
 Vest     Shirt     Boots     Comforter  
 Pants     Dress     Shoes     Drapes/Curtains  
 Skirt     Belt     Hat/Cap     Feather Bed  
 Stole     Lining     Handbag     Pillow Shams  
 Sweater     Hood     Gloves     Rug  
 Purse     Collar     Wallet     Other \_\_\_\_\_

**3**

**4** \_\_\_\_\_

**5** \_\_\_\_\_

**3** \_\_\_\_\_

Customer Garment Tag # \_\_\_\_\_    HOLD FOR OK    CUSTOMER OK

1. **When calling us at Sunshine, we use the ticket number to look up your orders in our system.**
  - This number is on the garment tag we attach to each piece at our check in.
  - This number is on the invoice that is returned with each piece.
  - This number is on the monthly statements we send for charge accounts.
2. Please make sure to mark the service that you would like us to provide.
3. The color, number of pieces, estimate request are very important. Without marks for estimates or holds we will process the piece.
4. Please make notes about the condition of the piece, or if you need to indicate the repair or alteration instructions that need to be performed.
5. This is the area that you write your garment tag number, pin tag number, day tag number, etc. This is the cross reference number that we use. Please write the number that is on the garment. If you need to write your customer's name or other info, please do so at the top of the ticket.

info@sunshinecleaners.com  
**Call or TEXT 800.232.0792**

## **Business Information**

*Sunshine Cleaners Company, LLC*

d/b/a Sunshine Leathercare Company, LeathercareUSA, Prestige Preservation Program, Happily Ever After Preservation, Sunshine Cleaners

U.S. Postal Address:

4854 Mary Ingles Hwy

Cold Spring, KY 41076-8690

Owned and Operated by:

Jeff Schwegmann II, President and General Manager

jeff@sunshinecleaners.com

Greg Schwegmann II, Vice President and Plant Manager greg@sunshinecleaners.com

### ***Monthly House Charge Policy***

Monthly House Charge Accounts are subject to approval and ongoing commitment to the terms. Statements are generated on/about the 25<sup>th</sup> of the month and mailed on or before the 1<sup>st</sup> of the month. Payments in full are due on the 20<sup>th</sup> of the month.

Delinquent accounts are subject to an interest charge of 4% per month. Services may be delayed for accounts over 60-days past due. Monthly House Charge Accounts can be revoked at any time and the account placed on COD for failure to comply with terms. We reserve the right to withhold delivery of goods for delinquent accounts and/or failure to pay. Frequently late accounts will require a credit card to be on file for payment.

*Sunshine accepts payments by these methods:*

1. Payments made directly to your sales person at the time of delivery.
2. By mailing a check, money order or credit card number to our business office.
3. Setting up an auto-payment to your credit card. Accounts with auto-payments will be charged on/about the 25<sup>th</sup> of the month for the activity that occurred on the account in that month. Statements will be mailed showing payment and activity.
4. We accept Visa, MasterCard, Discover, American Express and Paypal.
5. You can call our office with your credit card number for a one-time payment.
6. Remember, your phone number is your account number.
7. Please return the statement coupon with your payment or indicate the account number on your check.

***Send us your email address for paperless statements.***

**info@sunshinecleaners.com**

**Call or TEXT 800.232.0792**

## **Shipping**

### **FedEx Ground is Sunshine Cleaners primary parcel delivery service.**

Sunshine uses FedEx to provide pick up and delivery service throughout the United States. This provides timely service 52-weeks a year. FedEx is available to any Sunshine customer at any time. Additional charges may apply. Please see the chart below (pricing subject to change if FedEx changes our rates).

***Free shipping for wholesale accounts, both ways***

***Special request shipping is \$12***

***Express, Next Day, etc., shipments are billed at cost***

***Wedding gown shipping directly to retail customer: \$30.00***

### **Scheduling a pickup with FedEx**

To schedule a pickup with FedEx you will need to call 1-800-463-3339, when prompted, say "Ground Return Pickup". Answer questions when prompted. You will need the shipping label information and the approximate weight of the package. FedEx will come to your business to pick up the package. Be sure the package is ready to go. This process works with the orange labels provided by Sunshine called PRP labels. You do not need a FedEx account to ship items to Sunshine. All shipments are completed on Sunshine's FedEx account. This ensures continuity of insurance. We can email shipping labels for printing locally.

You can schedule a pick up online at FedEx.com by selecting Schedule a Pick Up. You will need to create an online profile at FedEx.com to do this.

You can drop the package at any FedEx drop off location. You can find drop locations at FedEx.com.

### **Rush Service, Special pickups, and more**

Sunshine can set up special pickups or make special deliveries when requested. Please contact Sunshine customer service for help with this service. Charges may apply. We ship more than 3000 packages a year. Sunshine is very experienced with shipping goods.

**info@sunshinecleaners.com**

**Call or TEXT 800.232.0792**

## **Glossary of Leather Terms**

*Leather:* a material made from the skin of an animal by tanning or a similar process.

*Suede:* leather with the flesh side rubbed to make a velvety nap.

*Shearling:* generally, a sheep suede that has been tanned and the wool left on; suede on one side and clipped fur on the other.

*Top Grain:* Leather bearing the original grain surface as exposed by removal of the epidermis and with none of the surface removed by buffing, snuffing or splitting.

*Nubuck:* Cowhide leather that has been rubbed on the outer side of the hide to give it a feel like that of suede.

*Aniline Leather:* a type of leather dyed exclusively with soluble dyes without covering the surface with a topcoat paint or insoluble pigments. The resulting product retains the hide's natural surface with the 'grain', i.e. visible pores, scars etc. of the complete original animal's skin structure. This type of leather can also be called full aniline leather or cuir sauvage, depending on the dye treatment variants.

*Semi-aniline leather:* is produced through a very similar process to full-aniline, but has a thin protective top coat added to protect it from wear and staining. Pull-up aniline leather has additional oil or wax applied to the leather to give it a distressed look.

*Antiqued Leather:* Leather that is dyed with one color over another (usually darker over lighter) so as to create rich highlights and an artificial aged appearance. It is also called distressed leather.

*Fur:* the short, fine, soft hair of certain animals.

*Dry clean:* clean (a garment) with an organic solvent, without using water.

*Confusion:* the state of being bewildered or unclear in one's mind about something

*Subtly:* in a clever and indirect way, in order to achieve something

*Wet clean:* is a method in garment cleaning, utilizing a gentle washing machine, biodegradable soaps and conditioners, and various types of pressing and re-shaping equipment that may be specialized for many different fabric and fiber types.

*Faux:* made in imitation; artificial, not genuine.

*Refinish:* apply a new finish to a surface or object.

*elusive:* difficult to find, catch or achieve

# An informed customer is a satisfied customer!

*To assure satisfaction for your customer, discuss these points with your customer about suede and leather cleaning.*

1. **There will be a change in appearance.**
2. In all suede and unfinished leather garments, although slight, there may be a change in textures and colors, due to the inherent nature of working with skins. Every effort is made to return the garment to its original like-new condition.
3. **There is always relaxation in leather cleaning.**
  - a. This varies from garment to garment and in most cases is not significant. Shrinkage occurs only from skins being overstretched during the tanning process. It is not possible for the cleaner to predict the amount of shrinkage. Every effort is made to return the garment to its original dimensions.

**Follow these guidelines when accepting suede and leathers:**

1. **Carefully inspect the suede/leather garment for:**

Breaks	Discolorations	Skin damages	Food
Thin areas	Cuts or tears	Perspiration	Lining damage
Spots or stains	Mold/mildew	Ink	Damaged Ornaments
Paint	Protein stains	Salt Stains	Oxidation
Missing buttons	Broken zippers	Beer/alcohol	Missing Snaps

- a. Any scars, vein marks, belly wrinkles, tick marks, etc., originally masked by the leather tanner, may be more evident after cleaning. We refer to these as, beauty marks; these marks make each garment unique in appearance and give leather and suede garments individual characteristics.
1. **Check if the lining hangs below the garment**
  - a. If the lining extends from the sleeves or hem this may indicate shrinkage. Check the lining for open seams and stains.
2. **Check if the garment is part of a suit or has multiple pieces.**
  - a. All pieces must be processed at the same time to guarantee color match.
3. **Look for fading or oxidation.**
  - a. Check an unexposed area such as under the pocket flaps and collar. Oxidation and sun fade permanently damage the color, but we will attempt to restore the color as near the original shade as possible.
4. **We highly recommend water repellent to protect the leather/suede and extend the life of the garment.** This product helps prevent water spots and water damage. Ask about a program to add this to all garments you send to us, discounts are available for this add on service.

**NEVER PLACE ADHESIVE MATERIALS ON SUEDE OR LEATHER. THIS CAN CAUSE PERMANENT DAMAGE TO THE SKIN, LEAVING VISIBLE MARKS.**

**info@sunshinecleaners.com**  
**Call or TEXT 800.232.0792**

# Leather and Suede Acceptance Form

## Release of Liability

Leather and suede garments/accessories are susceptible to hazards inherent to the fact that are made of leather skins, and thus subject to variances in the tanning/manufacturing process. The customer should understand the following are some, but not all, possible risks when cleaning suede, leather, fur and accessory items.

1. Loss of color or change of color: Some dyes are soluble in cleaning. While we attempt to preserve the original color, some colors can not always be restored. Refinishing and coloring are included in the service. We do our best to return the garment to the manufacturer's original intent.
2. Imperfections in the skins: scars, tick marks, veins, wrinkles and texture variances can become more apparent after cleaning.
3. Shrinkage: Skins over-stretched during tanning may relax after cleaning. Slight shrinkage is considered acceptable in the cleaning processes and customers can expect 2-5% shrinkage. All pieces are pressed and blocked to try to obtain the original dimensions of the garment.
4. Color Shading from adhesives: Glues used during construction that are not solvent resistant may seep through the leather causing dark areas.
5. Multicolored garments: Dyes may bleed onto adjacent leather, suede or fabric.
6. 2pc outfits may not be made from the same hide or lot and color matching after cleaning cannot be guaranteed. Always clean both pieces together.
7. Stains: Some stains can not be removed without causing damage to the color, skins or fabric. There is no guarantee of stain removal.
8. **All purses, handbags, footwear and other accessories:** Most accessories do not contain a care label indicating a safe service method. All *accessories* are cleaned at the customer's *risk only*. Trims, hardware, multiple colors and fabrics make cleaning accessories a challenge; most items can be safely serviced, your consent and release is required.  
*Possible Risk for cleaning accessories include, but not limited to:*
  1. Distortion or change of shape
  2. Shrinkage or relaxing of leather
  3. Color transfer or bleed out
  4. Leather may soften and lose some of its rigidity
  5. Stain removal is not guaranteed
  6. Color restoration is not guaranteed
9. All leather, suede and fur goods without care or content label are cleaned at the customer's risk only.
10. *Liability of the dry cleaner and/or subcontractor is limited to the cleaning service charges and no more.*

### Release of Liability

I have read the above statements and understand the risk involved in processing my items. I understand that this is not a comprehensive list of risks and other unforeseen occurrences are possible and may have not been stated. I release the dry cleaner and subcontractor from any and all liability for processing my items. I have completely read this form and understand the risk. By signing below I agree to assume all liability. I understand that in the event that one or more of possible risks occurs that I am *not* entitled to compensation except for the cost of the cleaning service.

Signature: \_\_\_\_\_

Date: \_\_\_\_\_ Ticket #: \_\_\_\_\_

info@sunshinecleaners.com  
Call or TEXT 800.232.0792



## Quick Reference Price Listings

	<b>Wholesale Price</b>	<b>Suggested Retail</b>
<b>Leather/Fur</b>		
Leather or Suede Jacket	\$34.00	\$51.00
Leather or Suede Coat ( <i>over 37"</i> )	\$38.00	\$57.00
Combination style cloth with leather/suede trim	\$24.00	\$36.00
Ultra Suede (faux suede) or Vinyl (faux leather)	\$20.00	\$30.00
Varsity Style Jacket Leather/Suede/Vinyl Sleeves	\$34.00	\$51.00
Full Leather Purses/Handbags	\$40.00	\$60.00
Combination Style Purse - cloth with leather/suede trim	\$30.00	\$45.00
Boots (UGG and other brands)	\$26.00	\$39.00
Shearling Coat	\$48.00	\$72.00
Natural Fur Jacket	\$38.00	\$57.00
Natural Fur Coat	\$43.00	\$64.50
Fake Fur Coat	\$33.00	\$49.50
<b>Wedding Gowns</b>		
Clean and Preserve	\$125.00	\$245.00
Clean Only (no pressing)	\$79.00	\$129.00
Clean and Press	\$109.00	\$174.00
<b>Textiles</b>		
All comforters (including down)	\$30.00	\$45.00
Featherbeds	\$45.00	\$67.50
Area Rugs	\$2sq/ft	\$3 sq/ft
<b>Zippers (est \$35-53)</b>		
#5 One-way (Most Common)	\$39.00	\$48.75
#7 One-way	\$43.00	\$53.75
#10 One-way (heavy duty)	\$52.00	\$65.00
<b>Alterations (est \$48 an hour)</b>		
Plain Sleeve Shorten	\$38.00	\$47.50
Shorten Sleeves with Details (zippers, buttons, etc)	\$51.00	\$63.75
Reline Leather Garment (est \$120-144)	\$120.00	\$150.00
<b>Repair Only Minimum Charge</b>	<b>\$15.00</b>	<b>\$22.50</b>

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