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The COM (Customer's Own Material) Search tool allows you to search by fabric supplier, pattern, color or even product to see if a specific fabric has already been tested. HON has diligently worked to add new patterns to our COM offering so be sure to use the search tool before you submit a new test. This document contains the definition of various terms you will find within the search tool.

TEST RESULTS	HON DEFINITION
Awaiting Fabric	Waiting for fabric to be received from customer/supplier to complete testing process.
Backer Pass	Requires special backing to be used with COM fabric for product listed. Contact Customer Support for additional information.
Backer Pass - DTS* Only	Requires special backing to be used with COM fabric list for product, to be provided by dealer. Contact Customer Support for additional information.
Backer/Min	Requires special backing to be used with COM fabric for product, to be provided by customer, which must meet a minimum yardage requirement. Contact Customer Support for additional information.
Backs Only	The back <i>only</i> of the product listed will be produced in COM fabric.
Conditional	Passed with special requirements. Refer to COM search tool for specifics.
Discontinued	This product is discontinued and no longer available for COM.
DTS* Only	May produce as COM only if customer provides fabric to HON.
Fail	This product cannot be produced as COM fabric listed.
Leather Sewn	Special stitching required for producing leather COM. <i>Not available for HON product.</i>
Min Yard	Requires minimum yardage of COM fabric in order to procure; COM fabric to be provided by customer.
Pass	This product can be produced as COM with fabric listed.
Pass Shell Back Only	For seating with inner and outer backs. The inner back can be produced with COM fabric but the outer back must be shell.
ReTest	Product is being retested to determine if able to produce with COM fabric listed.
Seat Only	The seat <i>only</i> of the product listed will be produced in COM fabric.
Seat Only - DTS* Only	The seat <i>only</i> of the product listed will be produced in COM fabric, to be provided by customer.
Width Pass	Product can be produced with COM fabric listed but with restrictions due to size of product and width of fabric. Contact Customer Support for additional information.
Width Pass - DTS* Only	Product can be produced with COM fabric listed but with restrictions due to size of product and width of fabric. COM fabric to be provided by customer. Contact Customer Support with additional information.

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ABBREVIATIONS	HON DEFINITION
MTS Order Code	Manufacturer to Supply Order Code ( <i>recommended</i> ). Use this code when ordering and HON will obtain the COM fabric from the supplier.
DTS Order Code	Dealer to Supply Order Code. Use this code when ordering to provide the COM fabric to HON.
HTS	HON to Supply (same as MTS=Manufacturer to Supply)

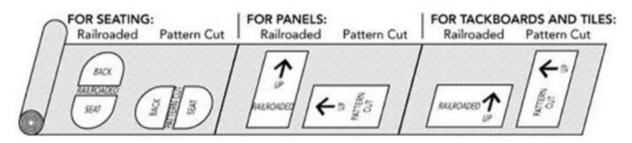
## Pricing

For pricing on pre-approved COM fabric, please refer to your HON pricers for Grades 1-12. For higher grades, please utilize Smart Quote or contact Customer Support.

### **Digital Swatches**

Explore the entire HON fabric portfolio digitally, download swatches, email digital swatch cards and search for COM pattern availability. <u>http://www.hon.com/SurfaceMaterials/Textiles/Core-Chairs.aspx</u>

### **Direction: Pattern versus Railroad**



#### Warranty

COM fabric is not covered under warranty. For more information, please see the warranty information on hon.com <u>http://www.hon.com/Warranty.aspx</u>

#### **Questions on COM?**

Contact Tailored Solutions PH: 800-833-3964, Option 1, Option 5 E-mail: <u>HONCOMTeam@honcompany.com</u>