

## Frequently Asked Questions

These are some of the most frequently asked questions by our customers. We hope this information will be useful to you, and urge you to contact us personally so we may discuss in detail, these and any other questions you may have.

Thank you for considering LTL International, Inc.

### **At what point does it make sense for me to fabricate my own 2" Horizontal Blinds?**

For the wholesale fabricator, the number of blinds you sell should be around 150 - 175 per week. For a retail fabricator this number drops to about 60 - 75 per week, due to the increased profits gained per blind. Another factor that makes fabrication appropriate is the dependability of your current supplier. Many companies prefer to have more control of the production time, as well as the quality of the blinds they sell.

### **How much floor space do I need?**

1-5 Blinds per day	300 Sq. Ft.	75 Blinds per day	2,500 Sq. Ft.
5-10 Blinds per day	700 Sq. Ft.	100 Blinds per day	3,000 Sq. Ft.
10-20 Blinds per day	1,000 Sq. Ft.	200 Blinds per day	6-8,000 Sq. Ft.
30 Blinds per day	1,500 Sq. Ft.	300 Blinds per day	10-15,000 Sq. Ft.
50 Blinds per day	1,500 Sq. Ft.	500 Blinds per day	25,000 plus Sq. Ft.

### **How many employees do I need to fabricate 2" blinds?**

Using Manual Equipment, a good rule of thumb to determine the personnel needed is 90 minutes\* of labor per blind". This average will vary slightly based on blind size and the speed at which an individual works.

Using Semi-Automatic Equipment, the labor per blind will be reduced to an average of 60 minutes\* per blind. This results in a saving of 33% of your labor costs, or an increase of 33% daily production with the same number of employees.

\*These labor figures will vary depending on the percentage of 2" Wood, Foam, Composite or Curved PVC blinds fabricated.

### **What can I expect my cost to be on the 2" blinds I fabricate?**

2" Plain Curve PVC	@ \$0.06 per Linear Foot	<b>\$ 21.35*</b>
2" Embossed PVC	@ \$0.09 per Linear Foot	<b>\$ 24.85*</b>
2" Foam Slat	@ \$0.08 per Linear Foot	<b>\$ 23.65*</b>
2" Composite Slat	@ \$0.16 per Linear Foot	<b>\$ 33.00*</b>
2" Bass Wood	@ \$0.20 per Linear Foot	<b>\$ 37.65*</b>

\*1) This blind cost is based on the National Average of 48" X 52" (17.33 sq. ft.), and does not include waste or labor.

\*2) These prices reflect the average list prices offered by US based distributors for slat material and components.

\*3) Detailed cost analysis including waste and labor are available upon request.



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### **How much inventory should I keep in stock?**

Unfortunately there is no easy answer to this question. The variables include: Where are your suppliers located, and what's the lead-time? How dependable is your supplier's inventory? How much space do you have to stock inventory? Plus a hundred more. Most medium sized fabricators (150-250 blinds per week) feel comfortable with about a two-week supply. This fabricator usually has an erratic flow of products and colors, and frequent ordering allows them to react to their changing needs and still take advantage of pre-paid freight minimums where available.

The larger fabricators (500 plus per week), normally, will maintain at least a 30-day supply on hand. Their volume allows them to more accurately predict their needs well in advance, and the ability to react to an unexpected increase in volume without affecting their normal flow of orders is paramount.

### **Why should I buy my equipment from LTL International, Inc.?**

LTL International, Inc. has built a well-deserved reputation for unequalled quality and dependability, outstanding customer service and support, and our unique Modular / Co-Designed expandable equipment.

The knowledge of 5 generations, and 100+ years combined experience in the window treatment industry goes into every machine we build. We know exactly what these machines must do once they are in your factory, and we design them to do it, and more. LTL purposely "Over Designs" our machinery, and our goal is to manufacture the absolute best machinery, offer it at a fair price, and provide our customers with the service and support they need to keep them productive and profitable for years to come.

### **Which LTL equipment is right for my company?**

LTL offers various machine combinations, which can be matched to the production needs of any size fabricator. The staff at LTL will first gather information on the products you wish to fabricate, floor space availability, labor force, and production goals. After we have this information we will recommend the factory set up which is best suited for your individual production and financial needs.

### **Who installs the equipment, and is training available?**

Most of the equipment sold by LTL can be set up and installed by the customer; however, we strongly encourage our customers to have our factory-trained specialists take care of the installation. This significantly reduces the steep learning curve most new fabricators experience and eliminates potential down time caused by unfamiliarity with the machinery and fabrication process.

Yes, training on machinery is available through LTL. Depending on the location of your company, and the amount of people you wish to have trained, you may have your employees come to our Dallas facility for training, or an LTL technician can be sent to your location for training. Please contact us for further details.

### **What if I have never fabricated blinds before? How do I learn?**

New horizontal blind fabricators normally experience a period of high waste, slow production, and frustration when learning to properly fabricate horizontal blinds. As we've already mentioned, the learning curve of a new fabricator can be greatly reduced by having an LTL factory-trained specialist assist you with factory set up and training your employees how to build blinds. Our goal is to have all our customers attain maximum production with the most profitability from our machines. Please contact us for further information.

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1115 Explorer St.  
Duncanville, TX 75137

Phone (972) 709-7673  
Phone (800) 533-3371

Fax (972) 709-7674  
Fax (800) 985-1020



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### **What happens to my LTL equipment when I need to increase my production?**

LTL may be the only company in the world that has the answer you want to hear to this question. **UPGRADE IT!** Our unique “Modular / Co-Designed Machinery” makes it virtually impossible to out grow any of the LTL machines. This approach is unique in the window treatment machinery market. Every piece of machinery, starting at the **Step 2 Single Route Hole Punch**, has been designed to be integrated together. As your production needs rise, you simply add punching stations, cutting dies, **FAH (Fully Automatic Hopper)**, and automatic slat feeders, piece by piece until you have a **FAW (Fully Automatic Wood Machine)**. You are not penalized for surpassing your expected production. The cost to upgrade a semi-automatic machine into a fully automatic machine is virtually the same as the price of a fully automatic machine purchased independently.

### **Is there a warranty? What does it cover?**

LTL provides a full 1 (one) year warranty\* which covers all parts and in-house labor. This warranty is offered on every piece of machinery built and sold by LTL International, Inc.  
(\*See written warranty for further details).

### **What kind of support can I expect for my LTL equipment?**

To ensure the high level of customer service and support we strive to achieve, LTL maintains the following procedures: Every LTL machine sold is sent with a parts book, specifically made for that particular machine, and a duplicate is kept on file at LTL. Any time you need a spare or replacement part for your machine, provide us with the serial number from your machine, and we will know exactly what you need. This avoids incorrect replacement parts being sent to you, which is especially important when repairing a machine, which is not operating properly.

### **What happens if my equipment breaks?**

If you are experiencing any kind of difficulty with an LTL machine, call LTL and a technician will evaluate your problem, and in most cases, resolve the situation over the phone. In the event this is not possible, a replacement part may be sent to you Next Day Air if necessary. Once you receive the replacement part, you then send your inoperable part back to LTL for repair. LTL also has a **Technician on Call 24 hours a day 7 days a week (24 / 7)** to assist you outside of normal working hours. Simply call the corporate office in Dallas, TX at 1-800-533-3371 and follow the instructions provided on the recording.

### **How do I pay for my equipment? What about leasing?**

Payment terms are 50% deposit at time of order, and the balance due prior to shipping. LTL will be happy to forward a list of leasing companies that our customers have recommended to us.