



PERGAMENA'S TAN AND RETURN SERVICES

We are passionate about partnering with independent farms to assist them in creating value-added leather products from their own harvests. With our multitude of customizable options and your farm's own materials, creating a traceable leather line is now easier than ever. So, no matter if you're looking to make small leather goods, luxurious handbags, or even some comfy leather chairs, we are here to help you create a line of leather that truly represents your farm.

Whether you're looking to tan large hides like Cow or Buffalo, or smaller hides like Sheep, Deer, Goat, or even Alpaca, you can be assured that items made with leather from our unique, veg-tan process will wear and age beautifully.

A product with a *Beginning to "Bag" story* lets customers know what they are procuring is USA raised, produced, and created with style and intention. We are thrilled to be a part of the next chapter in your farm's story.

–The Pergamena Staff

Customize Your Leather:

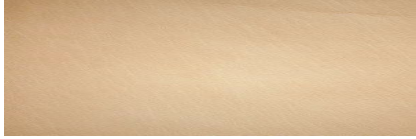
Thickness, Color, and Finish are our standard choices when it comes to customizing your leather. Simply pick the option you like the best from each category below then let us know what you want, and we will take care of the rest. Email Info@pergamena.net attention Tan and Return to place your order. (Further customized colors are possible, either with our drum dyeing process or in finishing, but there are extra costs associated with this offering, please contact us for more information.)



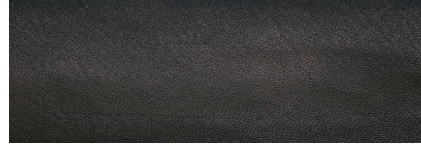
PERGAMENA
Parchment & Leathers
Since 1550

Color:

Undyed



Black



**Chocolate
Brown**



Mahogany



Saddle Brown



British Tan



Honey Brown



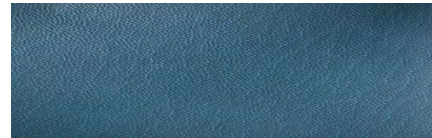
Pumpkin



Gray



Slate Blue



Electric Blue



Thickness / Weight:

- **3 oz / 1.2 mm** - This weight is best suited to small leather and case goods, crafts, small upholstery applications, and bookbinding projects.
- **5oz / 2 mm** - This weight is best for larger applications like bags, purses, and backpacks where some body in the leather is helpful.
- **7oz / 2.8 mm** - This weight is most useful for applications that need rigidity or padding, like belts or as a durable bottom for a tote.

Finish:

Empire Finish: This leather is produced using our chestnut vegetable tannage with an applied wax finish to create a very luxurious leather. Wax pre-ages the leather so it starts with a rich classic look that only picks up more patina as it's used and handled over the years. This finish preserves the natural grain pattern and has a nice drag with some pull-up. The resulting leather tools and gilds beautifully while still holding a crisp impression making it perfect for creating a unique and memorable project.

Perfect For: Accessories, small goods, shoe applications, upholstery

Hudson Finish: Our classic Hudson finish highlights the natural pebbly grain and individual characteristics of each hide without sacrificing the rich, workable surface inherent to each skin. While it starts out a bit stiffer than our Empire finish, Hudson leather quickly softens over time with handling and use, making it perfect for creating burnished and tooled projects while still giving it a luxurious hand feel that is ideal for all tactile applications. Our Hudson finish has no coating or plastic finishing and is produced using a chestnut vegetable tannage. The leather will patina quickly and richly, only adding to its strength and longevity.

Perfect For: Book covers, wallets, bag or shoe linings, upholstery.



Need Some More Guidance?

We know not everyone has five centuries of tanning knowledge, so to make your Tan and Return journey a little easier, here are some things to think about and some answers to FAQs so that you can hit the ground running. We understand you have a lot of skin in this game so if you still have a question, please feel free to email Info@Pergamena.net for a little extra guidance.

What do you want to achieve?

While leather is fantastic for a variety of projects, different finishes and weights will help you to achieve different goals. Having your leather split down to reduce its thickness makes it easier to create detailed projects like wallets and book covers. Keeping it thicker gives it more shape and body, making it perfect for area rugs or belts. From shoes to sofas and everything in between there is a type of leather that is right for your unique project. Start by referring to the thickness/split options on page 3 so you can figure out what you need for your application, then pick what you want in Colors and Finishes.

What speaks to you?

“Beauty is in the eye of the hide-holder.” Whether you like a natural undyed look or you want to turn heads with our Electric Blue, pick a color and finish that speaks to you. And while we also highly recommend splitting down to your application needs these are all guidelines and not hard and fast rules. (We can recommend different finishes for different kinds of leather projects, but the choice is ultimately up to you.)



What happens once I send my hides to Pergamena?

One of the reasons we love Tan and Return is because it allows our customers to not just buy leather but to use their own hides to create a more meaningful project. And now going from “beginning to bag” is easier than ever with our tan and return service. Once each hide is received it is inspected for any issues then marked for identification and entered into our system. We then send you an email confirming your order as it is written on your Tan and Return Order Sheet as well as an invoice for 50% of your total cost. (A \$25 process fee will be charged if the Tan and Return Order Sheet is not included in your shipment.)

Now your hide has officially started the process of becoming leather. To see how we combined centuries-old techniques with modern innovations to create beautiful bespoke material watch some of these videos:

- ▶ How Animal Hides Are Made Into Parchment At The Last Workshop In The US | Still Standing
 - https://www.youtube.com/watch?v=jfvGJhIjNOU&feature=emb_title

Once your hide has been turned into *Traceable USA leather we will send you a second invoice that includes shipping cost. As soon as the invoice is paid, we will ship your custom leather to you so you can start creating something fantastic. When we send your leather back to you, we include a certificate of “Traceable Authenticity” and information about our unique tanning process that you can share with your own customers.

Whether we run one hide or 300 hides through our drums we still have to fill it up with the same amount of water. Doing Tan and Return in batches allows us to save precious resources and it also saves you money. The more hides we collect the more savings we can pass on to you. Depending on the season, we run batches of tan and return every two to three months. Please note we will not begin to process any hides until a batch of traceable hides has been collected. Once we start the tanning process it takes around 8-12 weeks until it's returned to you.

Why can't you just add my hide to your next batch?

Being able to track a hide through our tanning process is what makes the return part of Tan and Return work. This means we mark each individual hide with its

own identifying mark. When we run a batch of Tan and Return, all the hides have a mark on them so we can ensure we return your hide back to you with the customizations that you have ordered. However, one marked hide would be very difficult to track and customize in a batch of 300 unmarked hides. Being able to track a hide through the entire process is how we ensure you are getting exactly what you want and need.

How much does it cost?

Pricing is based on several factors: the type of hide, what you would like done with it, and how many traceable hides are going in the same batch. Splitting is included at no extra cost, and we can also provide volume discounts. Return shipping is calculated based on your order's final weight and the distance it travels. We endeavor to keep costs down as much as possible with this service by combining hides from multiple farms and running them with yours. The more we can gather the more everyone saves.

But if you simply can't wait to make a bag out of your farm's traceable leather, we do offer the option to run a batch of hides at our next available opening in production. (Flat production fees and rush fees will be applied to these types of orders. Call for more information.)

A 50% deposit is required upon receiving your hides with an order form.

We will send you an email confirming your order as it is written on your

Tan and Return Order Sheet as well as an invoice for 50% of your total cost. The hide will not enter our production schedule until the deposit has been paid. (A processing fee will be charged if there is no identifying information included in your shipping.)

I created something fantastic out of my leather, what should I do now?

The short answer is to make it again but this time in a different color! Or make something new in the color you already know you love. Or come up with an idea that is entirely brand new. The possibilities with leather are endless.

Then send a photo and a brief description of your project to either our Instagram or Facebook page and we will share it with our followers. Additionally, we'll also consider you for our new "Artist in Residence" program, where once a month we pick an artist or crafter to highlight in our newsletter. If you haven't already joined our mailing list, please visit this link to sign up for a monthly letter about what we are up to, current sales, new products, and artist and industry highlights.

For more inspiration head over to our Instagram page to see some of the value-added products other farmers are making. You can always send us an email or give us a quick call to talk about how we can help you with your next project(s).

IG: Pergamena_NY Facebook: Pergamena





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How To:

The end product can only be as good as the raw material, so proper preservation of the hides after processing and prior to shipping is **very** important. Please read the following instructions carefully.

HOW TO PREPARE A HIDE

- Hides should be well dressed (skinned) with as few butcher cuts as possible
- Lay the hide/s out to dry flat, preferably outdoors in the sun, for 12-24 hours
- Salt the hide and let drain for 1-3 days
- Fold hides up and place in a water-proof bag or container for shipping or transportation
- Storing hides in a freezer is fine if you plan to collect from multiple animals to send all at once

We recommend having a professional or someone with experience dress your hide. Proper trimming and skinning is an art form and the less cuts and fat the more workable material is left over for tanning.

HOW TO SALT A HIDE

- Lay the hide out flat with the hair side down. Try to find a place that is not exposed to the elements, is protected from pets and other animals, and is not too hot. (Cooler temperatures will help to prevent hides from degrading quickly.)
- Skins/hides should be freshly salted using kosher or similar coarse salt, **NOT** feed grade or iodized salt (which contain mineral additives for animal diets that can stain hides.) We recommend either Cargill Top-flo granulated or Hay & Stock Salt which can be found at livestock/feed stores and is inexpensive and abundant. Do **NOT** use rock salt (the hide doesn't have enough moisture to break down the large crystals).
- It takes about one pound of salt per pound of hide. Don't worry, it is impossible to over-salt a hide, but you can under salt it so always air on the side of caution.
- Let the hide lay out flat, hair side down, for 1-3 days somewhere where hides can drain well. The salt will pull the moisture from the hide as it preserves it. As the hide absorbs the salt, cover any bare spots with more salt. Be careful when leaving the hide out in the open (direct sunlight will dry the hide out too quickly. Rain can wash the salt away which means starting the process again). After 3-5 days the hide is dried out enough for shipping and can be folded up and stored in a water-proof bag or

container.

- Hides sitting for more than one season will likely become too dry to properly rehydrate and process, so please send them no later than the end of the season that they were slaughtered in, otherwise the hides may be unusable.
- If hides are to be shipped without salting, they **MUST** be cooled down and/or frozen after butchering and prior to shipping to avoid temperature conditions that allow bacteria to rot and destroy the skin. Even hides packed in large cardboard boxes on pallets and then placed in cold storage still risk significant damage as hides are good insulators and pallet boxes are large enough that the center of the box will not sufficiently cool down to avoid bacterial damage, even in refrigerated trucks over the course of several days!

Before sending your hides to us please carefully read all information regarding preparation and shipping.



Mission Statement:

Using our five centuries of knowledge and our unlimited passion to help creators unlock the potential of parchment and leather. Striving for collective sustainability against an ingrained disposable mindset.

Vision Statement:

At Pergamena we honor our connection to our ancient traditions while still pushing to innovate our product and processes. Using our five centuries of knowledge and our unlimited passion to strive for sustainability against an ingrained disposable mindset. Always recognizing the invisible interdependent web that our industry belongs to, existing attached to both farmers and ranchers as well as artists and designers. The Family of Pergamena.

We treat our products with the same dignity and respect that we extend to our employees and customers. We lovingly handcrafted each skin and hide to bring out and enhance its individual character and beauty. By creating thoughtful and innovative bespoke materials we set the standard for our customers to create unique and lasting projects.

Keep in mind that leather is a natural product, and its individual characteristics are part of what makes your hide special. As a natural material, the colors of each piece we make will vary from batch to batch and year to year as natural dyes and production processes fluctuate.