



LEATHER UPHOLSTERY

Basic Cleaning of Aniline Leather

INTRODUCTION

An Aniline leather will have a varied hue, will be soft, will scratch readily with a fingernail, will darken when **Strong Cleaner** is applied, and will dry clear after **Protection Cream** has been applied and dried. Stains will often not be totally removed, and the lighter the color, the more they will show. Be sure to look for fading as that happens easily. Evaluate the dryness of the leather, as an extra step is often needed to restore the feel of the leather after cleaning.

PROCEDURE

- **STEP 1**
Clean an inconspicuous panel of leather, usually the side of the cushion. Apply **Strong Cleaner** to a sponge and squeeze repeatedly to create foam. Rub onto the panel of leather in a circular motion. Look at your sponge to see if the color of the leather came off on the sponge. If no color is seen, then proceed with the cleaning (if transfer of color occurs, then more advanced training and procedures may be required). Wipe off dirt with **Terry Cloth Towel** and dry panel with **Hair Dryer**.
- **STEP 2**
Continue cleaning from panel to panel, drying each panel as you go with **Hair Dryer** or **Air King**. After entire sofa is cleaned, inspect for areas that may need further attention, and re-treat.
- **STEP 3**
Apply **Protection Cream** after furniture is cleaned. Dry each panel with a **Hair Dryer** as you protect it.
- **STEP 4**
For dry leather found in your pre-inspection, apply **Leather Vital** and let it dry naturally overnight. **Leather Vital** will revitalize the feel and touch of the leather by returning moisture back into the leather that has been lost over time.

Chemicals Needed



Strong Cleaner
Type: *Water-based leather cleaner*
Highlights: *Removes soil and oil buildup on leather.*



Protection Cream
Type: *Water-based leather protector*
Highlights: *Protects against oil-water-alcohol based stains and other soiling.*



Leather Vital
Type: *Revitalizant*
Highlights: *Softens and nourishes leather.*



Leather Specialist Kit
Contents: *All the leather products you will use most*
Highlights: *Comes in a heavy-duty tool box.*



Leather Degreaser
Type: *Aerosol leather degreaser*
Highlights: *Dissolves oily stains.*

Chemicals Needed



Sponges
Description: *Absorbent material*
Purpose: *Used with Strong Cleaner to create foam for cleaning leather. Aids in agitation and soil absorption.*



Soft Cloth
Description: *Lint-free cloth*
Purpose: *Used for applying all creams, finishes, colors, and some spotters.*



Terry Cloth Towels
Description: *15"x26" Absorbent terry cloth*
Purpose: *Removes chemical and soil during leather cleaning.*



Hair Dryer
Description: *Drying tool*
Purpose: *Aids in the rapid drying of leather and curing of protector.*



Air King
Description: *High volume air mover*
Purpose: *Aids in rapid drying of leather after cleaning.*

Quick Guide

PROCEDURE

- 1 Pre-inspect and clean an inconspicuous panel with **Strong Cleaner**.
- 2 Clean and dry each panel as you go.
- 3 Apply **Protection Cream** and dry each panel as you go.
- 4 Apply **Leather Vital** to dry leathers and let dry overnight.

HELPFUL HINTS –



1. Restorative cleaning may be necessary, due to a collection of oil and food stains, partial fading, ink marks, and a deterioration of the original finish on the leather. Aniline leather does not have a polyurethane finish, but may have either a nitro-cellulose, wax, or micro-pigmented surface, which will need to be restored (You can learn these procedures in the **Leather Specialist Class**).
2. Many pieces may have heavy oils in arm and head rests that do not come out in normal cleaning. An application of **Soft Remover** and **Leather Degreaser** may be necessary to remove these oils.

CAUTION –



Aniline leathers with no finish at all will use more product to clean/protect and are often described as naked hides.



LEATHER UPHOLSTERY

Basic Leather Cleaning

INTRODUCTION

Approximately 80% of all leather furniture and almost all automobiles will be protected leather. Protected leather has a pigment coat applied over the surface and is sealed by a finish of polyurethane resins. In fact, as long as the finish is intact, you are cleaning the finish and not the leather itself.

PROCEDURE

- **STEP 1**
Identify the leather as protected. A fingernail will not scratch to a lighter color. Water does not absorb into the leather, thereby not darkening the leather. Color is consistent from panel to panel.
- **STEP 2**
Pretest by cleaning a side of the cushion which does not show. Once you are assured it is a protected leather, then proceed.
- **STEP 3**
Apply Strong Cleaner to a sponge and squeeze repeatedly to create foam. Apply to leather panel and work sponge in a circular motion. Wipe up foam with terry cloth towel. Repeat as necessary. Position Air King to dry leather that has been cleaned.
- **STEP 4**
Once leather is uniformly clean and dry to the touch, apply Protection Cream with a soft cloth. Spread evenly across the leather and let dry naturally.

Chemicals Needed



Strong Cleaner
Type: *Water-based leather cleaner*
Highlights: *Removes soil and oil buildup on leather*



Protection Cream
Type: *Water-based leather protector*
Highlights: *Protects against oil-water-alcohol based stains and other soiling.*



Leather Specialist Kit
Contents: *All the leather products you will use most*
Highlights: *Comes in a heavy-duty tool box.*

Accessories Needed



Sponges
Description: *Absorbent material*
Purpose: *Used with Strong Cleaner to create foam for cleaning leather. Aids in agitation and soil absorption*



Soft Cloth
Description: *Lint-free cloth*
Purpose: *Used for applying all creams, finishes, colors, and some spotters.*



Terry Cloth Towels
Description: *15"x26" Absorbent terry cloth*
Purpose: *Removes chemical and soil during leather cleaning.*



Air King
Description: *High volume air mover*
Purpose: *Aids in rapid drying of leather after cleaning.*

HELPFUL HINTS –



Make sure that where leather touches leather, it is dry so when Protection Cream is applied, the leather will not stick together.

CAUTION –



If leather darkens in any area, then the finish may be damaged, and aggressive agitation may remove pigment.

QuickGuide



PROCEDURE

- 1 Identify - fingernail and water test
- 2 Pretest in inconspicuous area
- 3 Apply **Strong Cleaner**, wipe off residue with terry cloth towel.
- 4 Dry with **Air King** and apply **Protection Cream**.

Other Resources

Basics of Leather Cleaning Profit Builder Course and Manual
LM100 Instruction Booklet for Leather Cleaning and Restoration Products.
Leather Video
Website • www.bridgepoint.com
Customer Service • 1-800-794-7425



LEATHER UPHOLSTERY

Basic Cleaning of Nubuck

INTRODUCTION

A Nubuck leather will have a varied hue, will be soft and will scratch readily with a fingernail. Complete stain removal may be more difficult on Nubuck. The lighter the color, the more they will show. You need to watch for fading and evaluate the evenness of the nap of the leather. The nap can rub off wherever there is a lot of friction (e.g. end of the seat cushions, arm rests, etc.). To determine if you are cleaning Nubuck, refer to the identification brochure.

PROCEDURE

➤ STEP 1

Test for safety and results. Clean an inconspicuous panel of leather - usually the side of the cushion. Wrap **Nubuck Cloth** around a sponge and rub back and forth on the leather. Look to see if the **Nubuck Cloth** scratched the leather. You may need to break in a **Nubuck Cloth** in inconspicuous areas. Use gently on some Nubuck leathers. Apply **Strong Cleaner** to a sponge and squeeze repeatedly to create foam. Rub foam onto the panel of leather in a circular motion and wipe off dirt with **Terry Cloth Towel**. Dry panel with hair dryer. Inspect your sponge to see if the color of the leather came off on the sponge. If no color is seen, proceed with the cleaning. Some Nubuck leathers can only be safely cleaned with a **Nubuck Cloth**.

➤ STEP 2

Clean entire sofa with a **Nubuck Cloth** to remove as much soil as possible.

➤ STEP 3

Use **Strong Cleaner** and clean from panel to panel, drying each panel as you go with hair dryer or **Air King**. After entire sofa is cleaned, re-clean any panels that appear to be dirtier than others.

➤ STEP 4

Apply **Nubuck Eco-Protector** and dry each section as you go. It is better to apply two light coats than one heavy coat.

➤ STEP 5

After the protector is applied, brush the leather to raise up and even out the nap. You may use a clean dry sponge, a **Brass Velvet Brush** or a **Horsehair Brush**.

Chemicals Needed



Strong Cleaner

Type: *Water-based leather cleaner*

Highlights: *Removes soil and oil buildup on leather.*



Nubuck Eco-Protector

Type: *Water-based leather protector*

Highlights: *Protects against oil-water-alcohol-based stains and other soiling.*

Accessories Needed



Sponges

Description: *Absorbent material*

Purpose: *Used with Strong Cleaner to create foam for cleaning Aniline. Aids in agitation and soil absorption.*



Nubuck Cloth

Description: *Lint-free cloth*

Purpose: *Used for cleaning most soiling on Nubuck leathers.*



Terry Cloth Towels

Description: *15"x20" Absorbent terry cloth*

Purpose: *Removes chemical and soil during leather cleaning.*



Hair Dryer

Description: *Drying tool*

Purpose: *Aids in the rapid drying of leather and curing of protector.*



Brass Velvet Brush

Description: *Brush*

Purpose: *Fluffs and finishes fine velvets.*



Horsehair Brush

Description: *Brush*

Purpose: *Agitates chemicals on upholstery.*



Air King

Description: *High volume air mover*

Purpose: *Aids in rapid drying of leather after cleaning.*

HELPFUL HINTS –



- 1 Restorative cleaning may be necessary due to a collection of oil and food stains, partial fading and ink marks (you can learn these procedures in the Leather Specialist Class).
- 2 Many pieces may have heavy oils in arm and headrests that do not come out in normal cleaning. An application of **Leather Degreaser** may be necessary to remove these oils.

CAUTION –



Nubuck will require more time and product to clean/protect than Aniline and Protected leather. In heavily soiled areas, “like-new” results may be more difficult to achieve. Suggest to the customer more frequent cleaning to avoid the necessity of restorative measures.

Quick Guide



PROCEDURE

- 1 Pre-inspect and clean an inconspicuous panel with **Strong Cleaner**.
- 2 Clean entire piece with **Nubuck Cloth**.
- 3 Clean with **Strong Cleaner** and dry each panel as you go.
- 4 Apply **Nubuck Eco-Protector** evenly over piece and dry. Apply second coat to heavy use areas.
- 5 After the protector is applied, brush the leather to raise up and even out the nap using a clean dry sponge, a **Brass Velvet Brush** or a **Horsehair Brush**.

PRODUCTS

- Strong Cleaner
- Nubuck Eco-Protector
- Nubuck Cloth
- Sponges
- Terry Cloth Towel
- Hair Dryer
- Brass Velvet Brush
- Horsehair Brush
- Air King

Other Resources

Leather Specialist Training Manual and Course
Leather Cleaning and Repair Video
Bridgepoint Website • www.bridgepoint.com
Customer Service • 1-800-794-7425



UPHOLSTERY

Leather Identification

INTRODUCTION

It is critical to understand the type of leather before attempting to clean it. This understanding will help you anticipate results before you clean, and the products needed to complete the job. Anticipating the time involved in cleaning and the quantity of products used will allow you to price the job correctly. The three leather types are: Protected, Aniline, and Nubuck.

DEFINITIONS

Protected: Also known as Finished, Semi Aniline, Everyday, Pigmented and Painted, these Leathers have combined the best aspects of a natural product and have utilized tannery technology to create a product that is more uniform in appearance and color.

Aniline: Also known as Natural, Pure, Naked and Unprotected, these are leathers that are colored with transparent dyestuff. This means you can see the actual surface grain markings. These leathers have very little or no protective treatments applied to them.

Nubuck: Also known as Chaps, Distressed, Bomber and Suede, Nubuck is an Aniline leather that has been brushed, sanded or scratched to create a velvet or pile feel or look to the grain side of leather. Suede is the flesh side of the hide and is of lower quality.

PROCEDURE

- **STEP 1**
Evaluate the leather visually. Protected leathers will have a consistent coloration due to pigmentation, while Aniline and Nubuck will have a varied hue. Any leather with a nap will be Nubuck or suede.
- **STEP 2**
Feel the leather. The softer the leather, the more likely it is Aniline or Nubuck. The stiffer the leather, the more likely it is Protected.

- **STEP 3**
Go to an inconspicuous place and scratch the leather with your fingernail. Aniline and Nubuck will scratch readily and the scratch will be a lighter color. Protected leather has a finish made of polyurethane resins. The only way this leather will go lighter is by scraping off the finish and the pigments.
- **STEP 4**
In an inconspicuous place, rub **Strong Cleaner** into the leather. Aniline and Nubuck leather will darken as the cleaner is absorbed into the leather. The cleaner will not absorb into Protected leather.
- **STEP 5**
This final test will determine the difference between Aniline and Nubuck. In an inconspicuous place, rub **Protection Cream** on the leather and dry with a hair dryer. Aniline leather will dry clear with no difference in texture. Nubuck leather will dry darker with a slight change in texture. **Protection Cream** mats down the nap of Nubuck causing the area to be darker.

Chemicals Needed



Strong Cleaner
Type: Water-based leather cleaner
Highlights: Water-based cleaner carried in a foam base to prevent overwetting while cleaning.



Protection Cream
Type: Water-based leather protector
Highlights: Protects against oil-water alcohol based stains and other soiling.

Accessories Needed



Soft Cloth
Description: Lint-free cloth
Purpose: Used for applying all creams, finishes, colors, and some spotters.



Hair Dryer
Description: Hot air dryer.
Purpose: Aids in drying leather after cleaning, and curing protectors.

HELPFUL HINTS – Many manufacturers are including a cleaning label under the cushions of the sofa to indicate the type of leather; Protected, Aniline and Nubuck.



CAUTION – Many leather care products on the market will ruin Aniline and Nubuck. Accurate identification of leather is critical to your success as a leather cleaner.



PROCEDURE

- 1 Evaluate the leather visually.
- 2 Determine softness of leather by touch.
- 3 Scratch the leather with a fingernail in an inconspicuous place. Visible, lighter scratches are aniline or nubuck.
- 4 Rub Strong Cleaner into the leather in an inconspicuous place. Darkened leather indicates aniline or nubuck.
- 5 Apply Protection Cream in an inconspicuous place and dry with a hair dryer. Darkened leather indicates nubuck.

PRODUCTS NEEDED

- Strong Cleaner
- Protection Cream
- Soft Cloth
- Hair Dryer

QuickGuide



Other Resources

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UPHOLSTERY

Protected Leather Cleaning

INTRODUCTION

Approximately 80% of all leather furniture and almost all automobiles will be protected leather. Protected leather has a pigment coat applied over the surface and is sealed by a finish of polyurethane resins. In fact, as long as the finish is intact, you are cleaning the finish and not the leather itself.

PROCEDURE

- **STEP 1**
Identify the leather as protected. A fingernail will not scratch the leather to a lighter color. Water does not darken protected leather because it does not soak into it. Color is consistent from panel to panel.
- **STEP 2**
Pretest by cleaning a side of the cushion which does not show. Once you are assured it is a protected leather, then proceed.
- **STEP 3**
Apply **Strong Cleaner** to a sponge and squeeze repeatedly to create foam. Apply to leather panel and work sponge in a circular motion. Wipe up foam with **Terry Cloth Towel**. Repeat as necessary. Position **Air King** to dry leather that has been cleaned.
- **STEP 4**
Once leather is uniformly clean and dry to the touch, apply **Protection Cream** with a **Soft Cloth**. Spread evenly across the leather and let dry naturally.

Chemicals Needed



Strong Cleaner
Type: *Water-based leather cleaner*
Highlights: *Removes soil and oil buildup on leather.*



Protection Cream
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Contents: *All the leather products you will use most*
Highlights: *Comes in a heavy-duty tool box.*

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Air King
Description: *High volume air mover*
Purpose: *Aids in rapid drying of leather after cleaning.*

HELPFUL HINTS –



Make sure that where leather touches leather, it is dry so when **Protection Cream** is applied, the leather will not stick together.



CAUTION – If leather darkens in any area, then the finish may be damaged, and aggressive agitation may remove pigment.

QuickGuide



PROCEDURE

- 1 Identify - fingernail and water test.
- 2 Pretest in inconspicuous area.
- 3 Apply **Strong Cleaner**, wipe off residue with **Terry Cloth Towel**.
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