

USTYLYLIT M4U

Fit Tool Sales Manual

Trench Coat

English

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Introduction

The objective of this manual is to provide you with a quality custom made product that meets our mutual quality standards as well as your client's expectations and wishes.

This manual should provide you with sufficient knowledge and confidence to accomplish this objective. After reviewing the manual, if you have questions please reach out to your sales rep, or customer service and we will be happy to help.

Selecting the Right Try-On Size

When selling an overcoat, it is likely that you will not have a try-on garment to put on your customer. However, you CAN use a suit jacket try-on to diagnose important info like posture and shoulder slope. You can also use other suit jacket adjustments like 1/2 Waist or Sleeves to determine how you want to adjust an overcoat accordingly.

The most important consideration when fitting an overcoat is to ask whether the garment will be worn most often over a suit / sport jacket, or simply worn over shirts or sweaters. Our outerwear pattern features a modern, high armhole. This gives it a fashionable appearance to be worn as an outerwear separate. However, when worn over a suit jacket, consideration needs to be given to size selection.

If it will be mostly worn over shirts/sweaters, it should be fit like a suit jacket. As such, the best try-on size is usually the one that most closely matches the customer's chest measurement. You may need to adjust the size up or down to accommodate larger or smaller shoulders.

If it will be often worn over a suit / sport jacket, you will likely want to use the next size up so that the coat's armhole will be comfortable. If the customer is not particularly fashionable and comfort is the primary concern, you may want to go up two sizes.



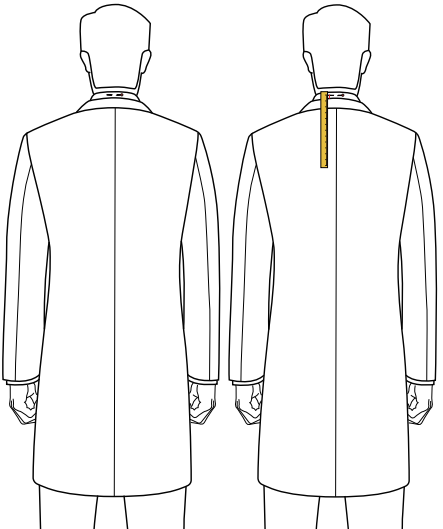

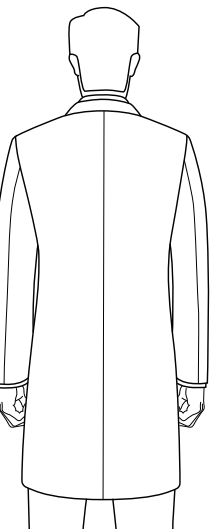
System Considerations

The CAD system that USTYYLIT M4U sends it's orders to is a metric CAD system. Throughout this manual you will find the Fit Tool adjustment values listed in both Centimeters and Inches. Due to rounded conversions, there may not necessarily be a one-to-one inch match for each centimeter value.

Please take the time to read through this manual and share it with your colleagues. If you have any questions or concerns, please reach out to your sales rep or Customer Service Team.

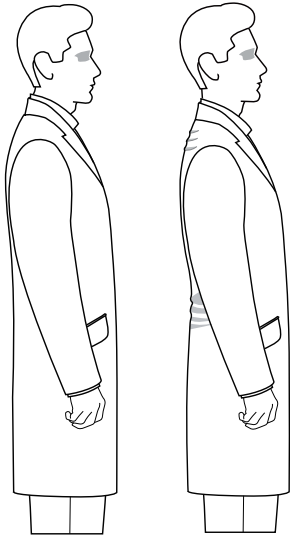
Stature & Build

Posture - Stooped

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit
<div style="display: flex; justify-content: space-around; align-items: center;">   </div> <p style="text-align: center; margin-top: 5px;">Standard Stooped</p> <p>The Client's upper torso is leaning forward.</p> <p>The coat collar and shirt collar separate from each other (creates a gap).</p> <p>From the side view, the back length is noticeably shorter than the front length, and the back hem stands away from the hip.</p>	<div style="display: flex; justify-content: center; align-items: center;">  </div> <p>Place a pin 1 - 1.5CM below the top of the shirt collar to mark the position where the top of coat collar and the shirt collar should meet.</p> <p>Ask the customer to move around freely so as to make the coat hang naturally and observe if the bottom of the coat sticks out at the back. If it does, the customer's posture is stooped and requires the adjustment.</p> <p>Measure the distance from the top of the coat collar to the pin and enter this value.</p>	<div style="display: flex; justify-content: space-around; align-items: center;">   </div> <p>The entire collar of the coat (back and sides) rests against the shirt collar perfectly.</p> <p>Seen from the side, the coat length at the front and back are equal, and the bottom hangs smoothly at the back (It is also natural for the front length to be slightly longer than the back).</p> <p>There should be 1 – 1.5cm of the shirt collar showing above the coat collar.</p>
Adj. Values	Adj. Values	
INCH	CM	
0"	0cm	
1/8"	0.5cm	
1/4"	1cm	
3/8"	1.5cm	
1/2"	2cm	
5/8"		
3/4"		

Posture - Erect

Description & Cause



The Client's upper torso is more upright, or leaning backward than average.

The back rests against the hip too tightly while the front is loose.

Seen from the side, the back length is longer than the front length.

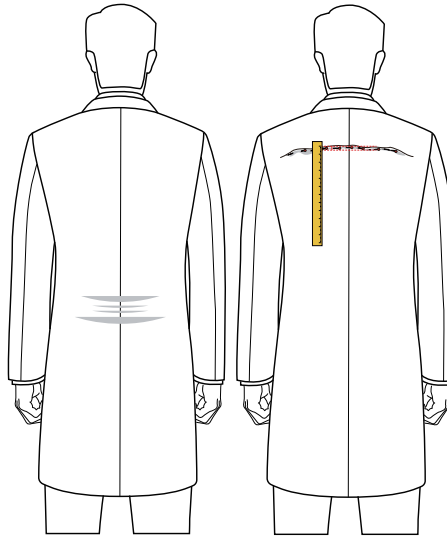
The coat collar will likely rest higher against the shirt collar than usual (which is 1 -1.5cm-below the top of the shirt collar).

Adj. Values
INCH

Adj. Values
CM

0"	0cm
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-1/4"	-1cm
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-7/8"	
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How to Use The Fit Tool



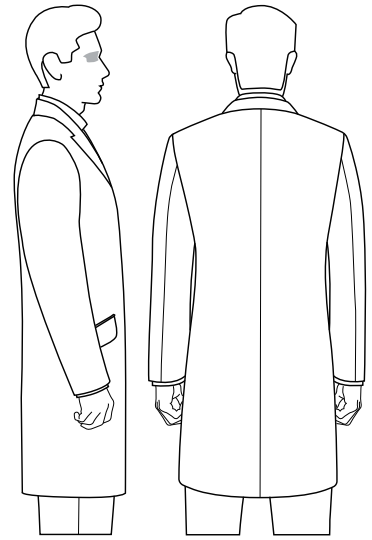
Ask the customer to move around freely so as to make the coat hang naturally.

Pin fabric horizontally across the blades to make the coat hang naturally and smoothly.

Ask the customer to move around again to check if you have pinned too much fabric. If you have, the coat collar may stand away from the shirt at the neck, and / or the bottom may also stick out slightly.

Measure the width of the pinned single-sided fabric, multiply the value by 2 and enter it into the system.

What Is The Ideal Fit


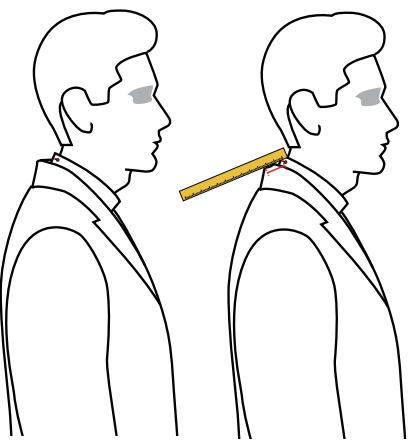



The back part of the coat falls cleanly from the shoulders downward.

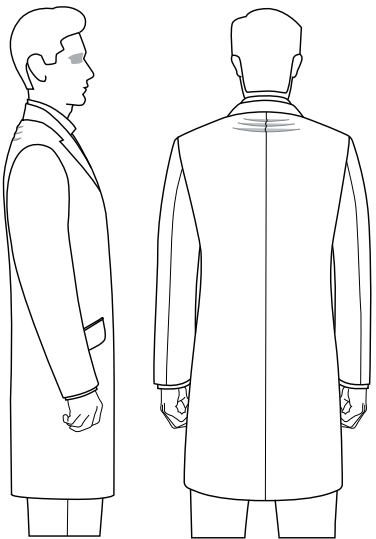
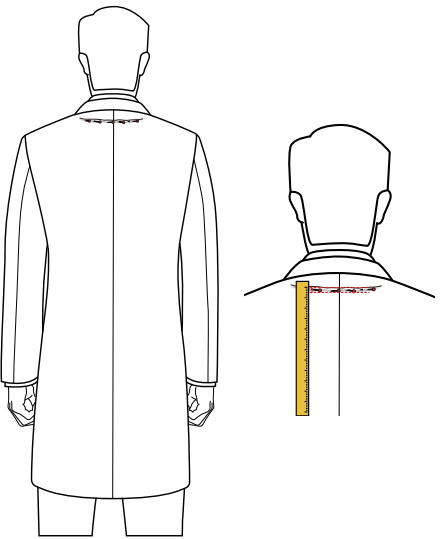
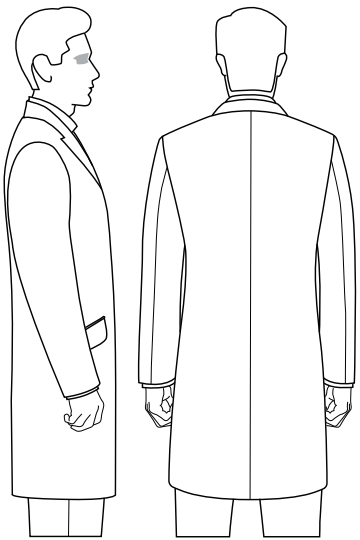
Seen from the side, the coat has a perfect fit if the length at the front and back are equal. (it is also natural for the front length to be slightly longer than the back)

This adjustment is not the same as letting out the seat.

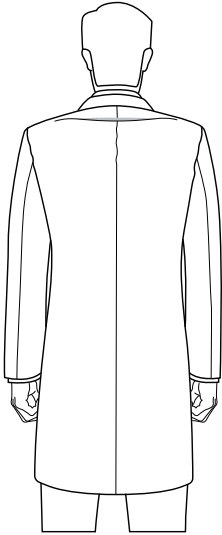
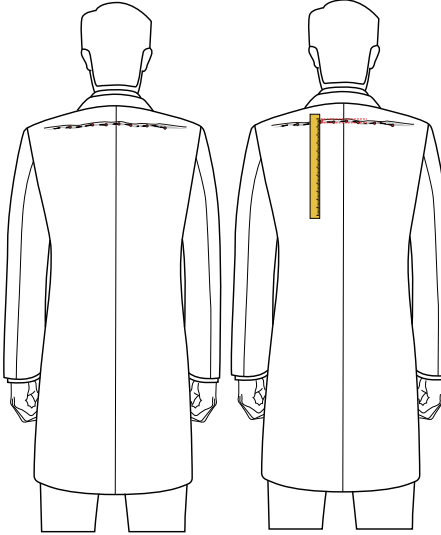
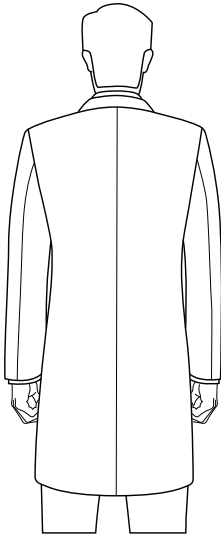
Collar Height - Raise

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																
<div style="text-align: center; margin-bottom: 10px;">  </div> <p>The coat collar is resting too low against the shirt collar, revealing more than 1.5cm of shirt collar</p> <p>There is often also a gap between the coat collar and shirt collar.</p> <p>Can be one of a few reasons:</p> <ul style="list-style-type: none"> a) customer's neck is leaning forward b) customer's neck is long (& leaning fwd) c) customer has a round back 	<div style="text-align: center; margin-bottom: 10px;">  </div> <p>Make sure the coat is fastened.</p> <p>Place a pin horizontally in the shirt collar 1 - 1.5CM down from the top of the collar to mark the position where the top of the coat collar and shirt collar should meet.</p> <p>Ask the customer to move around freely so that the coat can hang naturally.</p> <p>Measure the distance between the top of the coat collar and the pin, and then enter that value.</p>	<div style="text-align: center; margin-bottom: 10px;">  </div> <p>The entire collar of the coat (incl. back and sides) lays well against the shirt collar.</p> <p>There should be 1.5cm of shirt collar showing above the coat collar.</p> <p>This adjustment should NOT be combined with the Stooping fit tool</p> <p>Use this adjustment when the posture/balance of the coat looks good from front to back, but the collar does not.</p>																
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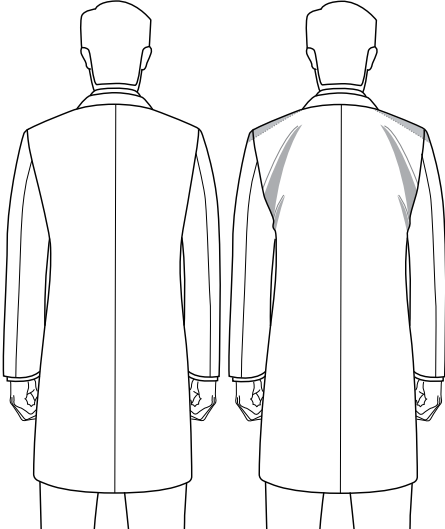
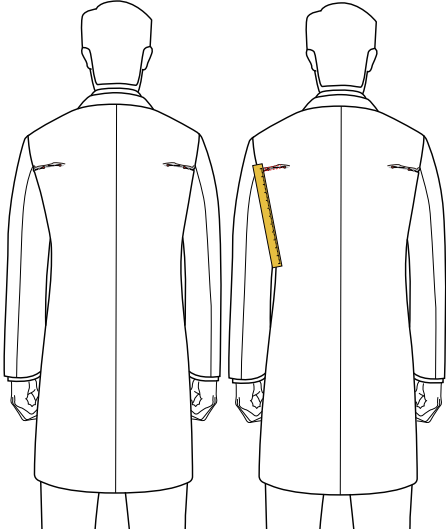
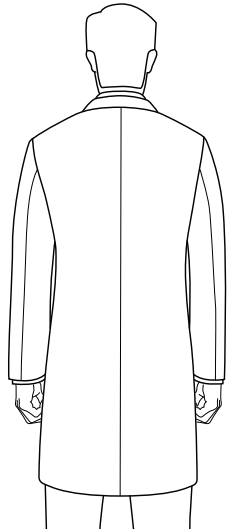
Collar Height - Lower

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																				
<div style="text-align: center; margin-bottom: 10px;">  </div> <p>There are obvious thin horizontal creases under the coat collar.</p> <p>Can be one of a few reasons:</p> <ol style="list-style-type: none"> a) Customer's neck is more up right or somewhat leaning back against the collar b) Customer's neck is short, pushing down on the collar c) Customer has strong shoulder blades causing tightness under the collar <p>There are other causes, but they are usually associated with other Fit Tools (eg. Erect Posture)</p>	<div style="text-align: center; margin-bottom: 10px;">  </div> <p>Make sure the coat is fastened.</p> <p>Pin the excess fabric under the collar within a 5CM distance from the collar until there are no creases on the back section of the coat.</p> <p>Measure the width of the pinned fabric, multiply the value by 2 and enter it into the system.</p> <p>Additional notes: it is possible you will have pinned more than you can adjust in the system. In this case it is possible your client also needs adjustments like high shoulders or erect posture.</p> <p>If the horizontal creases extend past the width of the collar, it is likely the appropriate Fit Tool should be High Shoulders.</p>	<div style="text-align: center; margin-bottom: 10px;">  </div> <p>There are no creases at the upper half of the coat back.</p> <p>There is a limit to the adjustment amount because too much alteration will result in irregular-shaped back panels to sew the collar onto, which is irreparable.</p> <p>When deciding to lower the collar consider whether you have already used the high shoulder or erect posture adjustments when choosing your lower collar value</p>																				
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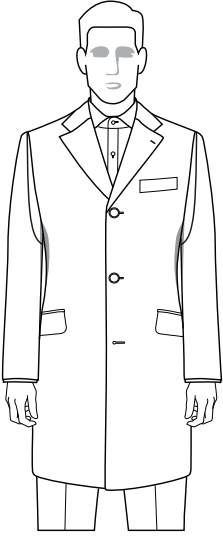
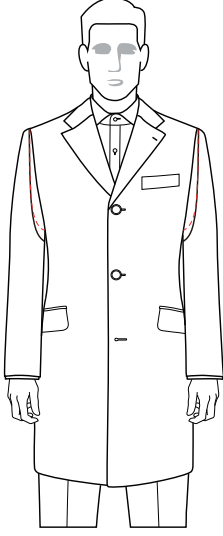
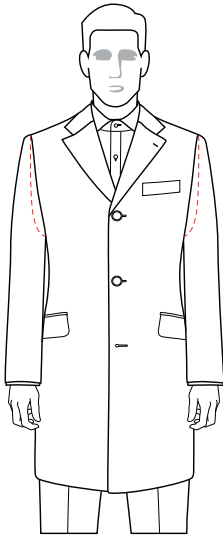
Shoulder Height - High

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																				
 <p>There will be horizontal creases below the coat collar extending beyond both sides of the collar.</p> <p>The coat collar may also be pushed up too high in relation to the shirt collar.</p> <p>The reason is that the customer's shoulders are on a flatter angle than most men, causing the end of their shoulders to push up on the end of the coat shoulders.</p>	 <p>Make sure the coat is fastened.</p> <p>Observe the customer from the front and back to properly judge the difference between his left and right shoulders.</p> <p>Gather and horizontally pin the ridge under the collar. The result should be a back that falls cleanly with no creasing.</p> <p>Measure the single-sided width of the pinned fabric, multiply the value by 2 and enter the value into the system.</p> <p>Enter left and right values into the system respectively should one side is higher than the other.</p>	 <p>There are no creases of fabric at the back of the coat between the collar and the waistline.</p> <p>Overdoing this adjustment can produce irregular results especially if combined with lowering the collar and/or erect posture.</p>																				
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Shoulder Height - Sloping

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																						
 <p style="text-align: center; margin-top: 5px;">Standard Sloping</p>																								
<p>There is excess diagonal fabric from the armhole up towards back</p> <p>In the case of extremely low shoulders, the diagonal excess fabric is also visible at the front.</p> <p>The angle of the customer's shoulders are more sloping than most men</p> <p>Customer's shoulders may slope different amounts for each shoulder</p>	<p>Make sure the coat is fastened.</p> <p>Observe the customer from the front and back to properly judge the difference in slope between his left and right shoulders.</p> <p>Gather and pin the excess fabric horizontally at the sleeve seam on both sides, making the back fall cleanly.</p> <p>Measure the width of the pinned single-sided fabric and multiply the value by 2. Do this for both the left and right side</p> <p>Often when the customer's shoulders slope differently on both sides, the sleeve lengths will also be different.</p> <p>In this case it is important to measure each sleeve length independently.</p>	<p>There is no excess fabric at the back of the coat between the collar and the waist line.</p>																						
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Armhole - Raise

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit														
																
<p>Customer comments that the coat is binding against the bicep when putting his arms forward.</p>	<p>Make sure the coat is fastened.</p> <p>Stand behind the customer and pinch the collar to raise it up and ask the customer if it feels better when he puts his arms forward. If it does feel better, the armhole needs to be raised. If it feels worse, the armhole needs to be lowered.</p> <p>In order to validate the accuracy and feel of the proposed Fit Tool adjustment, it is suggested to use a Try-On in one size smaller. The difference in armhole depth is 0.5 CM (1/8") per size.</p> <p>Confirm the value and enter it into system.</p>	<p>The armhole feels proper to the customer's underarm. The customer feels comfortable at the armhole position and his arms can move easily and freely.</p> <p>If the armhole is too low, it will restrict the arm's movement. If the armhole is too high, the customer will feel the coat armhole pinch at his underarm. This will feel uncomfortable.</p>														
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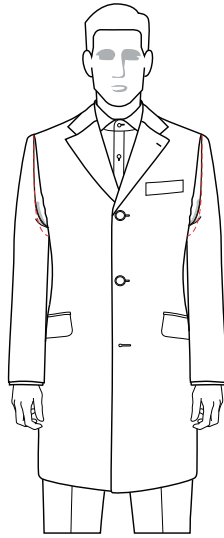
Armhole - Lower

Description & Cause



Customer comments that the coat is binding against the armpit even with his arms relaxed at his sides.

How to Use The Fit Tool



Make sure the coat is fastened.

Stand behind the customer and pinch the collar to raise it up and ask the customer if it feels better or worse. If it does feel better, the armhole needs to be raised. If it feels worse, the armhole needs to be deepened.

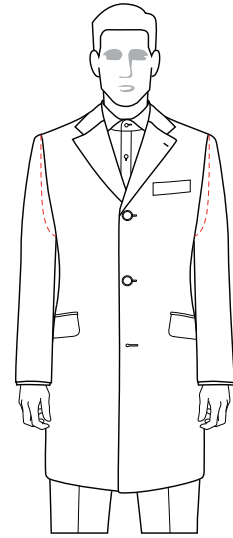
Estimate the value according to observation and experience.

You can also confirm the value by using a Try-On in one size larger.

The difference in armhole depth is 0.5 CM (1/8") per size.

Enter the value into system.

What Is The Ideal Fit




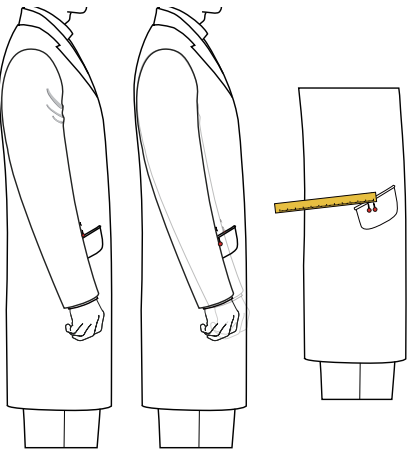

The armhole fits properly to the customer's underarm. The customer feels comfortable at the armhole position and his arms can move easily and freely.

If the armhole is too low, it will restrict the arm's movement. If the armhole is too high, the customer can feel the armhole of the coat pinching his underarm and this is quite uncomfortable.

Adj. Values INCH	Adj. Values CM
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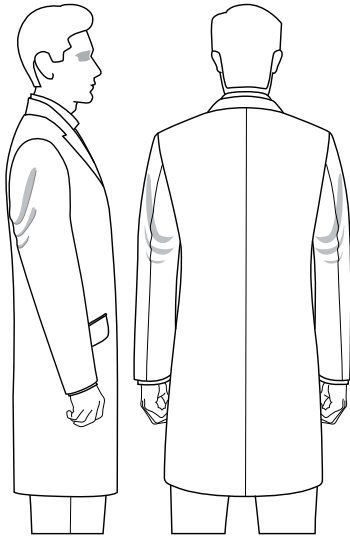
0"	0cm
-1/8"	-0.5cm
-1/4"	-1cm
-3/8"	-1.5cm
-1/2"	-2cm
-5/8"	
-3/4"	

Sleeve Position - Forward

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																																					
 <p>When the customer stands naturally, creases can be seen at the front of the sleeves (as the above image portrays).</p> <p>This problem occurs because the customer's arms rest at a slightly forward position.</p>	 <p>Make sure the coat is fastened.</p> <p>You may notice the customer's natural arm position has his arms slightly forward when standing in a relaxed position. If so, mark the natural spot where the front end of the sleeve meets the waist pocket.</p> <p>Then request the customer to move his arm backward until you note no creases at the sleeve front. Now, mark a second spot where the front end of the sleeve meets the waist pocket.</p> <p>Measure the distance between the first mark and the second</p>	 <p>When the customer stands upright with his arms resting at his sides, the sleeve falls cleanly and flows straight with no creasing.</p>																																					
<table border="1"> <thead> <tr> <th>Adj. Values</th> <th>Adj. Values</th> </tr> <tr> <th>INCH</th> <th>CM</th> </tr> </thead> <tbody> <tr> <td>0"</td> <td>1 3/8"</td> <td>0cm</td> </tr> <tr> <td>1/8"</td> <td>1 1/2"</td> <td>0.5cm</td> </tr> <tr> <td>1/4"</td> <td>1 5/8"</td> <td>1cm</td> </tr> <tr> <td>3/8"</td> <td></td> <td>1.5cm</td> </tr> <tr> <td>1/2"</td> <td></td> <td>2cm</td> </tr> <tr> <td>5/8"</td> <td></td> <td>2.5cm</td> </tr> <tr> <td>3/4"</td> <td></td> <td>3cm</td> </tr> <tr> <td>7/8"</td> <td></td> <td>3.5cm</td> </tr> <tr> <td>1"</td> <td></td> <td>4cm</td> </tr> <tr> <td>1 1/8"</td> <td></td> <td></td> </tr> <tr> <td>1 1/4"</td> <td></td> <td></td> </tr> </tbody> </table>		Adj. Values	Adj. Values	INCH	CM	0"	1 3/8"	0cm	1/8"	1 1/2"	0.5cm	1/4"	1 5/8"	1cm	3/8"		1.5cm	1/2"		2cm	5/8"		2.5cm	3/4"		3cm	7/8"		3.5cm	1"		4cm	1 1/8"			1 1/4"			
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1"		4cm																																					
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Sleeve Position - Back

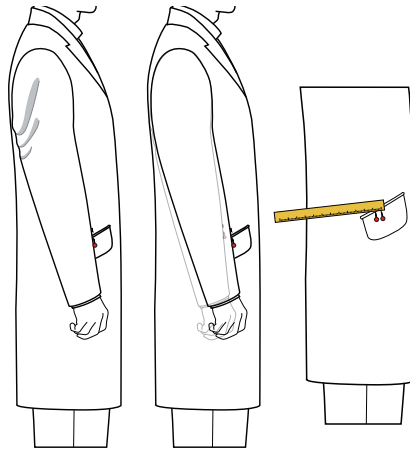
Description & Cause



When the customer stands upright with his arms resting at his sides, creases can be seen at sides (as the above image portrays).

This problem occurs because the customer's arms rest in a slightly backward position.

How to Use The Fit Tool



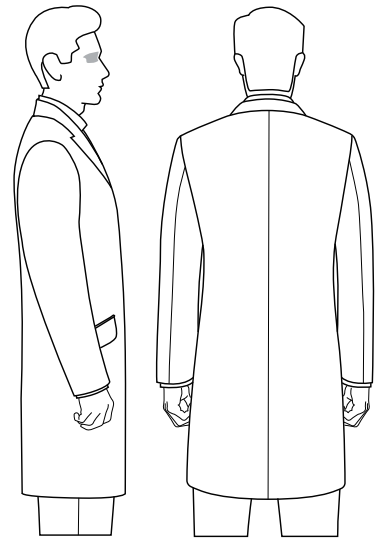
Make sure the coat is fastened.

You may notice the customer's natural arm position has his arms slightly backwards when standing in a relaxed position. If so, mark the natural spot where the front end of the sleeve meets the waist pocket. Then request the customer to move his arm forward until you note no creases at the sleeve back.

Now, mark a second spot where the front end of the sleeve meets the waist pocket.

Measure the distance between the first mark and the second mark and enter that value.

What Is The Ideal Fit



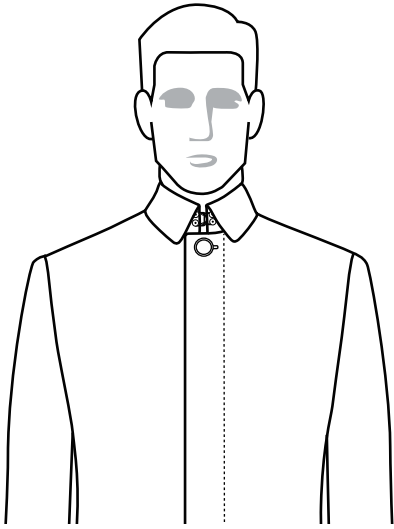
When the customer stands upright with his arms resting at his sides, the sleeve falls cleanly and flows straight with no creasing.

Adj. Values INCH	Adj. Values CM	
0"	-1 3/8"	0cm
-1/8"	-1 1/2"	-0.5cm
-1/4"	-1 5/8"	-1cm
-3/8"		-1.5cm
-1/2"		-2cm
-5/8"		-2.5cm
-3/4"		-3cm
-7/8"		-3.5cm
-1"		-4cm
-1 1/8"		
-1 1/4"		

Horizontals

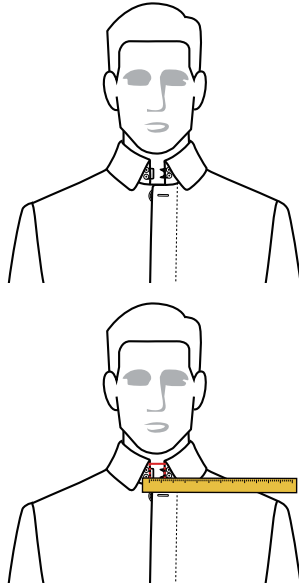
1/2 Collar - Let out

Description & Cause



The customer has a large neck in relation to his torso and needs the collar to be larger so that it can be fastened comfortably.

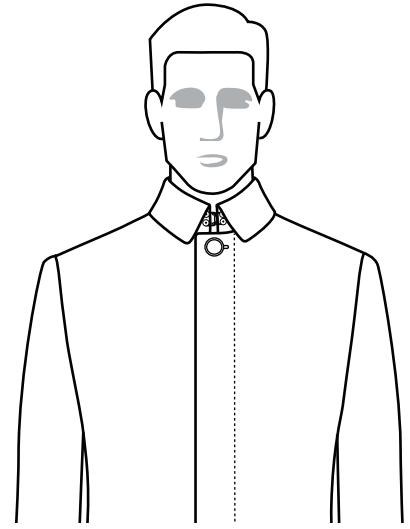
How to Use The Fit Tool



Use a ruler or tape measure to determine how much the collar needs to be let out. Divide this value by two and enter it in the system.

It is likely that for a customer's first trenchcoat order you may not have a coat to put on the client. In this case, use your experience and talk with the customer to determine if their neck seems larger than usual compared to their torso. (example, he may tell you he often has trouble buying shirts due to his large neck)

What Is The Ideal Fit



The neckband and collar can be fastened comfortably.

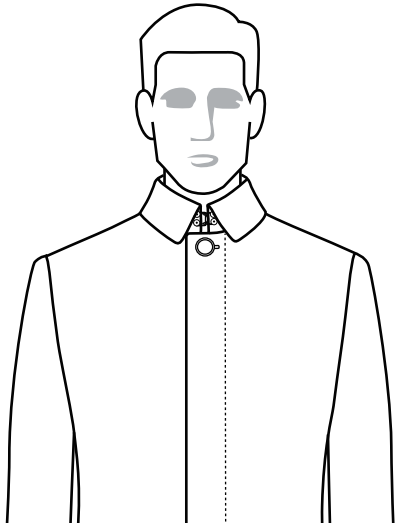
Adj. Values
INCH

Adj. Values
CM

0"	0cm
1/8"	-0.25cm
1/4"	-0.5cm
3/8"	-0.75cm
-1/2"	-1cm
-5/8"	-1.25cm
	-1.5cm

1/2 Collar - Take In

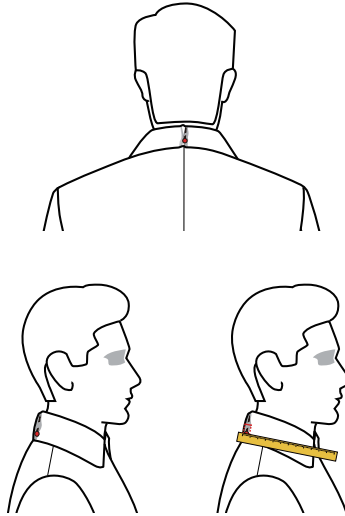
Description & Cause



This is normally caused by the customer having a slim neck.

The coat collar and the shirt collar separate from each other at the sides (there is a gap on each side).

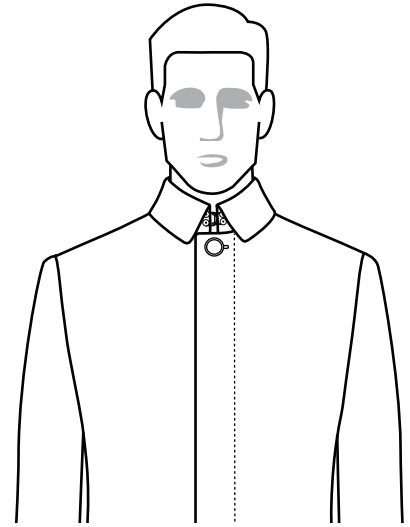
How to Use The Fit Tool



Pinch the coat collar at the center back seam with two fingers until the jacket collar rests correctly against the shirt collar on both sides.

Measure the single-sided value and enter it into the system. (the adjustment value is $\frac{1}{2}$ of the total adjustment needed)

What Is The Ideal Fit



The entire collar of the coat (back and sides) rests properly against the shirt collar.

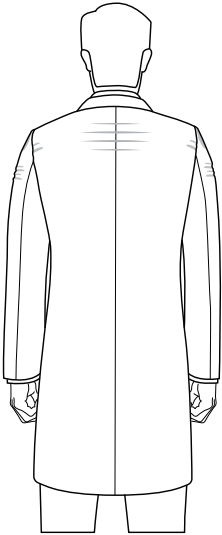

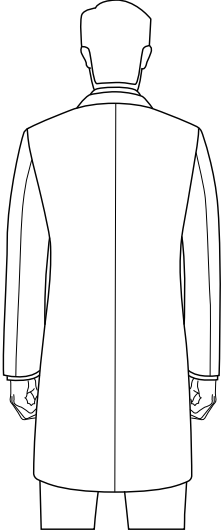
If the collar stands away from the shirt only at the back, the customer may need the stooping or head-forward adjustment instead of taking in the $\frac{1}{2}$ collar.

Adj. Values
INCH

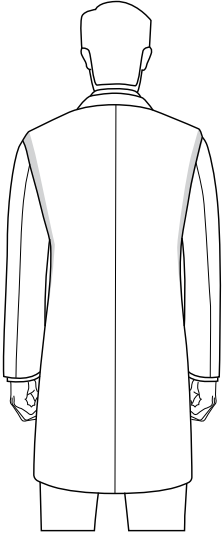
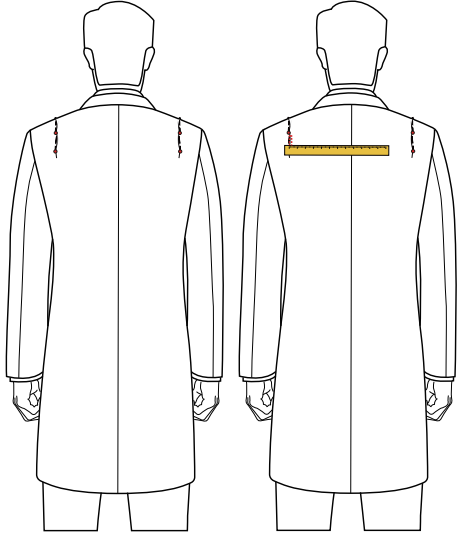
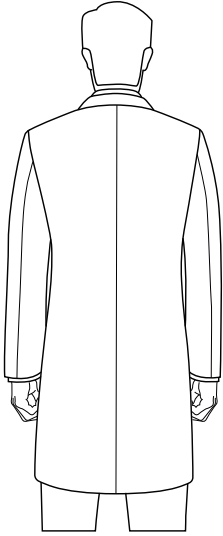
Adj. Values
CM

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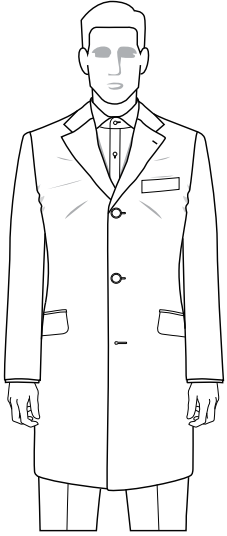
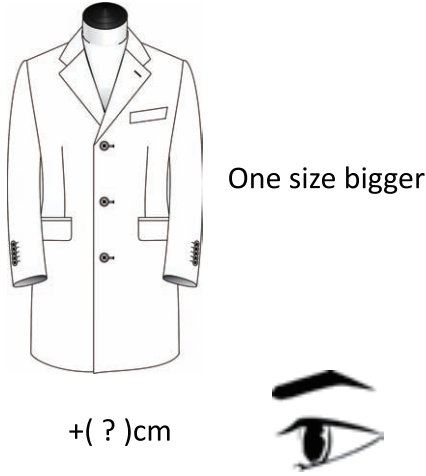
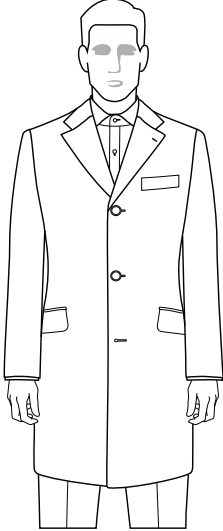
1/2 Shoulder - Let Out

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																				
 <p>The shoulder width of the Try-On sample is too small for the customer's shoulders.</p> <p>At the back of the coat, there may be horizontal creases between the collar and the lower section of the shoulder blades, as well as the upper sleeve at the back in extreme cases.</p> <p>The outline of the upper arms is visible at the upper outside area of the sleeves. As a result, the sleeves do not hang naturally.</p> <p>Often the customer will feel the coat restricts movement, including when extending arms forward.</p>	 <p>One size bigger</p> <p>Make sure the coat is fastened.</p> <p>Estimate the adjustment value based on observation and experience.</p> <p>The value entered should be a 1/2 Shoulder, not full PTP</p> <p>Switch to a larger Try-On size to judge the adjustment needed. The difference in 1/2 shoulder width is 0.5cm (1/8") per size. Confirm the final value and enter into the system.</p> <p>(Note: sleeve length is affected by 1/2 shoulder width so it is important to get your sleeve length after confirming your shoulder width)</p>	 <p>The shoulder of the jacket follows the natural contour of the customer's shoulders.</p> <p>The sleeve flows in a natural straight line from the shoulder.</p> <p>If the shoulder width is accurate but the back of the coat is too tight or loose across the shoulder blades, use the "let out 1/2 back" or "take in 1/2 back" to address the back.</p>																				
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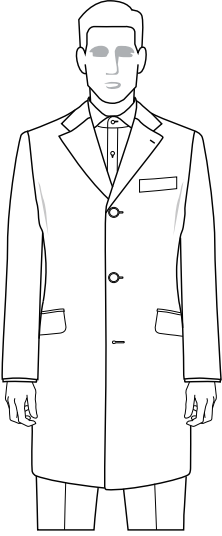
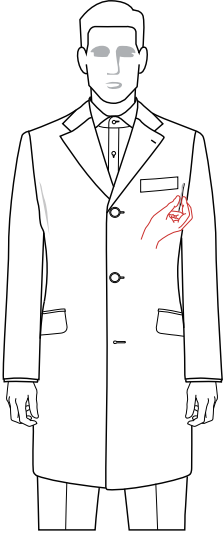
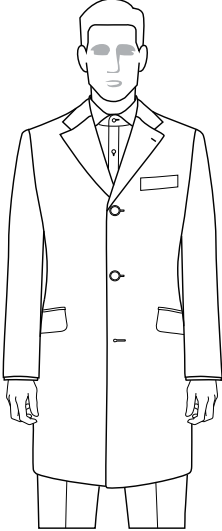
1/2 Shoulder - Take In

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																				
 <p>The Try-On coat's shoulder width is too large for the customer.</p> <p>The sleeve head of the coat has extended past the shoulder line of the body, making the ends of the coat's shoulders sag off the end of the body.</p> <p>This can also cause restriction of movement when the customer puts his arms forward.</p>	 <p>Make sure the coat is fastened.</p> <p>Pinch at the center of the collar and use pins to fasten to determine the amount to reduce the shoulder.</p> <p>Measure the single-sided width of the pinned fabric on one side and enter the value into the system.</p> <p>Alternatively, use a Try-On one smaller size to compare. The difference between sizes is 0.5cm (1/8").</p> <p>Determine the correct sleeve length based on the smaller Try-On with correct shoulder width.</p>	 <p>The shoulder of the coat follows the natural contour of the customer's shoulders.</p> <p>The sleeve flows in a downward natural line from the shoulder.</p> <p>If the shoulder width is accurate but the back of the coat is too tight or loose across the shoulder blades, use the "let out 1/2 back" or "take in 1/2 back" to address the back.</p>																				
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	-1.75cm																					
	-2cm																					

1/2 Chest Front - Let Out

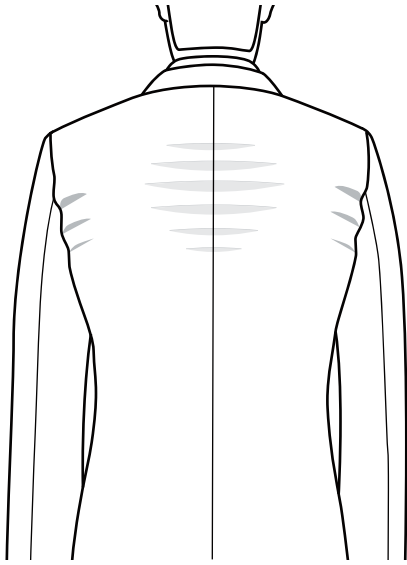
Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit												
 <p>The customer's chest is muscular.</p> <p>When the coat is fastened, the coat pulls at the chest. AS a result, the lapels do not rest properly against the chest and the lapels may buckle.</p>	 <p>One size bigger</p> <p>+ (?) cm</p> <p>If the chest is tight, estimate the let out value according to observation and experience or choose a Try-On sample in one size bigger.</p> <p>The difference in 1/2 Front Chest is 1 CM (3/8") per size.</p> <p>Confirm the value and enter it into system.</p>	 <p>The chest and lapels of the coat follows the natural contour of the body.</p> <p>There is no excess fabric across the chest.</p>												
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3/8"	1.5cm													
1/2"														

1/2 Chest Front - Take In

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit												
 <p>The front chest is too wide for the customer.</p> <p>There are vertical creases where the chest meets the sleeve.</p>	 <p>If the chest is loose, pin the excess fabric and multiply the single-sided amount by two, or choose a Try-On sample in one size smaller.</p> <p>The difference in 1/2 Front Chest is 1 CM (3/8") per size.</p> <p>Confirm the value and enter it into system.</p>	 <p>The chest and lapels of the coat follows the natural contour of the body.</p> <p>There is no excess fabric across the chest.</p> <p>If the chest is taken in too much, the lapels will not rest properly against the chest, which is irreparable. Use this adjustment with caution.</p>												
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1/2 Back - Let Out

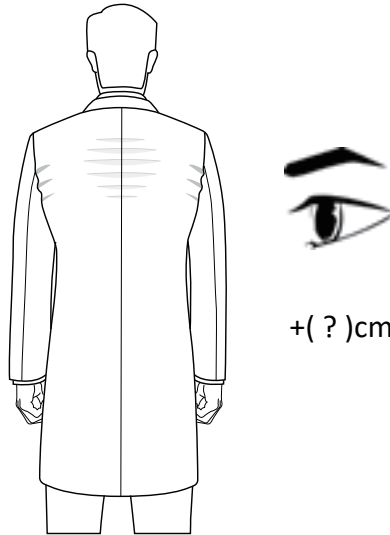
Description & Cause



There are horizontal creases across the back of the coat.

Usually caused by the customer having a strong, muscular back.

How to Use The Fit Tool



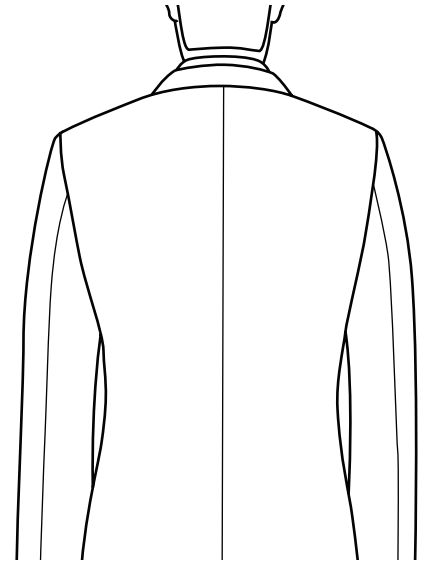
Make sure the coat is fastened.

Estimate value based on observation and experience, and confirm if the value is correct by using a Try-On in one size larger.

The increment per size is 0.5cm (1/8").

The adjustment value to be entered applies to the 1/2 back.

What Is The Ideal Fit



It is normal for there to be comfort creases at the left and right of the underarm area.

Explain to the customer that the function of "comfort creases" is to allow certain freedom and flexibility of both arms' movement.

There are no creases at the back of the coat under the collar and in the middle of the shoulder blades.

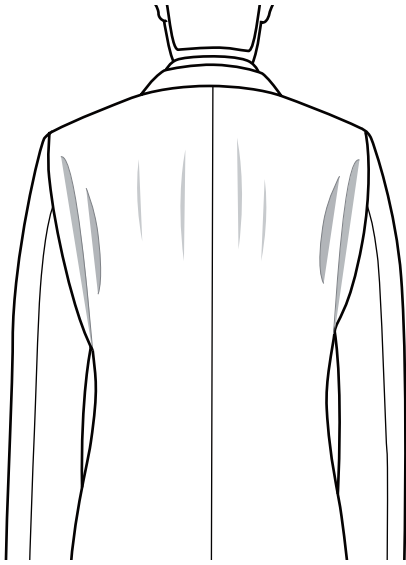
**Adj. Values
INCH**

**Adj. Values
CM**

0"	0cm
1/8"	0.25cm
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	2cm

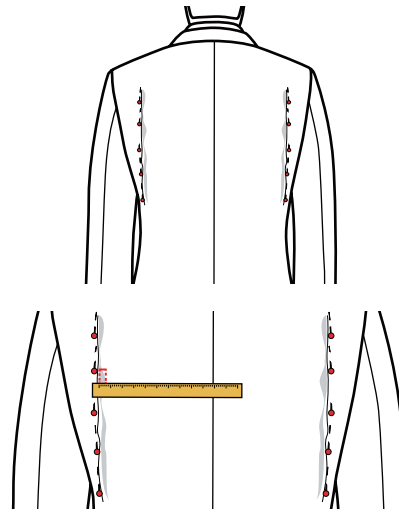
1/2 Back - Take In

Description & Cause



There is excess fabric under the left and right underarm area.

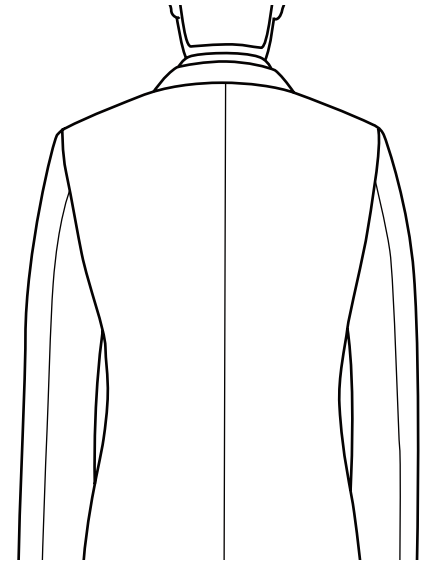
How to Use The Fit Tool



Vertically pin down excess fabric at the center back seam.

Measure the pinned single-sided fabric and enter that value into the system.

What Is The Ideal Fit



It is normal for there to be comfort creases at the left and right of the underarm area.

Explain to the customer that the function of “comfort creases” is to allow certain freedom and flexibility of both arms’ movement.

There are no creases at the back of the coat under the collar and in the middle of the shoulder blades.

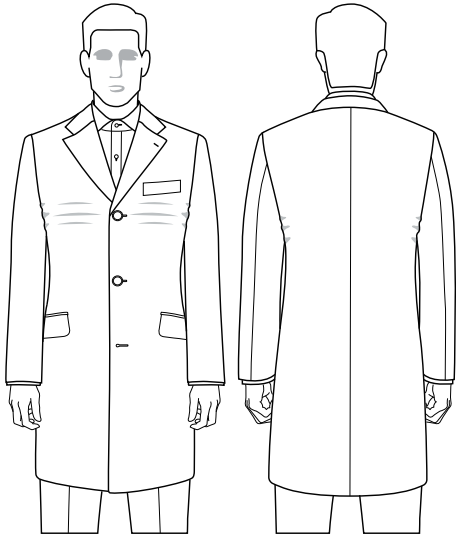
Adj. Values
INCH

Adj. Values
CM

0"	0cm
-1/8"	-0.25cm
-1/4"	-0.5cm
-3/8"	-0.75cm
-1/2"	-1cm
-5/8"	-1.25cm
-3/4"	-1.5cm
	-1.75cm
	-2cm

1/2 Chest - Let Out

Description & Cause



When buttoning the coat, there are horizontal creases across the chest and the lapels may pucker.

The chest size of the coat is too small for the customer.

How to Use The Fit Tool



One size bigger

+(?)cm



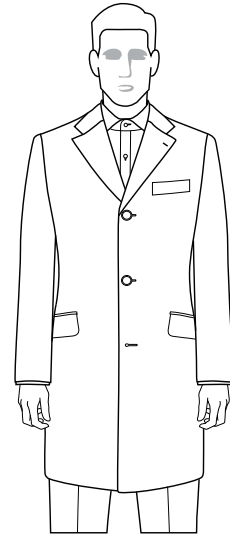
Make sure the coat is fastened.

Assure the shoulders of the coat are resting naturally on the customer.

If the chest is pulling, judge the let out value based on observation and experience or choose a Try-On one size larger to verify the adjustment value.

Difference in 1/2 chest is 2 CM (3/4") per size.

What Is The Ideal Fit



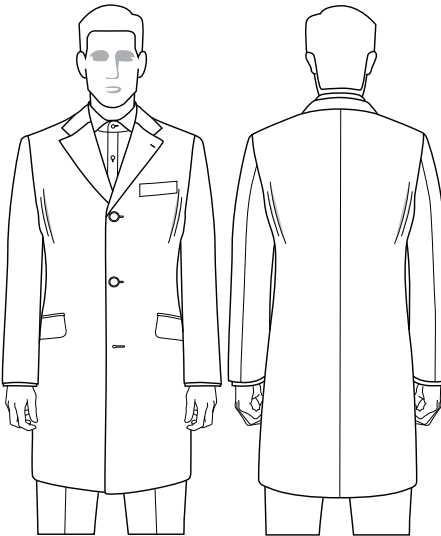
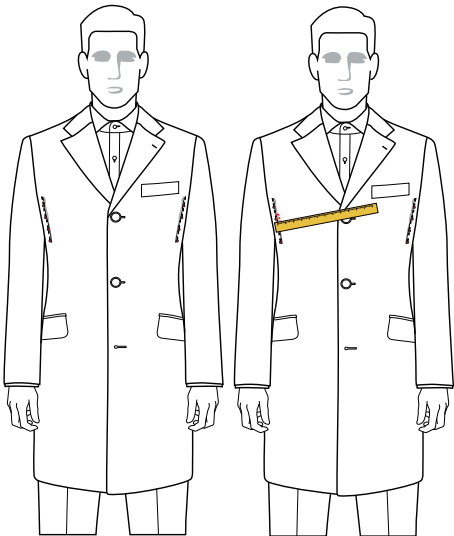
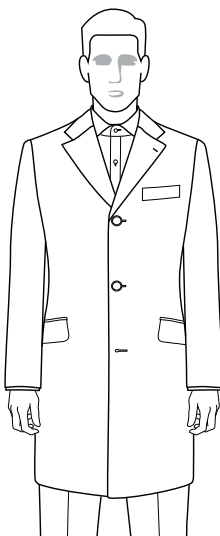
With the coat fastened, the chest section follows the natural contour of the body at the front and back.

**Adj. Values
INCH**

**Adj. Values
CM**

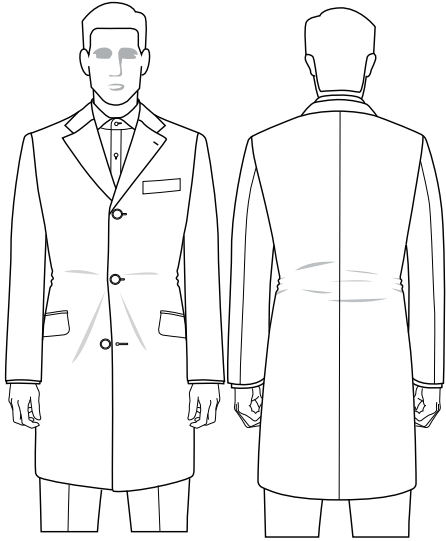
0"	0cm
1/8"	0.5cm
1/4"	1cm
3/8"	1.5cm
1/2"	2cm
5/8"	2.5cm
3/4"	3cm
7/8"	
1"	
1 1/8"	

1/2 Chest - Take In

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																						
 <p>With the coat fastened, there are vertical creases where the chest and sleeve meet.</p> <p>The chest size of the coat is too large for the customer.</p>	 <p>Make sure the coat is fastened.</p> <p>Assure the shoulders of the coat are resting naturally on the customer.</p> <p>If the chest is loose, judge the take in value based on observation and experience or choose a Try-On one size smaller to verify the accuracy of the estimated value.</p> <p>Difference in 1/2 chest width is 2 CM (3/4") per size.</p> <p>Observe the amount of single-sided pinned fabric, and multiply by two. Enter that value into the system.</p> <p>Use caution when taking in the chest. If the chest is taken in too much, lapels may pucker and pull outward.</p>	 <p>With the coat fastened, the chest section follows the contour of the body in the front and back and there is no excess fabric at the chest.</p>																						
<table border="1"> <thead> <tr> <th data-bbox="99 1543 310 1623">Adj. Values INCH</th> <th data-bbox="310 1543 570 1623">Adj. Values CM</th> </tr> </thead> <tbody> <tr><td>0"</td><td>0cm</td></tr> <tr><td>-1/8"</td><td>-0.5cm</td></tr> <tr><td>-1/4"</td><td>-1cm</td></tr> <tr><td>-3/8"</td><td>-1.5cm</td></tr> <tr><td>-1/2"</td><td>-2cm</td></tr> <tr><td>-5/8"</td><td>-2.5cm</td></tr> <tr><td>-3/4"</td><td>-3cm</td></tr> <tr><td>-7/8"</td><td></td></tr> <tr><td>-1"</td><td></td></tr> <tr><td>-1 1/8"</td><td></td></tr> </tbody> </table>	Adj. Values INCH	Adj. Values CM	0"	0cm	-1/8"	-0.5cm	-1/4"	-1cm	-3/8"	-1.5cm	-1/2"	-2cm	-5/8"	-2.5cm	-3/4"	-3cm	-7/8"		-1"		-1 1/8"			
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-5/8"	-2.5cm																							
-3/4"	-3cm																							
-7/8"																								
-1"																								
-1 1/8"																								

1/2 Girth - Let Out

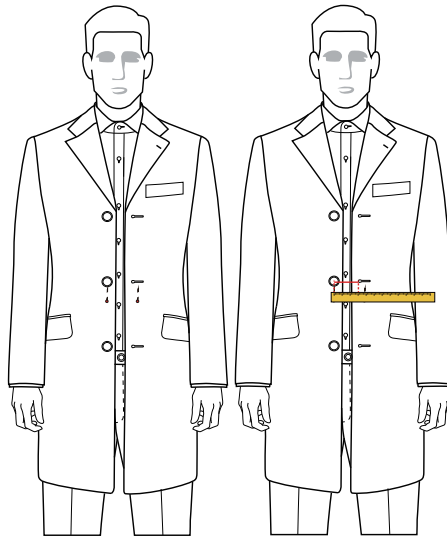
Description & Cause



When the coat is fastened, the front will be pulling or it may not be possible to fasten the coat.

There are horizontal creases at the side and back of the waist.

How to Use The Fit Tool

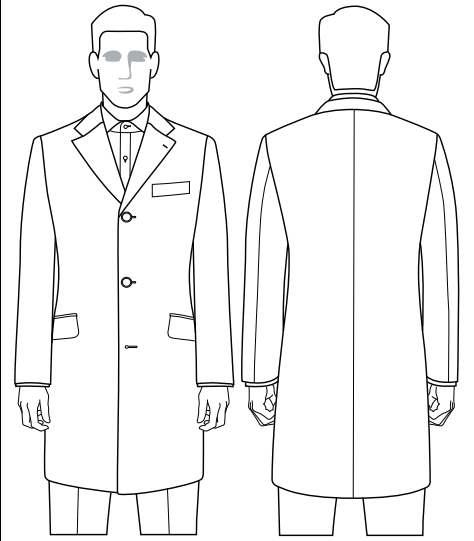


Unbutton the coat and allow it to fall naturally.

Measure the distance from the center of the middle button to the center of the middle buttonhole.

Divide the value by 2 and enter it into the system.

What Is The Ideal Fit

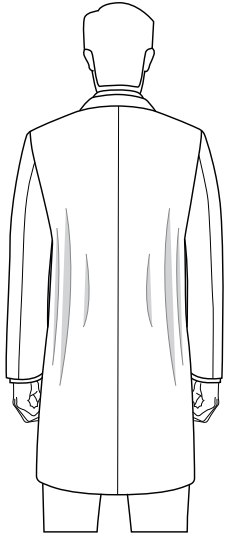


The waist area of the coat should naturally follow the body contour.

Adj. Values INCH	Adj. Values CM	
0"	1 3/8"	0cm
1/8"	1 1/2"	0.5cm
1/4"	1 5/8"	1cm
3/8"	1 3/4"	1.5cm
1/2"	1 7/8"	2cm
5/8"	2"	2.5cm
3/4"		3cm
7/8"		3.5cm
1"		4cm
1 1/8"		4.5cm
1 1/4"		5cm

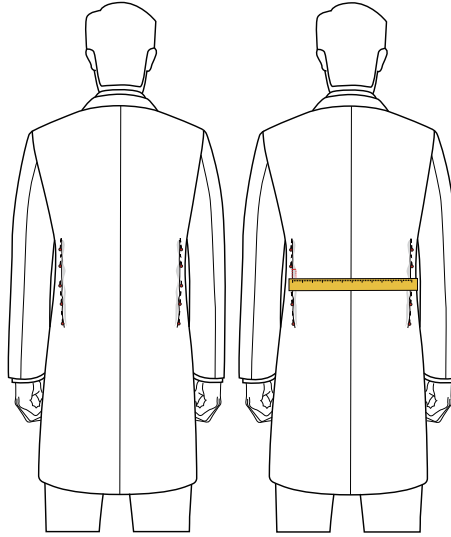
1/2 Girth - Take In

Description & Cause



The waist of the coat is too large for the customer when the coat is fastened.

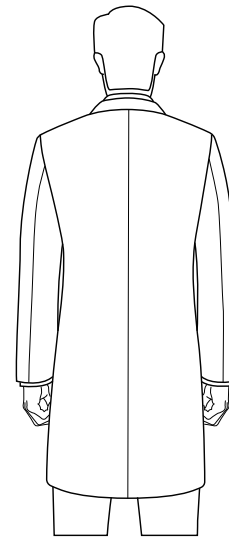
How to Use The Fit Tool



With the front buttons fastened, pin the excess fabric at each side seam equally. Measure the width of the single-sided pinned fabric on each side and the two values together.

Enter this value in the system as the 1/2 Waist Take In adjustment.

What Is The Ideal Fit

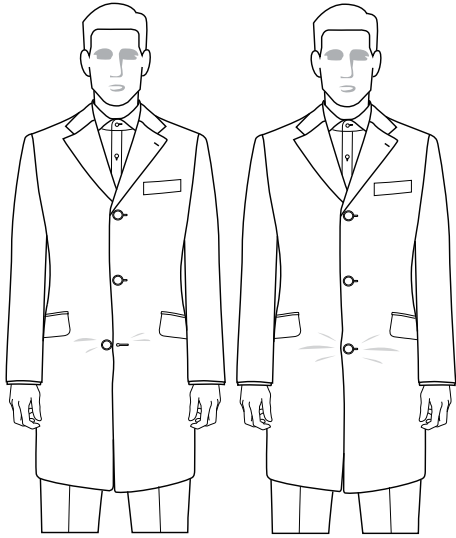


The waist area of the coat should naturally follow the body contour.

Adj. Values INCH	Adj. Values CM	
0"	-1 3/8"	0cm
-1/8"	-1 1/2"	-0.5cm
-1/4"	-1 5/8"	-1cm
-3/8"	-1 3/4"	-1.5cm
-1/2"	-1 7/8"	-2cm
-5/8"	-2"	-2.5cm
-3/4"		-3cm
-7/8"		-3.5cm
-1"		-4cm
-1 1/8"		-4.5cm
-1 1/4"		-5

1/2 Hip - Let Out

Description & Cause

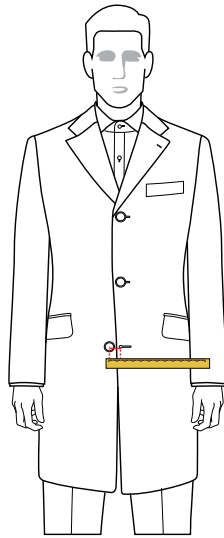


The customer's hips are larger than average.

When the coat fits correctly, the button over the hip area can be comfortably fastened.

When the button is too tight there will be horizontal creases at the hip area.

How to Use The Fit Tool

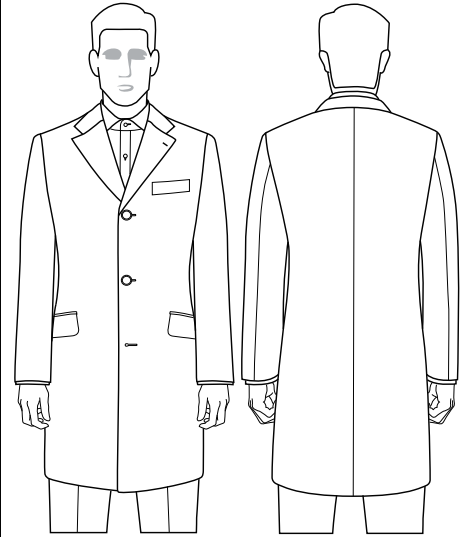


Make sure all buttons have been fastened.

Measure the distance from the center of the hip area button to the center of the corresponding buttonhole.

Divide this value by 2 and enter it into the system.

What Is The Ideal Fit

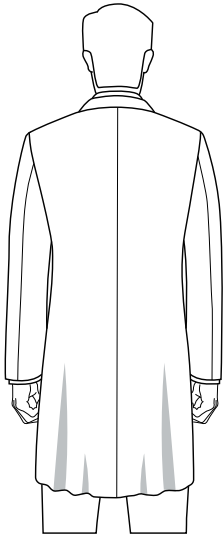


When the coat is fastened, the chest waist and the hip sections all follow the contour of the body naturally.

Adj. Values		Adj. Values
INCH		CM
0"	1 1/4"	0cm
1/8"	1 3/8"	0.5cm
1/4"		1cm
3/8"		1.5cm
1/2"		2cm
5/8"		2.5cm
3/4"		3cm
7/8"		3.5cm
1"		4cm
1 1/8"		

1/2 Hip - Take In

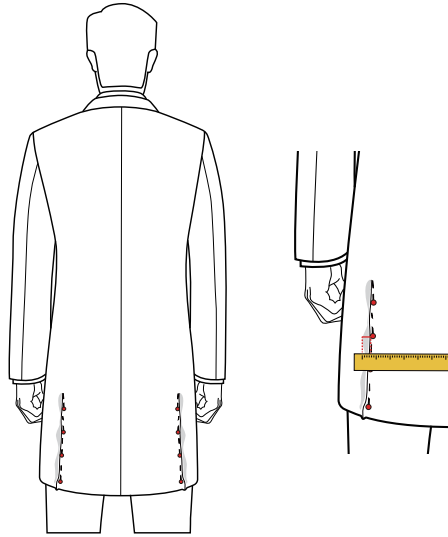
Description & Cause



The customer has smaller or flatter hips than average.

When the coat is fastened, there is excess fabric at the hip area.

How to Use The Fit Tool



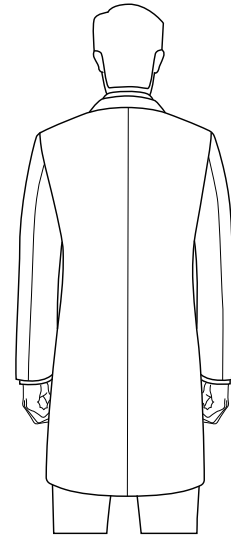
It is a good idea to pin the vent(s) closed first.

When the coat is fastened, vertically pin the excess fabric along the side seams from the hips to the hem.

Measure the width of the single-sided pinned fabric on each side and add the two values together.

Enter the value into the system.

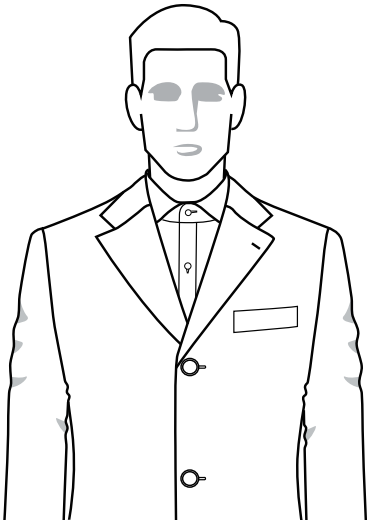
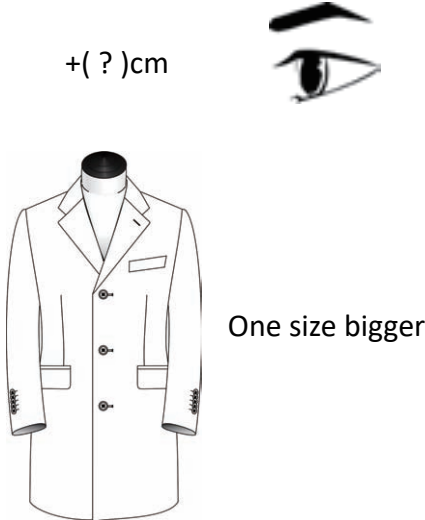
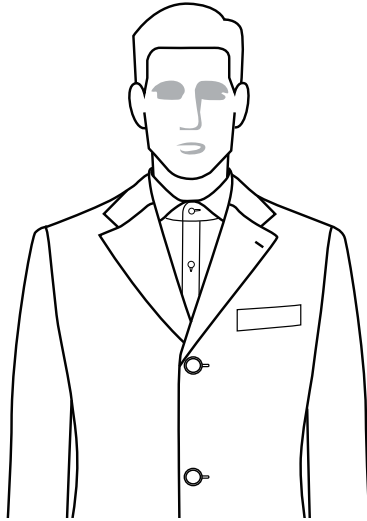
What Is The Ideal Fit



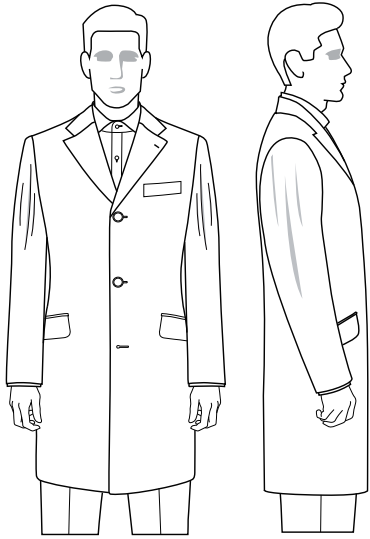
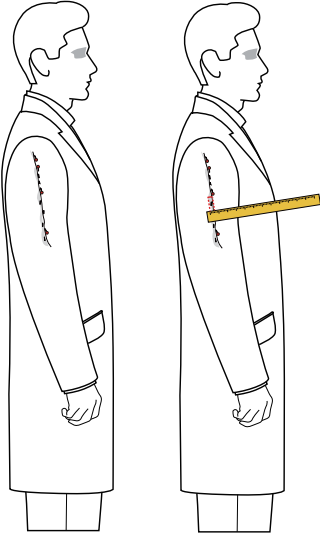
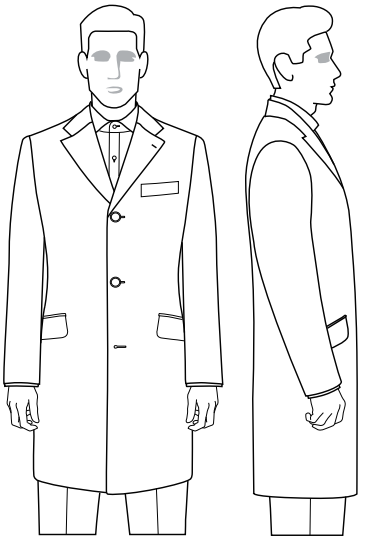
When the coat is fastened, the chest waist and the hip sections all follow the contour of the body naturally.

Adj. Values INCH	Adj. Values CM
0"	0cm
-1/8"	-0.5cm
-1/4"	-1cm
-3/8"	-1.5cm
-1/2"	-2cm
-5/8"	-2.5cm
-3/4"	-3cm
-7/8"	-3.5cm
-1"	-4cm
-1 1/8"	

1/2 Upperarm - Let Out

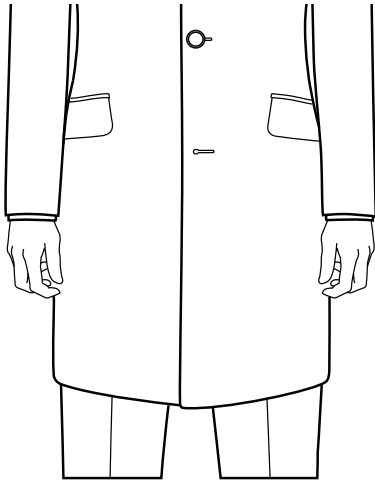
Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																
 <p>When the customer stands naturally, there is tightness at the upper part of the sleeves causing horizontal creases.</p> <p>The sleeve may limit the arm from bending freely.</p> <p>The customer may simply desire for the sleeves to be less tapered.</p>	 <p>Make sure the coat is fastened.</p> <p>Estimate the let out value according to observation and experience. You can also confirm the adjustment value by offering a Try-On in one size larger.</p> <p>The difference in armhole circumference is 0.5 CM (1/8") per size.</p> <p>Enter the value into system.</p>	 <p>When the customer stands naturally, the sleeves fall cleanly from the shoulder to cuff with no creasing.</p> <p>When the customer bends his elbows, the upper part of the sleeve feels comfortable.</p>																
<table border="1"> <thead> <tr> <th>Adj. Values INCH</th> <th>Adj. Values CM</th> </tr> </thead> <tbody> <tr> <td>0"</td> <td>0cm</td> </tr> <tr> <td>1/8"</td> <td>0.5cm</td> </tr> <tr> <td>1/4"</td> <td>1cm</td> </tr> <tr> <td>3/8"</td> <td>1.5cm</td> </tr> <tr> <td>1/2"</td> <td>2cm</td> </tr> <tr> <td>5/8"</td> <td></td> </tr> <tr> <td>3/4"</td> <td></td> </tr> </tbody> </table>		Adj. Values INCH	Adj. Values CM	0"	0cm	1/8"	0.5cm	1/4"	1cm	3/8"	1.5cm	1/2"	2cm	5/8"		3/4"		
Adj. Values INCH	Adj. Values CM																	
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1/8"	0.5cm																	
1/4"	1cm																	
3/8"	1.5cm																	
1/2"	2cm																	
5/8"																		
3/4"																		

1/2 Upperarm - Take In

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit										
 <p>When the customer stands naturally, there are vertical creases on the sleeve at the upper arm.</p> <p>The customer may simply desire for the sleeves to be more tapered.</p>	 <p>Make sure the coat is fastened.</p> <p>Ask the customer to stand naturally with his arms at his sides. Gather the excess and pin the fabric vertically.</p> <p>Have the customer bend his arms and check to assure the sleeve feels comfortable.</p> <p>Measure the single-sided width of the pinned fabric, multiply the value by 2 and enter the value into the system.</p>	 <p>When the customer stands naturally, the sleeves fall cleanly from the shoulder to cuff with no creasing.</p> <p>When the customer bends his elbows, the upper part of the sleeve feels comfortable.</p>										
<table border="1"> <thead> <tr> <th data-bbox="99 1543 310 1623">Adj. Values INCH</th> <th data-bbox="310 1543 570 1623">Adj. Values CM</th> </tr> </thead> <tbody> <tr> <td data-bbox="99 1623 310 1661">0"</td> <td data-bbox="310 1623 570 1661">0cm</td> </tr> <tr> <td data-bbox="99 1661 310 1698">-1/8"</td> <td data-bbox="310 1661 570 1698">-0.5cm</td> </tr> <tr> <td data-bbox="99 1698 310 1736">-1/4"</td> <td data-bbox="310 1698 570 1736">-1cm</td> </tr> <tr> <td data-bbox="99 1736 310 1774">-3/8"</td> <td></td> </tr> </tbody> </table>		Adj. Values INCH	Adj. Values CM	0"	0cm	-1/8"	-0.5cm	-1/4"	-1cm	-3/8"		
Adj. Values INCH	Adj. Values CM											
0"	0cm											
-1/8"	-0.5cm											
-1/4"	-1cm											
-3/8"												

1/2 Hand - Let Out

Description & Cause



The sleeve width at the hand is too narrow for the customer's expectations.

The customer may simply desire for the sleeve end to be less tapered.

How to Use The Fit Tool



+(?)cm

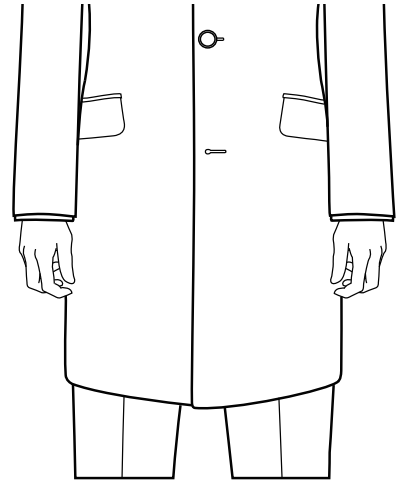
Make sure the coat is fastened.

Determine the adjusted value based on observation and experience or choose a Try-On one size larger to determine the adjustment value.

The increment per size is .4cm (1/8").

Enter the 1/2 Hand Fit Tool adjustment in the system.

What Is The Ideal Fit



The sleeve fits to the customer's expectation.

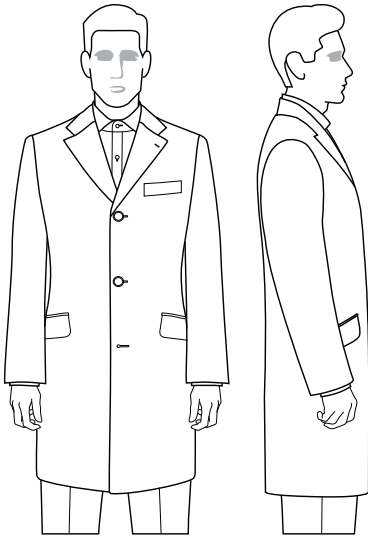
**Adj. Values
INCH**

**Adj. Values
CM**

0"	0cm
1/8"	0.5cm
1/4"	1cm
3/8"	1.5cm
1/2"	2cm
5/8"	
3/4"	

1/2 Hand - Take In

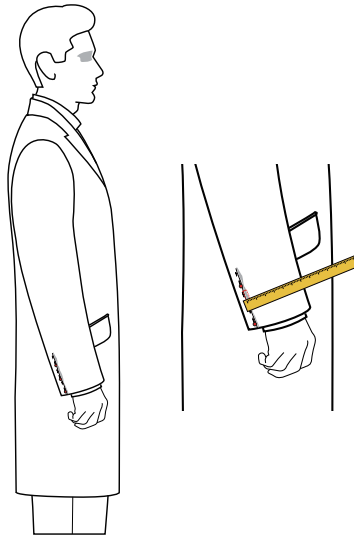
Description & Cause



The sleeve width at the hand is too wide for the customer's expectations.

The customer may simply desire for the sleeve end to be more tapered.

How to Use The Fit Tool



Make sure the coat is fastened.

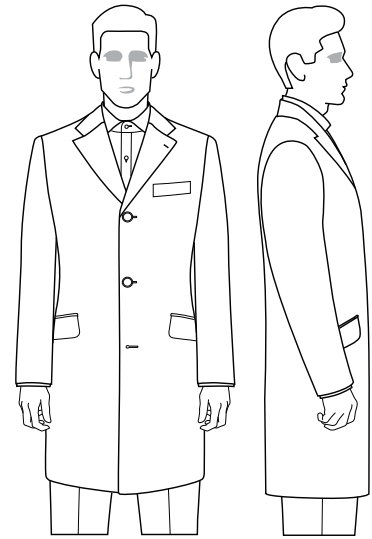
Pin the excess fabric vertically along the outside seam of the sleeve or choose a Try-On one size smaller to determine the adjustment value.

Have the customer bend his arms to check that the sleeve feels comfortable.

The increment per size is .4cm (1/8").

Enter the 1/2 Hand Fit Tool adjustment in the system.

What Is The Ideal Fit


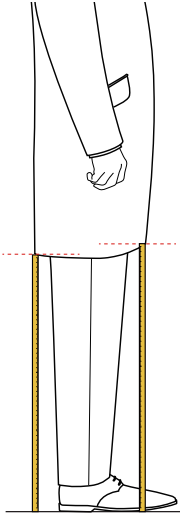



The sleeve fits to the customer's expectation.

Adj. Values INCH	Adj. Values CM
0"	0cm
-1/8"	-0.5cm
-1/4"	-1cm
-3/8"	-1.5cm
-1/2"	
-5/8"	

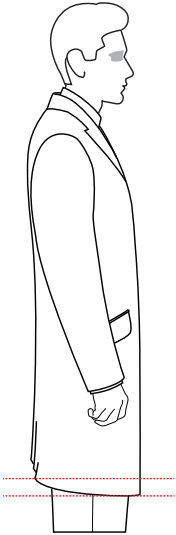
Length

Front Length - Lengthen

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit																								
 <p>Looking from the side, the front length appears too short. With an ideal fit the front and back length are equal (and it is normal for the front length to be slightly longer than the back).</p> <p>If you are already using the Erect Fit Tool, it is likely that you do not need to lengthen the front of the coat.</p> <p>If your customer has placed a previous order in which you used the Erect Fit Tool and the Front Length is still too short, you can use the Front Length Fit Tool to adjust accordingly.</p>	 <p>Make sure the coat is fastened.</p> <p>You can determine the adjustment amount by measuring the distance from the front hem to floor and back hem to floor.</p> <p>Subtract the difference and enter that value in the system.</p>	 <p>Looking from the side, the front and back length are proportionate.</p>																								
<table border="1"> <thead> <tr> <th>Adj. Values INCH</th> <th>Adj. Values CM</th> </tr> </thead> <tbody> <tr><td>0"</td><td>0cm</td></tr> <tr><td>1/8"</td><td>0.5cm</td></tr> <tr><td>1/4"</td><td>1cm</td></tr> <tr><td>3/8"</td><td>1.5cm</td></tr> <tr><td>1/2"</td><td>2cm</td></tr> <tr><td>5/8"</td><td>2.5cm</td></tr> <tr><td>3/4"</td><td>3cm</td></tr> <tr><td>7/8"</td><td></td></tr> <tr><td>1"</td><td></td></tr> <tr><td>1 1/8"</td><td></td></tr> <tr><td>1 1/4"</td><td></td></tr> </tbody> </table>		Adj. Values INCH	Adj. Values CM	0"	0cm	1/8"	0.5cm	1/4"	1cm	3/8"	1.5cm	1/2"	2cm	5/8"	2.5cm	3/4"	3cm	7/8"		1"		1 1/8"		1 1/4"		
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7/8"																										
1"																										
1 1/8"																										
1 1/4"																										

Front Length - Shorten

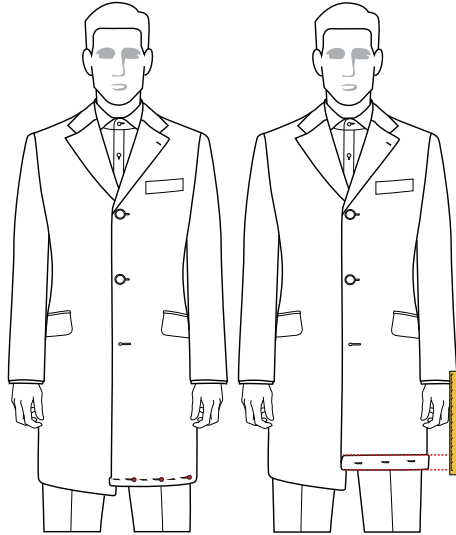
Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit
---------------------	-------------------------	-----------------------



Looking from the side, the front length appears too long. With an ideal fit the front and back length are equal (and it is normal for the front length to be slightly longer than the back).

If you are already using the Stooping Fit Tool, it is likely that you do not need to shorten the front of the coat.

If your customer has placed a previous order in which you used the Stooping Fit Tool and the Front Length is still too long, you can use the Front Length Fit Tool to adjust accordingly.

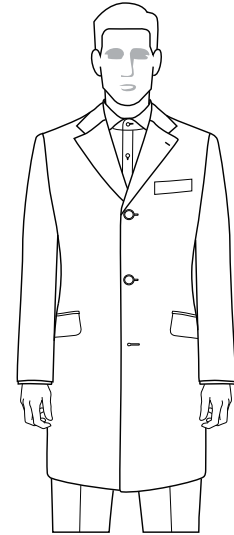


Make sure the coat is fastened.

Determine how much you want to shorten the front by pinning the front hem. Measure the pinned fabric and enter this value in the system.

You can also determine the adjustment amount by measuring the distance from the front hem to floor and back hem to floor.

Subtract the difference and enter that value in the system.

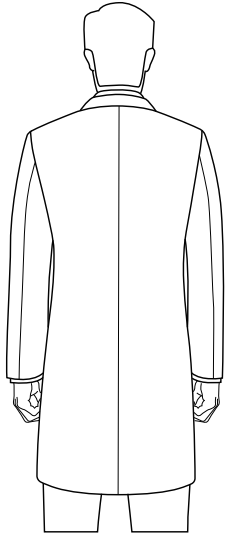


Looking from the side, the front and back length are proportionate.

Adj. Values INCH	Adj. Values CM
0"	0cm
-1/8"	-0.5cm
-1/4"	-1cm
-3/8"	-1.5cm
-1/2"	-2cm
-5/8"	-2.5cm
-3/4"	-3cm
-7/8"	
-1"	
-1 1/8"	
-1 1/4"	

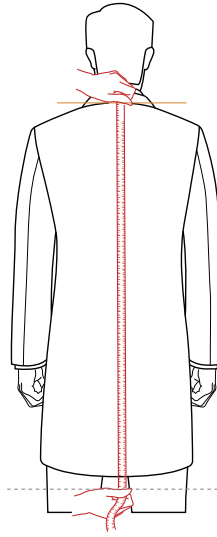
Length (back) - Lengthen

Description & Cause



The customer prefers a longer coat length.

How to Use The Fit Tool



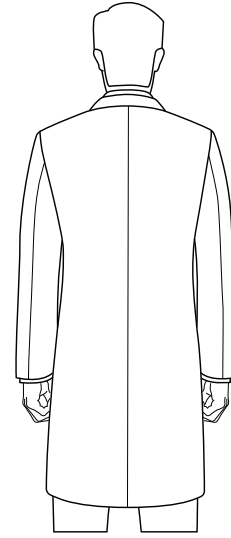
Make sure the coat is fastened.

Measure the Try-On coat's length from the undercollar to the bottom hem.

Determine how much longer the customer would like the coat and enter this value in the system.

The coat Length increment per size is 1cm (3/8").

What Is The Ideal Fit



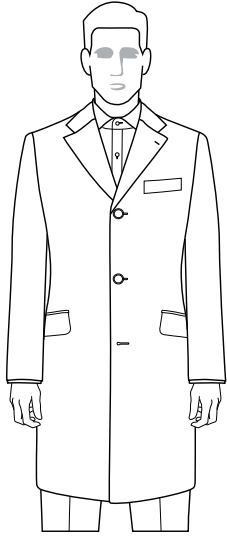
The customer is satisfied with the length of the coat.

One way to help the customer decide on the length they prefer is to use a larger/longer Try-On.

Adj. Values INCH		Adj. Values CM	
0"	1 3/8"	0cm	5.5cm
1/8"	1 1/2"	0.5cm	6cm
1/4"	1 5/8"	1cm	6.5cm
3/8"	1 3/4"	1.5cm	7.5cm
1/2"	1 7/8"	2cm	8cm
5/8"	2"	2.5cm	
3/4"	...	3cm	
7/8"	...	3.5cm	
1"	3 1/8"	4cm	
1 1/8"		4.5cm	
1 1/4"		5cm	

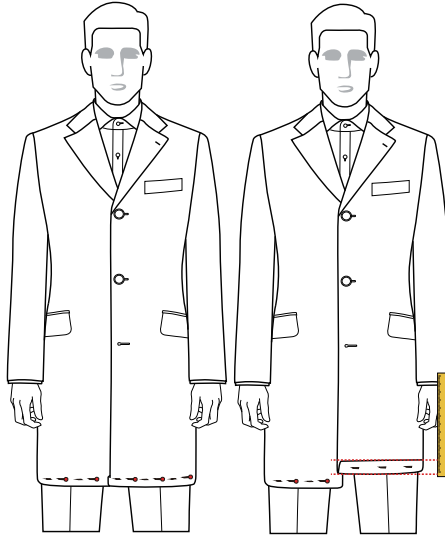
Length (back) - Shorten

Description & Cause



The customer prefers a shorter coat length.

How to Use The Fit Tool



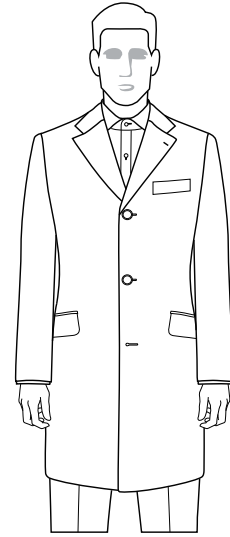
Make sure the coat is fastened.

Measure the Try-On jacket's length from the undercollar to the bottom hem.

Determine how much shorter the customer would like the coat and enter this value in the system.

The coat Length increment per size is 1cm (3/8")

What Is The Ideal Fit

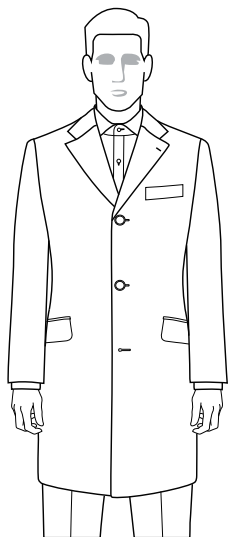


The customer is satisfied with the length of the coat.

Adj. Values INCH		Adj. Values CM	
0"	-1 3/8"	0cm	-5.5cm
-1/8"	-1 1/2"	-0.5cm	-6cm
-1/4"	-1 5/8"	-1cm	
-3/8"	-1 3/4"	-1.5cm	
-1/2"	-1 7/8"	-2cm	
-5/8"	-2"	-2.5cm	
-3/4"	-2 1/8"	-3cm	
-7/8"	-2 1/4"	-3.5cm	
-1"	-2 3/8"	-4cm	
-1 1/8"		-4.5cm	
-1 1/4"		-5cm	

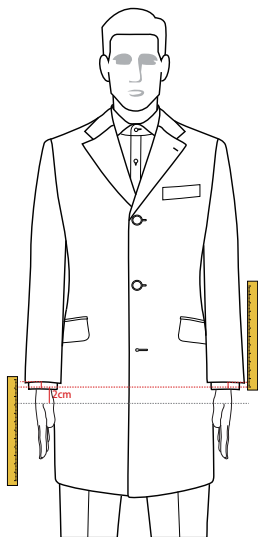
Sleeve Length - Lengthen

Description & Cause



The customer prefers a longer sleeve length.

How to Use The Fit Tool



Make sure the coat is fastened.

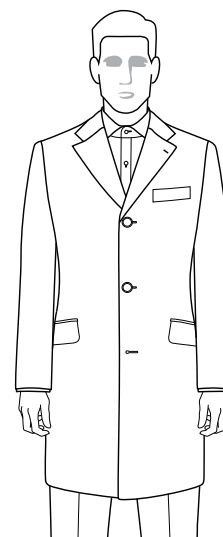
Assure the shoulders of the coat are resting naturally on the customer.

Measure the distance from the hem to the desired sleeve length for each arm separately to be sure whether there is a difference between arm lengths.

For each arm, obtain the values and enter into the system respectively.

Generally speaking, most men will prefer their overcoat sleeves to be longer than suit jacket and shirt sleeves.

What Is The Ideal Fit



The sleeve hem meets the customer's expectations.

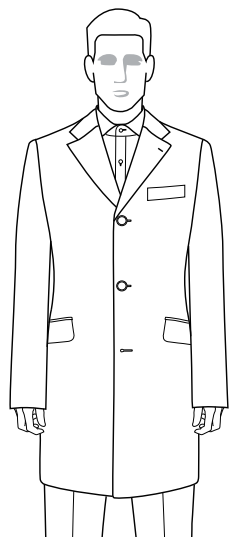
You can confirm unequal arm length of the customer by measuring the distance from sleeve hem to thumb tip.

Each person has his own preference and it is important to communicate this with the customer.

Adj. Values INCH		Adj. Values CM	
0"	1 3/8"	0cm	5.5cm
1/8"	1 1/2"	0.5cm	6cm
1/4"	1 5/8"	1cm	6.5cm
3/8"	1 3/4"	1.5cm	7cm
1/2"	1 7/8"	2cm	7.5cm
5/8"	2"	2.5cm	8cm
3/4"	2 1/8"	3cm	8.5cm
7/8"	2 1/4"	3.5cm	9cm
1"	4cm	9.5cm
1 1/8"	4.5cm	10cm
1 1/4"	3 7/8"	5cm	

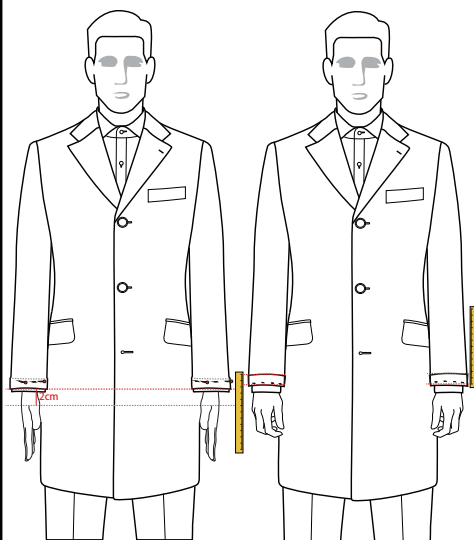
Sleeve Length - Shorten

Description & Cause



The customer prefers a shorter sleeve length.

How to Use The Fit Tool



Make sure the coat is fastened.

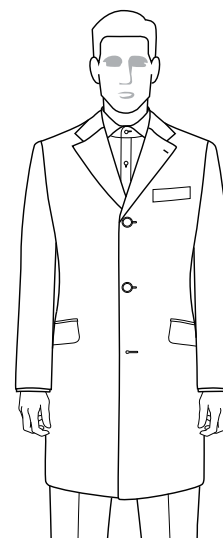
Assure the shoulders of the coat are resting naturally on the customer.

Pin the sleeve hem to the desired length for each arm separately to be sure whether there is a difference between arm lengths.

Measure the pinned fabric for each arm separately and enter this value in the system.

Generally speaking, most men will prefer their overcoat sleeves to be longer than suit jacket and shirt sleeves.

What Is The Ideal Fit



The sleeve hem meets the customer's expectations.

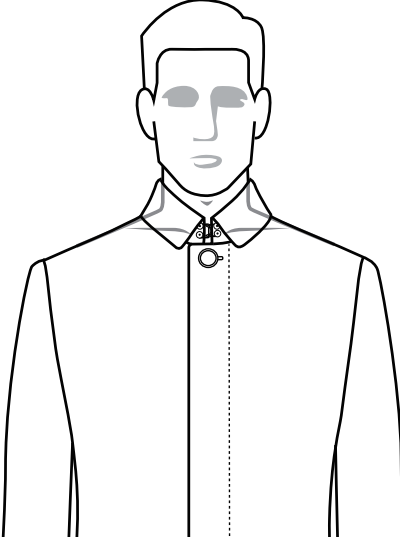
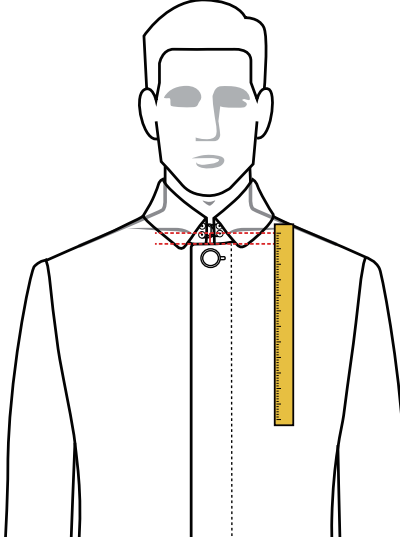
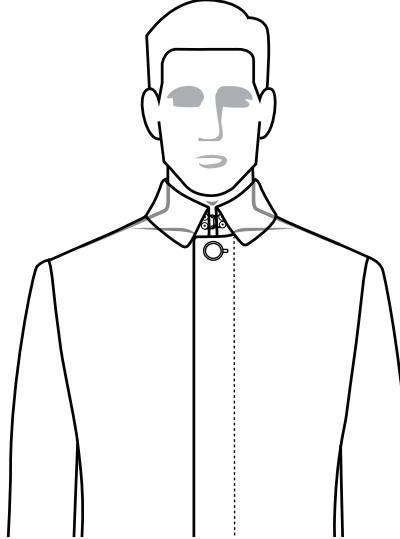
You can confirm unequal arm length of the customer by measuring the distance from sleeve hem to thumb tip.

Each person has his own preference and it is important to communicate this with the customer.

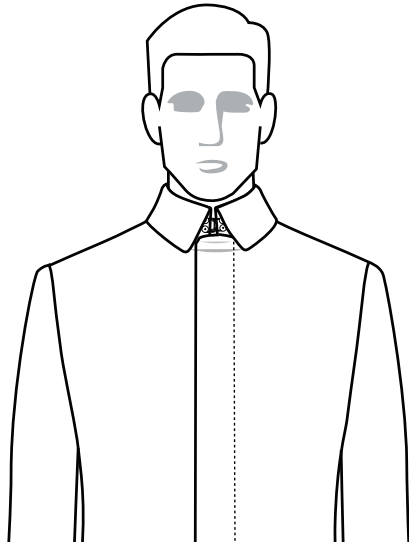
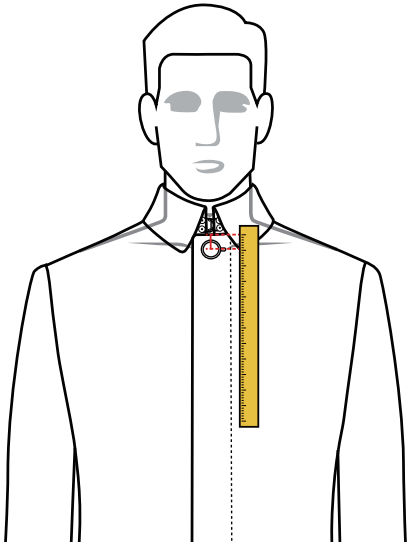
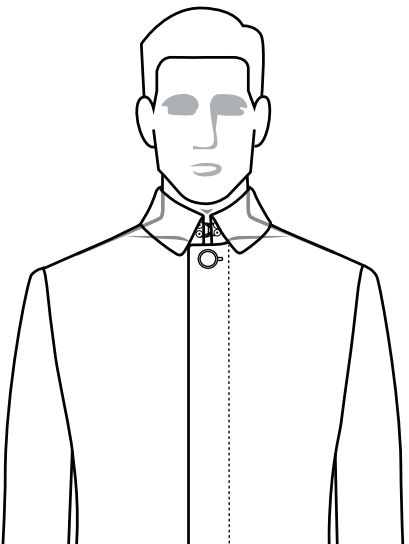
Adj. Values INCH		Adj. Values CM	
0"	-1 3/8"	0cm	-5.5cm
-1/8"	-1 1/2"	-0.5cm	-6cm
-1/4"	-1 5/8"	-1cm	-6.5cm
-3/8"	-1 3/4"	-1.5cm	-7cm
-1/2"	-1 7/8"	-2cm	-7.5cm
-5/8"	-2"	-2.5m	-8cm
-3/4"	-2 1/8"	-3cm	-8.5cm
-7/8"	-2 1/4"	-3.5cm	-9cm
-1"	...	-4cm	-9.5cm
-1 1/8"	...	-4.5cm	-10cm
-1 1/4"	-3 7/8"	-5cm	

Others

Neckband Position - Raise

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit
		
<p>The customer likely has a short neck and would prefer the neckband to be lowered so that the collar will rest more comfortably on his neck.</p>	<p>Use a ruler or tape measure to determine how much the neckband needs to be raised to be positioned where desired by the customer.</p>	<p>The neckband and collar is covering the customer's neck the way he prefers.</p>
Adj. Values	Adj. Values	
INCH	CM	
0"	0cm	
1/8"	0.5cm	
1/4"	1cm	
3/8"	1.5cm	
1/2"	2cm	
5/8"	2.5cm	
3/4"	3cm	
7/8"	3.5cm	
1"		
1 1/8"		
1 1/4"		

Neckband Position - Lower

Description & Cause	How to Use The Fit Tool	What Is The Ideal Fit
		
<p>The customer likely has a long neck and would prefer the neckband to be raised so that the collar will cover more of his neck.</p>	<p>Use a ruler or tape measure to determine how much the neckband needs to be lowered to be positioned where desired by the customer.</p>	<p>The neckband and collar is resting on the customer's neck the way he prefers.</p>
<p>Adj. Values INCH</p>	<p>Adj. Values CM</p>	
0"	0cm	
-1/8"	-0.5cm	
-1/4"	-1cm	
-3/8"	-1.5cm	
-1/2"	-2cm	
-5/8"	-2.5cm	
-3/4"	-3cm	
-7/8"	-3.5cm	
-1"		
-1 1/8"		
-1 1/4"		