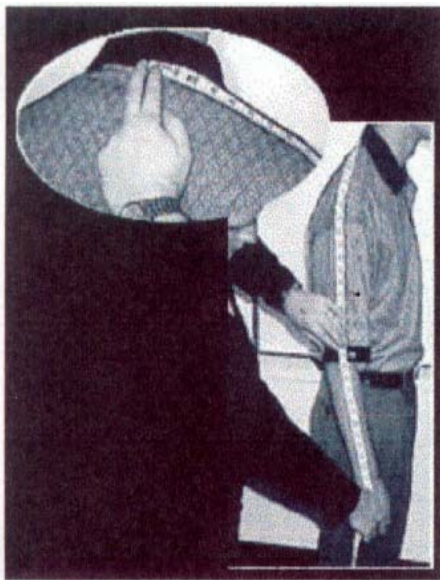


Measuring Guide

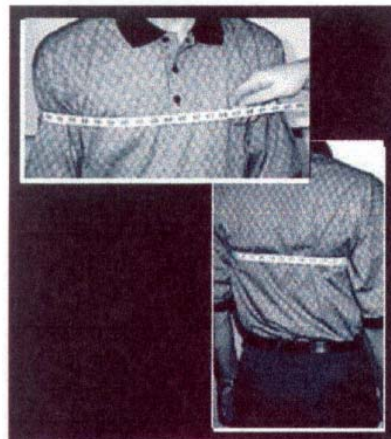
Here is an illustrated guide on how to measure. This will help you be confident and knowledgeable and able to now the exact sizes you require.

1) Place the tape around the neck and at the level of where the collar would be buttoned. Place one finger between the neck and the tape. Make sure the tape is snug but moves freely.

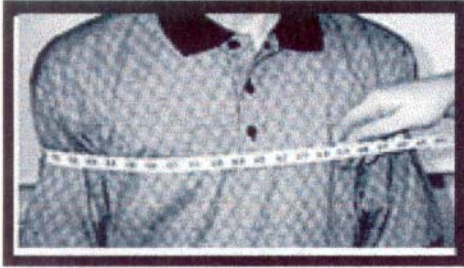


2) When measuring the sleeve, make sure that you go right over the shoulder. A lot of people miss that, then the sleeves are too short! Have the customer look straight ahead and keep his arm at his side. Place the start of the tape at the base of the neck, at the center of the spine. Move the tape over the top of the shoulder, and down the arm, just to the wrist bone. Round off the measurement to the closest inch mark.

3) Ask the customer to move his arms outward. Place the tape under the arms and around the broadest part of the chest. Ask the customer to lower his arms to the side and relax. Make sure the tape is snug but can move freely with one finger between the body and the tape.



Measuring Guide (con't)



4) With the customer's arms at his sides, place the tape around the broadest part of the chest and the shoulders. This measurement is critical for a proper coat fit if the customer has overly broad shoulders.

5) Place the tape around the customer's waist at the level of his navel. This is the height at which formal trousers are worn. Make sure the tape is snug but can move freely. Ask the customer if this is comfortable.



6) Derks measures the pants from the top of the waistband; note; the belly button indicates where the tape should start.

Ask the customer to look straight ahead during this measurement. Place the start of the tape at the side of the waist, at the level of the navel. Stretch the tape down the side of the leg until you reach the top of the heel of his dress shoes.

7) Measure the thigh at its widest point, snug up to the crotch.



Measuring Guide (con't)

8) Measure around the widest part to the seat This is a very important measurement.



9) The jacket insleeve should be measured with our customer wearing a jacket. The measurement is from under the armpit following the jacket insleeve to the wrist bone.



