



We Bring Your Fashion Dreams To Life

MANDATORY Bullet Points for Fabric Sourcing

- State clearly your name, your company name AND what type of fabric you're sourcing
- Ask for minimum requirements; on both sampling and production quantities
- Ask for lead times; for both sampling and production
- Ask for pricing information and fabric details (ie fabric width, weight, fiber content, color availability etc..). Often the higher the quantity of fabric you are buying the lower the price/yard will be.
- Ask on whether their fabrics are domestic or from overseas. If from overseas, from where exactly?
- It is NOT uncommon that a fabric supplier will be willing to produce a lower quantity on production fabric orders; but they will charge you a surcharge for it. It normally falls somewhere between 25-30% of the cost of the whole order.
- TRICK OF THE TRADE: This works especially if you're ordering fabrics from overseas (Europe in specific); if you cannot meet the required production minimums, you can always ask the mill if another client is ordering the same fabric/color as you are + if you can 'piggy back' on their production run. That way you can get the amount of fabric you need/want and not have to pay a surcharge!
- Get super clear on what the payment terms/conditions are for both sampling AND production. They could be vastly different.
- Consider that the lower the price/yard of fabric, that probably the required production minimums will be high.
- Most fabric suppliers will need a shipping account of some kind, via which to ship your goods (ie UPS, FedEx, DHL etc..) Be prepared with an account number before contacting fabric suppliers.

Chicago
820 N California Ave
Chicago, IL 60622
773-540-4097

vmoraconsulting@vmora.com
www.vmora.com

New York
247 W 38th ST, 8th FL
New York, NY 10018
212-390-8660