



We Bring Your Fashion Dreams To Life

## INDUSTRY TERMINOLOGY

**Grade:** The difference in measurements/specs from one size to the next in a product range.

**Grade Rules:** The amounts that a brand designates will be added or subtracted from each measurement to mark changes from size to the next.

**Grading:** The process of scaling the sample size of a garment to the other sizes in the product range being produced.

**Grain:** Indicates the direction of the yarns in fabric

**Greige goods:** Unfinished raw fabrics.

**Hand:** The way a fiber, yarn, or fabric feels when handled.

**Interfacing:** A type of material used on the unseen or "wrong" side of fabrics in sewing.

**Jobber:** A person or company that purchases large quantities of excess finished fabrics from mills and converters and then sells them wholesale, and in smaller quantities and at a discounted price.

**Knits:** fabrics that are manufactured on knitting machines by one long continuous yarn that is looped together.

**LDP (landed duty paid):** A shipping agreement in which the final price paid by a brand for fabric includes the shipping, duty, delivery, insurance, and customs clearance costs.

**Lining:** is an inner layer of fabric, fur, or other material that provides a neat finish; conceals seam allowances, interfacing, and construction details; and allows a garment to slip on and off easily.

**Lab Dips:** Samples of a specified fabric dyed to match a color standard

**Lead Time:** The amount of time required to manufacture a fabric order from the time the purchase order is placed till the fabric is ready to ship to it's destination.

**Markers:** A paper or digital representation of the layout of all the pattern pieces required for production of the ordered sizes for a style.

**Markup:** The monetary amount that is added to the cost of goods to achieve wholesale prices and retail prices.

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