

10 EASY WAYS TO REDUCE TRIMMING COSTS WITHOUT AFFECTING THE QUALITY



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Read through this document to find out ways to reduce your branding and trimming costs without changing quality or design!

It's actually possible to save costs while keeping your same image, quality and feel. This document takes you through some examples of changes that can be made to increase your buying power, knowledge. A few know-how tips can take you a long way!

GET YOUR PRODUCTION MORE EFFICIENT BY LEARNING PRODUCTION SECRETS

THINK DIMENSIONS

For the best value for money, consider when deciding on the dimensions of your woven labels and hang tags.

To ensure the least wastage, and ultimately save you money, woven label sizes need to be able to multiply in to 100mm. So if you are designing a label of 35mm, adjust the design to fit into 33mm and then you will get 3 labels into the 100mm production length and no wastage.

The same applies to hang tags. Printing can be done across standard cardstock sheets, and cutting needs to be equal with the size of these cardstocks ensuring minimum wastage. No point paying for something you are throwing away as an off-cut!

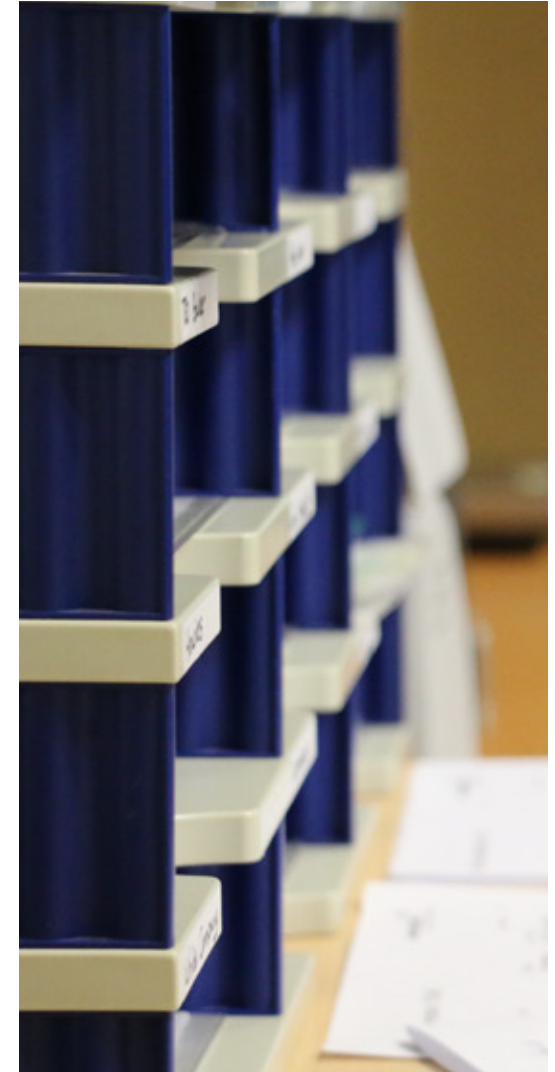
Save time, money and reduce waste impact by cleverly selecting your trim dimensions to fit into standard production runs.

STOCK MANAGEMENT RULES TO FOLLOW

Having a supply partner to manage your stock quantities means you can run stocks low and top up only when required without risking production lead times.

Predict seasonal requirements and order accurate stock quantities. Pay only called off. This benefits the cash flow for your brand and low risk of wastage from excess stock.

Make these agreements with your nominated supplier and utilise agreed procedures to manage this efficiently for you.



STAY LOCAL AND REDUCE THOSE IMPORT/EXPORT CHARGES

Reduce your shipping, importing and exporting fees by producing and manufacturing locally where your garment vendors are located. If your vendors are in Bangladesh, get your labels and trims made there too. You can then use local couriers, avoid custom charges and also trade in local currencies, meaning no loss through the exchange rates too!

You could save up to 30% on trims by reducing your import and export charges.

Find out more information about world importing and exporting here:
<https://www.gov.uk/guidance/importing-and-exporting-using-international-trade-preferences>

ORDER IN BULK QUANTITY

Order in bulk quantities. Everyone knows the more you order, the better the price you can get.

With some forethought in your seasonal sales predictions, set a forecast for one or two seasons ahead and then round the trim quantity up for a bulk order.

With agreements in place with your nominated supplier, they can hold the goods in stock for call off when you require, and you benefit both from better price rates as well as good stock security.

For orders quantities above 10,000pcs, you start to save 5% per line you order.



SEND BY SEA FREIGHT

If you plan in advance, you can send your trims overseas by sea freight rather than by air freight. You have to add on a lead time of at least 4 weeks (depending on where your goods are heading) but it can cost you less than half the amount of courier charges!

It's an instant saver! **Sea freight typically can cost up to 80% less than air freight!**

But you will have to plan in advance to ensure this doesn't hold up the launch of your seasonal ranges.



GO WITH ONE NOMINATED SUPPLIER

By going with a nominated supplier to look after all your branding requirements, you are reducing the amount of admin time in negotiating, staff, and management than when going with multiple factories directly.

Having one point of contact for all your branding lines reduces the project management stresses and ultimately the amount of resource and time required to look after your buying department. Depending on how you manage your branding supply, you can task a nominated supplier to do all the leg work for you, right from design to delivery.

Sometimes they charge more for trims, but in the long run with good relationships and careful stock management on their behalf it will definitely save you money.

REDUCE THE AMOUNT OF PRODUCT LINES YOU HAVE

It's simple, but it will sure save you money.

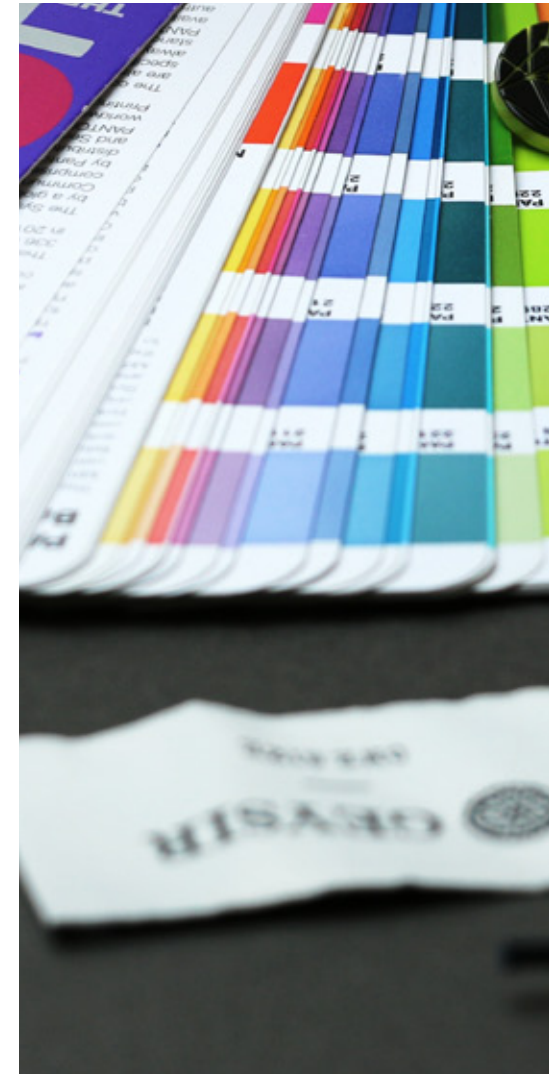
If you currently run different hang tags and labels for the different ranges you do in your collections, how about considering cutting this down to one style?

Perhaps you produce different styles for mens and ladies' garments?

Home into one design for all your ranges. This will mean you won't have the same design development costs, the sampling charges will be reduced and your bulk production quantities will be larger per style ensuring better price rates.

The packing and shipping will also be simplified saving you admin costs also.

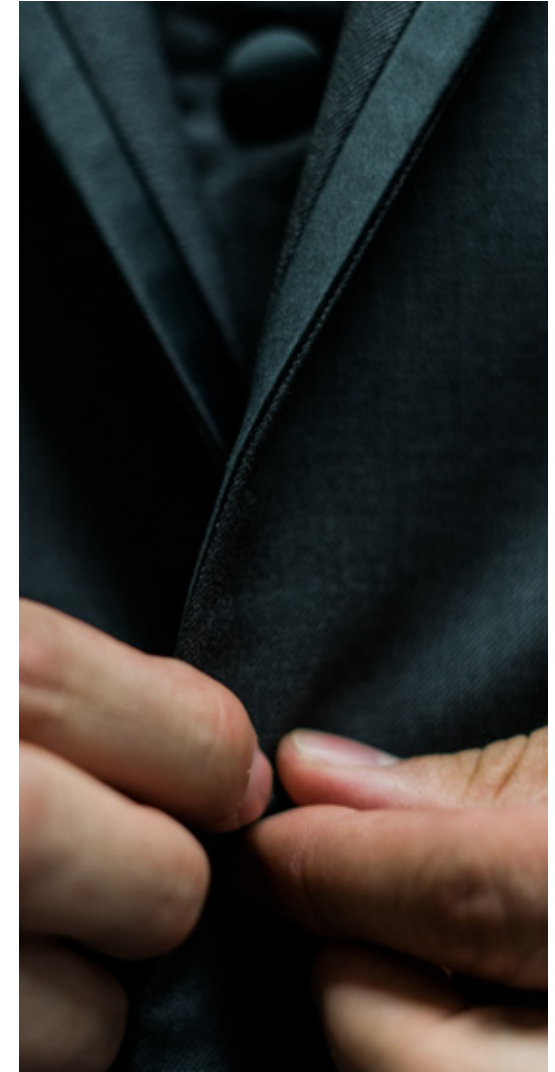
It's a win win!



PAY EARLY

Many suppliers offer small but meaningful discounts to clients that pay invoices ahead of schedule. For instance, it's common for suppliers to knock 2% off the invoice total when a client pays in full within 10 days, instead of the usual 30 days.

It's an arrangement that's typically represented as "2/10 net 30".



LET SOMEONE ELSE FIND THE CHEAPEST SUPPLIERS FOR YOU.

Using a nominated supplier could give you the option to go with cheaper supply channels that you didn't know existed for different product types. For example, Turkey might be great for your woven labels, but China best for your metal trims. Having one branding partner to arrange this locational production for you will reduce your costs long term through efficient management of your requirements.

Sometimes it isn't always possible, or practical, but it's a way to reduce costs. **Relocating your production to a lower-cost region without having to increase your resource and admin strength is a no brainer.**

Having an expert in the field as a nominated supplier to do this for you will also ensure you don't have any discrepancies through quality or consistency.

WHERE TO START

Looking at all these options can seem rather daunting. But changing everything at once is never a good idea. You need to home in on what will work best for your brand, and start with 1 change.

Set up a project as a branding costing exercise. Choose one of these 10 methods and cost up how you work right now. Make the change, one at a time and measure your results. This way you can be assured whether your changes are actually making a difference. Give them time. This doesn't happen overnight, nor even in 30 days. Allow a season to make your buying changes and ensure your project plan has time management in there to ensure you see it all the way through. Success will come only if you stick to it!

**Once you have changed 1 thing, measure and change 1 more.
Measure again.**

We would recommend starting out by forecasting your bulk orders and rounding these up to a quantity that will give you a better price score. This does not involve a huge change to your buying process and can immediately affect your bottom line with the money savings.

NOMINATED SUPPLY WHAT'S IN IT FOR YOU

We have one overall recommendation. This is going with a nominated supplier.

A nominated supplier can work as a partner with your brand to ensure all of these savings are made. Allowing the industry expert to gain buying power for your brand can bring you huge savings long term.

Working with you to project manage your collections labelling, branding and packaging will ensure you are supplied on location, bulk is forecasted for the best price breaks and that you get the premium services with stock facilities and risk free agreements.

Learn more about going with a nominated supplier by getting in touch with one of our friendly sales team.

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