

# FABRICWORKS CUSTOMER WORKBOOK

## Want to Work with Us?

We're a **cut, make, and sew** production studio, specialising in ethical manufacturing. If you're interested in working with us, here's how the process works:

### 1. Share Your Idea

Send us an email with your production concept, including a **technical drawing, sketch, or reference image**. To provide an accurate estimate for sampling, production, and lead times, please include the following details:

- Finishing details (internal seams, fastenings, trims)
- Whether you need a pattern made
- Quantity of units per style
- Fabrics to be used for the final product

Providing as much detail as possible will **streamline development, reduce costs, and shorten lead times**.

#### Please Note:

- We **only work with woven fabrics** - we do not work with stretch fabrics (e.g., t-shirts, leggings, jumpers).
- We **do not offer printing services** but do offer **hand embroidery** for surface design.

### 2. Cost Estimate & Meeting

We will provide an **initial cost estimate** for production and sampling. This is a guideline only final unit costs will be confirmed once an approved, production-ready sample is completed. If the estimate works for you, we can schedule a meeting to discuss your project further.

### 3. Preparing for Sampling & Production

We will send you a **checklist of required materials** and our terms and conditions. Once we have everything needed, we can begin sampling and development.

### 4. Lead Times

Lead times vary based on the time of year, complexity of your design, and our production schedule. Once sampling is completed, we will confirm your **production lead times and critical path**.

---

## Sampling & Development

Sampling generally requires **1-2 rounds**. However, if you are developing a product from scratch and need multiple design, fit, or fabric revisions, expect **2-3 rounds of sampling**. Please factor this into your timeline and costs.

After the first sample, we may be able to **reduce hourly rates**, but development is still charged at a sample rate rather than a production rate. Contact us to discuss pricing at each stage.

Please note, if you require us to provide calico or material for your initial prototype / sample before going into your final materials, this will be cost additionally at £3.50 per metre.

---

## Production Brackets & Pricing

We offer production in the following unit brackets:

<b>Production Bracket</b>	<b>Units</b>
<b>Bespoke Production</b>	1-15 units
<b>Boutique Production</b>	15-50 units
<b>Small Batch Production</b>	50-100 units
<b>Professional Production</b>	100+ units

Smaller runs have **higher costs** due to setup time and individualised attention.

Repeat production of the same item helps reduce costs over time.

## Production Costs

<b>Category</b>	<b>Cost per Hour</b>
Standard Production	£16.00
Enhanced Production	£18.00
Premium Production	£20.00

## Embroidery Services

<b>Category</b>	<b>Cost per hour</b>
Simple Embroidery	£16.00
Complex Embroidery	£20.00

## Sampling Costs

Category	Cost per Hour
Standard Sampling	£20.00
Enhanced Sampling	£25.00
Premium Sampling	£30.00

## Additional Services

Service	Cost per Hour
Product Development & Sourcing Support	£25.00+
Pattern Cutting (Standard)	£20.00
Pattern Cutting (Enhanced)	£25.00
Pattern Cutting (Premium)	£30.00

## Additional Meetings for Production Consultation

We offer one **free consultation meeting** to discuss your product development. If you require additional meetings to further clarify your needs or assist with the development process, we will charge **£20.00 per hour** for any subsequent meetings. This ensures we can dedicate the necessary time and resources to fully understand and support your requirements.

---

## FAQs

### Do different colourways count toward total unit pricing?

Yes, different colourways of the same style are included in the total unit count. However, if items are made from different fabric properties, they will be considered as separate styles for costing.

### How long does production take?

Production lead times vary based on complexity, quantity, and capacity. We currently produce **50-150 units per week**.

- **Garments & Collections:** 4-10 weeks (design to delivery)
- **Homeware & Accessories:** 2-8 weeks

Your material sourcing lead times are **not included** in these estimates. Please get in touch to discuss your project's timeline.

### What does the unit price include?

Sewing of garments  
Cutting & pressing  
Quality control  
Management oversight  
Overheads

**Not included:**

- Fabric & trims
- Patterns
- Samples
- Packaging & shipping

**Do you supply fabrics & trims?**

No, we recommend that clients source their own fabrics and trims to meet their exact specifications. However, we can provide **trim sourcing recommendations** upon request.

**Please note, we cannot start your final sample, or production without all agreed trims, this includes labels, zips, buttons, threads.**

---

**Payment Terms**

- **Sampling & Pattern Cutting:** Invoiced at each development stage, with payment required before proceeding to the next step.
- **Production:** Once unit costs are agreed upon, we require a **50% deposit** before production begins. Production will not start until this payment and all materials (fabric, trims, labels) are received.
- The **remaining 50%** is invoiced upon receipt of goods and must be paid within **30 days**.

For further details, **get in touch** - we'd love to discuss how we can bring your products to life.

**Final Costs & VAT**

Please note – the final unit cost will be the exact agreed price on your invoice. We do not charge VAT. The only additional costs incurred would be for shipping or packaging.

Our rates and lead times are competitive and often result in lower overall costs than overseas production with shipping and import taxes and we have significantly faster turnaround times.

