

# SAMPLE TO SALE





# WHO WE ARE

Sample To Sale is a vertically integrated apparel manufacturing partner built on speed, innovation, and purpose. We orchestrate the complete journey from design to delivery, ensuring quality, consistency, and commercial relevance at every stage of production.

Our guiding pillars People, Partnerships, and Planet inform every decision we make. We believe in building lasting relationships with our clients, investing in our skilled workforce, and operating responsibly to minimise our environmental footprint. These principles drive our commitment to delivering exceptional outcomes for Australian Retail Buyers.

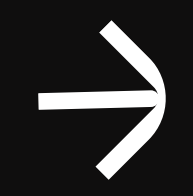




# WHAT WE DO

Our central role in the supply chain:

- 🎯 Aligning design vision with manufacturing excellence.
- 🎯 Orchestrating seamless production workflows.
- 🎯 Ensuring on-time delivery to market.
- 🎯 Bridging the gap from concept to consumer.



# OUR STRENGTH

Our factories are part of a vertically integrated manufacturing group, with in-house capabilities across fabric development, dyeing and printing.

We maintain strong control over raw material sourcing, cost, and production efficiency.





# WHAT SETS US APART

We don't just manage production, we orchestrate it.  
By instinctively aligning product with the right manufacturing partner, we deliver:



## Retail Partners

Cotton On Group  
Decjuba  
Just Jeans



## Speed & Agility

14-20 day production lead times based on  
repeat orders with stock fabric



## Proven Capability

End-to-end production management with quality assurance  
Flexible capacity for seasonal demands



## Our Commitment

Long-term partnerships built on trust and  
consistent delivery



# COMPLIANCE & SUSTAINABILITY

We are committed to responsible sourcing and transparent supply chain practices, aligned with the expectations of national Australian retailers.

Our manufacturing partners are independently audited to SMETA 4-pillar standards.

Beyond audit compliance, we work closely with our suppliers to support ongoing improvement through corrective action plans, regular monitoring, and clear communication, ensuring consistency and integrity at scale.

Our network also supports certified sustainable materials and processes, including environmentally responsible dyeing and printing, and globally recognised fabric certifications such as GRS, GOTS, and LENZING.





# PRODUCT CATEGORIES & CAPABILITY

---

Our manufacturing network supports a wide range of apparel categories, showcasing its versatility in delivering everything from seasonal fashion collections to core repeat programs. Our offerings include:

- Womenswear
- Menswear
- Childrenswear
- Knitwear
- Wovens
- Jersey
- Soft Tailoring
- Sleepwear and Loungewear
- Activewear
- Plus Size
- Basics and Core Programs
- Evergreen Replenishment Programs
- Private Label Development
- Small Minimum Order Quantity (MOQ) Capsule Runs
- Large-Scale Volume Orders

We excel in matching the appropriate products with the ideal manufacturing partners, ensuring that each category is produced with the necessary technical capabilities, efficiency, cost-effectiveness, and adherence to quality standards.



# OUR FOUNDER

Founded by Jean Burley, Sample To Sale is built on more than two decades of experience across retail, design, sourcing and production.

Jean's journey began in her family's retail business in Singapore, where she developed an early understanding of product, customer behaviour and the fast-moving nature of fashion retail. She then built her commercial design and production expertise at Giordano, one of Asia's largest apparel retailers, gaining firsthand experience across sourcing, product development and large-scale manufacturing.

Over the past 15 years, Jean and her manufacturing partners have led Design and Production functions for Australian wholesalers and manufacturers supplying some of the country's leading retailers, including Cotton On Group, Target, Myer, David Jones, Decjuba, Just Group and Woolworths.

Her experience spans the full product lifecycle, from trend and concept development through to sourcing, costing, factory selection, quality assurance, production management and delivery.

Being bilingual in both Mandarin and English has also enabled Jean to bridge communication gaps with Chinese manufacturers, helping to resolve issues faster, strengthen supplier relationships and minimise costly misunderstandings across development and production.

Sample To Sale was a natural progression, bringing together Jean's deep commercial experience, instinct for aligning the right product with the right manufacturing partner, and a long-standing network of trusted suppliers across Asia.



# FROM CONCEPT TO CONSUMER

Seeking sharper pricing, stronger margins and a more strategic production partner?

Contact Sample To Sale for competitive counter costing, sourcing support and tailored production solutions designed to help your business move faster, buy smarter and improve margin.

People. Partnerships. Planet



General Enquiries

---

[jean@sampletosale.com](mailto:jean@sampletosale.com)

[sampletosale.com](https://sampletosale.com)

