

Introduction to counter sourcing



Overview:

At Town Hill we offer multiple sourcing options to help you get perfect materials for your product.

When counter sourcing, you give us reference materials that our sourcing team matches with an appropriate supplier. It's a great option for clients who have:

- A clear idea of the fabric they want and an example
- Enough time to source different fabric options
- Flexible minimums or flexible preferences

With the Town Hill sourcing team on standby in China, and other major garment markets, we can give you the same sourcing flexibility as large brands.

Sourcing options overview

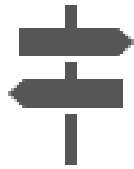
	Stock materials	Counter sourcing	Full custom	Third party
How it works:	Choose from our collection of stocked materials	<ul style="list-style-type: none">You provide a reference material. Town Hill sources the same or similar material	We custom craft materials to your exact specifications	Client arranges materials to be sent from a third party
Pro	<ul style="list-style-type: none">Fast: fabric ships in 3 daysNo minimumsProven fabric quality	<ul style="list-style-type: none">Flexible – we can find materials that fit your order volumeSimple – just send us a reference	<ul style="list-style-type: none">Total control over materialsGet exactly what you want	<ul style="list-style-type: none">Flexible: use any vendor you want
Con	<ul style="list-style-type: none">Limited choicesExpensiveInventory turnover	<ul style="list-style-type: none">Slower – sourcing team needs time to workUnpredictable – some fabrics can't be sourced at the volume requested	<ul style="list-style-type: none">High MOQLonger development process	<ul style="list-style-type: none">Can be slowerAdds complexity due to managing more vendors

Getting Started Checklist



Send
references

Fill out our reference material template so we know exactly what you want



Confirm
sourcing
strategy

We'll analyze your materials and recommend the best sourcing strategy



Pay \$100
deposit

We ask for a \$100 deposit to start sourcing. The deposit is fully credited to your production



Review
materials

Our sourcing team sends you counter sourced materials for you to approve

Step 1. Kicking off a sourcing request

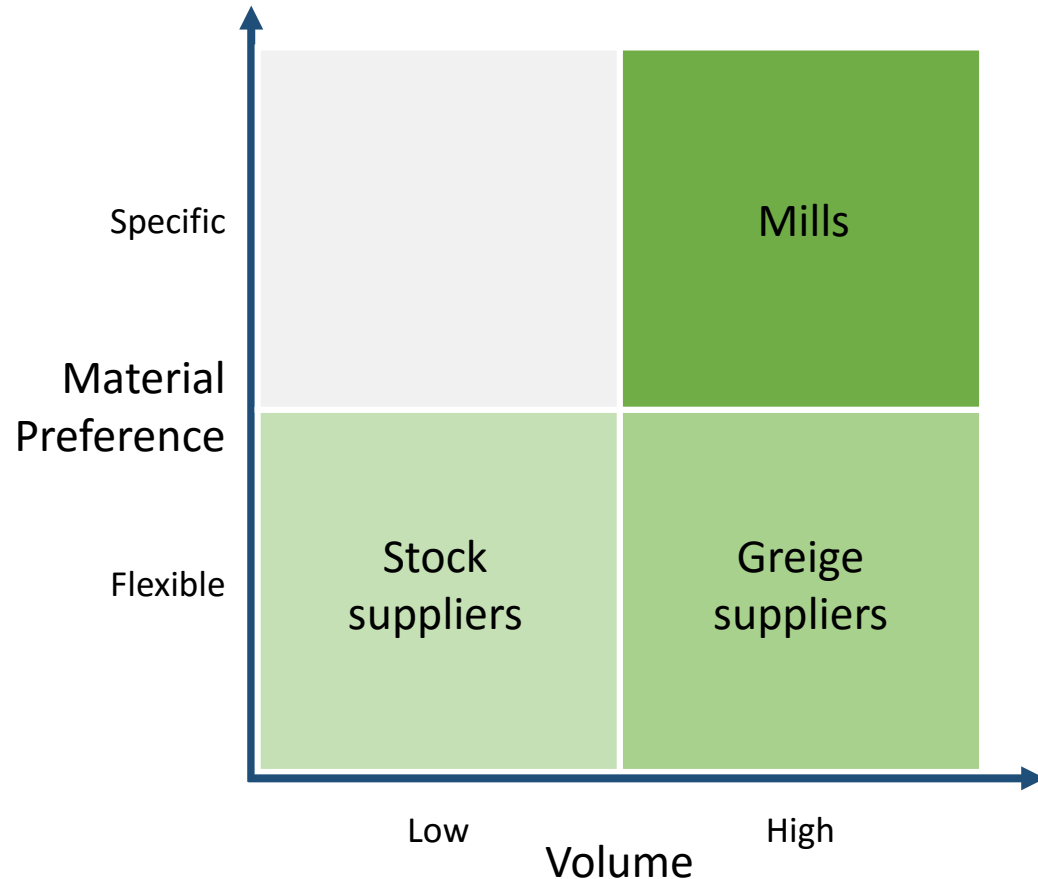
To start the sourcing process, we'll need a reference sample from you so we know what to look for.

Once we have the reference sample, we'll be able to advise you on the best sourcing strategy based on:

- The volume of material you need
- Your production timeline
- Your specific design requests

The more references you can provide us, the faster and more accurately our sourcing team can track down your materials.

Overview of sourcing strategies



Step 2. Choosing the right sourcing strategy

We tailor our sourcing strategy based on the amount of material you need and how specific your preferences are. Our goal is to give you a strong option no matter your request:

- **Stock suppliers** – we have a large network of stock fabric warehouses that may have what you want on hand
- **Greige suppliers** – for common materials, we buy bulk greige and arrange custom printing and dyeing as needed
- **Mills** - At higher volumes, we can mill an exact replica of your reference along with any customizations you request

Very specific requests at low volumes may be difficult to source but we will always look for a way to get you the best option.

Getting bulk yardage

Process	
Submit order	<p>Let us know:</p> <ul style="list-style-type: none">• Which fabric you want• How much fabric you need
Pay invoice	<ul style="list-style-type: none">• We'll invoice you for the fabric requested• Fabric is kicked off after payment clears
Receive product	<ul style="list-style-type: none">• Fabric is shipped directly to our workshop• Our QC team verifies fabric quality• Fabric is used for sample making or production

Step 3. Ordering bulk fabric

Whether for sampling or production, ordering bulk quantities of sourced fabric is super easy.

Details:

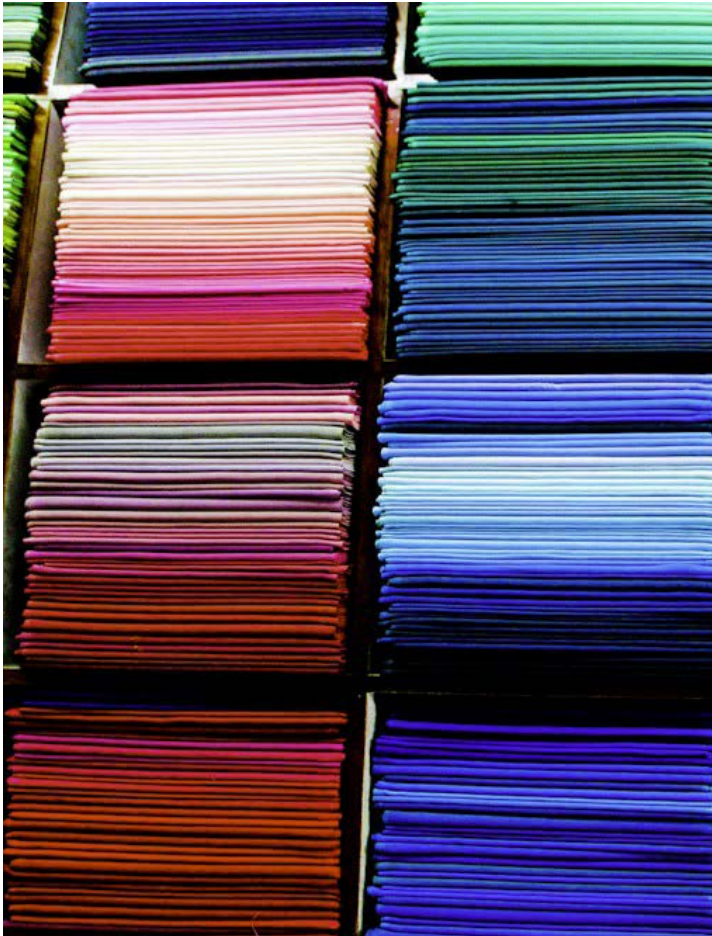
- Lead time - stock: **7 days**
- Lead time – greige or mill: **Starting from 35 days**
- Fee: **Fabric price + shipping**
- Terms: **Payment in advance**
- Sampling minimums: Starting from **20m**
- Production minimums: Starting from **200m**

Counter sourcing: best practices

Here are some helpful suggestions to help you get the most out of our Counter sourcing program:

- **Provide good references:** Our sourcing team is only as good as the reference you provide. A poor reference that doesn't truly match what you want means we're not going to find what you want. We may have to start over, make the sourcing process longer and potentially delaying your production
- **Explore:** The best counter sourcing starts with designers who have taken the time to explore different fabric options and are confident with the references they have chosen
- **Be open to compromise:** Especially if you are doing a low volume production, getting the right fabric often requires balancing price, volume, and design.

Counter sourcing FAQs



How do I know if you'll be able to source my fabric?

The experience of our sourcing team means we can usually give you a rough idea how difficult it will be to source your fabric. After we review the reference material, we'll be able to give you the proper expectations so you can make a good decision on how you want to go about sourcing.

What happens if you can't find I want?

We try our best to avoid this issue right off the bat by telling you upfront if the material you need is hard to source and needs to be custom made. In cases where we cannot find something after we start sourcing, we'll refund you the sourcing deposit

Can I trust the quality of the materials you source?

Not only do we give you materials samples for approval, but our experienced QC team inspects all your materials before they are used for production to ensure your products meet our quality standards.