



The Fashion Studio

Welcome to the Fashion Studio. Thank you for your interest in Fashion-Enter; we are always excited to work with new clients! Please review our services below and if you have any questions I am here to help.

Introduction

We are a premier patterns, sampling and short production facility and our current clients include Matthew Williamson, Louisa Parris and Huntsman. We do work with many smaller brands too, at all stages of their business development, and it does not matter if you do not come from a fashion design background or a business background. With our team supporting you we can provide expert advice and guidance at every stage of your brand's development.

It is our client's responsibility to source their own fabrics and trims for both sampling and production. Unfortunately, we do not have any printing, embossing facilities or print labels but we can provide you with sources that provide these services. We are genuinely here to support you in every way possible to create an ethical and sustainable brand.

As a social enterprise we ensure all of our costings are transparent. There is a design and consultancy cost which is £35.00 plus VAT and then there is a pattern costing which is also £35.00 plus VAT per hour. At any time you can ask to review costings and we provide a fast and reliable service that represents excellent value for money.

The information below is to guide you through our services here at the Fashion Studio.

Your Initial Consultation

In the first meeting, it is useful to bring as much information as possible. Please bring your designs/sketches, any samples/toiles you have had made, technical specification sheets and fabrics/trims for each style as it will help speed up the process. Do not worry if you do not have any of the above or do not know where to start we can still create your garments for you, and talk you through the process. The first consultation is £25 + VAT (40 minutes maximum). All meetings after this point are chargeable (£35.00 per hour + VAT).

All sampling/production price estimates are for guidance only. Due to the nature of sampling it is always difficult to estimate how long an item will take until it has actually been made. Estimates should not be taken as firm prices. The actual price charged for samples will be based on the actual hours taken. FE cannot therefore be held to estimated prices. Once a sample has been made and sealed, it is possible to give firm Production Prices which are subject to review every three months.

<https://www.fashioncapital.co.uk/product/fashion-studio-your-initial-consultation-online-payment-option/>



Patterns

We provide a pattern cutting service, which is at the hourly rate of £35.00 plus VAT. We always encourage our clients to be as prepared as possible for each meeting. Please aim to bring technical drawings and a guide on measurements required for each style plus we need to understand your expectations of construction for the garment as this will affect the pattern time and cost. This would include, for example, how you wish to finish your hems; double turned, overlocked, super baby lock or felled hems? Do you require high end quality internal seams such as French seams? If you do not know about these construction details please do not be concerned; we can discuss methods of make and construction detail together in the meeting and we can demonstrate these different details with garments held here.

If you already have your patterns then we will follow your pattern and alert you if there are any pattern issues before we continue with any sampling. You can just use the Fashion Studio as a sampling service, you do not need to use our pattern service.

Please note we will however need to have a quick review of the external patterns provided to ensure they are workable for our machinists. This is chargeable as per our pattern rate but it should take no more than 30minutes. If we notice any issues we will notify the client to discuss how we proceed from there.

We would always recommend making a toile of the pattern before cutting into the final sample cloth. We will make the toile for a fit perspective so we will not produce the sample using expensive make details – the aim here is to sign off the correct fit for your pattern. Both parties will fully agree the toile fit and any amends required for the pattern before the final pattern is approved ready for the “showman” sample to be made.

It is not unusual for patterns to be amended two or even three times – it’s part of the design process so the more accurate you can be with information at the start of the pattern process the more expedient the pattern will be.

The pattern is your intellectual property and upon receipt of payment of the pattern then you are free to take your pattern from the Fashion Studio.

PLEASE NOTE: The Fashion Studio requires an initial £50 deposit per garment for pattern and sample development, this deposit must be paid following the initial pattern meeting before any work can begin, the deposit will then be credited against the hourly sample invoice.

Sampling

For sampling, we charge £32.00 per hour plus VAT. The sampling process starts with the cutting, then stitching and then is quality controlled. The sampling process will start with our cutter going through the style with the technician with the tech pack then preparing the fabric, arranging the lay plan, cutting the pieces, bundling the fabric and pattern ready for stitching. Then the garment will be given to the machinist where our technician will go through the style to discuss the make, it will then be stitched with trims and fastenings attached and then passed to our quality controller where it may be sent back for amendments/tweaks. The quality controller will then press, snip the threads and package up the sample/production.

PLEASE NOTE: All consultancy costs associated with the pattern cutting, sampling or production phase of the garment life-cycle will be passed on to the client. The standard hourly rate applies. Please be aware this includes emails, phone calls, technical discussions, sizing specification sheets and any amendment/fitting discussions regarding a garment between the team (pattern cutters, studio team, and sample machinists).

Fitting

Once we have finished your sample you can attend a fitting with a pattern cutter to review the sample. At this stage it is possible to amend any construction or pattern details but this is charged at the hourly rate of £35.00 plus VAT. Pattern and sampling amends can take a few rounds to get the perfect fit, please be aware this is a development process. We recommend that you bring in the same fit model to all fitting unless you are only fitting on the studio Alvanon mannequins.

Final Sample Approval - Green Seal

Once you are completely satisfied with the fit and quality of the sample you may wish to progress into production. This final approved sample will now become a Green Seal, which is a standard set for any ongoing production. The Seal has to be signed by both parties and dated.

Grading,

We offer a quality grading and digitising service. Your grading can be either single sized such as 6, 8, 10 etc or dual sized 6/8, 10/12 etc or Small, Medium and Large. Our patterns and lay plans are printed out using a CAD CAM system which is more cost effective and far quicker than traditional hand cut card methods.

The grading prices are dependent on the number of pattern pieces within the sample pattern. Please see below for the price structures:

- 1 - 5 pieces £25 per graded size
- 6 - 12 pieces £30 per graded size
- 13 - 20 Pieces £35 per graded size
- 20 Pieces + Price on request of reviewing the garment

+ 10% surcharge for inconsistent jumps



Digitising & Printing Patterns

Patterns that have been created manually will need to be digitised on to the CAD CAM system for production. We can also digitise external patterns if required.

To digitise a pattern and create a lay plan for your fabric consumption this is charged at an hourly rate of £32.00 plus VAT.

We can also provide pattern printing but please note this is onto paper only. We charge of £5 plus VAT per meter of paper for this service.

Production in the studio

When patterns, samples and grading are approved by you we will then provide you with a set price for production based on a unit cost. You will need to provide us with a breakdown of the units you would like for each size using a docket and we provide costs based on the quantity of garments being produced. To confirm a production order we will provide you with a preproduction check list that needs to be completed and signed by yourself and Fashion Enter before we start any order. As with any business the higher the quantity to be produced the lower the price as we gain economies of scale. The Fashion Studio can make just one garment or we can produce up to 150 units (dependent on style), anything over this will be then be transferred over to the Factory. Before any production starts in The Fashion Studio, you'll need to have a pre-production meeting with the manager, and complete and sign a pre-production checklist. The Fashion Studio requires a 25% deposit for production, this deposit must be paid before cutting can begin, the balance is then to be paid on completion of the order, as per current terms.

Lead Times for the Fashion Studio Services

Patterns only - 2-3 weeks (depending on the pattern + how busy we are at the present time)

Samples only - 2-3 Weeks (depending on the samples ordered + how busy we are at the present time)

Patterns and Samples- 4weeks (depending on the order + how busy we are at the present time)

Production - 4 - 7 Weeks (depending on the units ordered + how busy we are at the present time)

Lead times start from when we have confirmed we have all fabric and components/trims in The Fashion Studio.

Please note: by agreeing to use the services of the Fashion Studio you are agreeing to abide by our terms and conditions. Both the client form and Terms and Conditions need to be fully completed, signed and scanned back to us before any work can commence.

The Factory

The Factory is separate to the studio, they can manufacturer your orders from a quantity of 500 units and above. The Factory has the capacity to produce 10,000 garments a week with highly trained industry machinists. Current clients include SimplyB and Asos.com

Payment Terms

Payment needs to be made before any of the samples/production can be collected and within 7 days of receiving the invoice. Garments cannot be collected without all invoices being settled and Fashion Enter has the right to withhold fabric, trims, and stock to the value of any outstanding debts.



01 • Louisa Parris

*Luxury contemporary womenswear -
Dedicated to colour, line and drape.*

08 • Studio EHR

*Activewear - Consciously designed, sustainability
sourced & responsibly made premium movement wear.**





Testimonials:

“Fashion-Enter's Fashion Studio have been brilliant at partnering with us from concept to finished collection. It has been a tremendous partnership and we have worked collaboratively and positively as we have developed and refined our style. The guidance received from the Fashion Studio has informed our journey and helped us to avoid many of the mistakes typical of new designers. We have always felt like there was a gentle hand guiding us and asking the right questions as our collection developed. Importantly we were confident we always had tight control of the creative direction but with exceptional technical support to back up and reinforce our vision for Bow Savile.” - Sarah at Bow Savile

“Since starting my business Fashion-Enter has been working with me from day one. They understand and know my product inside out and are a great support for myself and my brand - which for me as a designer is so important especially with the type of garments I create. I love working with them and hope our relationship will continue.” - Rebecca Torres – Designer

“This is such an important part of our journey with our business and I am so glad we found Fashion-Enter. The advice is always honest and pertinent and so far we have saved valuable time and money on sourcing costs plus we have also been encouraged NOT to spend money on copious amounts of patterns. It's heart warming that in these difficult times we have Fashion Enter behind us - who care and are there for us.” - Michaela Jedinak from Joy of Clothes

“I joined Fashion-Enter just a month ago and in that time I have had many mentoring sessions that have helped me enormously with my collection. I have a list of two orders, a new e-tail site ready, a soft and full launch date and help has also been so detailed that wording on my look book was upgraded. Fashion-Enter is a genuine company that has actually saved me money by helping me keep to tight budgeting. They really do care about the new and emerging designers of today. Thank you!” - Nosa - Designer

All information is on our website, www.fashioncapital.com.

If you would like to come in for an initial meeting that is no problem! If you have any further questions please do not hesitate to email me.

Thank you and I look forward to hearing back from you.