



PODCAST TRANSCRIPT

Show Notes at: makeitbritish.co.uk/017

Hello and welcome to this special episode of the Make it British Podcast.

Today is the second in a series of 5 podcasts that accompany my Get Set for Manufacturing Challenge.

If you missed yesterday's episode you can go back and listen to it - it's number 16

Each day this week I'll be bringing you a special short solo episode where I tackle one of the 5 key things that you need to consider if you want to start working with a UK manufacturer.

Today we're going to be talking about materials, and why it's important that you know about what materials you want to use before you contact a manufacturer.

You might be thinking - but I thought the manufacturer would do that for me?

And whilst some manufacturers may be able to source raw materials for you, depending on the product, in reality most UK manufacturers won't have the time or the resources to research for fabrics, trims or any other components that make up your product.

So why is this?

Well, firstly it very much depends on the type of manufacturer and the product that you are looking to make.

Take a fashion garment for instance, there are two different types of manufacturer that you can work with.

One is called a full service manufacturer (or occasionally a full service vendor or a full service supplier)

The other is known as a Cut, Make & Trim manufacturer, usually shortened to just CMT

With a full service manufacturer they will do everything for you:

- source the fabric and trims
- manufacture the product
- package the product up ready for distribution

Some might even do the distribution for you

With a CMT manufacturer they will only do the manufacturing part of the equation, leaving you responsible for ordering the fabric, trims, and all of the other associated components.

Whats more, you need to make sure that all of these materials arrive in time for the allotted production schedule, otherwise you'll miss your production slot

So you're probably thinking, option two sounds like quite hard work, I'd like to just find a full service manufacturer that can do the lot.

The problem is full service manufacturers are quite few and far between in the UK.

A full service manufacturer is usually set up to produce much larger quantities and work with established businesses with good standing. They're able to work with credit when purchasing materials for you because they're pretty sure that they're going to get paid at the end.

Whereas most of the manufacturers in the UK, particularly those working with start-ups and small orders, are small businesses themselves, and are lucky if they can just pay their staff at the end of the month, let alone pay for your materials up front.

One of the other reasons that they won't be able to source your materials for you is that they don't have the manpower to spend time sourcing materials, which can be a laborious process.

That being said, manufacturers can sometimes advise on where you can get your materials from because they will have experience with other clients who have used something similar.

For instance, a T-Shirt manufacturer is more than likely going to know some cotton jersey suppliers who have shipped fabric to them in the past. Or a leather bag maker will know of some leather wholesalers.

But much like we discussed yesterday when we talked about why it is important to know the correct terminology for a product when you approach a manufacturer, it is just as important to have done your research on materials and know the correct names for the ones that you're thinking of using.

This may change after you have taken the advice of the manufacturer, but it at least gives you a good place to start.

One more point to note is what is known as a 'vertical manufacturer'.

This is a manufacturer that has several parts of the value chain under their roof, rather than just one process.

So for instance, a garment manufacturer that also makes the fabric.

Again, this type of manufacturer is currently a lot less common in the UK than they are overseas, so for now, just assume that you will be responsible for sourcing your raw materials.

So that's the reason why it's important to have a good idea about the materials that you want to use before you approach any manufacturer, but particularly a UK manufacturer.

So I hope you found that useful.

If you haven't yet listened to yesterday's podcast, where I discussed some of the reasons why the email you send a manufacturer might not get a response, they do go back and have a listen. It's [episode 016](#)

Tomorrow I'll be discussing cost prices so make sure that you listen in!

This podcast is part of my Get Set for Manufacturing Challenge - a simple 5 step process to help you get factory ready in just 5 days!

There's still time to sign up for the challenge. Even if you are listening to the podcast in the past.

You can go to www.makeitbritish.co.uk/getset to join

And if you'd like to find the full transcript of this podcast along with any other details that I have mentioned got to makeitbritish.co.uk/017

Until tomorrow

Bye