

Salesman Samples Or Promotional Samples

Some buyer needs these samples for getting the orders from their customers. If the buyer is having 7 salesmen in his office, then the buyer will ask us to make 7 samples in each style. The salesmen will book the orders from their customers, by showing these samples. Buyer will place the order to us accumulating the quantities.

If we have sent samples for 5 styles, sometimes, we may get orders for all 5 styles, 3 styles or 1 style. Sometimes, we may not get an order for even a single style. Expected sales may not be possible, due to poor quality, unsuitable colors, improper measurements, unmatched prints or embroidery, etc of salesmen samples. Or it may be due to local business recession or competition or unsuitable prices. Anyway, we have to make these salesmen samples perfectly with a sincere interest to get orders.

We might have spent more money, time, etc for making these samples. But as we don't get orders, we can not blame the buyer. He too can not help us in this regard. To avoid this embarrassing situation, it is better to discuss the cost of these samples with the buyer before proceeding for sampling.

Normally the sampling will cost us approximately 3 to 5 times of the garment price. We can not expect to get the full cost from the buyer. Of course, these samples will help us for our business. Hence we can ask the buyer to accept 2 or 3 times of garment price as the sampling cost, for the styles which we don't get orders. Some genuine buyers will agree to this.

Photo Samples or Fit Samples

These samples are to be made after getting the order sheets. These samples are needed to check the measurements, style, and fit. So they can be made in available similar fabrics but in the actual measurements and specifications.

Some buyers may need these samples if they want to print the photos of garments on photo inlays, packing box, hang tag, etc. These samples may be needed for local advertisement or buyer's promotional occasions.

In any case, the samples will be worn by the highly paid models. The buyers will arrange the photo shoot session, by spending huge money to the advertising agencies. So the buyers will need these samples strictly on time. If they don't get samples on time, the buyers will have to pay more compensation to the advertising agencies and models.

Buyers will ask us to make the photo samples according to the intended model's body fit. So it is important to strictly adhere to these measurements. Buyer may ask these samples to send either from production or before starting production.

Approval Samples

These samples are to be made in actual fabrics with actual trims. If the order is for 3 colors, the buyer may need samples in any one color and swatches (fabric bits) in other colors. These samples should be strictly as per the specifications in the order sheets. We have to get the approval for these samples from the buyer before starting production.

After getting the approval, the approved samples should be followed in production. Sometimes, the buyer may comment on fabric, measurements, making, etc. We have to follow his comments carefully in production.

Wash Test Samples

If these samples are sent before starting production and if we get some remarks or comments on these samples, we can correct them in production. But some buyers will need us to send these samples from production before shipment. In this case, these samples may be considered as 'shipment samples'. If these samples are rejected due to some complaints, then we will not have any excuse and we will be in real trouble.

Pre-Production Sample

These samples are almost like approval samples. They have to be made in actual production fabric with actual bulk trims. They will represent that the production will be like these samples.

Production Sample

These samples are to be sent before shipment to get the buyer's confirmation for shipment. Hence these samples are needed to be perfect in all manners. Buyer may check these samples for everything or anything. Sometimes, they may do wash test also. We should not get any remark or comment. We have to get only 'OK' from the buyer. Then only we can ship the goods and we can be sure of getting payment. So these samples are to be sent with more and more care.

Shipment Sample

These samples are to be sent after shipment. They should be sent in actual packing with all labels, tags, etc. (Generally these samples will not be tested by the buyer for anything. And even if we get some comments from buyers, we can save ourselves by saying that these samples were sent from the leftover garments after the shipment; hence there might be some mistakes. If we expect any comments in these samples, it is better to inform the buyer during sending these samples).