

COMPARISON SCORECARD

Choosing a Clothing Manufacturer

Score each candidate 1 to 5 on the five alignments. The highest total is usually your answer, but read the rule at the bottom before you commit.

Write the workshop names here →	A	B	C
1. Size Is your volume a fit for their capacity? Too big and they subcontract. Too small and you wait behind bigger clients.			
2. Production model Can you supply what they expect? Fabric and trims for CMT, or just a tech pack for full package.			
3. Specialization Do they make your kind of product every week, at your standard and your price level?			
4. Availability When can they actually start? Add that to the lead time, not instead of it.			
5. Order value Is the job worth running for them, and affordable for you at the quantity you'll commit to?			
Total			

If two candidates tie: give each of them the hardest part of your brief. One will say yes to everything, one will say it can't be done, and one will propose an alternative. The third is the one you want.

Before you commit. You'll rarely score well on all five, so something has to give. Compromise on price, and on craft level higher than your product needs, because both cost money without breaking the collection. Never compromise on size or availability. Those two fail at the worst possible moment, when the season is committed and there's no time left to recover.

Rather have the matching done for you? Italian Artisan matches your brief against workshops whose size, specialization, and calendar we already know, across clothing, knitwear, bags, and shoes. italianartisan.com