

WHISTLES

Purchasing
Practices Policies

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At Whistles we aim to have a fair, open and honest relationship with our suppliers and factories. We share the same goals and a clear strategy.

Whistles recognises the importance of responsible sourcing and the promotion of fair and safe working conditions within our supply chain. We endeavour to audit every factory before development begins and will work with the factory to improve working standards and environments of its workers.

Whistles has a thorough supplier engagement process with clear entry and exit procedures. New suppliers are only introduced to the portfolio if a specific sourcing requirement is identified that cannot be fulfilled by the current base.

Each season our Buyers formulate a detailed supplier strategy in line with current sourcing requirements, current business levels and the performance of the supplier. This ensures the supplier / factory is aware of its forecast business levels for the season and can plan our production along with its other customers.

Our teams regularly feedback on any development areas to ensure the supplier / factory is performing to our standards thus resulting in consistent business levels where possible. This could be related to Quality, CSR, Sourcing, Design interpretation, adherence of critical path, pricing, etc.

Through careful pre planning at Design and Development stages the design and buying teams are able to reduce the amount of samples manufactured and sent resulting in a cost effective and efficient process.

We build in sufficient lead times to ensure factories are not forced into overtime scenarios. The wholesale arm of the business dictates that we work up to 12 months in advance of delivery.

On occasions where delays do occur we would rarely ask to cancel out of stock. Our policy is to be open and honest with the supply base so that we can find mutual conclusions to issues that may arise.

We work with an open costing policy where all information is shared. This ensures all negotiations are fair and realistic. If prices are an issue we will review the cloth price and construction of the garment to engineer to price point. The CM should remain consistent.

We would always aim to ensure quantities are sufficient for the factory to ensure efficient use of the line. We will always require smaller quantities for exclusives or top store ranging but we will focus this where we have the flexibility of sample line.

The team meet with the suppliers frequently to ensure we are both clear on each businesses priorities and plans. We share our product strategies and ideas to allow healthy growth opportunities.