



THIS US OUTERWEAR BRAND  
**REDUCED THEIR FOB PRICES BY 17%** WITH A  
**TOTAL ANNUAL SAVING OF \$350K** IN THE FIRST YEAR

*"Topformer found us the best sourcing partner for our functional jacket line. We gained a much deeper understanding for our manufacturer's capabilities as well as the products' price structures, which helped us to save \$350K USD in the first year."*

CEO

**BEFORE**

- × Supplier dependency
- × Low degree of technology at existing supplier
- × Expensive fabric supply
- × Intransparent supply chains
- × No costing insights
- × Afraid of moving production due to complexity of product

**AFTER**

- ✓ Introduction to 2 top notch outerwear suppliers
- ✓ New Supplier work for Nike and Patagonia
- ✓ Suppliers offer innovative machinery and production techniques
- ✓ Open costing for fabric and workmanship
- ✓ Supply chain optimization

**17%**  
**REDUCTION**  
**OF FOB PRICES**

**\$350k**  
**ANNUAL**  
**SAVINGS**

**2X**  
**FASTER**  
**FABRIC SUPPLY**

To improve your sourcing situation visit [www.topformer.com](http://www.topformer.com)