



STITCH SILK BUYER RESOURCES

2026 Global Silk Sourcing & Customization Guide

Materials, sampling, customization, quality planning, and supplier evaluation

A practical planning handbook for brands, retailers, and sourcing teams

THE BUYER ROADMAP

Start with the end product, then work backward.

A reliable silk program begins with a clear commercial brief. Define the customer, target price level, product use, care expectation, and launch date before comparing quotations.



The sourcing brief

- Product category, dimensions, construction, and intended market
- Target silk type, fabric structure, momme range, color direction, and hand feel
- Estimated first order quantity plus realistic reorder volume
- Logo, label, packaging, compliance, and testing requirements
- Sample deadline, launch date, delivery destination, and shipping preference

MATERIAL SELECTION

Compare fabric performance, not just the fiber name.

Momme describes fabric weight, but it does not replace evaluation of weave, finishing, color consistency, dimensional stability, sewing quality, or the final product construction.

Typical range	Common use	Buyer focus
16-19 momme	Light accessories, entry pillowcases	Drape, opacity, durability target
19-22 momme	Pillowcases, sleepwear, eye masks	Balanced hand feel and commercial positioning
22-25 momme	Premium bedding and heavier products	Weight, seam construction, care expectations

Questions to ask before approving a fabric

- Is the sample made from the same planned fabric specification and finish as bulk production?
- How will color be approved, and what tolerance will be used between lots?
- Which performance tests are relevant to the product and target market?
- Does the supplier grade name come with traceable fiber and fabric documentation?

Buyer note

Terms such as 6A are commonly used in silk sourcing, but grade language alone does not define finished fabric quality. Confirm the measurable fabric specification and review physical samples.

CUSTOMIZATION & SAMPLING

Lock decisions in the right sequence.

Sampling is most efficient when each round answers a defined question. Avoid combining fabric selection, fit correction, print development, packaging, and final approval into one unclear sample round.

Material confirmation

Approve weight, color, finish, hand feel, and any required testing route.

Construction sample

Confirm dimensions, seams, closures, reinforcement, fit, and product function.

Branding and packaging

Review logo method, care label content, folding, inserts, retail packaging, and export carton requirements.

Pre-production approval

Create one signed reference that records approved materials, measurements, colors, workmanship, and packing details.

Customization checklist

- Pantone or physical color reference agreed
- Logo artwork, size, placement, and technique approved
- Measurement chart and tolerances confirmed
- Care label and market-language requirements checked
- Retail pack and master carton configuration approved
- Golden sample or equivalent approval reference retained

SUPPLIER & ORDER READINESS

Evaluate the system behind the sample.

A strong sample is only one signal. Repeatable delivery depends on material control, production planning, inspection, issue handling, packing, and export coordination.

Supplier review

- Factory and subcontracting responsibilities are transparent
- MOQ, price basis, payment terms, and lead time assumptions are written
- Quality checkpoints and final inspection method are defined
- Material and product test documents match the actual order scope
- Corrective-action process is clear before production starts
- Reorder records preserve approved specifications and color references

Before placing the purchase order

- Confirm the exact product specification, quantity breakdown, packaging, shipping terms, and delivery address.
- Attach the approved sample record and artwork files to the order documentation.
- Agree when material, inline, pre-shipment, and document checks will happen.
- Reserve time for realistic approvals instead of treating sampling as unused production time.

READY FOR A SOURCING REVIEW?

Share your category, quantity, customization needs, and target timing with Stitch Silk.