SAMPLE TERMINOLOGY

The sample terminology aligns to updated NPG business processes, and has been implemented across product groups for consistency and easy reference to process documentation.

Design and Development

Reference Sample

- Reference Samples are sent to the manufacturer to reference during initial design stages.
- These samples should be returned with the first proto.

Samplers for Development Reference

Requested by: Product Developer or Raw Materials Group

Cost to: Manufacturer

- Samplers are a standardized stitch group in new yarns or a standard body in new fabrics
- Woven and knit fabrics should be sampled in standard test body as designated by Brand
- Sweater samplers should be 12” x 12” in size, in standard stitches as designated by Brand
- Product developer or raw material group will request for seasonal yarn/fabric qualities in consideration
- They are used by Design to reference during initial design stages, prior to ordering yarn/fabric
- They are used by Technical design for reference of drape, stretch, and tension for fitting
- Follow Standard Operating Procedures Manual for washed panel expectations by brand

Knit-Down (Sweaters) Approval

Requested by: Product Developer

Cost to: Manufacturer

- Knit-downs are required when ordering a new yarn for sampling (if yarn is indicated as a core yarn, please send 2 knits downs instead of one)
- They are used by Design to reference during initial design stages and for approval of selected knit-downs for proto sampling
- Knit-downs are required to be 12” x 12” in size

Mock-up for Reference

Requested by: Product Developer or Technical Design

Cost to: Manufacturer

- Mock-ups are partial garments or detail panel to show construction or factory production capability.
- They are used by Design to reference during initial design stages or at buy meeting
- Manufacturer to submit exact request, and may provide separate production efficient options at their discretion.
- Video conference is available by request for further clarification prior to execution
Washed Panel Approval
Requested by: Product Developer or Raw Materials Group

Cost to: Manufacturer
- Wash panels are to evaluate different wash techniques on seasonal fabric qualities in consideration
- They are used by Design to reference during initial design stages and selected wash panels are shown to buyers during board review or buy meeting.
- Manufacturer to submit exact request, and may provide separate production efficient options at their discretion.
- Video conference is available by request for further clarification prior to execution

Proto Sample Approval
Requested by: Product Developer

Cost to: Manufacturer
- Proto sample is for review at Buy Meeting to demonstrate the potential of new core fabric, yarn, or styling options
- Sample is made based on tech pack. Garment should be in brand sample size for review of fit, finish, and construction
- Made with correct quality sample fabric or yarn content, construction, stitch count/gauge trims and wash.
- Sample will be utilized for fitting, when styling is adopted
- Product execution is critical for good representation to buyers for their review and selection
- Manufacturer to submit exact request, and may provide separate production efficient options at their discretion.
- Video conference is available by request for further clarification prior to execution

Pre Production

2nd Proto Sample Approval
Requested by: Product Developer or Technical Design

Cost to: Manufacturer
- 2nd Proto Samples are adopted styles in brand sample size made by supplier based on tech pack and 1st proto fit comments. They will be reviewed for fit, finish, and construction.
- Made with correct quality sample fabric or yarn content, construction, stitch count/gauge, trims and wash.

Size Set or Jump Size Set Sample Approval
Requested by: Technical Design or Product Developer

Cost to: Manufacturer
- Size Set / Jump Set may be requested depending on business needs
- Samples must be made from Bulk fabric or yarn, correct trims, labels, and any embellishments to style
- Sample should have all updates and corrections as requested based on fit/construction comments
- If Size Set / Jump Set is requested, NPG must approve before production is cut, unless otherwise stated
Pre-Production (PP) Sample Approval  
Requested by: Product Developer

Cost to: Manufacturer
- Pre-Production sample must be submitted after the grade is released and style is approved.
- Sample must be made in the manufacturer/factory of the final production line.
- Sample must be made from bulk fabric or yarn, correct trims, labels, and any embellishments to style.
- Sample should have all updates and corrections as requested based on final fit/construction comments.
- NPG must approve Pre-Production (PP) sample before production is cut.
- Sample must be in correct sample size.
- Factory must maintain an exact copy of the PP for their records and utilize during production for in-line audit reference.

Wear Test Sample for Testing  
Requested by: Technical Design

Cost to: NPG
- Wear Test samples may be requested at any time based on business needs
- Sample must be in correct fabric quality and approved fit for testing purposes

See Guidelines for Wear Test Sample for Testing

Production

Top of Production (TOP) Sample Approval or Production Sample  
Requested by: Product Developer

Cost to: Manufacturer
- TOP is pulled from the first 100 garments off the production line and must be made in Manufacturers/Factory Production line (Not sample room, pre-production samples, or trial runs)
- Sample needs to be a representation of production fit, construction trims, labels, hangtags, price tickets, packaging and any other embellishments
- Sample must be in the correct sample size and one of every bulk color unless otherwise specified
- Garment is maintained as an internal reference of all Bulk Production for 3 years at Nordstrom
- TOP samples to be sent as reference, confirmation of receipt will equal acceptance for shipment.
Miscellaneous

Photo Sample for Reference
Requested by: Product Developer

Cost to: NPG
- Sample made specifically for Photography, Advertising or N.Direct
- Actual fabrics and trims are required for sample, unless otherwise approved by the requestor.
- Samples must be in size requested (not always the fit sample size)
- Manufacturer must use NPG grade or request specs for sizes other than fit sample size
- Samples are sometimes requested before fit approval- samples must represent the most current fit comments

Showroom Sample for Reference (Women's)
Requested by: N/A - Automatic send from Production Test Cut

Cost to: Manufacturer
- Single sample from Production Test Cut / Trial Run sample is used as final showroom sample for Women's categories
- Prefer sample size, if this is not a possibility, please size down
- Production Test Cut / Trial Run is part of the current Women's STP process and should be created using any color bulk fabric with all of the exact trims