# Questions To Build A Trusted Partnership

I have navigated thousands of supplier relationships with my thirty years in the apparel business globally. Ensuring that you are correctly aligned is critical. There are language barriers to overcome and cultural nuances to understand, so the more transparent you can be with questions, the better the outcome.

* **How many years have you been in the industry?**
* **What countries do you produce in?**
	+ **Is there one particular country of strength over another?**
* **What categories of production do you feel are your specialty?**
* **For Trading companies, importers, or agents: How often do you visit your partner manufacturing facilities?**
* **What certifications do you have for Social compliance/QA/QC?**
* **Who are your current clients?**
	+ **How long is your longest relationship?**
	+ **How many clients do you have?**
	+ **What does an ideal client look like for you?**
	+ **What is your largest country you supply to?**
* **In order of priority how do you view production?**
	+ **Quality Assurance/Quality Control**
	+ **On Time Delivery**
	+ **Price**
	+ **Consistent Production**
	+ **Continuous Production**
	+ **Efficiency**
	+ **Communication**
	+ **Problem Solving**
	+ **Expandable**
	+ **Cost Control**
* **What are the biggest production challenges today?**
* **What is your finance arrangement?**
* **What happens if something goes wrong in production?**
	+ **If the answer, is stand behind it, what does that mean?**
* **What are your minimum, ideal and maximum quantities on average per month/year?**
* **Tell me about your worst experience in manufacturing, what happened and how you managed through it?**
* **Discover through questions on strength of local garment supply chain network-**
	+ **Where do you get your piece goods?**
		- **Are there specific supplier strengths or weaknesses?**
	+ **Where do you get your trims and accessories?**
	+ **What other capabilities with respect to washing/decoration do you have?**
		- **How close are they/How long have you worked with them?**
	+ **Are there any innovations within your supply chain you are working on or have developed and actively using?**