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# Fashion Retail Supply Chain and Allocation Training Course

15 – 19 February 2027
Milan

# Fashion Retail Supply Chain and Allocation Training Course

**Ref:** 2543_96640 **Date:** 15 – 19 February 2027 **Location:** Milan **Fees:** 6200 GBP

Fashion Retail Supply Chain and Allocation is a 1-week training course for buyers, merchandisers and supply planners who move apparel from design sketch to store rail, and it ends with a season buy and allocation plan ready to share. Short product lifecycles, volatile trends and heavy markdown exposure mean every unit placed in the wrong size, colour or store erodes margin. The course is delivered by Jupiter Prime Training.

## Why Fashion Retail Supply Chain and Allocation Matters Now

Three forces shape apparel supply today. Shoppers expect fresh drops more often, which compresses the critical path from concept to delivery. Garment makers face shifting fabric lead times, freight disruption and closer scrutiny of social and environmental conduct. Store and online channels now draw from the same stock, so a single allocation error shows up as lost sales in one channel and clearance in another. Careful open-to-buy and store-grade allocation protect full-price sell-through; blind buying carries aged stock into deep discounts.

## Who Gains Most from Fashion Retail Supply Chain and Allocation

- Those who build seasonal ranges and commit buy quantities by style, colour and size
- Those who set open-to-buy budgets and track weekly sales against plan
- Those who negotiate with garment vendors
- Those who split initial stock across stores and online
- Those who decide price reductions, transfers and end-of-season clearance

A buying and merchandising department gains most when a buyer, a merchandiser and an allocator attend together and agree one shared view of the season.

## Fashion Retail Supply Chain and Allocation Capabilities

Participants connect range width, vendor capacity and store demand from season calendar to final clearance.

- Build a season critical path from design freeze to store delivery — the buying director
- Calculate open-to-buy by month and category — the finance partner
- Weigh garment vendors on cost, lead time, quality and conduct — the sourcing committee
- Design store grades and size curves for first allocation — the store operations lead
- Apply sell-through and weeks-of-cover signals to replenishment and transfers — the merchandise planner
- Test markdown cadence against margin and residual stock targets — the trading meeting

## Key Fashion Retail Supply Chain and Allocation Terms

- Open-to-buy — the budget still available to purchase stock in a period after planned sales, receipts and closing inventory are set.
- Critical path — the dated sequence of design, sampling, fabric, production and shipping milestones a style must meet to land on time.
- Size curve — the planned proportion of each size in a style's buy, adjusted by store or region demand.
- Store grading — ranking stores into clusters by sales potential and space so each receives a fitting depth and width of range.
- Sell-through rate — units sold as a share of units received over a period, the main signal for reorder or reduction.
- Markdown cadence — the planned timing and depth of price reductions that clear a season while protecting gross margin.

## Fashion Retail Supply Chain and Allocation Day by Day

### Day 1: The Apparel Season and Its Pressures

- Season Calendar Mapping — Drop Frequency and Range Timing
- Trend Signals and Line Reviews — Range Width Versus Depth
- Critical Path Construction — Design Freeze and Sampling Deadlines
- Omnichannel Stock Pools — Store and Online Inventory Sharing
- Product Lifecycle Curves — Core, Seasonal and Fashion Lines

### Day 2: Planning the Buy

- Open-to-Buy Calculation — Monthly Category Budgets
- Assortment Plans by Style and Colour — Range Architecture Choices
- Size Curve Building — Buy Quantities by Size
- Buy Depth and Chase Capacity — Committed Versus Reserved Spend
- Sales Plan Phasing — Weekly Targets for Trading Meetings

### Day 3: Garment Sourcing and Vendor Flow

- Vendor Scorecards — Cost, Lead Time, Quality and Conduct
- Costing Sheets for Garments — Fabric, Trim and Making Costs
- Fabric Booking and Greige Holds — Speed to Market
- Pre-Production and Inline Inspections — Defect and Delay Prevention
- Near and Far Sourcing Mix — Lead Time Against Unit Cost

### Day 4: Allocation, Replenishment and Markdown

- Store Grading and Clustering — Initial Allocation Depth
- Weeks of Cover and Sell-Through Tracking — Reorder Triggers
- Inter-Store Transfers — Rebalancing Broken Size Runs
- Markdown Cadence Planning — Margin and Residual Stock
- End-of-Season Exit Routes — Outlet, Carry-Over and Clearance

## Day 5: Practising the Season Buy and Allocation Plan

- Critical Path Rehearsal for a Sample Range — Delivery Risk
- Open-to-Buy Stress Test — Sales Shortfall Scenarios
- Vendor Allocation of Styles — Capacity and Lead Time Fit
- Store Grade Allocation Simulation — First Delivery Split
- Season Buy and Allocation Plan — Final Trading Presentation

## Applying Fashion Retail Supply Chain and Allocation After the Course

- Rebuild the size curves for one high-volume category using last season's sell-through by store grade.
- Run a weekly open-to-buy and weeks-of-cover review for the current season with the merchandising group.

## Fashion Retail Supply Chain and Allocation Questions FAQ

### What is fashion retail supply chain and allocation and why does it matter now?

It is the planning, sourcing and distribution of apparel from design to store. Faster drops, shared online and store stock and volatile garment lead times make precise buying and allocation the main lever for protecting full-price sales.

### Which roles gain most from fashion retail supply chain and allocation skills?

Buyers, merchandisers, allocators and supply planners gain most. They set range depth, budgets and store splits, so better size curves and open-to-buy control change the stock customers actually find on the rail or the website.

### How does fashion retail supply chain and allocation training differ from general supply chain courses?

It focuses on short-life seasonal garments rather than steady industrial or grocery flows. You work with size curves, store grading, critical paths and markdown cadence, rarely covered in depth by general logistics or procurement courses.

### What do you bring back from fashion retail supply chain and allocation training?

You bring back a season buy and allocation plan for a sample range. It links the critical path, open-to-buy, vendor split and first store allocation, ready to adapt for your next season.

## Fashion Retail Supply Chain and Allocation: The Way Forward

The season buy and allocation plan is the shared reference for the next range commitment. Its first use informs how much depth to buy in core styles before vendor capacity is booked. Buyers, merchandisers and allocators use it weekly, and after the first delivery the size curves and store grades are worth revisiting against real sell-through.