Stitching together a stronger future through smart investment

For many years, Clothes Sense has been helping Islanders extend the life of their garments through expert alterations, bespoke tailoring and specialist services. From everyday clothing repairs to intricate kilt making and curtain production, quality craftsmanship has always been at the heart of the business.

As demand for specialist services continued to grow, the business recognised that outdated equipment was becoming a barrier to productivity. With support from the Better Business Grant, Clothes Sense invested in a range of modern sewing machines and specialist equipment, helping the business improve efficiency, expand its services and create capacity for future growth.



Overcoming the challenges of ageing equipment

Like many long-established businesses, Clothes Sense was relying on machinery that had served it well for years but was no longer meeting the demands of a busy modern workshop. Frequent adjustments, maintenance issues and machine downtime were reducing productivity and limiting the number of jobs that could be completed each day.

The ageing equipment also restricted the business's ability to take on higher-value specialist work, including leather repairs, premium rolled hems and full-length curtain projects. In some cases, machinists were spending valuable time fixing equipment rather than serving customers.

Investing in productivity

Through the Minor Productivity Grant, Clothes Sense purchased a range of modern, fit-for-purpose sewing machines and supporting equipment designed to improve reliability, quality and efficiency.

The investment has modernised the workshop and equipped the business with tools better suited to the specialist work it undertakes. New equipment will enable the team to complete tasks more quickly, reduce downtime and consistently deliver high-quality results across a wider range of services.



Creating new opportunities for growth

The benefits of the investment extend beyond improved efficiency.

With greater reliability and increased capacity, Clothes Sense is now better positioned to take on specialist projects that were previously difficult or uneconomical to deliver. The business expects to generate additional revenue from premium alteration services, leather repairs, curtain work and bespoke garments.

The new steam press is also helping reduce production times for bespoke kilts, creating capacity for more orders and faster turnaround times for customers.

Looking ahead, the business plans to further promote its bridal alteration

services through attendance at local wedding fairs, creating additional opportunities to grow its customer base.

Looking to the future

The Clothes Sense story demonstrates how relatively small investments can make a significant difference to productivity, profitability and long-term sustainability.

By replacing ageing equipment with modern, reliable machinery, the business has created a stronger foundation for growth while continuing to provide the high-quality workmanship its customers value. The result is a more efficient operation, expanded service offering and greater confidence in the future.

"For a business like ours, reliable equipment makes a huge difference. The new machines have helped us work more efficiently, reduce downtime and take on specialist jobs that we simply couldn't offer before. It's given us the confidence and capacity to grow while continuing to deliver the high-quality service our customers expect."

Antonella Pastrelli

Owner, Clothes Sense

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