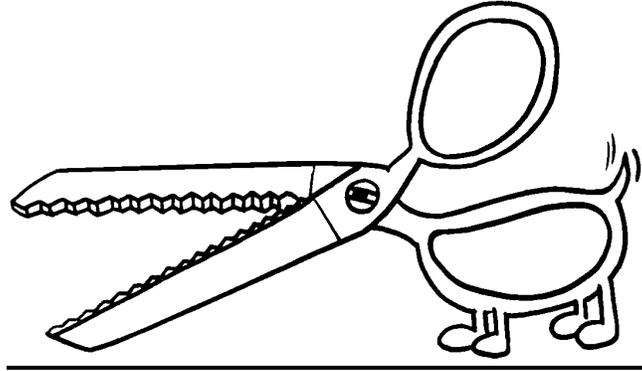


How much money did you waste in the cutting room last month???



In most garment companies the fabric content is around 70% of the product cost, this means that if you could save 3% you would be adding approximately 2% to your bottom line profits.

These are some of the pointers that will help you to achieve this additional money 'In the bank'

1. **Cutting Ratios** Many orders come to the company with a simple cutting ratio,

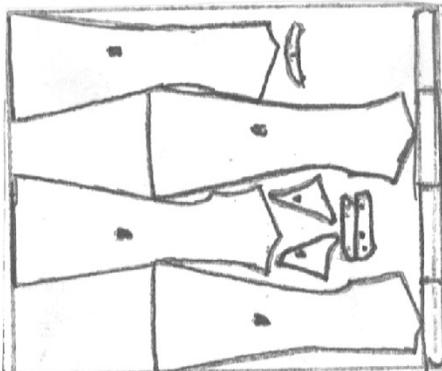
Eg. 1 small, 2 med, 2 large and 1 extra large

But more and more orders will start to appear without such easy cutting ratios, and how these ratios are worked out in your cutting room has a significant effect on your fabric consumption.

An example of this is as follows; it is a small order but it will show you what can happen

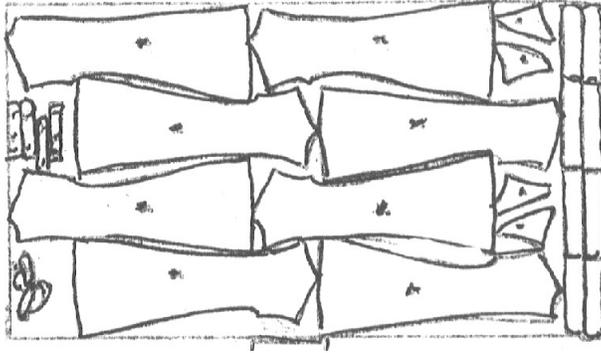
Size	36	38	40	42	44	
<hr style="width: 50%; margin-left: 0;"/>						
Qty	43	115	202	138	119	= total 617 pieces

If only single size markers are made then the following situation appears



Marker Details:

Size 40 :
 Length 186 cms
 Cloth Utilisation 62%



Marker details: 2 x size 38
 Length 2.86 m
 Cloth Utilisation 77.8 %

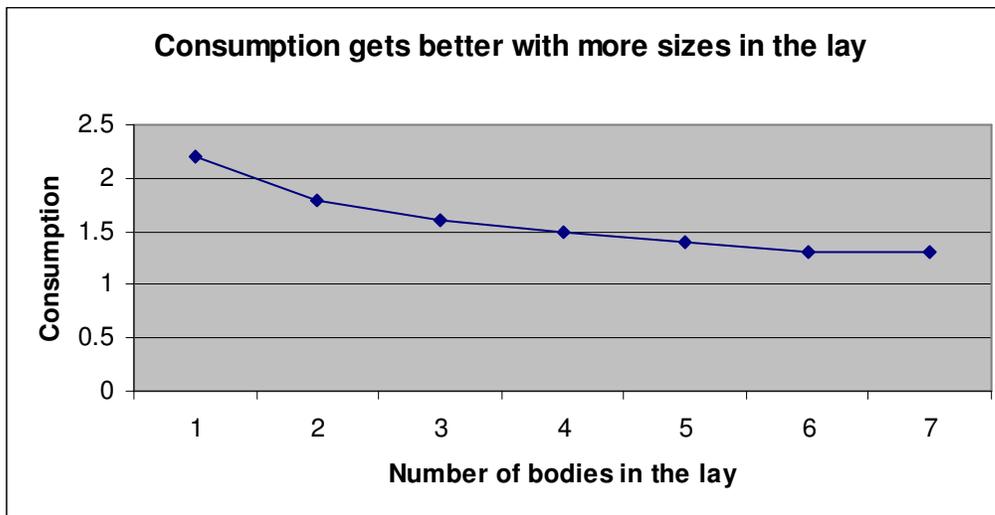
As can be seen that the 2 size markers are a great deal more efficient, the utilisation percentage has increased from 62% to 77 – 78%

The average usage for this order was: $\frac{952,41\text{ m}}{625\text{ pcs}} = 1,536\text{m}$

This is a saving from 2.06 mtrs to 1.54 mtrs = 52cms per garment or 25%

That saving looks good doesn't it?? But its not the best result that can be achieved. With a little more planning the consumption per garment was further reduced to 1.39 mtrs per gmt.

This means that good marker planning has reduced the consumption for 2.06 mtrs to 1.39 mtrs per garment this is equal to a **32.5% savings in fabric.** Is it worth looking at??



Make your cutting room staff 'Fabric Conscious'

You realise of course that your lowest level operators handle 70% of your product cost, I mean that the people who lay-up fabric have no idea of the value of what they handle daily, so therefore they don't know the value of 'end bits' or 'off cuts' it is a really good respect for the fabric they handle. They must be told how much it costs to overlay by 2cms on each end of the lay, how much money is wasted if the fabric is much wider than the marker.

For Example if a lay is over-layed by 4 cms per ply and the lay is 200 plies high, then that error has cost you 8mtrs of fabric, and at Rs70 per metre that is Rs560 and that's only one lay. How much can that add up to in a year??

Measuring Width

I was taught the following:

'If you can save 2% on width you will save that in length'

This is not true for every marker, in fact a difference in width may not result in any saving at all on some markers, but in some cases a difference of 1cm can make a considerable difference to the length of the marker, so in the long run the statement regarding savings on width will come true.

Setting up the table

Who set's up the table for laying? Is it the laying up team? Who checks that it is done properly? Is the final setting measured to ensure that overlaying is stopped before we start to lay? And there is good reason in the larger cutting rooms that you have a specific team responsible for this, and to make sure the fabric is at the right place so that all the layers have to do is to lay up. All the other work is prepared for them in advance, and this will also help to improve the productivity of the laying teams. Again a general rule is if you can get it layed up you will be able to produce the garments layed, in other words the laying up process will dictate the cutting room output.

When laying by hand are you using '**End Cutters**' these tools are inexpensive and help greatly to save fabric, you will soon recover the cost of buying them.



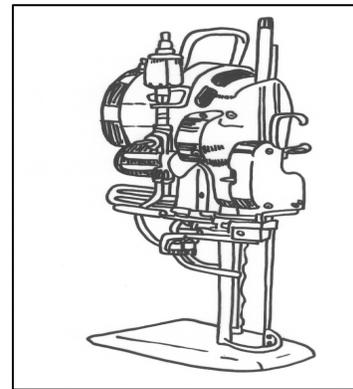
End Bit Monitoring

An 'end bit' is a piece of cloth that is longer than the length required to lay up one complete size. End bits of course will come in all different lengths, and unless you 'splice' there will be pieces of fabric which are shorter than the length of the lay being layed, these pieces should be treated with great respect. They should be measured, have a sticky label attached with the length on it, and then folded and put into piles of similar length to be used on smaller markers later. I do not believe in keeping fabric for panel replacement unless there are important reasons to do so, so I want to produce garments from all of the available fabric. The 'off cuts' (pieces too small to make a garment) will be used to replace smaller parts of the garments that need replacement. The logic behind this is that if you have to replace a large panel in a garment you have lost all of the profit on that garment, so therefore don't do it.



Fabric reconciliations

Finally account for every metre of fabric that has been issued. You should know how everything that was issued was used. How much went onto the lays, how many end bits were not used? How much was 'off cuts' how much was short on the rolls, and these figures should be converted into money. This should be done for every P.O. fabric should not be transferred from one PO to the next, don't 'roll over' fabric from one PO to the next. Take the trouble to reconcile properly its worth a lot of money to you, its laborious, time consuming but it means you are looking after your biggest investment in 'garmenting'



How is it done?

Once the marker plan is completed then the markers should be made. You should calculate the weighted average usage for the whole PO and if it is acceptable then the request to issue fabric should be given to the stores. *Fabric should not be issued before this is done!* This will allow you to establish your profit or loss on the fabric before you start to cut it. Obviously if the calculations indicate a financial loss before cutting then the markers can be re-visited to see how much they can be improved.

Get the layers to record the length of each piece, note how many plies are layed from the piece, record the length of what is left, do this for each piece used in the lay then get a clerk to work out the details of each piece by multiplying the number of plies by the length of the lay, and add the other pieces that we not included in the lay to get the length of the piece. Compare this to the stated length and work out the difference, this is the loss or gain given to you by the mill. Do this with every piece in all of the lays in the PO and add the results together to give you how all of the issued fabric was used.

You should now calculate the 'achieved consumption' and compare this to the 'costed consumption to calculate the gain or loss made on the fabric for this order. These figures should be converted into money and the information should be part of the information required for management meetings