



# Off Shore Garment Manufacturing: Weighing the Reward with the Risks

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# Opportunities

- Unit price
- Customization

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## Concerns

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Fabric supply sourcing

Manufacturing process

Delivery/ Customer service

Breadth of product line

Marketing

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## Fabric supply source

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- Lack of historical performance data?
- How many different sources?
- Are the supplier's tests sufficient?
- Are other markets competing for mill capacity?

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# Manufacturing Process

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- Supplier owned factory or contractor?
- Ethical standards
- Housekeeping
- Quality standards and audits
- Tolerances
- Shading

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# Delivery/ Customer Service

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- Longer supply chain can be less predictable
- Cost of freight/tariffs
- Customs
- Distribution model
- Consignment
- Support staff for customer service
- Recourse in the event of problems

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## Breadth of Product Line

- How many products are offered?
- High volume items are cheapest to produce
- How will splitting purchases effect volume discounts with other suppliers?
- Size scales
- Length of time to receive non-stock sizes
- Product diversification trend

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# Marketing

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- Are garments a commodity or can they add to your value proposition?
- Brand building strategies
- Manufacturer's marketing support
- Will mixed manufacturers support your marketing strategy?

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## Methods to Assess

- Write Bid Specifications
- Wash & Wear Testing
- Check References
- Start Small

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# Write Bid Specifications

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- Dimensions and tolerances
- Fabric blend, weave, weight
- Linings, notions, thread
- Stitching, pockets, belt loops
- Manufacturer's Label

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## Wash & Wear Testing

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- In house wash, dry, finish
- Keep control pieces
- Wear testing (maintenance department)
- Customer testing
- Post test questionnaire
- Observe product in plant weekly
- Talk to mending department

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## Check references

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- Ask about all of the concerns
- In service or stockroom samples

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## Start Small

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- One lot # can test most of your concerns
- Stayed “tuned in” while testing
- Watch for problems on the fringes

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# Conclusions

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- Lower unit cost is possible
- Greater value must be determined by you
- Be thorough in your assessment
- Questions?????