

## **Garment Industry 411**

Expert led workshops on Apparel Manufacturing

**Presenter:** Lana Hogue has worked in garment manufacturing for over 25 years. With extensive experience in production, quality control, and operations both in the U.S. and off shore including Asia, Mexico & Central America, South America, and Caribbean Basin. Lana has worked as an employee and a consultant to hundreds of companies from start-ups to \$400 million in sales. Her unique perspective will help you understand how to thrive in the world of sewn-product manufacturing, and maximize your return on investment. Email to register: [lana.hogue@gmail.com](mailto:lana.hogue@gmail.com)

**Workshops are conducted in San Francisco sewing factories – locations provided to registered attendees**

**All workshops are on Wednesdays from 6:30 – 9pm**

**Cost: for students and peopleWearSF members - \$35/class (Non-members: \$40/class)**

**Everyone - \$30 per class for any 3 or more classes**

### **1- Fabric Sourcing & Inspection: October 19, 2011**

Fabric is the biggest expenses you face in the garment industry. Streamline your fabric sourcing and learn the industry standard method for measuring fabric quality (Mills do NOT want you to know this!). Covers detailed information on fabric management including sourcing – what information to ask for, what to order, fabric cataloging – methods for organizing swatches/headers, fabric quality assurance – 4 Point Fabric Inspection (Demonstration!), and raw material inventory & storage.

### **2- Product Development & Costing: November 16, 2011**

Getting started: correct samples are crucial to costing, sales and production. Learn how to approach the first prototypes cost effectively, and when to have additional samples made. Also get familiar with electronic vs. manual patternmaking, grading, marking, and size range & ratios in the industry. Understand the costs of manufacturing compared to retail prices, including which cost data is necessary and how to obtain it. Example cost sheets and scenarios explored including domestic vs. off-shore, estimate vs. actual costs, yield variations, duty categories, and what is included in “overhead”.

### **3- Documentation: December 7, 2011**

Be confident that you are communicating clearly, and doing business in a legal, self-protective manner. Covers the documentation required to work with sewing factories in California including spec package examples, essentials for purchase orders, manufacturer’s registration, labor contracts, and other documentation for working with contractors.

### **4- Manufacturing Calendar: January 11, 2011**

Identify and plot the milestones in your development and production calendar. Learn which dates are flexible, which are rigid, and how market dates and customer cancel dates impact your cash flow. Your annual calendar is essential to a workable business plan. Example calendars provided. Milestone variations covered in depth, including the most crucial & controversial – translating market feedback into fabric and labor purchase orders.

### **5- Domestic vs. Offshore Production: February 8, 2011**

Explore your production options locally and off shore. Prepare yourself to be competitive in pricing, quality and on time delivery. This interactive seminar will provide an overview for domestic and imports including sourcing – labor & materials, requesting price quotes, minimums, scheduling /lead time, factory visits, social & environmental Issues, shipping & customs, and payment terms.

### **6- Quality Assurance: March 7, 2011**

Understand the advantages of In-Line vs. Final Inspection. Learn how to foresee and prevent quality problems, including what to inspect for and how to quantify it. This seminar provides detailed information on quality assurance vs. quality control, inspection documentation – examples & uses, measuring garments according to specification, options for corrective action, and AQL – statistical audits interpreted.

### **7- Industrial Stitch Types: April 4, 2011**

Learn which machine types are best for various products and the correct commercial names for the stitch types. Discover best uses, limitations, the effect on pricing & quality, as well as local & off-shore availability. Swatches and glossary are provided. Overview of stitch types used in factory sewing including basic stitch types for knits & wovens (they ARE different), novelty stitches & applications: flatlock, flat fell, picot edge, purl edge, lockstitch vs. chainstitch, keyhole, snaps, grommets, and many more. THIS IS NOT A SEWING CLASS – NO SEWING EXPERIENCE NEEDED