

## **Garment Industry 411**

Expert led workshops on ethical 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 sustainably thrive in the world of sewn-product manufacturing, and maximize your return on investment.

Register at [garmentindustry411.com](http://garmentindustry411.com)

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

**All workshops are on Thursdays from 6 – 9pm**

**Cost: \$60/class or \$300/series**

**Students and PeopleWearSF members: \$50/class or \$250 series**

### **1 – Fabric Sourcing & Inspection: January 21, 2016**

Fabric is the biggest expense 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: February 25, 2016**

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: March 17, 2016**

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, CA Garment Registration, labor contracts, and other documentation for working with contractors.

### **4 – Manufacturing Calendar: April 21, 2016**

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: May 19, 2016**

Explore your production options locally and offshore. 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: June 16, 2016**

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 garment according to specification, options for corrective action, and AQL – statistical audits interpreted.

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