

Apparel Manufacturing #2



Challenges

- ❑ To reduce cost and cycle time
- ❑ To achieve the status of a US\$500 million company by the year 2007; achieving a growth of 38% in sales each year
- ❑ To grow from an apparel manufacturer to a fully integrated service provider
- ❑ Increase distribution to premier market segments
- ❑ Narrow focus from a wide range of products to a few specific products and customers

Executive Summary

- ❑ Global supplier of branded clothing
- ❑ Vertically integrated fabric, thread, button, hanger, and finishing
- ❑ Fast, flexible and innovative mind set throughout the company
- ❑ 14,000 associates in four countries

Results

- ❑ Reduced cost per minute by 26%
- ❑ Developed cross functional teams with suppliers and customers to reduce the overall supply chain cycle time by 30%
- ❑ Reduced development sampling cycle time by 60%
- ❑ Achieved top and bottom line goals
- ❑ Transformed business into a fully integrated supplier and solutions provider

“...The most important benefit for the organization, is the professionalism instilled in all of our associates through the Thomas Group methodology—punctuality, respect for assigned jobs and completion within the timeframe, empowerment to carry out a given task at all levels, ownership, AIP management and promoting of 'thinking out of the box', positive manner to approach any barrier through barrier removal teams, streamlining of processes, and awareness through new measures of the importance of measuring Supply Chain activities...”