

GARMENT INDUSTRY –

Keys to Improve Supply Chain Efficiency

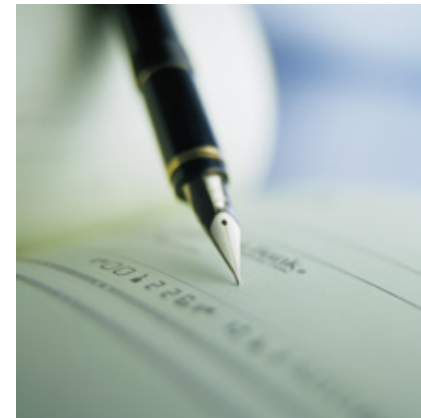
**Simon Lum
Chief Operating Officer
MSC Limited**

Date : 30th May, 2005



Agenda

- **Industry Trend**
- **Efficiency “Killers”**
- **Solutions**
- **Goal**
- **Major Challenges**





Industry Trend

Industry Trend

- Decreasing margin
- 'Just In Time'
- Reducing order size with complicated styling
- Off shore and Mainland China competition



Industry Trend

- Customers shifting material liability to Vendors
- Customers requiring high transparency of orders
- Vendors extending into Demand Chain
- Mega factory set up



In other words....

these are the challenges



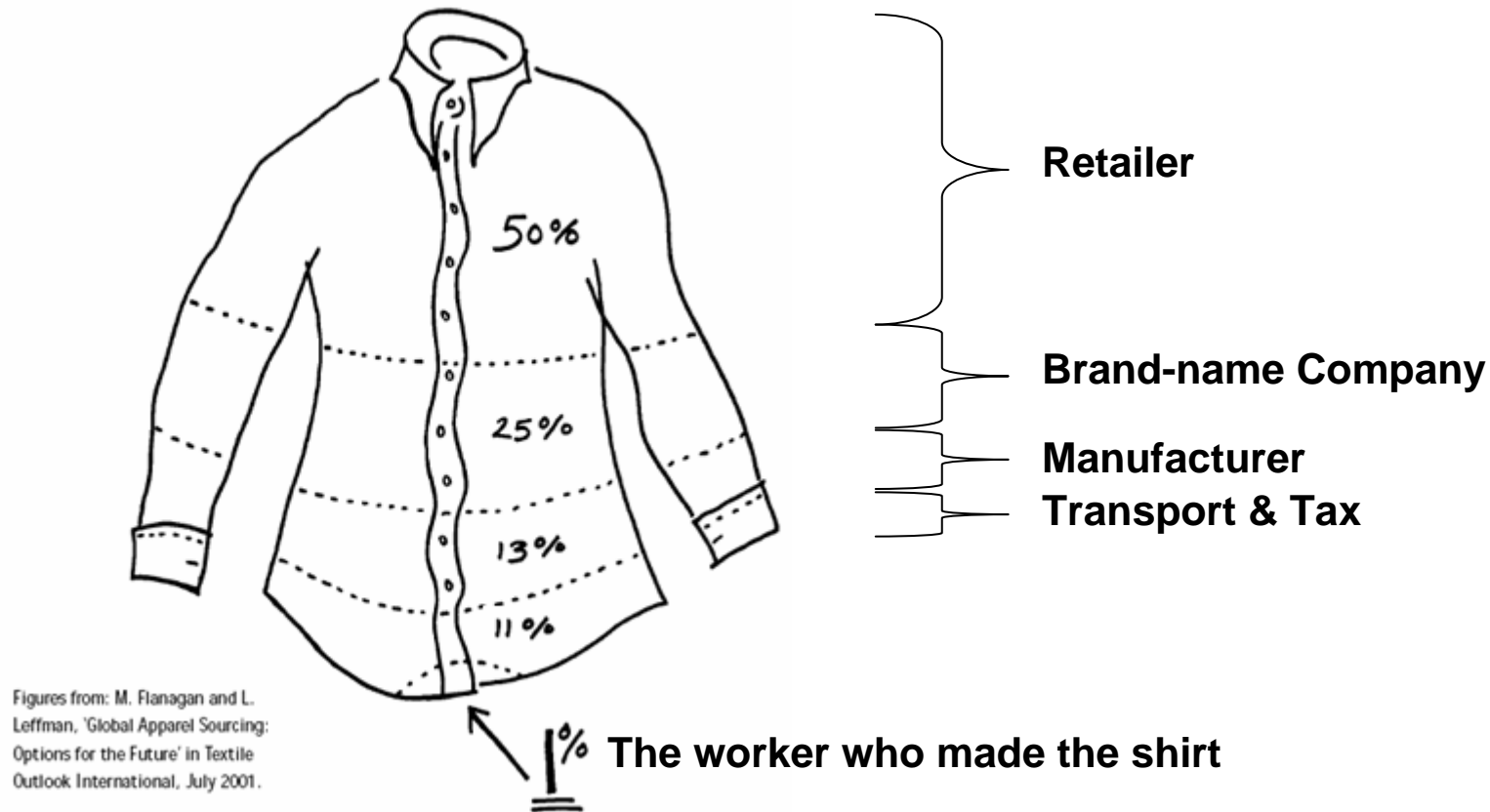
New Definition 2005

“It is not the strongest of species that survive,
nor the most intelligent, but the most
responsive to change”

“Efficiency means profitability”



Who Gets What Profit from a Shirt?



Unluckily, It was 2001 figure....

Efficiency “Killers”

- Human Errors and Garbage information
- Inaccurate Costing Information
- Too many samples and development work
- Staff overloaded worsen by bad habit
- Manual follow up process
- Poor communication between departments
- Lack of management information
- Poor communication with buyers and suppliers



[illegible]

貨樣嘅與 NO:
紙 樣 NO:

FASHION LTD
#8.318

白色—紙袋袋
粉紅—車期
藍色—營業部
黃色—跟辦員

客戶: St. John Group Ltd. 辦單編號:
款 號: R626072 估價日期: 3/27
營業員: Jun / Eay 直線電話: 763 要辦日期: 4/3

2003-03-28
(頭辦) 批辦 / 大辦 /

| 尺碼 | 位置 | 要求 | 紙樣 | 完成 |
|----|--|---|----|----|
| S. | 胸圍 | 清測吋記尺寸表。 | | |
| | 腰圍 | 8. 留意所有車面或袖底不可有針孔 | | |
| | 腰圍 | 要拉長衣身打倍 以後用時利寸 | | |
| | 肩闊 | 衣身擺寬在30內，衫外露，但此工一定要牢固 | | |
| | 袖長 | 9. 按以下物料，材料內，扣眼 | | |
| | 袖中長 | 又扣眼，ST. John 金屬牌，扣眼 | | |
| | 領闊 | 10. 由 200 寸 | | |
| | 袖口 | | | |
| | 前浪 | 11. 疊行 扶腰帶的處理 | | |
| | 後浪 | 12. 車位 約 1.5 吋 | | |
| | 褲圍 | 13. 車位 約 1.5 吋 | | |
| | 紙樣 | 客供 <input checked="" type="checkbox"/> 紙樣 NO. <u> </u> 舊樣 <input type="checkbox"/> | | |
| | 客樣 | 套舊樣 <input type="checkbox"/> 紙樣 NO. <u> </u> 客名 <u> </u> | | |
| | 客樣 | 客樣 <input checked="" type="checkbox"/> 份 退回客樣 <input type="checkbox"/> | | |
| 附辦 | 是 <input checked="" type="checkbox"/> 否 <input type="checkbox"/> | | | |
| 布 | 類 別 | 65% cotton 30% nylon 5% spandex | | |
| | 存倉編號 | AN 626072 客供 <input checked="" type="checkbox"/> | | |
| | 封 度 | 54" DF <u> </u> | | |
| | 已到布 | <input checked="" type="checkbox"/> 大陸查 <input checked="" type="checkbox"/> 香港查 <u> </u> | | |
| | 未到布 | <input type="checkbox"/> 布預到期 <u> </u> | | |
| | 布不做單邊 | <input type="checkbox"/> 已單邊 <input type="checkbox"/> 未單邊 <input checked="" type="checkbox"/> | | |
| | 是否客樣有否加贈水 | <input type="checkbox"/> | | |
| | 洗水布 | <input checked="" type="checkbox"/> 不洗水布 <input type="checkbox"/> | | |
| | 備 注: | <u> </u> | | |
| 圖樣 | 車頭車尾 | <u> </u> | | |
| | 車身 | <u> </u> | | |
| | 車腳 | <u> </u> | | |
| | 車帶 | <u> </u> | | |
| | 車扣 | <u> </u> | | |
| | 車釦 | <u> </u> | | |
| | 車鈕 | <u> </u> | | |
| | 車線 | <u> </u> | | |
| | 車色 | <u> </u> | | |
| | 車料 | <u> </u> | | |
| | 車工 | <u> </u> | | |
| | 車費 | <u> </u> | | |
| | 車稅 | <u> </u> | | |
| | 車關 | <u> </u> | | |
| | 車印 | <u> </u> | | |
| | 車標 | <u> </u> | | |
| | 車牌 | <u> </u> | | |
| | 車照 | <u> </u> | | |
| | 車證 | <u> </u> | | |
| | 車執照 | <u> </u> | | |
| | 車牌照 | <u> </u> | | |
| | 車號碼 | <u> </u> | | |
| | 車字號 | <u> </u> | | |
| | 車機件 | <u> </u> | | |
| | 車零件 | <u> </u> | | |
| | 車配件 | <u> </u> | | |
| | 車附件 | <u> </u> | | |
| | 車組件 | <u> </u> | | |
| | 車部件 | <u> </u> | | |
| | 車構件 | <u> </u> | | |
| | 車元件 | <u> </u> | | |
| | 車器材 | <u> </u> | | |
| | 車材料 | <u> </u> | | |
| | 車用品 | <u> </u> | | |
| | 車用具 | <u> </u> | | |
| | 車工具 | <u> </u> | | |
| | 車器械 | <u> </u> | | |
| | 車設備 | <u> </u> | | |
| | 車設施 | <u> </u> | | |
| | 車裝置 | <u> </u> | | |
| | 車系統 | <u> </u> | | |
| | 車程序 | <u> </u> | | |
| | 車方法 | <u> </u> | | |
| | 車技術 | <u> </u> | | |
| | 車工藝 | <u> </u> | | |
| | 車藝術 | <u> </u> | | |
| | 車科學 | <u> </u> | | |
| | 車文化 | <u> </u> | | |
| | 車教育 | <u> </u> | | |
| | 車研究 | <u> </u> | | |
| | 車發展 | <u> </u> | | |
| | 車進步 | <u> </u> | | |
| | 車繁榮 | <u> </u> | | |
| | 車興旺 | <u> </u> | | |
| | 車昌盛 | <u> </u> | | |
| | 車發達 | <u> </u> | | |
| | 車富強 | <u> </u> | | |
| | 車文明 | <u> </u> | | |
| | 車和諧 | <u> </u> | | |
| | 車幸福 | <u> </u> | | |
| | 車安康 | <u> </u> | | |
| | 車吉祥 | <u> </u> | | |
| | 車如意 | <u> </u> | | |
| | 車順心 | <u> </u> | | |
| | 車稱心 | <u> </u> | | |
| | 車滿意 | <u> </u> | | |
| | 車愉快 | <u> </u> | | |
| | 車開心 | <u> </u> | | |
| | 車高興 | <u> </u> | | |
| | 車快樂 | <u> </u> | | |
| | 車幸福 | <u> </u> | | |
| | 車美滿 | <u> </u> | | |
| | 車圓滿 | <u> </u> | | |
| | 車成功 | <u> </u> | | |
| | 車勝利 | <u> </u> | | |
| | 車捷徑 | <u> </u> | | |
| | 車Shortcut | <u> </u> | | |
| | 車Fastway | <u> </u> | | |
| | 車Easyway | <u> </u> | | |
| | 車Simple way | <u> </u> | | |
| | 車Direct way | <u> </u> | | |
| </ | | | | |

Sample Inspection Sheet !

LUD FITTING LOG

TARGET: KANGOL BABIES SEASON: ORDER NO: 2000/191 STYLE NUMBER: KOSM 0517801
 DESCRIPTION: MONACO 3/4 SLEEVE SHIRT COUNTRY: K. MARKS FACTORY: BHACT/LEASPOWER-#
 SAMPLE TYPE: 2X2 SET CUSTOMER: INVOICE DATE: 2/11/00 COMMENTS:

| MEASUREMENT POINTS IN INCHES | XS | S | M | L | COMMENTS | |
|--|-------|-------|-------|-------|----------|--|
| CHEST | 32 | 34 | 36 | 38 | 32 | 1) MEAS. AND NOT TO SPEC. Need to correct discrepancies |
| C.B. LENGTH | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | 2) Need to reposition pattern so there is one on chest position, as it is on hip. Need to move approx 1/2" down from 2nd bar task. pls correct |
| SHOULDER PT TO PT | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| SLEEVE LENGTH FROM SHOULDER INCL CUFF | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| ARMHOLE IN A CURVE | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| MBI ANGLE X CHEST (6" down for c.b. neck seam) | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| HBM | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| SIDE SEAM | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| YORK LENGTH (X back 1" from c.b. neck) | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| SLEEVE OPENING FLAT | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| WAIST: 12" below c.b. neck | 13.75 | 14.75 | 15.75 | 16.75 | 17.75 | |
| COLLAR POINT | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | 3) Neck line need to be lowered approx 1/4" + more correct. There is a gap just below the neckline which needs to be eliminated. |
| COLLAR SPREAD | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |
| COLLAR DEPTH AT C.B. | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |
| COLLAR STAND DEPTH AT C.B. | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |
| COLLAR CIRCUMFERENCE BTN TO BTN HOLE | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |
| PLACKET LENGTH 2" (DTH) | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |
| YIE SPACE | 2.75 | 2.75 | 2.75 | 2.75 | 2.75 | |

Back neckdrop: 1/4" 1/4" 1/4" 1/4" 1/4"

1) pls submit 1x S. re-used sample based on above comments.
 2) I will return the size set of comments for ur reference. pls return with re-used sample
 3) missing content label
 4) missing swing tag "741" for ladies.
 5) missing swing tag "746" for the men.

SENT 7 NOV 2000
 SENT 8 NOV 2000
 Y/O: Zaspach
 ATTN: Samul
 PH: Stella Nun
 P. 1/11

Costing Sheet !!

I N T ' L L T D
PROPORTIONAL / COST SHEET

MANUFACTURER: 02-0401 (3/4) DATE: 18 JAN 01
 CUSTOMER: USTC 49 STYLE NO: D156-3737
 GARMENT WT: 558 LB/OZ: 2245 ORDER NO: 2245

1. YARN COST & CONSUMPTION / PIECE *Actual 69/1002* (PROTO / EXH / BULK / ESTIMATE)

| COUNT | COMPOSITION | ORG. YARN COST / PZ | PLY | RATIO | % OF WASTAGE | WSTG | LBS / PC + YARN PX | AMOUNT |
|-------|----------------|---------------------|-----|-------|--------------|------|--------------------|--------|
| 1 | 740.75% VISCOS | | 1 | 100 | 25 | 0.62 | 113 | 70.00 |
| 2 | 35% NYLON | | | | | | | |
| 3 | 75% VISCOS | | | | | | | |
| 4 | | | | | | | | |
| 5 | | | | | | | | |

YARN MISC COST: 10 %
 SUB TOTAL: 77 HK\$

2. PRODUCTION COST / PIECE

| | DATE | ESTIMATE | DATE | FACTORY | DATE | BID | DATE | APPROVED |
|-----------------------------|------|----------|-------|-------------|------|-----|------|----------|
| COST OF MAT'L | 11/1 | 71.50 | 11/21 | 77 | 1 | | | |
| C.M.T. | 11/1 | 50.120 | 11/21 | 32.4 + 21.3 | 1 | | | |
| ACCESSORIES: BUTTON / LABEL | 11/1 | 5 | 11/21 | 5 | 1 | | | |
| INTERNAL COST: | 11/1 | 10 | 11/21 | 10 | 1 | | | |
| OTHERS: | 1 | | 1 | | 1 | | | |
| SUB TOTAL: | | 156.80 | | 145 | | | | |

3. QUOTA COST

| COUNTRY | QUOTA COST | QUOTA ORIGIN | DATE | MARKET. PX. HK\$/PC | DATE | FINAL QUOTA PURCHASE COST | PX QUOTE DATE TO CLIENT |
|------------|------------|--------------|------|---------------------|------|---------------------------|-------------------------|
| 638/9 | | CHINA: | | 14.30 | | | 14.30 |
| SUB-TOTAL: | | | | | | | 160 |

4. PROFIT & COMMISSION

| | | | |
|------------------------------------|----|-------------------------|-----|
| PROFIT | 2% | % ON TOP OF GRAND TOTAL | 54. |
| COMMISSION | | % ON TOP OF OUR PROFIT | |
| PRICE QUOTE TO CLIENT IN FOB HK/PC | | | 214 |

REMARKS: US\$ 2.8

PREPARED BY: [Signature] APPROVED BY: _____

1. THIS COST SHEET PLEASE PREPARE 3 COPIES, ONE TO BE FILED AWAY IN THE MASTER FILE WHICH IS KEPT AT ASSISTANT MERCHANDISE AND THE OTHER KEPT BY MERCHANDISER IN CLIENT CASE FILE.

Working Environment !!



Sample room !!





**What we can achieve
today with ERP solution ?**

生產單

第 1 頁 (共 3)

買家 : NORTH McNAUGHTIN
廠家 : YU CO LTD
本廠款號 : MSCST00001
客戶款號 : NMNST0121

生產單編號 : MSCP08T001
發行人 : Mission System Consultant
匯單日期 : 2004 年 08 月 28 日
結貨日期 : 2004 年 11 月 28 日

款式

MSCST00001

女裝上衫

製衣注意事項

車縫指示牌圖：前身、後身每條 14" 褶縫，
下段需開邊縫，肩寬 42 14" 褶縫，前
胸 42 14" 褶縫
車縫指示牌圖：後身 14" 褶縫，中後在後中，左右袖各一氣位縫
車縫指示牌圖：腰圍 14" 褶縫

顏色及型時分配表

款式 : MSCST00001
結貨日期 : 2004 年 11 月 28 日

| 顏色/款時 | 8 | 10 | 12 | 14 | 16 | TOTAL |
|-------|-----|-----|-----|-----|-----|-------|
| 黑色 | 100 | 100 | 100 | 100 | 100 | 500 |
| 天藍色 | 100 | 100 | 100 | 100 | 100 | 500 |

1,000 (PCS)

特別重要事項

WASHING LABEL : MACHINE WASH COLD, GENTLE CYCLE WITH SIMILAR COLOURS;
洗水標 : USE ONLY NON-CHLORINE BLEACH WHEN NEEDED;
LINE DRY IRON ON LOWEST SETTING AS NEEDED

18/F China Aerospace Centre, 143 Hui Bin Road, Kowloon, Hong Kong
Tel: (852) 2510 1848
Fax: (852) 25 53 0025
Email: info@msc.com.hk
Website: www.msc.com.hk

生產單

生產單編號 : MSCPGST001
 本廠校號 : MSCST00001
 發行人 : Mission System Consultant

第 2 頁 (共 3 頁)

尺寸表 (CM)

| 名稱 \ 號碼 | 8 | 10 | 12 | 14 | 16 |
|-----------|--------|--------|--------|--------|--------|
| 總圍(最窄點度) | 39.750 | 40.000 | 40.750 | 41.000 | 41.750 |
| 胸圍 | 40.000 | 41.000 | 42.000 | 43.000 | 44.000 |
| 坐圍(腋下) | 40.500 | 41.500 | 42.500 | 43.500 | 44.500 |
| 肩圍 | 14.625 | 15.625 | 16.625 | 17.625 | 18.625 |
| 背闊 | 13.875 | 14.875 | 15.875 | 16.875 | 17.875 |
| 後中長 | 22.000 | 23.000 | 24.000 | 25.000 | 26.000 |
| 前中長(領肩點度) | 22.625 | 23.625 | 24.625 | 25.625 | 26.625 |
| 袖長 | 29.875 | 29.875 | 22.875 | 23.875 | 24.875 |
| 袖口圍 | 6.750 | 7.750 | 8.750 | 9.750 | 10.750 |
| 袖臂(腋下1/2) | 13.500 | 14.500 | 15.500 | 16.500 | 17.500 |
| 主夾圍 | 19.750 | 20.750 | 21.750 | 22.750 | 23.750 |
| 腳圍 | 41.750 | 42.750 | 43.750 | 44.750 | 45.750 |
| 建英 | 13.000 | 14.000 | 15.000 | 16.000 | 17.000 |
| 主領圍 | 14.875 | 15.875 | 16.875 | 17.875 | 18.875 |

附加事項

褲腰圍長 : NORTON 褲腰1個扣(扣SEARS 扣不會扣有彈性)
 褲腰圍長 : 洗水單1個
 褲腰圍長 : 彈力帶1個

包裝資料

包裝 : 每件入一個藍色塑膠袋, 膠袋內放一個綠卡紙夾與考供紙包好。
 褲腰圍長膠袋上
 SEARS 貼紙貼於SEARS LOT 褲腰只露下半位置中間

原樣

P: JTYL88+MSCST00001

PRINT OF: 00000001

MADE IN: CHINA

原樣1

QTY: 1 套行碼頁: P01
 G.M.: 套行碼頁: P02
 H.M.: 套行碼頁: P03

原樣2

注意事項

特保注意 : 不要寫 "MADE IN CHINA"
 特保注意 : 這位點序

16/F China Aerospace Centre, 163 Hui Sun Road, Kowloon, Kowloon, Hong Kong.
 Tel: (852) 2510-1940 Fax: (852) 2510-0825
 Email: info@msc.com.hk Website: www.msc.com.hk

Structured Production Orders

製造通知單

發單日期: 2004 年 07 月 27 日 更改日期: 2004 年 07 月 27 日

製造單No. : L0408036

原料類 : 80%RAYON 18%NYLON
2%SPANDEX

客戶 : WESTCOAST CONTEMPO | 合約 : VPO-1271

交貨日期 : 2004年08月27日

| | |
|--|------------------------|
| 款類 : | 廠貨號 : L146890 |
| 女裝樽領彎夾長袖過頭笠, 全件車邊, 衫腳元筒, 領/袖咀車雙層毛毛, 後中 車隱形拉鏈+釘烏蠅扣。 - 一條2/30 100%光絲 - 一條A4-8瑞華拉架 | 重 量 : 10 1/4-11 1/4磅/打 |
| | 客貨號 : CH4-9203 |
| | 客 名 : kenzie |

| 原料 | BLUSH | DAWN | | | | |
|----------------|--------------|--------------|--|--|--|--|
| 2/30支 100% 人造絲 | M13509 粉紅 | M13510 湖藍 | | | | |
| 瑞華彈力線 #A4-8 | M13790 粉紅 | M13789 湖藍 | | | | |

| 治 | XS | S | M | L | XL |
|-----------------|--------|--------|--------|--------|--------|
| 位置/ 呎吋(INCH) | | | | | |
| 身長-膊平度 | 20 3/4 | 21 1/4 | 21 3/4 | 22 1/4 | 22 3/4 |
| 胸闊-夾下1' | 13 | 14 1/2 | 16 | 17 1/2 | 19 |
| 腳闊 | 12 1/2 | 14 | 15 1/2 | 17 | 18 1/2 |
| 腳高-元全 | 1/2 | 1/2 | 1/2 | 1/2 | 1/2 |
| 膊闊 | 12 1/2 | 13 3/4 | 15 | 15 3/4 | 16 1/2 |
| 腰闊 | 11 1/4 | 12 3/4 | 14 1/4 | 15 3/4 | 17 1/4 |
| 袖長-後中至膊至袖口 | 29 1/2 | 30.380 | 31 1/4 | 31 3/4 | 32 1/4 |
| 夾闊-直度 | 6 1/4 | 6 3/4 | 7 1/4 | 7 3/4 | 8 1/4 |
| 臂闊-夾出1' | 4 1/4 | 4 3/4 | 5 1/4 | 5 3/4 | 6 1/4 |
| 袖咀高-毛毛 | 1 3/4 | 1 3/4 | 1 3/4 | 1 3/4 | 1 3/4 |
| 袖咀闊 | 4 1/2 | 4 5/8 | 4 3/4 | 4 7/8 | 5 |
| 領闊-線至線 | 7 5/8 | 7 5/8 | 7 5/8 | 8 1/8 | 8 5/8 |
| 前領深-膊平至線 | 3 3/8 | 3 3/8 | 3 3/8 | 3 5/8 | 3 7/8 |
| 後領深-膊平至線 | 3/4 | 3/4 | 3/4 | 3/4 | 3/4 |
| 領高-毛毛領後中度 | 2 | 2 | 2 | 2 | 2 |
| 領拉力 | 12 | 12 | 12 | 12 1/2 | 13 |

| 呎吋 | | | | | | | 數量/ (PC) |
|----|----|----|---|---|---|---|----------|
| XS | 5 | 2 | | | | | 7 |
| S | 16 | 4 | | | | | 20 |
| M | 21 | 7 | | | | | 28 |
| L | 14 | 5 | | | | | 19 |
| XL | 6 | 3 | | | | | 9 |
| | 62 | 21 | 0 | 0 | 0 | 0 | 83 |

備註:

- 1.3 3:展發
- 2.附辦1件請參考做貨;
- 3.後領中隱形拉鏈長加長2 1/2", 但拉鏈車法仍照大辦且拉鏈要配色;
- 4.烏蠅扣改爲2對, 1對釘於毛領頂部, 另一對釘於毛領下1 1/4"位;
- 5.所有顏色大貨毛領均用米白色;
- 6.留意衫身不能起鏡及有壓痕, 入件袋時請多攝入些拷貝紙;
- 7.開機前先急復M碼辦2件給客人批復;
- 8.出貨前出船頭辦M碼2件。



We can centralize all Material Purchase

| <u>MATERIAL REQUEST</u> | | | | | | |
|--|--------------------------|----------------------------------|--|---------------------|--------------------------------|------------------------|
| ATTN 啟 : Kevin Chu | | | REQUEST ORDER 物料需求通知單 : MRPP002 PAGE 頁數 : 1 OF 1 DATE 日期 : 07-AUG-2004 | | | |
| ORDER NO. 裝單 : POPP002 | | ORDER SHIP DATE 貨期 : 15-NOV-2004 | | PORT 結埠 : HONG KONG | | |
| STYLE 款號 : MSC001 | | QTY 數量 : 6,534 PC | | | | |
| MATERIAL NO. 物料編號 | DESC / COLOUR 描述 / 顏色 | SIZE 規格 | CONFIRM QTY 數量 | UNIT PRICE 單價 | AMOUNT SUPPLIER (HKD)金額 供應商 | EXPECTED DEL 預計物料貨期 |
| Y001 | 1/5.5 50% 4層 30% 人造棉 | | | | | |
| | BLACK | | 4,352.28 LB | HKD 12.0000/LB | 52,227.12 MF | 15-SEP-2004 |
| | orange | | 2,177.44 LB | HKD 12.0000/LB | 26,129.28 MF | 15-SEP-2004 |
| | white | | 2,177.44 LB | HKD 12.0000/LB | 26,129.28 MF | 15-SEP-2004 |
| Y002 | 1/4 50% 4層 50% 人造棉 | | | | | |
| | BLACK | | 3,771.95 LB | HKD 12.0000/LB | 45,263.40 MF | 15-SEP-2004 |
| | orange | | 1,887.11 LB | HKD 12.0000/LB | 22,645.32 MF | 15-SEP-2004 |
| | white | | 1,887.11 LB | HKD 12.0000/LB | 22,645.32 MF | 15-SEP-2004 |
| YGC-49 | 49G 粘帶 | | | | | |
| | BLACK | 10 | 227.72 PC | HKD 1.2000/PC | 273.26 CHICHEON | 15-SEP-2004 |
| | BLACK | 11 | 55.81 PC | HKD 1.2000/PC | 66.98 CHICHEON | 15-SEP-2004 |
| | orange | 10 | 113.80 PC | HKD 1.2000/PC | 136.56 CHICHEON | 15-SEP-2004 |
| | orange | 11 | 29.50 PC | HKD 1.2000/PC | 34.20 CHICHEON | 15-SEP-2004 |
| | WHITE | 10 | 113.80 PC | HKD 1.2000/PC | 136.56 CHICHEON | 15-SEP-2004 |
| | WHITE | 11 | 29.50 PC | HKD 1.2000/PC | 34.20 CHICHEON | 15-SEP-2004 |
| TOTAL AMOUNT 總金額 (HKD) : | | | | | 185,723.03 | |
| REQUESTED BY 發單人 : Mission System Consultant | | | | | | |
| REMARKS 備註 : | | | | | | |

Structured Costing details

| COSTING ANALYSIS | | | | | | |
|----------------------------|---------------|----------------|--------------------|------------------|-----------|-------------------------------------|
| COSTING SHEET NO: COJA0001 | | | ISSUED BY : MSC | | | |
| CUSTOMER : MSC LTD | | | DATE : 18-JUN-2004 | | | |
| STYLE NO. : MSCJA001 | | | COST UNIT : PCS | | | |
| CUST. STYLE : C123 | | | REF QTY : | | | |
| STYLE GROUP : | | | DEPT NO : | | | |
| DESCRIPTION : JACKET | | | DIV NO : | | | |
| PROGRAM : | | | SEASON : | | | |
| Material | | | | | | |
| Type | Material No. | Material Name | Usage | Unit Cost | Wastage | Actual Consumption Amount |
| Main | | | | | | |
| | FAB001 | 100% Polyester | 12 YD | 10.0000 HKD / YD | .00 | 12.00 120.00 |
| | FAB002 | 100% Polyester | 12 YD | 10.0000 HKD / YD | .00 | 12.00 120.00 |
| | | | | | | Total : 240.00 |
| Acc | | | | | | |
| | INT001 | Interlining | 6 YD | 5.0000 HKD / YD | .00 | 6.00 36.00 |
| | BUT001 | Button | 5 PCS | 5.0000 HKD / PCS | .00 | 5.00 25.00 |
| | | | | | | Total : 61.00 |
| | | | | | | TOTAL MATERIAL COST : 301.00 |
| Lab/Misc | | | | | | |
| Type | Description | Usage | Unit Cost | Marked Up Base | Base Cost | |
| CMT | | | | | | |
| | TRIMMING | | 10.0000 HKD | 10.00 | 10.00 | |
| | | | | | | Total Lab/Misc : 10.00 |
| non-CMT | | | | | | |
| | 普洗 | | 9.5000 HKD | 9.50 | 9.50 | |
| | | | | | | Total Lab/Misc : 9.50 |
| Overhead | | | | | | |
| | 加工費 | | 3.3000 HKD | 3.30 | 3.30 | |
| | | | | | | Total Lab/Misc : 3.30 |
| TOTAL COST | | | | | | |
| Item | Base Cost | Marked Up Cost | | | | |
| Acc | 61.00 | 61.00 | | | | |
| Main | 240.00 | 240.00 | | | | |
| CMT | 10.00 | 10.00 | | | | |
| non-CMT | 9.50 | 9.50 | | | | |
| Overhead | 3.30 | 3.30 | | | | |
| Total | 323.80 | 323.80 | | | | |



Each merchandiser has his own working Calendar

Calendar-- v20030805







Search Calendar All Month Week Day Tasks

Year: 2004 Month: 9 Display Style

| W | Sunday | Monday | Tuesday | Wednesday | Thursday | Friday | Saturday |
|---|------------------------------|--|--|-------------------------------|------------------------------|---|-------------------|
| 1 | 29 | 30 | 31 | 1 MSCCAP001 MSCBAG0001 | 2 | 3 MSCBL00001 | 4 |
| 2 | 5 | 6 MSCCAP001 | 7 MSCCAP001 | 8 MSCBL00001 MSCBAG0001 | 9 MSCBAG0001 | 10 63-4588-100 MSCCAP001 | 11 |
| 3 | 12 | 13 MSCCAP001 63-4588-100 | 14 MSCCAP001 | 15 | 16 MSCCAP001 | 17 | 18 63-4588-100 |
| 4 | 19 MSCCAP001 | 20 | 21 More..... MSCCAP001 63-4588-100 MSCCAP001 MSCCAP001 | 22 MSCCAP001 | 23 MSCCAP001 MSCCAP001 | 24 MSCCAP001 MSCCAP001 MSCCAP001 | 25 |
| 5 | 26 MSCCAP001 MSCCAP001 | 27 More..... 63-4588-100 MSCCAP001 MSCCAP001 MSCCAP001 | 28 | 29 MSCCAP001 MSCCAP001 | 30 | 1 | 2 |
| 6 | 3 | 4 | 5 | 6 | 7 | 8 | 9 |

44

Page : 1 of 6 4/28/2005 7:16 PM

| Buyer PO | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|---|--|--|-------------------------------|---------------|--|-----|-----|------|---------|-------------------|------------------------|------|--------------------|--------|--------------------|--------------------|------------|------|--------------------|------|----------------|------|----------|------|------------------|------|----------------|------------------|--------------------------|----------------|
| PICTURE | OS / PO # | STYLE # / DESC. | COLOR / GROUP NAME & CODE | P.O. QTY PCS | FABRIC CONTENT | FTY | C/O | TRIM | LAB DIP | | STRIKE OFF / HAND LOOM | | CONCEPT SMPL | | FIT SMPL | | PHOTO SMPL | | PP SMPL | | START KNITTING | | TOP SMPL | | SHTPT INSPECTION | | X-FTY DUE DATE | DC/ NRT DUE DATE | AT CONSOLIDATOR NRT DATE | BUYER NDC DATE |
| | | | | | | | | | DUE | ACTL | DUE | ACTL | DUE | ACTL | 1ST DUE | 2ND DUE | DUE | ACTL | DUE | ACTL | DUE | ACTL | DUE | ACTL | DUE | ACTL | | | | |
|  | Shpt # 1-1 Shpt # 1-2 Shpt # 1-3 | 15-0512 SWTR STRAPES S/L TANK F-04-09 | BLK/ IVORY | 0 400 0 | Slk/HPL Lyc Black/Ivory Stripes | | | | | s/s O s/s D | | | 4/26 O 5/4 D | | s/s O s/s D | 8/1 O 6/5 D | | | 8/13 O 6/15 D | | | 8/16 | | 8/27 | | | | | | 08/10/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | Shpt # 1-1 Shpt # 1-2 Shpt # 1-3 | 15-0514 SWTR | Black & Ivory | 0 400 0 | Slk/HPL 2x2 High Rib into Jay Top Rib Collar | | | | | s/s O s/s D | | | 04/19 O 4/28 D | 0421 A | 4/28 O 5/2 D | s/s O s/s D | | | s/s O 8/1 D | | | 6/2 | | 8/20 | | | | | | 08/10/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | Shpt # 1-1 Shpt # 1-2 Shpt # 1-3 | 15-0516 SWTR V/NK 3/4 SL W/TIPPING | BLACK | 0 400 0 | Slk/100 Nyl 2x2 rib body w/ tipping BLACK body w/ IVORY tipping | | | | | s/s O s/s D | | | s/s O 05/10 D | | s/s O s/s D | 8/1 O 6/5 D | | | 8/13 O 6/15 D | | | 8/16 | | 8/28 | | | | | | 08/10/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | Shpt # 1-1 Shpt # 1-2 Shpt # 1-3 | 15-0458/ 15-0450 | BLACK/CK IVORY | 0 400 0 | Slk/ Cotton | | | | | BLK AS 15-0450 | | | 04/29 O 05/05 D | | s/s O s/s D | s/s O s/s D | | | 6/5 O 6/5 D | | | 6/9 | | 8/26 | | | | | | 08/10/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | Shpt # 1-1 Shpt # 1-2 Shpt # 1-3 | 15-0513 SWTR (Have Shoulder Seam) | BLACK | 0 400 0 | Slk w/HPL High Rib Skirt into Rib Top | | | | | s/s O s/s D | | | 04/29 O | 4/28 | 05/16 O 05/18 D | 05/25 O 05/27 D | | | 06/05 O 06/06 D | | | 6/9 | | 8/26 | | | | 8/2x | | 08/15/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | Shpt # 1-1 Shpt # 1-2 | 15-0457 | BLACK | 0 400 | Acry/Wool Hand Knitted Cocoon | | | | | s/s O s/s D | | | 04/29 O 05/05 D | | s/s O s/s D | s/s O s/s D | | | 6/5 O 6/5 D | | | 6/9 | | 8/26 | | | | 8/2x | | 08/15/05 |
| TTL: 400 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

Direct integration of data source onto Excel

Microsoft Excel - Report.xls

File Edit View Insert Format Tools Data Window Help MSC



Type a question for help

100%

Reply with Changes... End Review...

Arial 10 B I U

G36

| | A | B | C | D | E | F |
|-----|---------------------------|---|-----------------|--------------------|-----------------------|--------|
| | Garment Style / Model No. | | Garment Factory | Mill / Fabrication | | Colour |
| 203 | MSCKNT0001 |  | | Mill | CHUNGS | |
| 204 | MSCYN001 | | | Description | 70% 人造絲 30% 尼龍 | |
| 205 | LADIES ROUND NECK | | | Yarn composition | | |
| 206 | PULLOVER 女裝圓領過頭笠 | | | Yarn Count | | |
| 207 | | | | Yarn Name | | |
| 208 | | | | Yarn Origin | | |
| 209 | | | | | | |
| 210 | | | | Mill | FU WAH | |
| 211 | | | | Description | 24#光身急鈕 | |
| 212 | | | | Art No. | MSCBUT001 | |
| 213 | | | | | | |
| 214 | | | Mill | WAH FUNG | | |
| 215 | | | Description | SILVER TAB主嚟 | | |
| 216 | | | Art No. | MSCMAT0023 | | |
| 217 | | | | | | |
| 218 | | | Mill | WAI FUND | | |
| 219 | | | Description | 洗水嚟 Washing Label | | |
| 220 | | | Art No. | MSCLAB001 | | |
| 221 | | | | | | |
| 222 | | | | | | |
| 223 | | | | | | |
| 224 | | | | | | |
| 225 | MSCKNT0002 |  | | Mill | GD-HVT | |
| 226 | MSCMAT071 | | | Description | 2/30 100% MERINO WOOL | |
| 227 | 男裝元領三點入夾長袖過頭笠 | | | Yarn composition | | |
| 228 | ，全件織6X6坑，領貼織6X6單 | | | Yarn Count | | |
| 229 | | | | Yarn Name | | |
| 230 | | | | Yarn Origin | | |
| 231 | | | | | | |
| 232 | | | | | | |
| 233 | | | | | | |
| 234 | | | | | | |
| 235 | | | | | | |
| 236 | | | | | | |

Ready NUM

Sample Library to keep track of all samples applying bar code

MSC Garment System ~ MSC (ADMIN) - [Material Label Report]

File Master Reports System Table Help Page

| | | | |
|---------------|------------------------------|---------------|------------------------------|
| F000000001 | MDSI CMO FABRIC LIBRARY | F000000001 | MDSI CMO FABRIC LIBRARY |
| RUENTEX | Const/Gauge : 107 x 81 (N/A) | RUENTEX | Const/Gauge : 107 x 81 (N/A) |
| #AK7070 | Yarn Size : 75d x 120d | #AK7070 | Yarn Size : 75d x 120d |
| Nylon Taffeta | Fib. Content : 100% Nylon | Nylon Taffeta | Fib. Content : 100% Nylon |
| | Fab. Finish : Preshrunk | | Fab. Finish : Preshrunk |
| | Fab. Width : 60"/61" | | Fab. Width : 60"/61" |
| | Fab. Weight : 4 oz/sq yd | | Fab. Weight : 4 oz/sq yd |
| W000000005 | MDSI CMO FABRIC LIBRARY | W000000005 | MDSI CMO FABRIC LIBRARY |
| RUENTEX | Const/Gauge : 107 x 81 (N/A) | RUENTEX | Const/Gauge : 107 x 81 (N/A) |
| #AK7070 | Yarn Size : 75d x 120d | #AK7070 | Yarn Size : 75d x 120d |
| Nylon Taffeta | Fib. Content : 100% Nylon | Nylon Taffeta | Fib. Content : 100% Nylon |
| | Fab. Finish : Preshrunk | | Fab. Finish : Preshrunk |
| | Fab. Width : 60"/61" | | Fab. Width : 60"/61" |
| | Fab. Weight : 4 oz/sq yd | | Fab. Weight : 4 oz/sq yd |
| W000000005 | MDSI CMO FABRIC LIBRARY | F000000012 | MDSI CMO FABRIC LIBRARY |
| RUENTEX | Const/Gauge : 107 x 81 (N/A) | RUENTEX | Const/Gauge : 107 x 81 (N/A) |
| #AK7070 | Yarn Size : 75d x 120d | #AK7070 | Yarn Size : 75d x 120d |
| Nylon Taffeta | Fib. Content : 100% Nylon | Nylon Taffeta | Fib. Content : 100% Nylon |

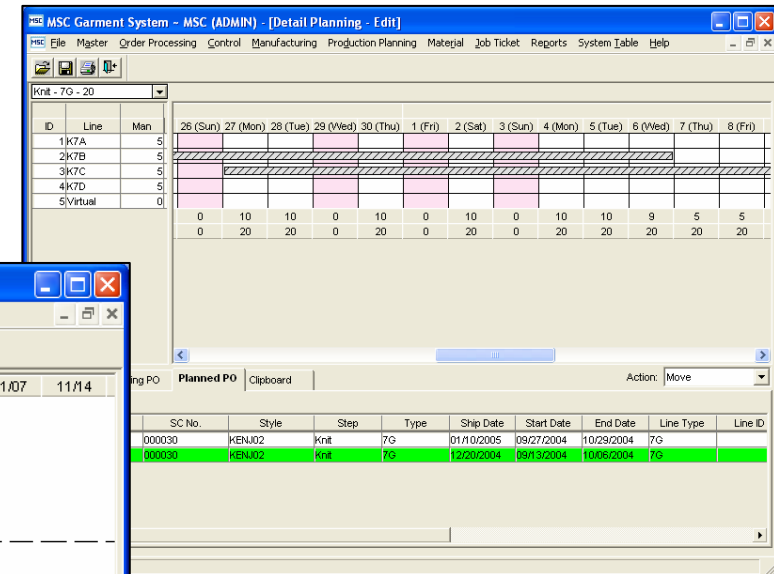
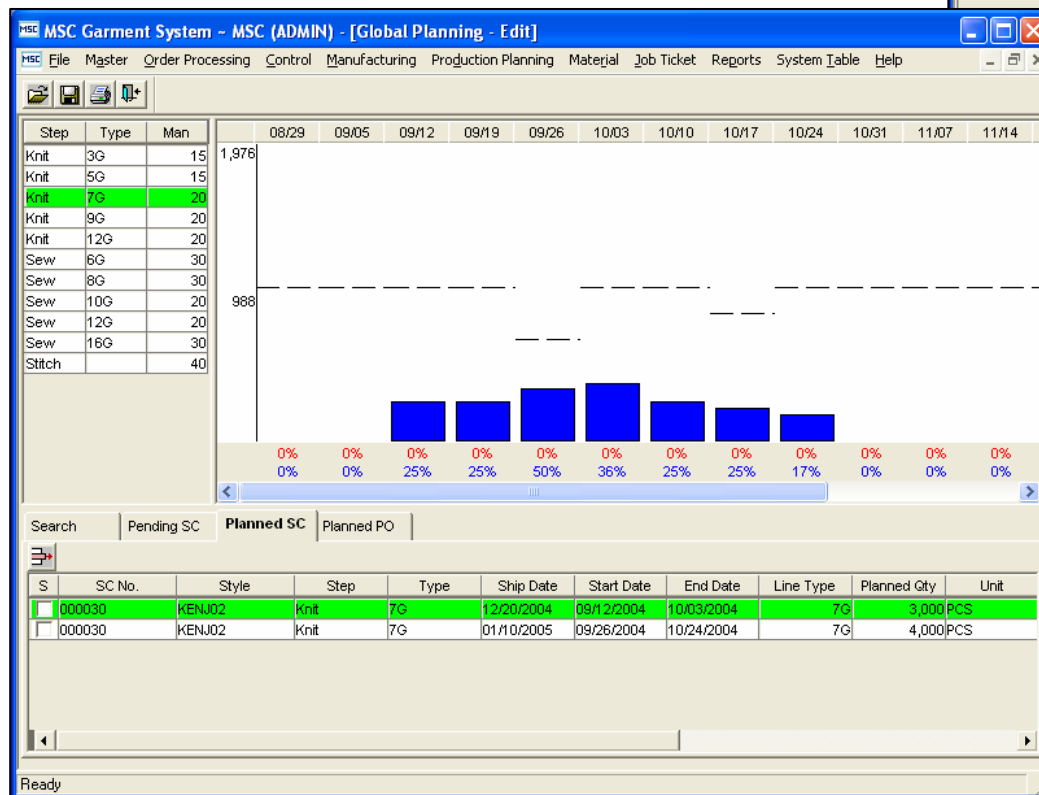
Ready



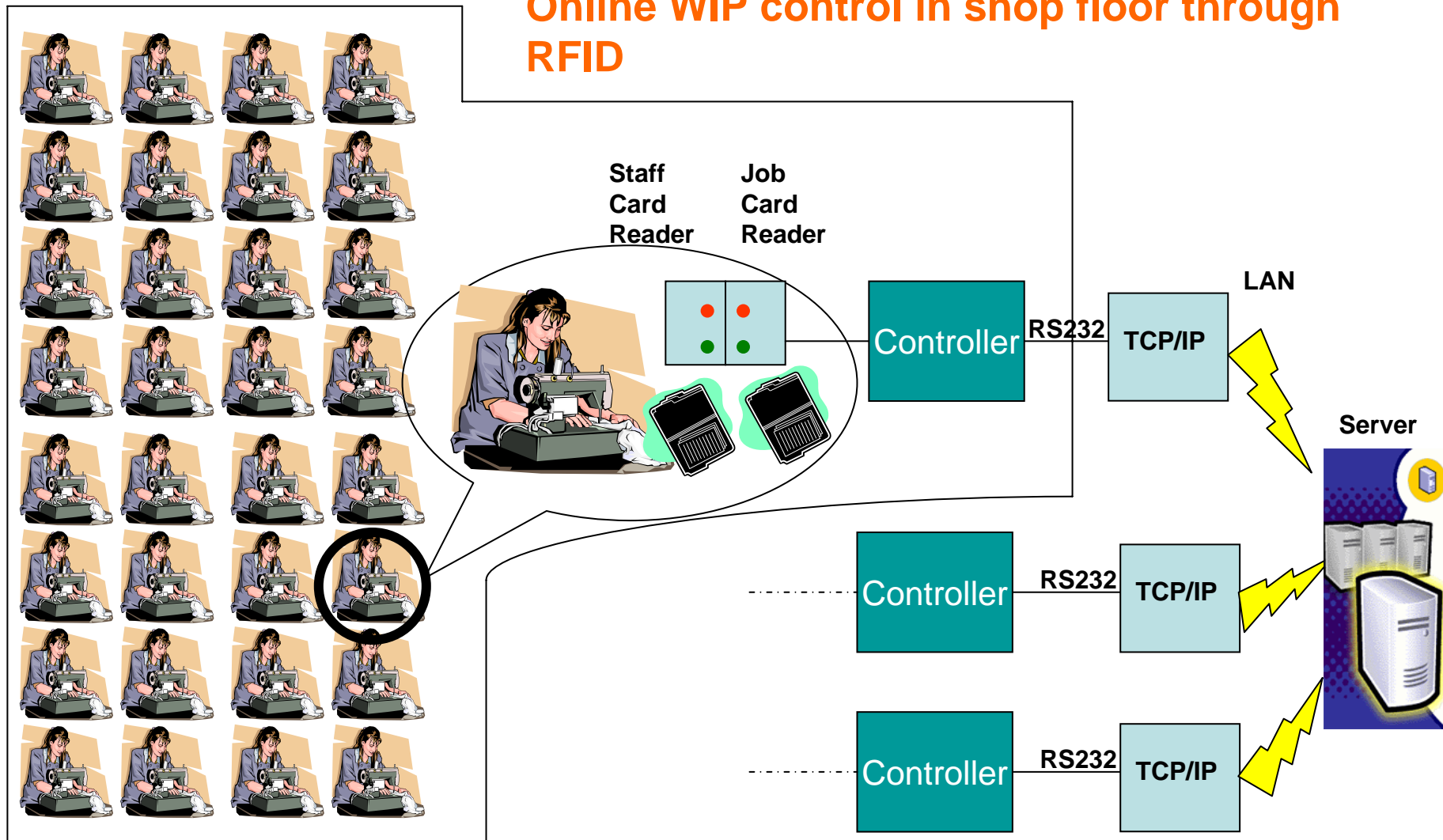
Microsoft Manufacturing Solutions Day



Production Planning module to monitor factory loading and delivery schedule



Online WIP control in shop floor through RFID



Efficiency “Killers”



Human Errors and Garbage information

Inaccurate Costing Information

Too many samples and development work

Staff overloaded worsen by bad habit

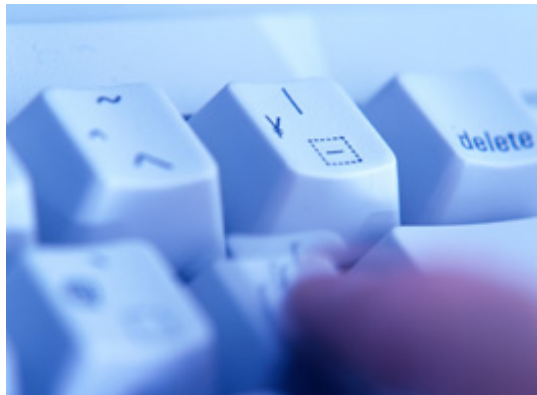
Manual follow up process

Poor communication between departments

Lack of management information

- Poor communication with buyers and suppliers

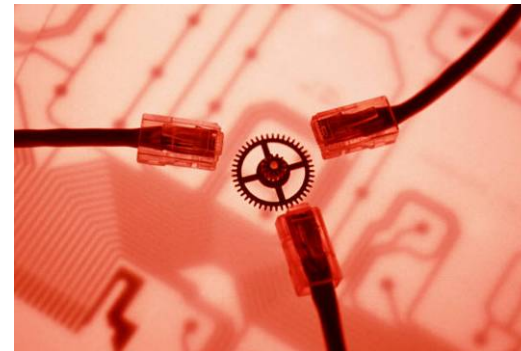




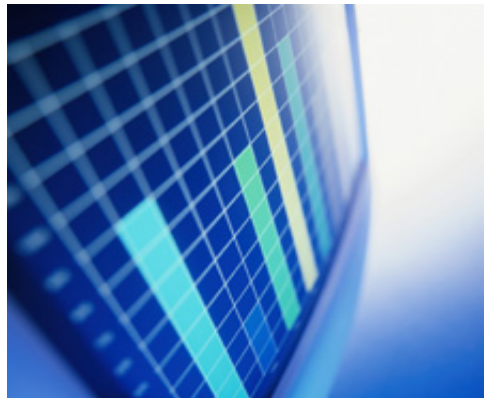
Demonstration

We can communicate with our buyers and suppliers easily on Internet using “InfoPath Technology”

- Excel Engine
- WIP updating
- Request for Quote



Download and Upload Via Email!

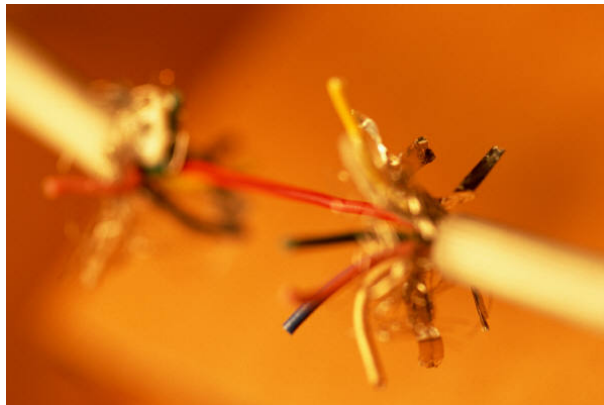


Goal

Goal

- Seamless supply chain process
- B2B process with high inter-connectivity
- Minimize Internal redundancy
- Better reporting and improved accountability
- Minimize inventory due to end-to-end supply chain transparency
- Customers see what they want, when they want, where they want





Major Challenge

Major Challenges

- How well the ERP can fit to streamline the supply chain business process ?
- How well the organization can implement the ERP and to restructure the process ?
- How well the information captured is processed, reported and analyzed ?
- How well the ERP is inter-connected
- How well the information is protected and controlled ?



MSC – Company Background

- Founded in 1989
- 1ST Apparel Application in 1995
- Over 200 corporate clients; approx. 8,000 users
- Experienced in both computer and soft goods industries
- Technology solutions provider in the textile and apparel industry for ODM, OEM, Traders and Buying offices
- With 'Zoom' technology, the solution allows high speed communication in remote locations



MSC Client Reference

ANNTAYLOR

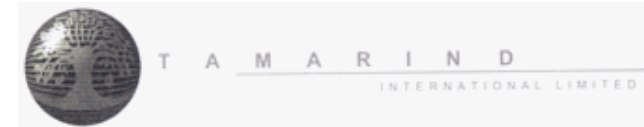
M - A - G
BY MAGASCHONI

DONNA KARAN
NEW YORK

▲ Arcadia Group Limited

TRINITY TEXTILES LTD.

SUN HING KNITTING
FACTORY LTD



YGM



UNITED COLORS
OF BENETTON.

proCam-Fis®



For more information
please contact

simon.lum@msc-global.com

Thank You !!

