

Trim Solution- the way forward for KDS Accessory

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Mostafiz is lost in the heap of papers wondering how to manage the upcoming shipment. Coming close on heels, the failure of the shipment date looms large as supply of few accessory items are still not confirmed. And the resulting failure to meet FOB deadline for garment shipment can punch a big hole in his reputable company's performance. All this results from managing supply of different accessories from a host of suppliers- overseas and local.

Above is not a fancy, but a reality that many merchandisers face today in face of stiff deadline that buyers place on garment manufacturers in Bangladesh. As global sourcing from developing world has become the order of the day, garment vendors in Bangladesh need to be alert. While garment orders are flocking around this country, vendors are finding it increasingly challenging to meet the tight deadline for overseas shipment. Managing the entire set of accessories, in addition to fabric and synchronizing these with the garment production schedule has become nightmare that all merchandisers face today.

To ease this pressure cooker situation, KDS Accessory has initiated a novel concept- Trim Solution. The concept rests on the premise that sourcing various trims in right time, at right price and in right quality not only holds the key to success of meeting tight garment deadline, but also provides a significant price advantage to the vendors. In a highly competitive market infested with tight margin, no garment manufacturer can play with their shipment or margin. In apparel supply chain, garment producers face enormous challenges in sourcing everything from fabric to various accessories in right quality, price and time. Being fraught with problems like irregular supply and inferior quality, they often underperform that results into delay in shipment.

Thus we at KDS Accessory figured out that providing this "package solution" to the garment manufacturer holds immense prospect. It will unburden the garment player by obviating the need to look for different accessories from different sources. This will free up resources in the garment sector and leave the entire accessory sourcing to the more experienced player like us. Also it saves cost as getting an entire set of accessories will be more cost-effective, which can be shared across garment and trim solution provider, creating a win-win situation.

We developed "trim solution road map" after stitching together various strategies and working plan. Consolidating overseas sourcing and building a subcontracting network featured prominently in our plan. Sourcing the entire set of accessories was major challenge that we figured out to be important for us to execute the concept. Also we concentrated sorting out commercial and logistical hurdles across continents, getting insight into many other accessory

sources that are specializing products we are not making. Sourcing at competitive prices from these sources in the beginning would not be easy as they used to sell already at competitive prices to garment players.

However, instead of getting discouraged by these difficulties, we forwarded with optimism to pursue this trim solution concept. We successfully overcame all these hurdles to make this concept success. We already provided “Trim Solution” to several buyers and garment vendors, who experienced significant benefit in getting supply of entire accessories in consolidated way with price benefit. Though the project has received encouraging feedback and generated business, however we still need to cross miles before this objective fully materialize. The key milestones of becoming “preferred trim solution to garment cutter ”, and “complete solution to garment cutter” and finally “complete solution to retailer/ importer” at global level are infested with many challenges we need to overcome. However, wining the trust of garment players, who are habituated in sourcing from many accessory players, will be most important to us.

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