

**Final Report on
Apparel Costing for Textile and Clothing
Enterprises
in Kyrgyzstan and Tajikistan
International Trade Centre
joint subsidiary organ of
United Nations
World Trade Organization**

Prepared by Ashley Choong of TaF.tc



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1. Executive Summary

The training was organized by the International Trade Centre (ITC)'s project, in collaboration with TaFtc International and funded by the Government of Switzerland within its Trade Cooperation Program (TCP) in Tajikistan and Kyrgyzstan.

The present project aims to increase the export competitiveness of the textile and clothing sector, by providing sector specific support to SMEs and relevant trade support institutions, as well as supporting respective stakeholders in taking a strategic approach to the sector's development.

Textile and Fashion Industry Training Centre (TaF.tc) is Singapore's foremost training facility, providing specialized courses in Retail Concepts, Garment Technology, and Fashion Merchandising since its establishment in 1983. Through offering a wide range and depth of courses, TaF.tc demonstrates its commitment to ensure relevant practical industry training within the fashion industry.

The training program was contextualized to both the corporate sector and also budding individuals, with the aim of enhancing their industry knowledge and respective expertise, and assisting them in exploring opportunities in the dynamic textile and fashion industry in both countries.

A 3-day training program was developed based on the skills and knowledge identified. The course materials developed were then translated to Russian. The training materials included 30 sets of learners reading course material, activity booklet and assessment papers. The 3 days program were designed to be interactive with simulated activities and case studies. One workshop each was held in Kyrgyzstan and Tajikistan with about 55 participants. Overall feedback was excellent with many positive comments from the participants with regards to the relevancy to work, quality of training and trainers.

2. Purpose of training

The training aimed to provide Tajik specialists with occupational knowledge and skills of various techniques and concepts in material and apparel cost computations that are widely used in the modern fashion industry with the objective of strengthening export competitiveness of SME in the textile and clothing sector and enhancing trade support institutional capacities in Tajikistan and Kyrgyzstan.

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At the end of the program the learner will be able to:-

1. Compute estimated fabric consumption based on given specs and sketch without the use of marker based on the industry norms.
2. Identify other components that affect apparel costs according to industry norms.
3. Estimate other additional process cost like embroidery, panel printing and wet processing cost according to organizational procedure.
4. Compute the final apparel costs according to organizational procedure

3. Overview

3.1 Workshop participation/organization

The training-workshop was attended by participants from several sectors which includes the Ministry of Industry and New Technologies, Industry players from the retail and manufacturing sectors as well as teachers and students from Universities.

In Dushanbe the training was attended by 26 individuals coming from 12 organizations; ten of the participants were from two universities. The attendance was 87% of the expected number of participants.

In Bishkek the training was attended by 25 individuals coming from 24 organizations; 2 of the participants were from Kyrgyz State University. The attendance was 83% of the expected attendance.

(The list of participants is attached as annex 1.)

Dushanbe/ Tajikistan

Sectors	Companies	No. of Participants
Ministry of Industry and New Technologies	1	1
Manufacturing / Retail	8	13
University	2	10
ITC	1	1

Bishkek / Kyrgyzstan

Sectors	Companies	No. of Participants
Manufacturing / Retail / Consulting	20	20
University	1	2
ITC	1	2
USAID	1	1

3.2 Program Overview

This training provides occupational knowledge and skills of the various techniques and concepts in material and apparel cost computations that are widely used in the fashion industry. It covers fabric consumption calculation and apparel costing. This fundamental knowledge will enable the entrepreneur, designer, merchandiser or marketing personnel to compute cost based on given sketch or sample. Understanding of the various components costs which enables the designer to estimate the commercial viability of his/her design; the product development executive could apply the various alternatives to fulfill the design/collection; the merchandiser to be a more effective negotiator with the suppliers or manufacturers; marketing personnel to provide quotations on the spot.

The program consist of the following topics:-

Fabric Costing

- Identification of the parameters of the given fabric
- Identify the various factors affecting fabric costs based on the industry norms

Fabric Consumption Calculation

- Marker Modes – Nap Either Way, Nap One Way and Nap Up and Down and its effects on fabric consumption.
- Analyze and arrange marker layout to optimize material utilization.
- Fabric Weight Expression and Conversions
- Stages of Fabric Consumption Calculation
- Compute estimated fabric consumption based on given specs and production drawings without the use of marker.

Apparel Costing

- Estimate other additional process cost like embroidery, panel printing and wet processing cost according to organizational procedure.
- Compute the final apparel costs with SMV

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This unit is delivered through lectures, demonstrations, show & tell, simulated hands-on activities and case studies.

(Refer to annex 2 for program syllabus)

The occupations that this unit would be relevant to include:

- Assistant Merchandisers to Merchandise Managers
- Marketing Executives and Managers
- Product Development Executives and Managers
- Sourcing Executives and Managers
- Assistant Designers and Designers
- Assistant and Assistant Buyers

3.3 Preparation of Training Materials

A 3-days training program was developed based on the TaF.tc recommendation. The course materials were mainly adapted from TaF.tc's existing programs, contextualized and edited for this project.

The course materials were sent via www.wetransfer.com to ITC Tajikistan and translated to Russian language for both countries. It should be noted that certain industry names were not translated because of international identity and remains consistent in several countries in US, Europe and Asia. Thus Kyrgyzstan and Tajikistan enterprises should use the common terms used internationally rather than translated version in Russian.

The unit of calculation in this case were all changed to metric system.

The training materials included the following :-

- A set of course notes in Russian language.
- Printed handouts of Activities 1 to 4, given to each participant as and when each chapter and topic was covered.
- 10 sets of reduced size patterns for marker activity
- Samples garments for show & tell.
- Measuring tapes
- List of items for ITC to prepare which include various stationery and types of equipment needed (see attached annex 3)
- Each participant was to bring a calculator for them to do their calculations.

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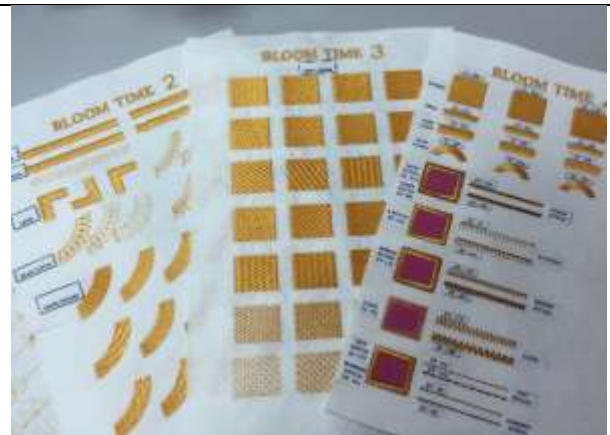
- This workshop is filled with several hands on activities such as
 - i. Marker activity
 - ii. Simulated fabric consumption calculations
 - iii. Apparel costing following 'FOB' components.

Trainer prepared the following training materials for the various activities.

(Refer annex 3 for logistic checklist)



Printed panels for show & tell



Embroidery Samples for show & tell



Samples for consumption calculation



Mini pattern pieces for marker simulated exercise

4. Training Delivery

The training-workshop took place on 29-31 October 2015 at the Technological University of Tajikistan in Dushanbe, and 2-4 November 2015 at an external training room in Bishkek. The trainer arrived at the venue earlier on the first day of training in order to coordinate on facility and resources.

The training is a rigorous, hands-on workshop covering the fundamental components of apparel costing. This focused training will include the preparation of a mock cost sheet.

The training was conducted by Ashley Choong in Tajikistan and Kyrgyzstan. Professional translators were engaged for consecutive translation during the workshop. All training materials were already translated to Russian, and were given to all participants on the day of the workshop itself.

The training-workshop was opened with a short speech from Mr. Khayol Boboev, Pro-Rector on International Cooperation, Technological University of Tajikistan, welcoming the participants and thanking the support from ITC for funding and planning of the program. He reiterated that the participants should make full use of the opportunity to learn something new and useful in their line of work.

Trainer started the session by asking participants to introduce themselves, and establishing the ground rules. The trainer went through the list of learning outcome so that participants understood the training program, learning outcomes and assessment.

Throughout the day each topic will begin with presentation of stimulus material, followed by simulated activities to reinforce learning. Individual work and discussion with a partner helps learners to recall pre-requisite knowledge and relate to their current work.

Activities were designed with the purpose of ensuring that participants understood the fundamental components of costing before computing cost.

This gives them a better understanding of the cost structure. Costing worksheets were prepared with templates for easy reference and adaptable and applicable for immediate use.

Debriefing was done after each activity with explanation and correct answers given to each participant.

Day 1 activities of manual marker editing helps learners understand why fabric consumption is so critical to the whole cost structure of FOB (Free On Board). Weight conversion exercises mainly for knit items is relevant when changing consumption from length to weight.

Day 2 were mainly on fabric consumption calculation, ample time was given to calculate 3 types of garment, a ladies top, boy's top and men's shorts.

Day 3 started with identifying the components of FOB, various factors that affects the FOB price. Fact sheets on current trim and embellishment prices as well as garment washing price.

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Final costing of a garment using a cost sheet for easy reference. An assessment was conducted to gauge their understanding of the topic.

The day ends with a simple closing ceremony where Certificate of Attendance were handed out to all participants. (Refer to annex 4 for program lesson plan)



5. Participant's Feedback

There were a total of 23 feedback received from Dushanbe and 16 from Bishkek. The overall evaluation from the participants was good with below feedback:-

Dushanbe – Total Feedback 23

#	Questions	Not agree at all	Not agree	Agree	Full agree
1	The explanation of the subject and delivered materials were clear and comprehensive	0	0	7 (30%)	16 (70%)
2	I will apply/use acquired knowledge in my daily work	0	0	5 (22%)	18 (78%)
3	I will be happy to participate in such events/activities in the future	0	0	2 (9%)	21 (91%)
4	The organization of the seminar was good (materials, coffee breaks, training hall)	0	0	5 (22%)	18 (78%)
5	My expectations from seminar were met	0	0	5 (22%)	18 (78%)

Bishkek – total feedback received 16

#	Questions	Not agree at all	Not agree	Agree	Full agree
1	The explanation of the subject and delivered materials were clear and comprehensive	0	0	11 (69%)	5 (31%)
2	I will apply/use acquired knowledge in my daily work	0	0	8 (50%)	8 (50%)
3	I will be happy to participate in such events/activities in the future	0	0	3 (19%)	13 (81%)
4	The organization of the seminar was good (materials, coffee breaks, training hall)	0	0	3 (19%)	13 (81%)
5	My expectations from seminar were met	0	0	4 (25%)	12 (75%)

6. Results of assessment

An assessment lasting 2 hours was given to participants in the afternoon of last day. The objective of the assessment is to reaffirm their understanding of the training and measure their skills and knowledge acquired. There were 2 worksheets in the assessment, covering fabric consumption and apparel costing.

The evidence of competency for this unit Apparel Costing was gathered through the following assessment strategies.

Knowledge Evidence

Knowledge evidence will be tested at the end of the module by completing two sets of worksheets

- Compute fabric consumption based on size specs and sketches.
- Identify components of apparel costs and compute apparel cost based on specific technical package.

Process Evidence through Hands-On Assessment

- Applying apparel costs calculation breakdown including fabric consumption component based on given technical package.

Product Evidence through Hands-On Assessment

- Final apparel cost prepared based on given technical package.

Assessment Results

Grading	Dushanbe	Bishkek
Total Participants	16 pax	16 pax
< 50	0	12 %
50 - 69	24 %	12 %
70 - 90	38 %	50 %
> 90	38 %	26 %

7. Trainers Observations, Feedback and Recommendation

The expectations of the participants generally matched the objectives of the costing program. Expectations tended towards knowledge and skills in apparel costing and computation methods and formulas.

Adjustments had to be made to the agenda, in light of various considerations, such as the degree of tiredness of participants, and the desire of the participants to devote more time to certain topics and class activities which to them they were already very familiar with the topics.

One huge obstacle was the language barrier which slowed down the dialogue between the facilitator and most of the participants. The trainer noted that it is critical that the translators understands the steps so that the correct methods can be properly conveyed otherwise it will cause excessive confusion to the participants.

The participants appreciated the training methodologies, specifically the numerous hands-on activity experiences.

The participants were all very experienced in the industry holding positions in accounting, marketing, merchandising and also owners of their own companies. All the participants were very enthusiastic and there were much interactions between trainer and learners. Many questions were asked when in doubt. This goes to show their interest in knowing more about the modules and making sure they were clear on their understanding.

When a brief explanation on cost perspective between manufacturing, wholesaler and retailer was given, they were amazed to learn of the different formulas applied by brands from USA and Europe in computation of retail prices because for them, the method applied were more straight forward by adding a certain percentage to product cost.

A few of them struggle with the calculations, these groups were mainly from the dressmaking or design department, they found it difficult to grasp the concept and logic behind some equation whereas their classmate from marketing or accounting were able to follow the costing steps. Participants will have to apply what they learnt in their current job to familiarize with the methodology and retained as much as possible.

During fabric costing session, trainer receive a special request on how to compute the average fabric defects rating. This information was given on the last day of lesson in order not to disrupt the lesson.

There were a group of them who were interested to learn more about SMV / SAM, the use of cycle time to compute the cost of making a garment since this is not the current practice in Tajikistan nor Kyrgyzstan.

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Based on a brief and informal assessment by the trainer, we present the following recommendations:

1. To make it a point to conduct a learning needs assessment before the training, to gauge the participants' level of mathematical competency.
2. Learners profile to be made available to the trainer before training commence. This will assist the trainer, to better understand the background of each participant, so that training delivery can be contextualized to their background and needs.
3. To have a pre-meeting with all translators to ensure their understanding of topics.
4. To have a mechanism for follow-up on the outcomes of the UN trainings.
5. Recommended following courses to owners, merchandisers, marketing and manufacturers based on trainer's observation and feedback from participants:
 - a) Perform Retail Buying
 - b) Manage Quality Assurance
 - c) Create and Manage Fashion Brand
 - d) Work Study, SMV
 - e) Related topics in Lean Manufacturing

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 Annex 1 – List of Participants

List of participants
Workshop Apparel Costing
October 29-31, 2015, Dushanbe, Tajikistan

#	Name	Position	Institution	Contacts	Signature
T&C companies					
1	Mr Ismoilzoda Sodik	Chief specialist	Ministry of Industry and New Technologies	918 53 00 51	
3	Mr.Masrur Zarobekov	Merchandiser	OJSC “Dilorom”	Tel: 224 22 12 Mob: 936000381 93 500 84 15	
4	Ms.Alifmoh Shamsiddinova	Patternmaker Assistant	OJSC “Dilorom”	Tel: 224 22 12 Mob: 93 500 84 15	
5	Ms Rasulova Surayo	Dressmaker	OJSC “Dilorom”	93 500 84 15 938121156 (Jamshed)	
6	Ms Sharipova Adolat	Head of sewing workshop	OJSC “Dilorom”	93 500 84 15	
7	Ms.Mohiniso Muhamedova	Patternmaker	“Maftuna” LLC	Mob:919716060 firdaws@list.ru	
8	Ms. Maftuna Rajabzoda	Manager	“Maftuna” LLC	918 77 28 25	
9	Ms Yatimova Chinigul	Procurement specialist	“Maftuna” LLC	919988999, 915 988 999	
10	Mr.Firdaws Faizulloev	Marketing Manager	OJSC “Resanda”	902706060	
11	Ms.Rafoat Urunova	Chief Accountant	OSJC “Suman”	951518134	

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				98 882 34 81	
12	Mr Rasul Fozilov	Sales Manager	LLC "Nohid"	92 777 60 05	
13	Mr. Abdurahmonov Ravshan	Chief Accountant	LLC "Firuz"	92 774 54 55	
14	Mr. Abdumanon Oripov	Deputy director	LLC "Ortex"	92 600 90 27	
15	Mr. Abdulmumin Sultonov	Sales manager	LLC "Lider"	92 795 04 85	
Educational Institutions and consulting companies					
16	Mr. Davlatyor Sheraliev	Senior Teacher	Technological University of Tajikistan	Mob. 907 71 67 64 davlatyor77@hotmail.com	
17	Ms. Sayyora Sadikova	Senior Teacher	Technological University of Tajikistan	Mob: 98 599 45 65 sayorka_s@mail.ru	
18	Mr. Dilshod Nabiev	Teacher	KPITTU	92 9999022	
19	Sharipova Farangiz		Technological University of Tajikistan	900 55 55 46	
ITC Staff					
20	Ms.Ashley Choong	ITC International Consultant	ITC		
21	Rustam Shodibekov(or Farzona Tilavova)	ITC National Consultant	ITC	907 98 24 74	
22	Mr.Shohin Rizoiev	Freelance Translator			
Students of TUT and other participants					
23	Abubakri Khahhor	Student	Technological University of Tajikistan	906 36 88 34	
24	Samadova Manizha	Student	Technological University of Tajikistan	501 79 20 72	

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25	Sayfova Mahinabonu	Student	Technological University of Tajikistan	908 22 36 63	
26	Nazarova Mijgona	Student		904 24 60 40	
37	Mirzosharipova G	Teacher	Technological University of Tajikistan	93 737 38 68	
28	Gafurova T	Teacher	Technological University of Tajikistan	98 596 71 81	

Words of welcome: Mr.Khayol Boboev , Pro-Rector on International Cooperation, Technological University of Tajikistan (Mob : [918672943](tel:918672943))

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List of participants

Workshop Apparel Costing

2-4 November 2015, Bishkek, Kyrgyzstan

№	Name	Trademark	Poition	Brief information about company/institution
1.	Stulova Tatyana	Credo Fashion	Owner	
2.	Baiturova Gulnaz	Inesse	Owner	
3.	Dobryak Elena	E-line moda	Owner	
4.	Kostina Natalia	Gold Line	Owner	
5.	Dementyeva – Chotkaraeva Olesia	Larisa Fashion	Technologist	
6.	Vakulishin Aleksander	Alona	Owner	
7.	Chekirova Aigerim	Bermet	Technologist	
8.	Mamytkanova Meerin	Tumar Art Group	Designer	
9.	Li Veronika	Nissi	Owner	
10.	Makhankova Tatyana	Modniki	Owner	

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11.	Ardamin Ivan	Ardamina	Owner	
12.	Zhanalieva Gulzat	AZIAR	Owner	
13.	Pavlenko Tatyana	Lila Style	Owner	
14.	Aidarova Aizirek	Baziko	Designer	
15.	Mamytova Elnura	Ayima	Designer	
16.	Turdumamatova Ayim	Svetlanka	Designer	
17.	Koponova Aisuloo	Kyrgyz State University on Construction and Transport	Teacher	
18.	Sarbagyshev Kapar	Nazik	Technologist	
19.	Kim Elena	Prima Vera	Technologist	
20.	Bondarenko Nevena	Sabrina	Owner	
21.	Kan Olga	Management development consulting	Owner	
22.	Aytykeyeva Damira	Kyrgyz State University on Construction and Transport	Head of the department	
23.	Tuibekova Asel	ITC		
24.	Shaiakhmetova Aikanysh	ITC		
25.	Nurgul Toktogulova	BGI / USAID		

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Annex 2 – Course Syllabus

Module : Apparel Costing

Course Outline
<p>This training provides occupational knowledge and skills of the various techniques and concepts in material and apparel cost computations that are widely used in the fashion industry. It covers fabric costing, fabric consumption calculation and apparel costing. This fundamental knowledge will enable the entrepreneur, designer, merchandiser or marketing personnel to compute cost based on given sketch or sample. Understanding of the various components costs which enables the designer to estimate the commercial viability of his/her design; the product development executive could apply the various alternatives to fulfill the design/collection; the merchandiser to be a more effective negotiator with the suppliers or manufacturers; marketing personnel to provide quotations on the spot.</p> <p>This unit is delivered through lectures, demonstrations and hands-on activities.</p>
Who Should Attend
<p>The following groups of professionals would find the course useful:</p> <ul style="list-style-type: none">• Assistant merchandisers to merchandise managers• Marketing executives , managers , Directors• Accountant/Accounts Clerk• Costing Team• Product development executives and managers• Sourcing executives and managers• QA auditors, QC inspectors and QA/QC managers• Assistant Designers and Designers• Assistant Buyers and Buyers• Industrial Engineers and Work Study Officers• Tailors and Dress Makers
<p>Duration: 3 days Time : 9am to 6pm Tea Breaks : 15 min each(morning and afternoon) Lunch Break : 60 min No. of Participants : 25 pax</p>
<p>Training Language: English</p>

The course covers the following Learning Outcome

Day 1:

Fabric Costing

- Identification of the parameters of the given fabric
- Identify the various factors affecting fabric costs based on the industry norms

Fabric Consumption Calculation

- Marker Modes – Nap Either Way, Nap One Way and Nap Up and Down and its effects on fabric consumption.
- Analyze and arrange marker layout to optimize material utilization.

Day 2 :

- Fabric Weight Expression and Conversions
- Stages of Fabric Consumption Calculation
- Compute estimated fabric consumption based on given specs and production drawings without the use of marker.

Day 3 :

- Estimate other additional process cost like embroidery, panel printing and wet processing cost according to organizational procedure.
- Compute the final apparel costs with SMV

Annex 3- Logistic Checklist

Training & Assessment Logistics Checklist

Course Name:	WSQ Calculate Cost of Material and Apparel for Textile and Fashion Industry		
Training Dates:	Tajikistan –Oct 29 -31 , Nov 2-4		
Start Time	9.00am	End Time	6.00pm
Tea Break Time	15min each morning /afternoon		
Venue:			
Trainer:	Ashley Choong		
No. of Students:			

EQUIPMENT (to be completed by trainer)

1. Digital Camera	<input checked="" type="checkbox"/>	9. Sound System for language translation	<input type="checkbox"/>
2. Computer /Laptop	<input checked="" type="checkbox"/>	10. Microphone for trainer	<input type="checkbox"/>
3. Laser Pointer	<input checked="" type="checkbox"/>	11. Ear piece for participants if simultaneous translation required (specify number)	<input type="checkbox"/>
4. Overhead Projector	<input type="checkbox"/>	12. White screen for LCD Projection	<input checked="" type="checkbox"/>
5. LCD Projector	<input checked="" type="checkbox"/>	13. White Board	<input type="checkbox"/>
6. Timer Clock	<input type="checkbox"/>	14. Flip Chart & Paper	<input checked="" type="checkbox"/>
7. Extension cord with multi plug	<input checked="" type="checkbox"/>	15. Internet Access	<input checked="" type="checkbox"/>
8. CD/DVD Player	<input type="checkbox"/>	16. Others	<input type="checkbox"/>

STATIONERY (to be completed by trainer)

1. Flipchart paper	<input type="checkbox"/>	8. Scissors (Qty as per registration)	<input type="checkbox"/>
2. Papers (A4 / A3/ Note pads / Colored)	<input type="checkbox"/>	9. Stapler (Qty as per registration)	<input type="checkbox"/>
3. Pen (Qty as per registration)	<input type="checkbox"/>	10. Marker Paper	<input type="checkbox"/>
4. Pencils (Qty as per registration)	<input checked="" type="checkbox"/>	11. Batteries AA/9V	<input type="checkbox"/>
5. Erasers (Qty as per registration)	<input checked="" type="checkbox"/>	12. Rulers	<input checked="" type="checkbox"/>
6. Measurement Tape (Qty as per registration)	<input checked="" type="checkbox"/>	13. Others: Scotch Tape	<input checked="" type="checkbox"/>

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7. Whiteboard markers (specify colors and numbers) 2 Red 2 Blue 2 Black 2 Green

TEA BREAK, LUNCH & DINNER (to be completed by training administrator)

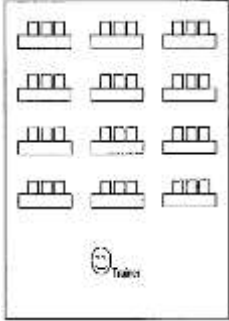
Tea break items	<input type="checkbox"/>	Tissues	<input type="checkbox"/>
Disposable Cups	<input type="checkbox"/>	Lunch	<input type="checkbox"/>
Disposable Stirrers	<input type="checkbox"/>	Dinner	<input type="checkbox"/>
Electric Pot	<input type="checkbox"/>	Fruits	<input type="checkbox"/>
Mineral water	<input type="checkbox"/>	Others	<input type="checkbox"/>

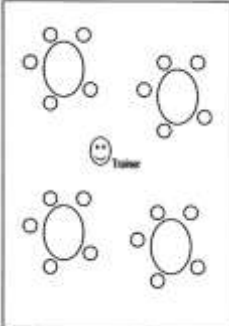
REGISTRATION & EVALUATION (to be completed by administrator & verified by trainer)

- | | | | |
|---------------------------|-------------------------------------|----------------------------|-------------------------------------|
| 1. Attendance List | <input checked="" type="checkbox"/> | 6. Course Notes | <input checked="" type="checkbox"/> |
| 2. Participant Profile | <input checked="" type="checkbox"/> | 7. Participants' Name Tags | <input type="checkbox"/> |
| 3. AP1,AP2 & AP3 | <input type="checkbox"/> | 8. Post Course evaluation | <input type="checkbox"/> |
| 4. Course Evaluation Form | <input checked="" type="checkbox"/> | | |

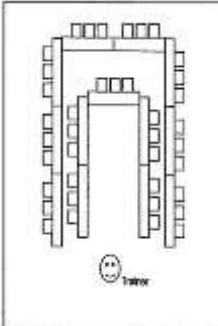
TABLE ARRANGEMENT (to be completed by trainer)

Class Room Style Cluster Style Single U /Double U/Broken U





How many per group?



SPECIFIC NEEDS (to be completed by trainer)

Calculators for each participants

Metal Measurement Tape (Contractor's version – min 60" length)

8 -10 Long Table at least 9 meters in length .

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 Annex 4 - Lesson Plan

Duration minutes	Topics/Sub Topics	Learning outcomes	Teaching/Learning Activities
Day 1 30 min 9.00-9.30	Trainer Self Introduction Learners Self Introduction Training Expectation Realignment		Presentation Participants to write wish list
60 min 9.30-10.30	Fabric Costing <ul style="list-style-type: none"> – Identification of the parameters of the given fabric 	<ol style="list-style-type: none"> 1. Type of fabric (e.g. Jersey or Interlock) 2. Fabric weight 3. Yarn count(s). If more than 1 yarn count, find out yarn consumption / usage of each yarn counts. 4. Fabric width (essential if to quote in yard) 5. Define production processes 6. Fabric performance requirement (e.g. selection of dyestuffs in order to meet certain colorfastness requirement, costing may be affected). 	Lecture (30 min)
10.30-10.45	Tea Break		

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Duration minutes	Topics/Sub Topics	Learning outcomes	Teaching/Learning Activities
105 min 10.45 – 12.30	– Factors Affecting Fabric Costs	<ol style="list-style-type: none"> 1. Yarn price factors & current prices for common yarn size for cotton, cotton blends and polyester (a price list will be given) 2. Knitting cost factors & the approximate output for different knit machines (an indicative price list will be given) 3. Knitting process loss factors & the approximate wastage in knitting (an indicative cost list will be given) 4. Dyeing Cost Factors subject to processes and dyes costs (an indicative cost list will be given) 5. Total Process Loss Factors 6. Printing Cost Factors (including additional process charges for Reactive and Discharge) 7. Finishing Cost (an indicative cost will be given) 8. Inspection & Packing Cost Factors 9. Transport & Ocean Freight Cost Factors 	Lecture Activity : Compute fabric weight base on CBM (10 mins)
60 min 12.30 -13.30	Lunch Break		
135 min 13.30-15.45	Fabric Consumption Calculation – Marker Modes – Nap Either Way, Nap One Way and Nap Up and Down and its effects on fabric consumption.	Understand basic pattern drafts, marker modes, marker manipulation & marker efficiency Experience laying a marker in NOW, NEW, NUD. Articulate what impacts fabric consumption	Lecture & analysis 30 minutes Activity (75 min) <ul style="list-style-type: none"> – Lay markers in pair – Record yardage – Compute marker efficiency Group Discussion & Presentation (20 min + 10 min debrief) on what impact fabric consumption (refer to course notes for activity sheet)
Duration minutes	Topics/Sub Topics	Learning outcomes	Teaching/Learning Activities
15 min 15.45-16.00	Tea Break		

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90 min 16.00-17.30	<ul style="list-style-type: none"> – Fabric Weight Expression and Conversions 	<p>Understand</p> <ul style="list-style-type: none"> – fabric weights and conversion from gm/m² to gm/yd in different fabric widths & oz/sq yd. – conversion of fabric consumption in length to weight (yards to kg and yards to pounds) 	<ul style="list-style-type: none"> – Lecture given on Fabric Weight Expressions and Conversions – Activity - participants will be given industry formulae to find out consumption in weight based on estimated MY (meter yield in length)
30 min 17.30- 18.00	<p>Debrief Q & A Session</p>		–
Day 2 30 min 9.00-9.30	<p>Review previous day learning</p>		–
60 min 9.30- 10.30	<ul style="list-style-type: none"> – Stages of Fabric Consumption Calculation – Mathematical Calculation of Estimating Fabric Consumption with specs and production drawings (without laying marker) 	<ul style="list-style-type: none"> – various stages of fabric consumption calculation, – step by step mathematical calculation using industry methodology to calculate fabric consumption 	Lecture with illustrations
15 min 10.30 -10.45	<ul style="list-style-type: none"> – Tea Break 	–	
60 min 10.45 – 11.45	<ul style="list-style-type: none"> – Continuation of Fabric Consumption 	–	
45min 11.45 – 12.30	<ul style="list-style-type: none"> – \-continuation – Mathematical Calculation of Estimating Fabric Consumption with specs and production drawings (without laying marker) 	<p>Style A Ladies Tee (60 min + 15 min) (go through option B and C if participants could comprehend) 60 min + 15 min</p>	<p>Hands on activity to calculate fabric consumption for basic tees and pants to apply the methodology taught. Trainer will walk around and assist participants while they work out the sums.</p>
60 min 12.30 – 13.30	Lunch Break		

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120 min 13.30 -15.30	<ul style="list-style-type: none"> – \-continuation – Mathematical Calculation of Estimating Fabric Consumption with specs and production drawings (without laying marker) 	Style 4818 Boys Tee 60 min + 15 min Style 3819 Men's Shorts 60 min + 15 min	Hands on activity to calculate fabric consumption for basic tees and pants to apply the methodology taught. Trainer will walk around and assist participants while they work out the sums.
15 min 15.30 -15.45	<ul style="list-style-type: none"> – Tea Break 		
105 min 15.45 - 17.30	<ul style="list-style-type: none"> – \-continuation – Mathematical Calculation of Estimating Fabric Consumption with specs and production drawings (without laying marker) 	Style 3819 Men's Shorts 60 min + 15 min	
30 min 17.30 -18.00	<ul style="list-style-type: none"> – Debrief – Q & A Session 		
Duration minutes	Topics/Sub Topics	Learning outcomes	Teaching/Learning Activities
Day 3 30min 9.00-9.30	Review of previous day lesson		
20 min 9.30- 9.50	Apparel Cost - FOB Components - Trim components	Fact Sheets of Cost Component breakdown with FOB as overall cost	Understand components of FOB
20 min 9.50-10.10	Embroidery Costs by estimation on <ul style="list-style-type: none"> — number of stitches — stitch type — appliqué costs 	Use past data to estimate embroidery costs. Identify different types of embroidery and estimate number of stitches.	Lecture (10 min) + Review 10 min Trainer to use samples of different stitch types, appliqués and samples of different categories of number of stitches

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Duration minutes	Topics/Sub Topics	Learning outcomes	Teaching/Learning Activities
20 min 10.10- 10.30	Graphic Printing Costs by estimation on Graphic Print types Print coverage	Use past data to estimate printing costs. Identify different types of printing and estimate color coverage of print.	Lecture (10 min) + Review 10 min Trainer to refer to samples of different print types and samples of different print coverage in terms of size categories. Please refer to general price for training.
15min 10.30-10.45	Tea Break		
15 min 10.45-11.00	Washing Costs by estimation on Wash type	Use past data to estimate washing costs. Identify different types of washing and estimate.	Lecture (15 min) Trainer to refer to samples of different common wash types. Please refer to general price for upcharge + loss%
30 min 11.00 -11.30	<ul style="list-style-type: none"> - Cut make - SMV Costing (an Art or a Science?) 	What is the SMV/SAM ?	Lecture (30min) General Overview of concept of SMV costings Activity: Compute CMT using SAM, Productivity and Cost Per Minute
60 min 11.30- 12.30	Apparel Costing <ul style="list-style-type: none"> - What is the Largest Component of Apparel Cost? 	To understand that the largest component of apparel costing differs at different perspective of price. For example, from a retail standpoint, mark up is the largest component.	Lecture (30 min) Quiz (15 min + 5 min trainer review) to test understanding on how to calculate retail from FOB with mark ups given, and vice versa.
60 min 12.30- 13.30	<ul style="list-style-type: none"> - Lunch Break 		
60 min 13.30 – 14.30	<ul style="list-style-type: none"> - How to calculate materials costs, CMT costs and Overhead charges 	To take into consideration of all expenses and how defects and productivity has a major impact on costs	Activity: Briefing on Case Study (10 min) Participant to do their own computation (40 min) Debrief on Case Study (10 min)
120 min 14.30 – 17.00	<ul style="list-style-type: none"> - Assessment 		- Assessment 120 min - Marking & Review Answers -30 min
30 min 17.00-17.30	<ul style="list-style-type: none"> - Closing Ceremony 		