



Quick TruCost®

Quick, Accurate Costing Of New Garments

Quick TruCost® is a new, affordable software system developed by Methods Workshop to provide manufacturers of sewn products with a method for fast, timely, overall product costing at the critical design stage—greatly reducing the prospect of designing and developing non-profitable new products.

If you have a garment in hand for costing and can answer 8 to 16 questions about the garment and its construction, then you are done. You have just costed that garment with Quick TruCost. It's that easy! Quick TruCost is the quickest, easiest costing software ever, and it is true within 7percent.

With the input of certain parameters of a new style—such as sew inches, seam count, number of buttons/button holes, number of parts, etc.—Quick TruCost will determine the total labor cost.

The bottom line: Quick TruCost can mean the difference between designing or sourcing profitable or non-profitable garments. By knowing true labor costs from the start, Quick TruCost narrows the field of new designs in contract quoting and profitability—quickly and accurately eliminating the risk of mistakes based only on costing "guesstimates". Plus, Quick TruCost is priced at a cost every company can afford.

The Rationale

The procedures followed in designing, developing, costing, and manufacturing a product are universal. While these steps may vary slightly depending on the size and

structure of a particular company, the basics change very little. The process almost always begins with the sales/marketing personnel informing the design/merchandising departments that X number of styles of Y product type are needed for next season that will meet gross profit guidelines and retail at a pre-determined price point.

Manufacturing contractors are potential Quick TruCost

users. Whether they deal directly with the end user or a manufacturer, they are expected to submit costs quickly and accurately. Overcosting the product might result in the loss of the contract, while undercosting could get them the work on which they would lose money. Their costs are balanced against what they think the client will pay.

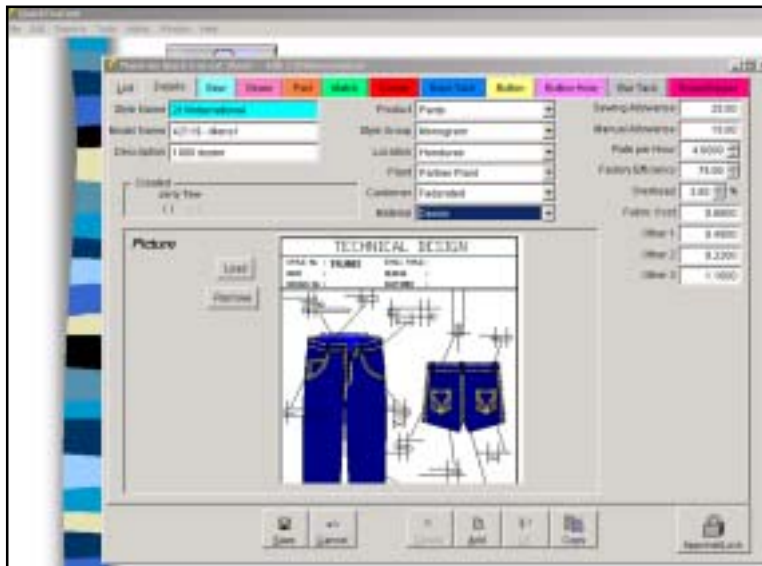
Designers submit probably twice the number of requested styles, usually having only a rudimentary concept of the costs involved. Marketing then

selects those submitted candidates they feel would sell at the designated price criteria—usually without having any real concept of manufacturing costs. The real costing process usually only begins after these steps have been completed, which can cause numerous problems.

First, the actual cost developed at that point may be high enough to throw the selected candidate out of the gross profit guidelines, the costing itself may have little relation to reality.

Second, if the candidate is undercosted, it may be adopted, sell like hotcakes, and lose money on every unit sold.

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Quick, Easy Screen Steps To TruCost Of Garments

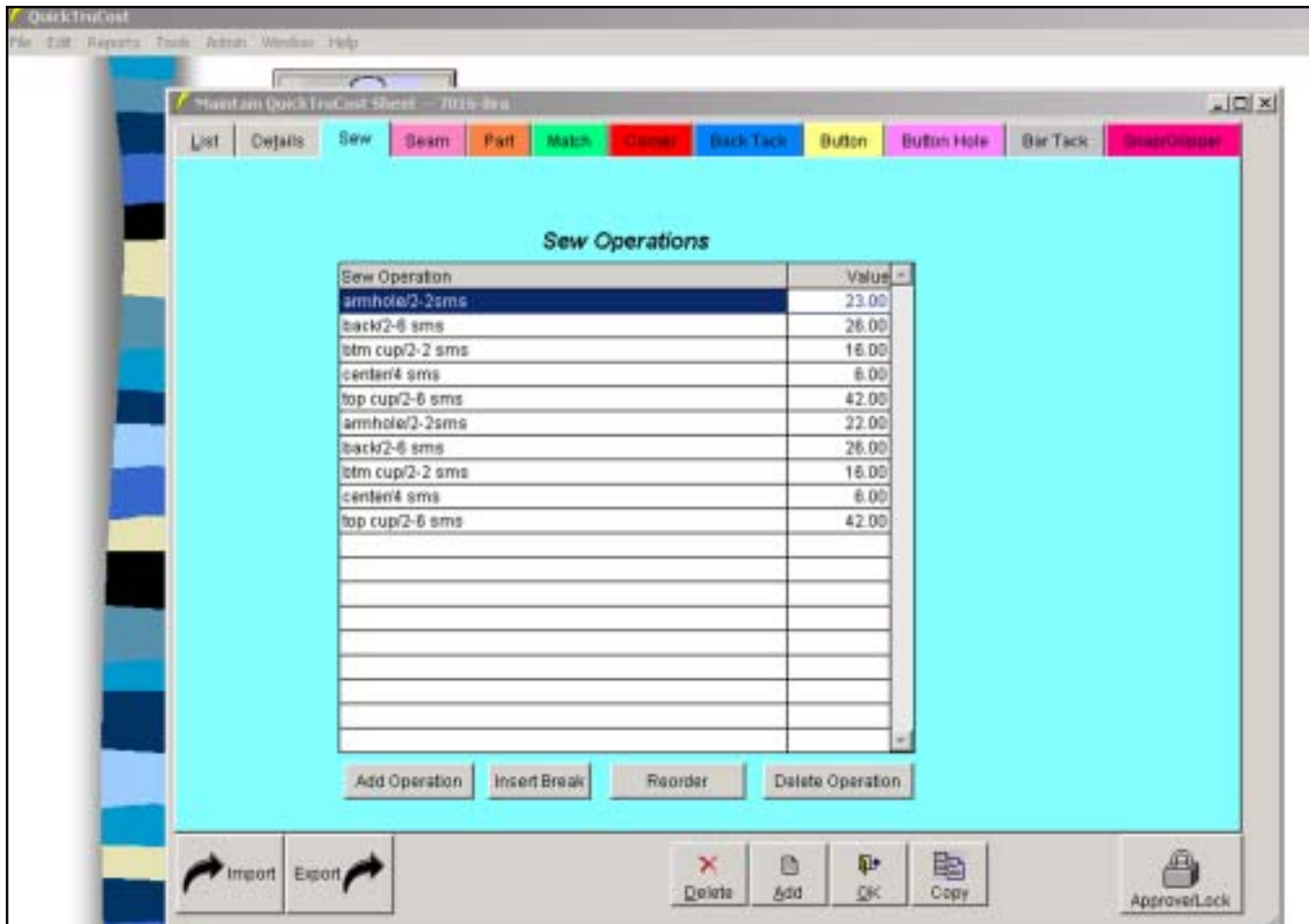
Costing a new garment can be as simple as answering 8 to 16 questions on the computer screen about the garment and its construction. Just input certain parameters of a new style--such as sew inches, seam count, number of buttons/button holes, number of parts, etc.--and Quick TruCost determines the total labor cost.



Screen above: The language Option screen – 10 different speaking languages.

Screen Below: This screen is of the Sequel Server file structure and the enhanced search routine that enables the user to find any series of costings through the selection of Six (6) different categories.

>Style Name	Model Name	Description	Date and Time created	Created by
1GTCPlaquetDemo	42119 - Mens1	Red	03/28/2003 08:36:53	Fault, Dudley E
21XInternational	42119 - Mens1	1000 dozen	// // //	Tew, Jerry
204.SmockTop	Landau 8219		// // //	Tew, Jerry
7016-Bra			// // //	Fault, Dudley E
7017-Bra			// // //	Tew, Jerry
ArisanCrewFleece	Cardigan	This is Fun	// // //	Tew, Jerry
ArisanTop Fleece	Cardigan	OK to make	// // //	Tew, Jerry
bis 1920	peasant blouse		// // //	Tew, Jerry
BOBBIN-STERLING	STYLE 321		// // //	Fault, Dudley E
CequalSlipCoverBody	Two piece		// // //	Fault, Dudley E



Screen above: This screen shows the data input for total sewing length and the nine (9) other categories or factors.



Screen at left: This screen is the Detail Screen where the various field inputs are entered, including Overhead, Fabric Cost, Trims and Sundries.

Screen below: This screen is QTC's NEW Management Report that allows the user to calculate automatically the different total costs in various countries of manufacture.

Management Report

Style Name: 7016 Bra
Minutes: 12.9427

Location	Rate per Hour	Factory Efficiency	Cost/Piece - 100 Efficiency	Efficiency
Bahamas	7.000	80.00	1.6104	2.2666
China	9.000	71.00	0.6471	0.9114
Costa Rica	9.000	0.00	0.0000	0.0000
Dominican Republic	9.000	0.00	0.0000	0.0000
France	8.000	35.00	1.7253	4.9294
Honduras	9.000	0.00	0.0000	0.0000
Mexico	3.000	67.00	0.4310	0.6433
Nepal	7.1000	99.00	1.5311	2.6299
Spain	3.000	30.00	0.4310	1.1242
United Kingdom	9.000	62.00	1.9414	3.1373
Averages:	9.8100	88.70	0.8217	1.5870
Lowest Values:	9.0000	0.00	0.0000	0.0000
Highest Values:	9.0000	71.00	1.9414	4.9294
Std Deviation:	3.4095	28.28	0.7385	1.5576
Variance:	11.6249	800.21	0.5449	2.4261

Plant	Rate per Hour	Factory Efficiency	Cost/Piece - 100 Efficiency	Efficiency
Blue Springs	4.0000	95.00	0.8633	1.5897
Calumet	62.0000	65.00	11.4323	20.7962
Company Plant	9.0000	95.00	1.2943	1.9913
Contractor Plant	9.0000	72.00	1.0791	1.4874
Geneva	9.0000	0.00	0.0000	0.0000
Johnson City	9.0000	0.00	0.0000	0.0000

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Third, is the accuracy of the costing process. It often ranges from “**This looks about like Style 123 from last year**” to attempts to cost each operation at this point. The first method is obviously a “guesstimate.” The second is often impractical in today’s high-style/short-run market environment.

A real need exists for a manner with which to cost products quickly and accurately prior to their submission to marketing—whether the company has its own factories or is contracting its products to outside sources.

What has been needed is a methodology for quickly and accurately developing a labor cost for any product at the time it is designed. Quick TruCost provides that methodology.

Potential Users

a. The User Company would almost always be a company who contracts out the vast majority of its work.

b. The User could be a Designer or Merchandiser rather than an Engineer.

c. The System is tailored for primary use by people with a level of manufacturing knowledge.

d. Therefore, at that level, the User is only required to count and measure the Parts, Seams, Findings, etc. There is no concern about machinery, individual operation details, and actual construction details.

e. Based on previous experience, the User may become a full fledged PMTS user at a later date once he/she sees the need for more precise measurement.

System Function

By inserting data into the appropriate fields listed in INPUTS above, the analyst would access data base files of time values maintained by our representatives. The Quick TruCost program would do the appropriate mathematical calculations to determine the required time values and costs based on regional/national labor costs per hour, material costs, etc.

Development of Data

Data will be gathered as follows:

- a. Total minutes to produce a garment (by garment type),

- b. Individual operation minutes with equipment and equipment parameters specified. Data is then fed into a

program with sophisticated regression analysis capabilities to develop the time values to the accuracy level required (within 7% to 9% of proven detailed analyses of all the operations on a garment).

Installation/Training

Training (1 to 2 days) would include:

- a. Basic counting/measuring techniques
- b. Data input techniques.
- c. Print, Store, and Transfer functions.
- c. Client name for screens and printouts.
- d. Minor calculation changes for different methods of applying allowances. (Additional customization may result in extra charges.)

System Maintenance

METHODS WORKSHOP as the system developer and marketer, would maintain and update operation details as required by new technology, etc. User companies would receive these updates on an annual support fee or charge-by-item basis.

All the data backing up the program output would be of proven historical origin, put into a usable format after going through regression analyses to aid in keeping the data base(s) as small as possible without sacrificing accuracy.



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