



Daffodil
International
University

Faculty of Engineering Department of Textile Engineering

PROJECT REPORT

Investigation on the criteria of the order rejection of Quotation

Course Title: Thesis (Project)

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This report submitted in partial fulfillment of the requirements for the degree of Bachelor of Science in Textile Engineering.

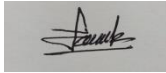
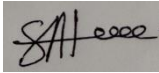
Advance in Apparel Manufacturing Technology

Duration: Spring, 2021

DECLARATION

We openly declare that,

This Thesis has been completed to proper works by us. We also declare that the information neither of this Thesis or any part of it didn't submit elsewhere for offer of any degree/diploma.

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To

The Head

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Subject: Approval of Thesis Report of B.Sc. in TE Program

Dear Sir,

I am just writing to let you know that this report titled as “**Investigation on the criteria of the order rejection of Quotation**” has been prepared by the student bearing #ID 182-23-510 & 182-23-508 is completed for final evaluation. The whole report is prepared based on the factory data with required belongings. The students were directly involved in their Thesis activities and the report become vital to spark of many valuable information for the readers.

Therefore, it will highly be appreciated if you kindly accept this report and consider it for final evaluation.

Yours Sincerely



Abdullah Al Mamun

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Acknowledgement

At the beginning of preparing this report, we would like to convey gratitude to the Almighty Allah for his blessing in completing this report. This industrial attachment is an accrual of many people's effort. For this, we are obliged to a number of people who helped us to organize this report and their kind opinion, suggestions, instructions and support and appropriate guidelines for this. We have adopted endless backing and guidance in preparation of this report from many sources. We would like to accept this better opportunity to thank them all.

First of all, I would like to thank my Internship Supervisor Md. Abdullah Al Mamun, Assistance Professor of Daffodil International University for his continuous guidance and assistance in preparation of this report. We would like to express our thanks to honorable Prof. Dr. M. Shamsul Alom, Dean & Asst. Prof. Dr. Md. Mominur Rahman , Head of TE, and Asst. Prof. Tanvir Ahmed Chowdhury, Md. Manik Parvez, Subrato Majumder, Faculty of Engineering, Daffodil International University. Their invaluable advice has helped us a lot in writing this report. We are immensely thankful to them for the supports. They have provided during our Internship period.

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Their valuable contribution has facilitated the successful completion of this report to a great extent.

Dedication

We dedicate this project to Allah Almighty my creator, my strong pillar, my source of the greatest inspiration, knowledge and understanding. He has been the source of our strength throughout this attachment and on His wings only have we soared. We also dedicate these work to our future employee and to our dignified honorable parents, teachers & brother (Md. Nasim Uddin). Our love and respect for yours all can never be quantified. God bless us & may long live.

ABSTRACT

This report is titled **“Investigation on the criteria of the order rejection of Quotation”**. This project is the most important of any RMG industry. We know that for run a garments industry, order from buyer is the most important role. Sometime industry missing order in online bidding due to Over costing issue, Performance issue, Compliance issue, Lead time issue and Quality issue. The approach was to know and work with all the parameters of order getting and missing reason and practice with technical experts. Observed sincerely in all the equipment's, process, condition & Methods in different style as our factory missing order percentage reduce and getting maximum number of orders in every season.

We have worked on Germany origin buyer “Bonprix” order getting and missing reason in online bidding. We have worked in collection DR-11 Season-144 and trying to find out reason of missing. We have worked order and solution of it for getting maximum order in future.

We got 12 order out 40 order tech pack in Collection – (DR-11) Season-144 of Bonprix buyer due to our High costing, Technical issue, Performance issue, Quality issue. We have worked on it how to reduce costing, shipment in time, solve quality problem, reduce lead time and finally get maximum order.

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CHAPTER-1

INTRODUCTION

1.1 Introduction

Bangladesh, the southern Asian incorporates a population of roughly 164.7 million people. The economy of Bangladesh is considerably keen about agriculture. However, it's an excellent news for the country that, ready-made garments (RMG) sector of Bangladesh has raised because the biggest wage earner of foreign currency. This sector creates concerning 4.00 million employment opportunities and contributes considerably to the value. Ready-made garments (RMG) of Bangladesh is power-driven by young, urbanizing, workers, wherever most of them are women. In the early eighties, Bangladesh entered into the clothes business. The RMG sector has intimate with an exponential growth since 1980. In year 1984-85 the amount of clothes plant were 384 with 0.12 million employees that reached at a complete variety of clothes plant 4560 with 4.00 million employees in year 2017-18.

Though, Bangladesh are manufactured many types of garments, but all of the readymade garments are classified into 2 categories, where one is woven items and another one is knitted items. Woven products include Shirts, Pants and Trousers etc. On the other hand, knitted product includes T-Shirts, Polo Shirts, Undergarments, Socks, Stockings, Leggings, Rampers and Sweaters etc. Woven garments still tame the export incomes of the country. From BGMEA website it's seen that, day by day knitted garments production is increasing in important rate and now about 46% export incomes has achieved from knitted products.

In the last three decades this country has overcome the challenge of producing garments though it is not a major cotton producing country. Bangladesh RMG industries have radically changed the lives of millions of Bangladeshis. The sector has employed around 4.2 million people, 85% of them are women which helps to reduce poverty from this country as 22 million people are directly or indirectly involved with this industry. It provides job facilities for Bangladeshis mainly woman from low-income families.

In the financial year 2017-2018, Bangladesh has exported garments and worth around US\$ 29.41 billion in 148 countries across the Globe which covers 82.71% of total export. In Bangladesh, there is 4560 garments factory whose net worth is 22

billion dollars, has achieved reputation in producing world class garment products and acquired the second position in the ranking of global RMG producing countries right after China.

Several opportunities are knocking for this industry as China has declared to withdraw their investment from garments industry in near future. To meet up the target, garment manufacturing companies need to concentrate on mass production ensuring defect free high-quality products within the limited resource they have. The world economy is changing in a rapid motion. RMG sector developed very fast in Bangladesh due to two major reasons; export-quota system and cheap labor.

There haven't been major changes within the method of cutting ancient tailored clothes the 16th century. The changes that have happened have been more related to the mass- customization of tailored garments. More than 126 years past, discoverer introduced the first electrical cloth-cutting machine that allowed the covering works to evolve from the manual donkeywork of cutting to a contemporary operation. In 1888, discoverer introduces 1st cloth cutting machine.

The fabric is the core of apparel manufacturing. For this concern, many studies have been carried out with the target to reduce fabric wastage in the production process. Cutting floor is a place where a huge amount of fabric loss is generated. Fabric loss in cutting floor is mainly caused by 2 operations-marker making and fabric spreading. Although marker making shares a large production of material wastage, fabric loss due to spreading is of equally important for material utilization control.

1.2 Objectives:

- To find out the data and order of Bonprix Buyer.
- To reduce development Lead Time.
- To minimize Lead Time.
- To replace new plan in a systematic way.
- To improve quality
- To Find out / calculate proper result.

CHAPTER-2

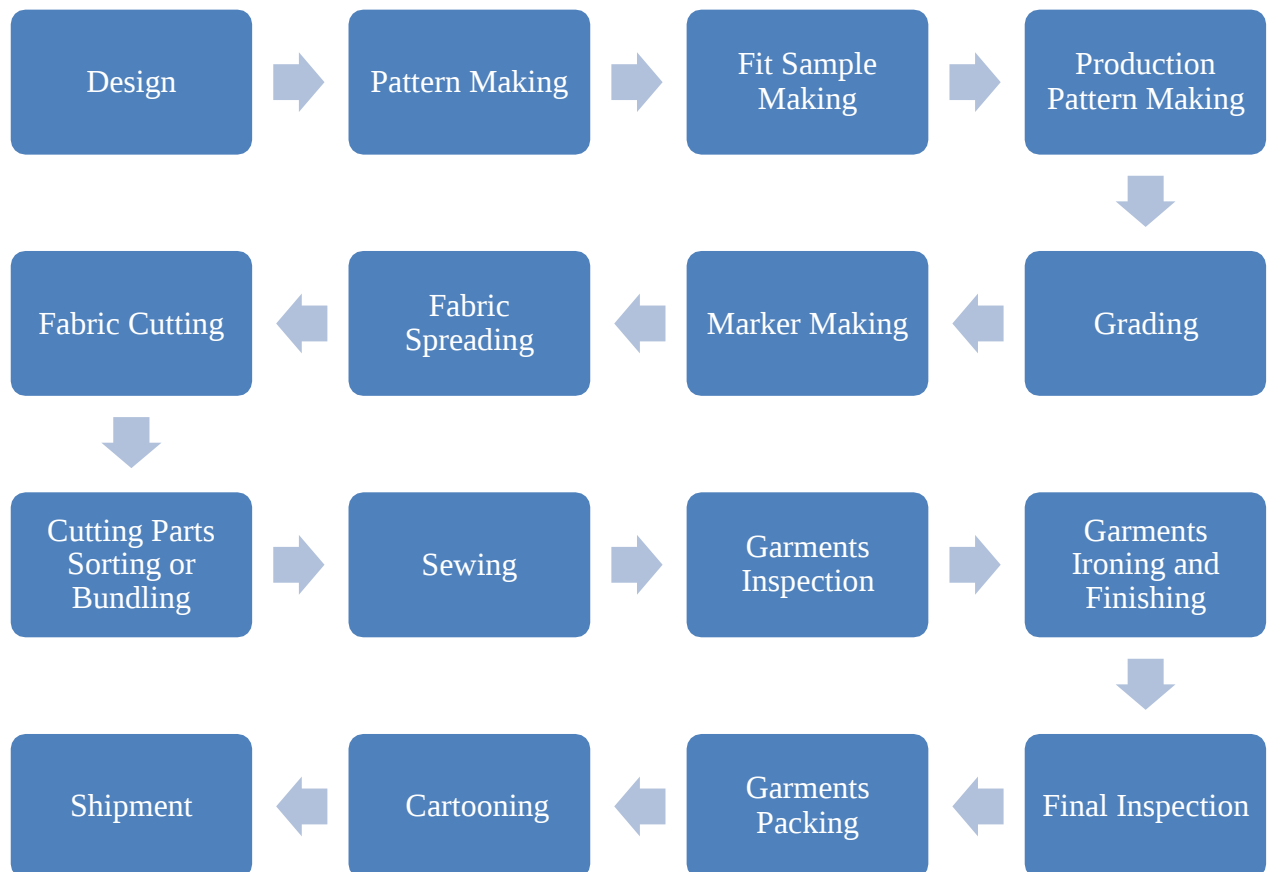
LITERATURE REVIEW

2.1 Garments Manufacturing:

A complete garment must face many processes from its order receiving to cargo. Throughout clothes producing, a method flow chart should be required to finish associate in nursing order simply. Also, a method flow chart helps to know a garment producing technic that however the raw materials square measure reborn into the wearable clothes.

2.2 Flow Chart of Garments Manufacturing Process / Technology:

A basic garment producing flow chart is given within the below:



Each method of clothes producing flow chart is mentioned within the below with the details:

2.2.1 Design:

The design is provided by the client when inserting associate order emptor send the technical sheet associated art-work of an order to the Merchandiser. This method is completed by each manually or by using computer.

2.2.2 Production Pattern Making:

For bulk production, allowance supplementary here with internet dimension. Production Pattern creating is finished by each manually and by using computer.

2.2.3 Grading:

During associate order confirmation, the customer suggests concerning the scale quantitative relation of that order. So order ought to be stratified in line with the buyer's instruction. Grading is finished by manually or by using computer.

2.2.4 Marker Making:

Marker may be a terribly skinny paper that contains all the components of a selected garment. To form the cutting method simple, it's should be required. Marker creating method is done by each manually and by using computer.

2.2.5 Fabric Spreading:

To cut the material properly fabric is unfold in lay type cloth Spreading is completed by manually or by exploitation processed technique.

2.2.6 Fabric Cutting:

Fabrics need to cut here in step with marker of clothes. Cloth cutting method is completed by mistreatment manual technique or processed technique.

2.2.7 Cutting Parts Sorting or Bundling:

Here, cutting elements ought to delineate or build bundling to send these simply into successive method. This method is completed by manually.

2.2.8 Sewing:

All of the portion or pieces of a garment are joined here to make a complete garment. Sewing process is done by manually.

2.2.9 Garments Inspection:

After finishing stitching scrutiny ought to be done here to create fault free clothes. Clothes scrutiny is completed by victimization manual technique.

2.2.10 Garments Ironing and Finishing:

Here clothes area unit treated by steam additionally needed finishing ought to be completed here. This method is finished by exploitation manual technique.

2.2.11 Final Inspection:

Finally, the entire clothes are inspected here consistent with the buyer's specification. Final scrutiny is completed by manual technique.

2.2.12 Garments Packing:

Complete clothes are packed here by mistreatment consumers schooled poly bag. Clothes packing are done by mistreatment manual methodology.

2.2.13 Cartooning:

To minimize the damages of garments, all the clothes got to cartooned by maintaining consumers instruction. This method is finished by manually.

2.2.14 Shipment:

After completing all the required processes it's finally sent to the buyer.

2.3 Process Sequence of Bonprix:

Bonprix is a German origins buyer. It's the number one under garments importer in Bangladesh. Its head office is situated in Tiruppur Germany. We work on via Otto International buying house. Our concern person in Otto International is Mr. Shaklayn Khan- Sr. Merchandiser and Buyer concern person is Lilly AO.

2.3.1 Take Tech Pack from Buyer

Bonprix work via software D: suite and get update about order situation, new order update. Basically, Bonprix Head office update in gradually. They input their Tech pack in D: suite when new season is coming. Its needed constantly check this software and get update situation about order. When coming new season Tech Pack, its download this from this software and start work on it.

2.3.2 Make style details file

After getting Tech Pack instantly start to make Style Details file. Read Tech Pack very carefully and find out each and everything from Tech Pack and make Style Details for costing. In style details file must include photos of garments, Piece per pack, Fabric Gsm, Fabric type, Fabric Composition, No. of Bow & Type of Bow if have, no of button & Type of button if have, Lace Height and Type if have, Leg elastic type and Height if have, waist elastic details, label type (Heat seal or Woven label), Stone Type if have.

2.3.3 Hand over Tech Pack for consumption

In this process hand over Tech Pack to sample manager for fabric consumption. Sample manager starting to fabric consumption instantly and gives as as soon as possible.

2.3.4 Make Costing sheet

During getting fabric consumption of sample manager, merchandizing team starting to make costing sheet. In costing sheet need included all component need in as style. For costing needed specific Elastic Price, Button Price, Bow price, Thread price, Printing cost, Dyeing cost, Sewing cost, Transport cost, wastage%, Buying house percentage. Finally added fabric cost after getting consumption from sample.

2.3.5 Submitted costing Sheet in Buying House

After completed this show it to our buying house concern person and something change if he advised. Then also negotiation about merchandising unclear points and difficulties. After advised costing sheet is fully ready for online Bidding.

2.3.6 Participation in online Bidding

Buyer fixed a date for online bidding, after completed all in costing sheet upload costing file in software for bidding. After bidding buyer confirm how much style get from this season.

2.3.7 Get PDM file

From buyer ends give PDM file about all style which conforms in online bidding. Buyer concern also changes measurement chart and styling if needed. Buyer also comment for size set submission date.

2.3.8 Give Size set sample Program

After getting PDM merchant team starting to give size set sample program. Bonprix have some personal rules for size set must need follow these otherwise sample can be rejected. Bonprix buyer rules are

2.3.8.1 For size set sample must need to actual GSM of fabric

2.3.8.2 For dark color body size set sample should be dark color and for light color sample should be light color.

2.3.8.3 For dark color elastic S/S sample elastic should be dark color elastic and for light color elastic should be light color.

2.3.8.4 If trims are DTM to sample fabric then S/S sample Trims should be DTM or more closer to sample body and for contrast color trims sample trims also Contrast.

2.3.8.5 For size set submission merchandiser need to make sample in three size 36/38,44/46,52/54.

2.3.8.5 During submission its must need submit GSM card.

2.3.8.6 Finally it's so much important to submit sample up to 7 days after received PDM.

2.3.9 Take Purchase Order

After giving PDM buyer upload its PO in there software D: suite. Merchandiser always follow up in there software for getting PO sheet. PO is very much important for garments color piece par packs, GSM. Without PO merchant team can't get article no and without its impossible to make label Layout.

2.3.10 Make T&A

After get PO merchant team make T&A file about these season order. They specified Photo shoot submission end time, Photo shoot approval end time, bulk production end time, shipment time.

2.3.11 Material Booking

In that time merchant team also booking all materials for P/S sample as per requirement for sample and follow up constantly supplier for on time delivery after approval.

2.3.12 Size Set Sample Submission

Merchant team submission size set up to 7 days with GSM card. If failed to submit up to 7 days they faced late message from buyer ends, it's so much shame and lose value of merchant team.

2.3.13 Seal Receive

After submission size set sample merchandiser waiting for size set approval from buyer ends. Buyer approve size set sample up to 10 days with comment if needed and make the sample sealed for bulk and photo shoot production.

2.3.14 Get Approval of LD

Merchandiser submit all LD (Fabric, Elastic, Bow, Button, Lace) up to 7 days after getting PO from buyer ends. Get buyer approval by full fill all requirements and then proceed Photo shoot.

2.3.15 Photo Shoot Submission

Merchandiser submit Photo shoot sample within 35 days after getting PO sheet. During Photo shoot submission all material should be actuals as PO sheet MO sheet.

2.3.16 Photo Shoot Comment

After photo shoot submission buyer give comment within 15 days. Buyer gives

some comment if needed in photo shoot sample and approved sample for bulk production with comment if needed or direct told to proceed bulk.

2.3.17 All Approval Hand Over Bulk Team for Production

After photo shoot comment development team hand over all type of approval (Fabric, Elastic, Bow, Button, Lace) with comment to bulk team for bulk production proceed. Then bulk team starting bulk production with follow all comment given by buyer ends.

2.3.18 All materials Booking

After photo shoot comment bulk merchant team start to booking all raw materials (Fabric, Elastic, Bow, Button, Label, Poly, Carton) and insure that all materials in house before plan date.

2.3.19 Take CD Approval

Bulk merchant team taking CD approval from buyer after in house all materials.

2.3.20 Make MO

Make MO for sewing line and sewing line 100% follow MO chart

2.3.21 PP Sample

Bulk merchant team need to make PP sample before start production and take approval from buyer ends,

2.3.22 Finishing

After sewing all garments goes to finishing for final check

2.3.23 Packing

After inspection all garments packed as buyer required poly and carton.

2.3.24 Inspections

Buying QC finally inspection the garments and approved for shipment.

2.3.25 Shipment

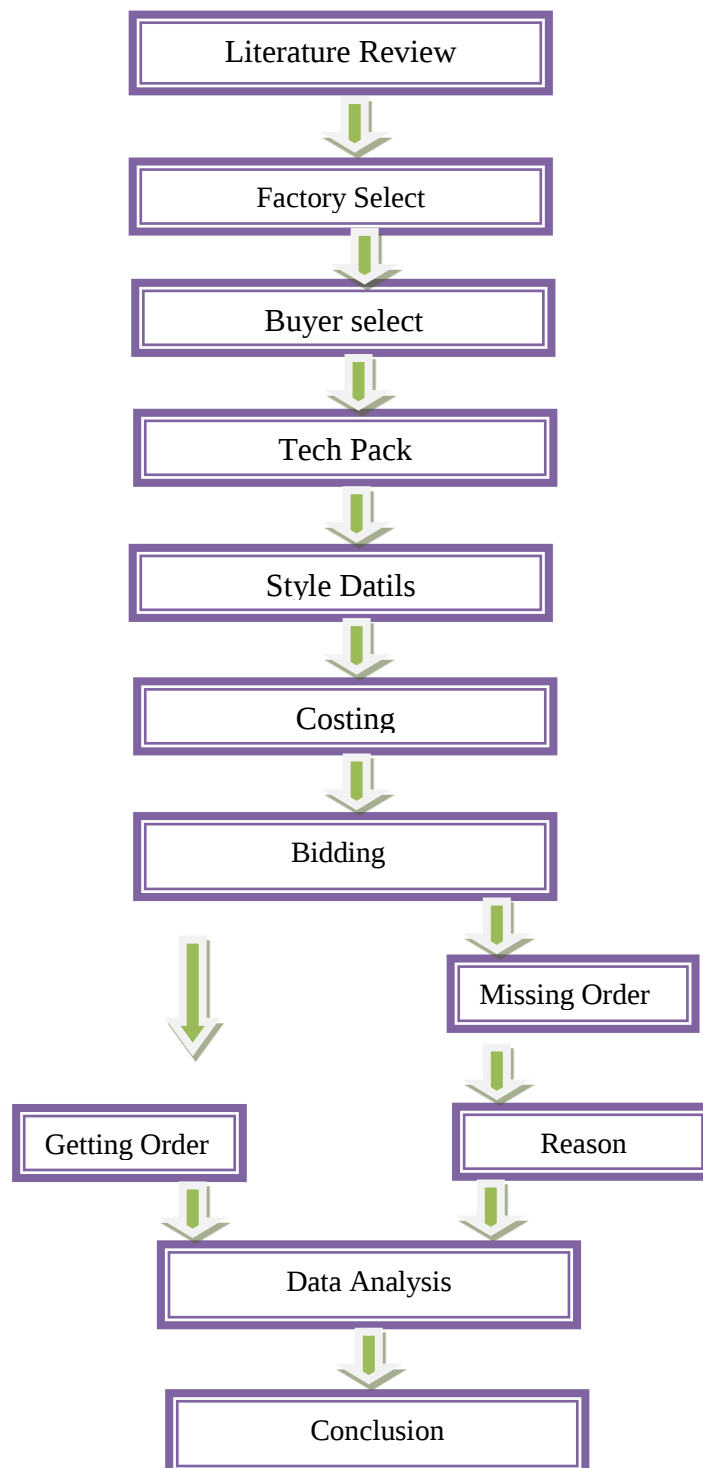
Finally all garments ready for shipment.

CHAPTER-3

METHODOLOGY

3.1 Methodology

The project work was done by collecting necessary information step by step. The data were collected by monitoring and recording throughout the period of implementation for analysis purposes. The impact of cut panel (faulty) replacing system was analyzed via discussing and observation of the personnel who were directly involved in the implementation process.



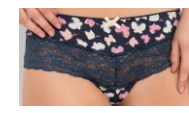
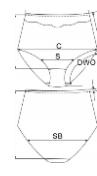
3.2 Procedure:

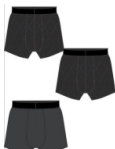
1. A literature review has been made by studying journals, books, articles, report, blog, Self Experience, website, online newspaper and online magazine.
2. Then suitable factory has been selected where in Hop Lun Intimate (BD) Ltd. Development merchandising section and has worked on “Bonprix” buyer one season collection “DR-11”. We has worked on 15 styles out of 20 styles in DR-11 ,season-144 which order we missed in online Bidding. We have collected all data about costing and price of raw materials. we also collect data of other factory from software, Buying house concern person. Then analysis and discussion with expert and buying house concern person about reason of missed order.
3. We have collected Tech Pack from Bonprix buyer software of 32 styles. We has made a style details file for all style

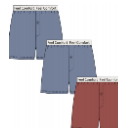
Table 3.3 DR-11 Style Details

Supplier: Hop Lun Intimate BD Ltd.				Collection DR-11	S-144
Style	Picture	Style Description	Details	Fabrication / (Lopez Fabric Code)	Problem
22242021		boxer shorts (5pack)	Y/D stripe-2, Solid-1, Solid-1(grey 802) Waist-3cm W/E	5% elastane, 95% cotton 170gsm	
22242022		boxer shorts (5pack)	Aop-2, Solid-3 Waist-3cm Lettering J/E	5% elastane, 95% cotton 170gsm	
22242032		Panty 5pcs pack for girls	Aop-3, Solid-2(Placement print, Waist-16mm F/O)	5% elastane, 95% cotton 170gsm	Elastic Type & width=?
22244016		Boys Boxers (5pcs pack)	Aop-2, Solid-3 Waist-3cm Lettering J/E	5% elastane, 95% cotton 170gsm	Pic found 3pcs/pk, but report found 5pcs/pk

22244017		Boys Briefs (5pcs pack)	Aop-2, Solid-3(Placemet print) Waist-2cm T/E, leg-7mm T/E	5% elastane, 95% cotton 170gsm	Pic found 3pcs/pk, but report found 5pcs/pk
22244018		Boys Boxers (5er-Pack))	Aop-1, Solid-2 (Placement print) Waist-3cm Lettering J/E	100% Cotton 160gsm	Pic found 3pcs/pk, but report found 5pcs/pk, (composition L/S/J or S/J)=?
33136031		4pcs pack of girls boxer	Solid-2, Solid-2 (Grey-802 Placement print) Waist- 2.5cm W/E, Buttons-3 pcs	5% elastane, 95% cotton 170gsm	
33140155		High waist Shorts 4pcs pack	Aop-2, Solid-2 Waist & Leg-7mm Color T/E, Bow-1	5% elastane, 95% cotton 160gsm	
33140159		(French knickers 4pcs pack)	Aop-2, Solid-2(Grey 801 palcement print both side), waist- 15mm F/O, Bow-2	5% elastane, 95% cotton & 5% elastane, 30% polyester, 65% cotton 160gsm	
33142259		Girls fitted boxers (4pcs pack)	Solid-3, solid -1 (Grey-802) All has palcement print, Waist- 3cm W/E	5% elastane, 95% cotton & 5% elastane, 35% polyester, 60% cotton 160gsm	
33142267		Full briefs (4pcs pack)	Aop-2pcs, Solid-2pcs, Waist & Leg- 1cm Picot	90% polyamide, 10% elastane 150gsm	

33144082		Brazilian briefs (4pcs/pk)	Solid-4, Waist-3.5cm lace, Leg-?cm lace back side & front side clean finish, Bow-1	90% polyamide, 10% elastane 150gsm	Leg lace width=?
33144083		Maxipanty (4pcs/pack)	Aop-2 Karo print yarn dyed , Solid-2, Waist-(5-6)cm elastic lace	5% elastane, 95% cotton 160gsm	
33144084		Hipster briefs (4pcs/pk)	Solid-4 All has placement print, Waist-1cm Color tunnel	5% elastane, 95% cotton (organic) 160gsm	
33144085		Long briefs (4pcs/pk)	Solid-2, Solid-2(grey-801) All has placement print, Waist-1.5cm W/E, Button-3pcs	5% elastane, 95% cotton 170gsm	
33141173		Briefs (5pcs/pk)	Aop-2, Solid-3, Waist-2cm elastic Lace, leg- 1cm color tunnel	5% elastane, 95% cotton 160gsm	
33144087		High waist briefs (4pcs/pk)	Solid-4, Waist-6cm lace at front & back at Op-8 picot, Leg-(Op-8) Picot	5% elastane, 95% cotton 170gsm	
33144088		Thong (5pcs/pk)	Aop-2, Solid-3, Waist-5cm elastic lace, leg-1cm color tunnel	5% elastane, 95% cotton 160gsm	

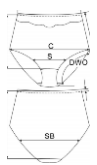
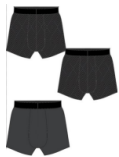
33138000		Thong with lace (4pcs/pk)	Aop-2, Solid-2, Waist-2cm W/E	5% elastane, 95% cotton 160gsm	
33144090		Briefs (4 pcs/pk)	Solid-4, Waist-1.5cm W/E, Leg-1cm picot	5% elastane, 95% cotton (organic) 160gsm	
33144091		High waist briefs (4pcs/pk)	Aop-2, Solid-3, Waist & Leg=?cm elastic lace	5% elastane, 95% cotton (organic) 160gsm	lace Width=?
33242194		Long fitted boxers (2pcs pack)	Solid-2, Waist-3.5cm J/E BPC At waist	5% elastane, 95% cotton 170gsm	
33220373		Maxibriefs (5pcs pack)	Aop-2, Solid-1, Waist-3cm T/E, Button-1pc	100% cotton 170gsm	
33244069		Fitted boxers (3pcs/pk)	Aop-2, Solid-1(Grey-802) Waist-3.5cm W/E	5% elastane, 95% cotton 170gsm	
33244070		Fitted boxers (3pcs/pk)	Solid-3 (Decorative seam), Waist-3.5 Lettering J/E	5% elastane, 95% cotton (organic) 170gsm	
33244071		Fitted boxers (3pcs/pk)	Solid-2(Grey 801), Solid-1, All has placement print Waist-3.5cm W/E	5% elastane, 95% cotton 170gsm	
33244072		Fitted boxers (3 pcs/pk)	Aop-2, Solid, Waist-3.5cm shiny optic W/E	5% elastane, 95% cotton 170gsm	
33244073		Hipster briefs (3 pcs/pk)	Solid-3, All has placement print, Waist-3cm W/E	5% elastane, 95% cotton 170gsm	

33244074		Boxers (3 pcs/pk)	Aop-2, Solid-1(Grey-802) Waist-3.5cm W/E	5% elastane, 95% cotton 170gsm	
33244075		Fitted boxers (2 pcs/pk)	Aop-2, Waist-3.5cm W/E, BPC at Waist	5% elastane, 95% cotton 170gsm	
33244076		Jersey Boxers (3 pcs/pk)	Solid-3, Waist=?, button-1pc	100% cotton (organic) 170gsm	operation found 3cm tunnel but pic found 3.5cm J/E=?

4. Our sr. merchandiser has started to make costing sheet from our style details and hand over tech pack to sample manager for fabric consumption. After getting fabric consumption sr. merchant has fulfill the costing sheet. He specified all materials price and all cost in costing sheet. Then has gone to buying office for meeting about costing sheet. After checked it by Bonprix concern person he changes price if concern person advises.
5. Then we have uploaded our costing in Bonprix software for bidding. We get 12 order out of 32 bidding.
6. In this report we have specified reason of 15 order from 20 and has met with higher authority for showing these all issue and give them some useful solution for further improvement.

3.3.1 Getting order:

We got Below 12 order in bidding through online as we gave best quality in best price.

Style	Picture	Style Description	Fabrication	Confirmed Price \$
22244016		Boys Boxers (5pcs pack)	5% elastane, 95% cotton 170gsm	6 (without heatseal)
22244018		Boys Boxers (5er-Pack))	100% Cotton 160gsm	6.2 (without heatseal)
33136031		4pcs pack of girls boxer	5% elastane, 95% cotton 170gsm	6.3 (without heatseal)
33142259		Girls fitted boxers (4pcs pack)	5% elastane, 95% cotton & 5% elastane, 10% Viscose, 85% cotton 160gsm	5.8 (without heatseal)
33144087		High waist briefs (4pcs/pk)	5% elastane, 95% cotton 170gsm	6.2 (without heatseal)
33244072		Fitted boxers (3 pcs/pk)	5% elastane, 95% cotton 170gsm	6.0 (without heatseal)
33244075		Fitted boxers (2pcs/pk)	5% elastane, 95% cotton 170gsm	6.1 (without heatseal)

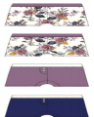
33244076		Jersey Boxers (3pcs/pk)	100% cotton (organic) 170gsm	5.9 (without heatseal)
22244011		5% elastane, 95% cotton (organic) 160 gsm	(Boys Boxers (3pcs pack) Organic Cotton)	6.4 (without heatseal)
33140157		92% polyamide, 8% elastane	3pcs/pk ladies panty, lace 2+1	6.2 (without heatseal)
33144067		5% elastane, 95% cotton 160gsm	Girls fitted boxers (4pcs pack)	6.2 (without heatseal)
33144068		5% elastane, 95% cotton 170gsm	Boxer (4pcs/pack)	6.2 (without heatseal)

Table 3.4.1 DR-11 Tech Pack & Costing Sheet

Style; 2242021

Item: Boxer

❖ Tech Pack

bonprix <i>it's me!</i>	Brand bpc bonprix collection	Department 22.2	DN DR11
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Style: 22242021-(boxer shorts (5pack))

Buyer	Substitute	Administrator	Rebuyer
L. Gärtner	E. Dietz	N. Siemers	N/A
		*add. info: Boxershorts 5pcs pack, - fully elastic waistband - flatlock stitching - hem with two needle top stitching. - stripes in y/d 2x #115/#802 striped (width of stripes 1,5 cm) 2x black solid 1x #802 solid *Label-code: BC-PLL-LI-02 *Label-position: LP-03	

Size Range

ItemNo	Colour	128/134	140/146	152/158	164/170	176/182
952179	teal / black / slate marl (BP 115, BP 50, BP 802)	12.95	18.04	23.86	27.24	17.91

Delivery Information

Delivery Date	Supply Chain Speed	DR Round
13/09/2021	Medium	DR11

No information found for: Photo Samples

No information found for: Care Instructions

Color

Color name	Color Details	Pantone	Color code	Remark
teal / black / slate marl	slate marl	N/A	802	N/A
teal / black / slate marl	black	19-4006	50	N/A
teal / black / slate marl	petrol	19-4916	115	N/A

❖ Costing Sheet

Buyer:	Bon-Priz											Stroke #	
Quotation Date:												Category:	
Product name:	bazonrharta (5pack)											Size:	
Style #	22242021											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndis:	Shatu
 Costing Sheet													
Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cutttable width	Wastage %	Description	Composition	Weight	
Fabrics :													
95% cotton, 5% elastane 170 gsm	SOLID		\$ 1.61	0.060	3	8.50		145cm	1.05				
	AOP/YD		\$ 1.30	0.060	2	10.30		145cm	1.05				
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.003		6.50		75cm Tube	1.05				
			\$ 2.90										
Sewing Trims :													
	Thread PP	Body	\$ 0.14	0.04	5	0.65		NA	1.05	DTM	NA	NA	
	Thread NY	Body	\$ 0.17	0.05	5	0.65		NA	1.05	DTM	NA	NA	
	W/Elastic	Waist	\$ 0.73	0.75	5	0.20		NA	1.05				
	Labels & heat seal	Waist	\$ 0.37	1.00	5	0.07		NA	1.05				
			\$ 1.46										
CM													
	Cost of Manufacturing		\$0.30		5								
			\$1.50										
			\$ -										
Packing trims and materials :													
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA	
			\$ -								NA	NA	
			\$ -										
			\$ 0.15										
Overheads & others cost :													
	Testing Cost		\$ 0.05										
			\$ 0.05										
Total Price :													
Commercial Expenses :													
		2%	\$ 0.12										
Profit													
		10.0%	\$ 0.61										
Total FOB Price =													
OTTO HERMES COMMISSION													
		1.077%	\$ 7.34										
GRAND TOTAL FOB													
			\$ 7.34										

Status	Drop
Remarks	Due to high costing, other get this order in \$7.00. we need to reduce wastage and utilize maximum materials for reduce cost.

Table 3.4.2 DR-11 Tech Pack & Costing Sheet

Style; 2242022

Item: Short Boxer

❖ Tech Pack

bonprix <i>it's me!</i>	Brand bpc bonprix collection	Department 22.2	DN DR11
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Style: 2242022-(boxer shorts (5pack))

Buyer	Substitute	Administrator	Rebuyer
L. Gärtner	E. Dietz	N. Siemens	N/A
 *add. Info: Boxershorts 5pcs pack, - fully elastic waistband - flatlock stitching - hem with two needle top stitching. for colourways and print follow given artwork *Label-code: BC-PLL-LI-02 *Label-position: LP-03			

Size Range

ItemNo	Colour	128/134	140/146	152/158	164/170	176/182
952182	blue / black (BP 56, BP 50)	12.95	18.04	23.86	27.24	17.91

Delivery Information

Delivery Date	Supply Chain Speed	DR Round
11/10/2021	Medium	DR11

No information found for: Photo Samples

No information found for: Care Instructions

Color

Color name	Color Details	Pantone	Color code	Remark
blue / black	midnight blue	19-3939	56	N/A
blue / black	black	19-4006	50	N/A

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke \$	
Quotation Date:												Category:	
Product name:	boxer shorts (5pack)											Size:	
Style #	22242022											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndi:	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cuttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95% cotton, 5% elastane 170 gsm	SOLID		\$ 1.61	0.060	3	8.50		145cm	1.05			
	AOP		\$ 1.30	0.060	2	10.30		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ 2.30									
Sewing Trims :												
	Thread PP	Body	\$ 0.14	0.04	5	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.17	0.05	5	0.65		NA	1.05	DTM	NA	NA
	J/Elastic	Waist	\$ 1.02	0.75	5	0.26		NA	1.05			
	Labels & heat seal	Waist	\$ 0.37	1.00	5	0.07		NA	1.05			
			\$ 1.70									
CM												
	Cost of Manufacturing		\$0.30		5							
			\$1.50									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.05									
			\$ 0.05									
Total Price :			\$ 6.30									
Commercial Expenses :			2% \$ 0.13									
Profit			10.0% \$ 0.63									
Total FOB Price =			\$ 7.06									
OTTO HERMES COMMISSION			1.077% \$ 7.62									

Status	Drop
Remarks	We imported rib from other factory as a result last time due to delivery problem we didn't delivery Rib fabric garments in time as a result we didn't got this order. High price of also responsible for that.

Table 3.4.3 DR-11 Tech Pack & Costing Sheet

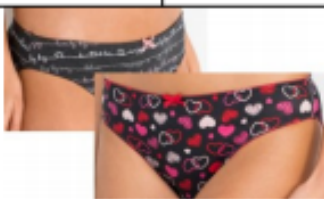
Style; 2242032

Item: Panty

❖ Tech Pack

	Brand	Department	DN
	bpc bonprix collection	22.2	DR11

Style: 2242032-(Shorts)

Buyer	Substitute	Administrator	Rebuyer
L. Gärner	E. Dietz	N. Siemers	N/A
 *add. info: Panty 5pcs pack for girls, - elastic waistband - with print - leg opening with two needle top stitching 3x aop 2x placement print on: black elastic always in #416 follow given artwork for colourway and prints *Label-code: BC-PLL-LI-02 *Label-position: LP-13			

Size Range

ItemNo	Colour	128/134	140/146	152/158	164/170	176/182
952187	black (BP 50)	17.34	21.36	26.15	21.78	13.37

Delivery Information

Delivery Date	Supply Chain Speed	DR Round
13/09/2021	Medium	DR11

No information found for: Photo Samples

No information found for: Care Instructions

Color

Color name	Color Details	Pantone	Color code	Remark
black	black	19-4006	50	N/A

	Brand	Department	DN
	bpc bonprix collection	22.2	DR11

Material Data

Item Number	EK Bundle	Component	Composition	Fabric	Construction Name	Construction Text	Remarks	Weight	Unit	Gauge	Finishing	Print	Type
N/A	N/A	shell	5% elastane, 95% cotton	(S) (UN) KCEJ170 "Standard"	Elastangam vollplatziert, Garnfeinheit: Ne 42 + dtex 16	N/A	white fabric always in 180 g/m² (yarn count: Ne 40 + dtex 18)	170.0	g/qm	N/A	N/A	coloured	single jersey

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke \$	
Quotation Date:												Category:	
Product name:	Panty 5pc pack for girls											Size:	
Style \$	22242032											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndis:	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cuttable width	Wastage %	Description	Composition	Weight
Fabrics :												
5% elastane, 95% cotton (organic) 170gsm	SOLID		\$ 1.02	0.038	3	8.50		145cm	1.05			
	AOP		\$ 0.82	0.038	2	10.30		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ 1.84									
Sewing Trims :												
	Thread PP	Body	\$ 0.14	0.04	5	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.17	0.05	5	0.65		NA	1.05	DTM	NA	NA
	Folded Elastic	Waist	\$ 0.47	0.75	5	0.12		NA	1.05			
	Tunnel Elastic	Leg	\$ 0.25	0.95	5	0.05		NA	1.05			
	Placement Print	Waist	\$ 0.36	1.00	2	0.17		NA	1.05			
	Labels & heat seal	Waist	\$ 0.37	1.00	5	0.07		NA	1.05			
			\$ 1.75									
CM												
	Cost of Manufacturing		\$ 0.30		5							
			\$ 1.50									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.05									
			\$ 0.05									
Total Price :												
			\$ 5.23									
Commercial Expenses :												
		2%	\$ 0.11									
Profit												
		10.0%	\$ 0.53									
Total FOB Price =												
			\$ 5.93									
OTTO HERMES COMMISSION 1.077%												
			\$ 6.40									
GRAND TOTAL FOB												
			\$ 6.40									

Status	Drop
Remarks	We don't have GOTS certificate as per Bonprix requirement supplier must need GOTS certificate for organic cotton.

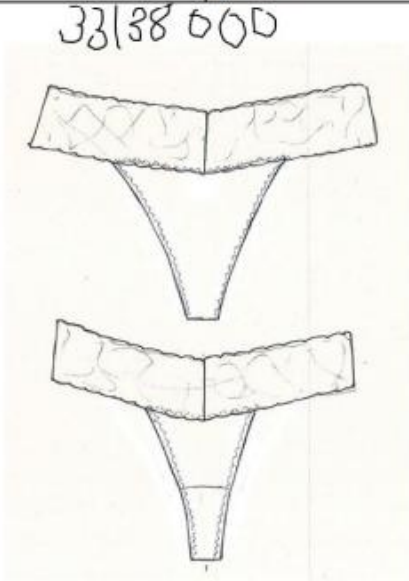
Table 3.4.4 DR-11 Tech Pack & Costing Sheet

Style; 33138000

Item: Thong

❖ **Tech Pack**

Style: 33138000-(thong with lace (5pcs pack))

Buyer	Substitute	Administrator	Rebuyer
S. Soltau	M. Paulsen	M. Adler	N/A
 *Produktbeschreibung briefs: Front pants: * waist workmanship: 5.1 1-way elastic lace with 1-stitch zig zag straight along waistline * leg workmanship: 3.1 Elastic with 1-stitch zig zag along leg opening * Additional Information: - colors: -Article A: 2x black with lace dtm 2x white with lace dtm 1x red #14 with lace dtm -Article B: 2x rose 13-1408 TCX with lace in #914 1 x lightblue 16-4519 TCX with lace in #914 2 x plum 19-3316 TCX with dtm lace * label:bpc bonprix collection: BC-PLL-LI-02 at LP-13 ,BC-PLL-LI-01 at LP-13 * Label-Info: pls use the white label for white thong and all other ground colors and the black label for black thong.			

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54
947250	black / white / red	29.88	30.53	19.55	11.93	8.11

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54
	patterned (BP 50, BP 1, BP 14)					

❖ Costing Sheet

Buyer:	Boa-Priz												Stroke #	
Quotation Date:													Category:	
Product name:	thong with lace (5pcs pack)												Size:	
Style #	33138000												MOQ :	
Department :													Qty:	
Season:													Color :	
Supplier:													Merchndi	Shatu

								</						

Status	Drop
Remarks	Last season we produce bad quality in bulk, shading problem and also delay shipment and inspection due to lace issue. Because we import all type all lace from our china team. For all

	of these we didn't have order.
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Table 3.4.5 DR-11 Tech Pack & Costing Sheet

Style; 33141173

Item: Shorts

❖ **Tech Pack**

Style: 33141173-(Shorts 4 pcs pack)

Buyer	Substitute	Administrator	Rebuyer
S. Soltau	M. Schwerdtner	N. Siemers	N/A
		*Produktbeschreibung briefs: Front pants: * waist workmanship: 3.2 Elastic with 3-stitch zig zag along waistline - workmanship to fix the lace at fabric: 5.1 1way elastic lace with 1stitch zig zag straight along fabric * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening * Additional Information: - 10.5 Gusset lining for styles with scallop lace edge at front - elastic along waistline: normal elastic- clean - bow option #2 - with lace band on front part of panty as per sketch - pls provide samples for the lace, supplier can use same lace as used for style: 33139057 from last season - 4pcs/pk panty: 2pcs AOP on black iris # 32 ground fabric, for printing colours pls refer to attachements, lace colour: black iris # 32, bow colour: prairie sunset # 10, elastics: black iris # 32 + 1pc solid black iris # 32, no print, lace colour # 32, bow colour: prairie sunset # 10, elastics: black iris #32, + 1pc solid prairie sunset # 10, lace colour prairie sunset # 10, elastics: prairie sunset # 10, bow colour: prairie sunset #10. * Label-Info: Pls use all label, including care label, in color white.	

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
917286	navy / melba /	17.49	31.89	25.06	13.65	8.31	3.60

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
	buttermilk / bright pink / pale pink (BP 32, BP 10, BP 914, BP 723, 14-1714)						

❖ Costing Sheet

Buyer:	Bon-Priz											Stroke #
Quotation Date:												Category:
Product name:	Shirts 4 per pack											Size:
Style #	33141173											MOQ :
Department :												Qty:
Season:												Color :
Supplier:												Merchnd Shatu

Material	Category	Placement	Cost	Consumption	Pcs/ Pack	Unit Price	RM Price /	Cutta ble	Wastag e %	Descripti on	Composit ion	Weight
Fabrics :												
95% cotton, 5% elastane 160 gsm	SOLID		\$ 0.62	0.048	2	6.20		167cm	USD 1.05			
	AOP		\$ 0.83	0.048	2	8.20			USD 1.05			
	SOLID x 5; AOP x 0		\$ 1.45									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	USD 1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.11	0.04	4	0.65		NA	USD 1.05	DTM	NA	NA
	Lace	Leg	\$ 0.31	0.36	4	0.22			USD 1.05			
	DTM Tunnel Elastic	waist	\$ 0.21	0.36	4	0.05			USD 1.05			
	Labels & heat seal	Center back	\$ 0.42	1.00	4	0.10			USD 1.05			
			\$ 1.75									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.12	USD 1.00	###			NA	USD 1.10	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.12									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :			\$ 4.56									
Commercial Expenses :			2% \$ 0.09									
Profit			10.0% \$ 0.46									
Total FOB Price =			\$ 5.11									
OTTO HERMES COMMISSION			1.077% \$ 5.52									
GRAND TOTAL FOB			\$ 5.52									

Status	Drop
Remarks	Last season we produce bad quality in bulk, shading problem and also delay shipment and inspection due to lace issue. Because we import all type all lace from our china team. For all of these we didn't have order.

Table 3.4.6 DR-11 Tech Pack & Costing Sheet

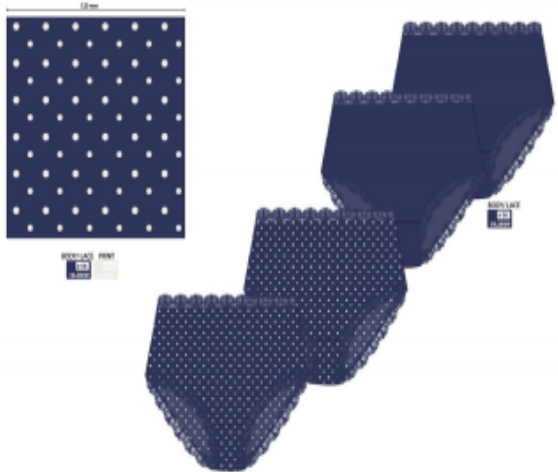
Style; 3314491

Item: High waist briefs

❖ Tech Pack

	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144091-(High waist briefs (4pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
		*Produktbeschreibung briefs: General style details: * brief shape: high waisted brief Front pants: * waist workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along waistline * leg workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along waistline * leg workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along leg opening further style details: * gusset: 10.4 Overlock finished gusset seams for clean finished leg openings * Additional Information: *GOTS certification * colors: 4 pcs/pk high waisted briefs: 2x AOP dot print on groundcolor #56 mitternachtsblau (19-3939), all accessories dtm to #56, for print details pls refer to attachement / 2x in solid #56 mitternachtsblau (19-3939), all accessories dtm to solid color / lace for all four pcs #56 mitternachtsblau (19-3939)	

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
n.a.	midnight blue / white dotty (BP 56, BP 1)	6.30	19.01	26.70	24.41	16.14	7.44

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke \$	
Quotation Date:												Category:	
Product name:	High waist briefs (4pcz/pkg)											Size:	
Style #	33144031											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchandise	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price / UOM	Cuttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95% Org. cotton, 5% elastane 160 gsm	SOLID		\$ 1.58	0.075	2	10.00		145cm	1.05			
	AOP		\$ 1.86	0.075	2	11.80		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.003		6.50		75cm Tube	1.05			
			\$ 3.43									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	Lace	Waist & Leg	\$ 1.71	2.55	4	0.16		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07			1.05			
			\$ 2.25									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :			\$ 7.08									
Commercial Expenses :			2% \$ 0.14									
Profit			10.0% \$ 0.71									
Total FOB Price =			\$ 7.93									
OTTO HERMES COMMISSION 1.07%			\$ 8.56									
GRAND TOTAL FOB			\$ 8.56									

Status	Drop
Remarks	Due to high costing, other got this order in \$7.70. We need to reduce wastage and utilize maximum materials for reduce cost.

Table 3.4.7 DR-11 Tech Pack & Costing Sheet

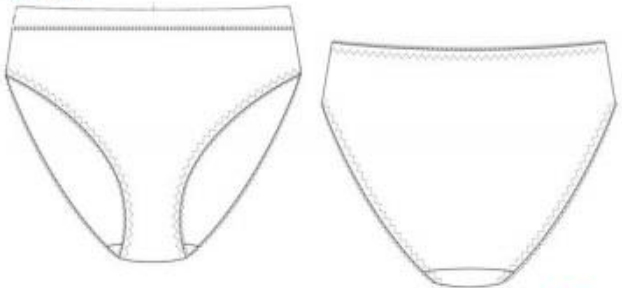
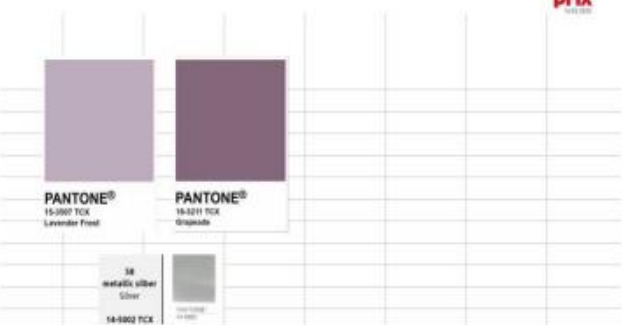
Style: 3314490

Item: Briefs

❖ Tech Pack

	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144090-(Briefs (4 pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
 		*Produktbeschreibung briefs: General style details: * brief shape: Brief Front pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 3.1 Elastic with 1-stitch zig zag along leg opening Back pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 3.1 Elastic with 1-stitch zig zag along leg opening further style details: * gusset: 10.1 Normal finished gusset lining * Additional Information: *4 pcs/pk briefs: 2x solid (15-3507) #193 rauchflieder, all accessories dtm to groundcolor / 2x in solid (18-3211) #192 mattlavendel with all accessories dtm / all 4 pieces with elastic in (14-5002) metallic silber #58 *elastic for waistband: width approx 1,5cm *bow option #2	

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
n.a.	duky lilac / matt	19.83	29.73	23.49	15.19	8.27	3.49

❖ Costing Sheet

Buyer:	Bon-Prix												Stroke #	
Quotation Date:													Category:	
Product name:	Briefs (4 part pk)												Size:	
Style #	33144090												MOQ :	
Department :													Qty:	
Season:													Color :	
Supplier:													Merchadis	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/ Pack	Unit Price	RM Price /	Cuttabl e width	Waste %	Description	Composition	Weight
Fabrics :												
95% Org. cotton, 5% elastane 160 gsm	SOLID		\$ -		4	10.00		145cm	1.05			
	AOP		\$ -			11.80		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ -									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	W/Elastic	Waist	\$ 0.58	0.98	4	0.14		NA	1.05			
	Picot elastic	Leg	\$ 0.40	1.60	4	0.06		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07			1.05			
			\$ 1.52									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	#####	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :			\$ 2.91									
Commercial Expenses :			2% \$ 0.06									
Profit			10.0% \$ 0.29									
Total FOB Price =			\$ 3.26									
OTTO HERMES COMMISSION			1.077% \$ 3.52									
GRAND TOTAL FOB			\$ 3.52									

Status	Drop
Remarks	Due to high costing. In this order we costing per unit fabric 10.5\$ but this type of fabric available in 9.8\$, need to more concern. Also we don't have GOTS certificate as per Bonprix requirement supplier must need GOTS certificate for organic cotton.

Table 3.4.8 DR-11 Tech Pack & Costing Sheet

Style: 33144089

Item: Shorts

❖ Tech Pack

Style: 33144089-(Shorts (4pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
Maxifrench 4 pcs pack PM: Sabrina Gassmann - Department: Underwear - FT: 33.1 Stylenumber: 33144089 DR: 11 bonprix Cloud desert BP 514 Black BP 50 Sea Moss BP 699 Partone 11-4201 Partone 19-4006 Partone 19-5030  *Produktbeschreibung briefs: General style details: * brief shape: maxi french Front pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening further style details: * gusset: 10.1 Normal finished gusset lining * Additional Information: *colors: pcs/pk maxi french: 2x AOP flower design all accessories dtm to groundcolor #899 petrolgrün (19-5030) - for print details pls refer to attachment / 1x in solid black #50, all accessories dtm to groundcolor black / 1x in solid #899 petrolgrün (19-5030), all accessories dtm to groundcolor #899 *elastic width 2cm			

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
n.a.	petrol / black (BP	10.55	25.88	27.84	20.37	11.10	4.26

❖ **Costing Sheet**[illegible]

Status	Drop
Remarks	Due to high costing. In this order we costing per unit fabric 6.5\$ but this type of fabric available in 6.1\$. That's type fabric price is more to us. Because we don't have any rib knitting machine we need to import it from supplier, that's a large amount of additional cost added here.

Table 3.4.9 DR-11 Tech Pack & Costing Sheet

Style; 33144082

Item: Brazilian Briefs

❖ **Tech Pack**

bonprix <i>it's me!</i>	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144082-(Brazilian briefs (4pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
		*Produktbeschreibung briefs: General style details: * brief shape: brasilbrief Front pants: * waist workmanship: 5.2 1-way elastic lace with 1-stitch zig zag rounded along waistline * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening front workmanship 7.1 back workmanship 5.2 with lace Back pants: * waist workmanship: 5.2 1-way elastic lace with 1-stitch zig zag rounded along waistline * leg workmanship: 5.2 1-way elastic lace with 1-stitch zig zag rounded along leg opening further style details: * gusset: 10.1 Normal finished gusset lining * Additional Information: *Elastic spezification: standard option 1 * Standard bow: standard option 2 * 4 pcs/pk brasil brief: 2x solid Altrosa #600 (14-1508 TCX), all accessories + lace + bow dtm / 2x solid Rauchgrün #267 (16-5808 TCX) with all accessories + lace + bow dtm * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use black label (+ black care label) for dark colors and white label (+ white care label) for bright colors.	

Size Range

ItemNo	Colour	32/34	36/38	40/42	44/46	48/50	52/54
n.a.	pink opal / dusky green (BP 600, BP 267)	7.98	26.29	29.20	19.27	10.90	6.36

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke #	
Quotation Date:												Category:	
Product name:	Brazilian briefs (4pcs/pk)											Size:	
Style #	33144082											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndis	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price / UOM	Cutttable width	Wastage %	Description	Composition	Weight
Fabrics :												
90% polyamide, 10% elastane 160gsm	SOLID		\$ 0.32	0.035	4	2.15		145cm	1.05			
	AOP		\$ -	0.035		4.65		145cm	1.05			
100% cotton, 160 gsm	S/J		\$ 0.28	0.009	4	7.45		75cm Tube	1.05			
			\$ 0.60									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	Lace	Waist & Leg	\$ 1.64	2.60	4	0.15		NA	1.05			
	Bow	Front	\$ 0.08	1.00	4	0.02		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07		NA	1.05			
			\$ 2.26									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :			\$ 4.25									
Commercial Expenses :			2% \$ 0.08									
Profit			10.0% \$ 0.42									
Total FOB Price =			\$ 4.76									
OTTO HERMES COMMISSION			1.077% \$ 5.14									
GRAND TOTAL FOB			\$ 5.14									

Status	Drop
Remarks	We import all micro fabric from china for that maximum time we faced problem to approved sample in time and also bulk team failed to closed shipment in time. Some time we gave short shipment due shortage of material.

Table 3.4.10 DR-11 Tech Pack & Costing Sheet

Style; 33144083

Item: Maxipanty

❖ Tech Pack

bonprix <i>it's me!</i>	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144083-(Maxipanty (4pcs/pack))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
Maxipanty 4 pcs pack PM: Sabina Gassmann - Department: Underwear PT: 33.1 Stylenumber: 33144083 DR: 11 bonprix Cloud-dancer BP 014 Pantone 13-4201 Pepper Green BP 504 Pantone 18-5841 Dress Blue BP Pantone 19-19-4324  *Produktbeschreibung briefs: General style details: * brief shape: maxi brief Front pants: * waist workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along waistline * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 5.3 1-way elastic lace with 2-needle double chainstitching along waistline * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening further style details: * gusset: 10.1 Normal finished gusset lining * Additional Information: * Elastic specification: 1-way elastic lace band at waistline all around, width approx. 5-6cm * Lace/embroidery: lace with modern flowered design (see reference picture) in darkblue, soft handfeel * Colors: 2x AOP Karo print yarn dyed on Dress blue (19-4024 TCX) ground, all accessories dtm in print ground color Dress blue - for print details pls refer to attachement / 2x in solid Dress blue (19-4024 TCX) with all accessories dtm / lace for all four pcs in Dress blue (19-4024 TCX) * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use black label (+ black care label) for dark colors and white label (+ white care label) for bright colors.			

Size Range

ItemNo	Colour	36/38	40/42	44/46	48/50	52/54	56/58
n.a.	navy checked	10.55	25.88	27.84	20.37	11.10	4.26

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke #	
Quotation Date:												Category:	
Product name:	Maxipanty (4pcr/pack)											Size:	
Style #	33144083											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchadis	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/ Pack	Unit Price	RM Price /	Cuttable width	Waste %	Description	Composition	Weight
Fabrics :												
95% cotton, 5% elastane 160 gsm	SOLID		\$ -			8.50		145cm	1.05			
	AOP		\$ -			10.30		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ 0.25	0.009	4	6.50		75cm Tube	1.05			
			\$ 0.25									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	Lace	Waist	\$ 0.74	0.98	4	0.18		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07		NA	1.05			
			\$ 1.28									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	#####	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :												
Commercial Expenses :			2%	\$ 0.06								
Profit			10.0%	\$ 0.29								
Total FOB Price =				\$ 3.27								
OTTO HERMES COMMISSION			1.077%	\$ 3.53								
GRAND TOTAL FOB				\$ 3.53								

Status	Drop
Remarks	Due to high costing. In this order we costing per unit fabric 6.5\$ but this type of fabric available in 6.1\$. That's type fabric price is more to us. Because we don't have any rib knitting machine we need to import it from supplier, that's a large amount of additional cost added here.

Table 3.4.11 DR-11 Tech Pack & Costing Sheet

Style; 33144084

Item: Hipster briefs

❖ Tech Pack

	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144084-(Hipster briefs (4pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
		*Produktbeschreibung briefs: General style details: * brief shape: hipster Front pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening further style details: * gusset: 10.1 Normal finished gusset lining * Additional Information: * GOTS certification * Standard bow: no bow * Colors: 4 pcs/pk hipster: 2x solid beere #105 (19-2430) with bow placementprint on front (left side by wearing), all accessories dtm - for placement-print design pls refer to artwork / 2x solid Rhabarber #165 (18-1629) with with bow placementprint on front (left side by wearing), all accessories dtm - for placement-print design pls refer to artwork /all 4 pcs with the same waistband elastic in beere #105 * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use black label (+ black care label) for dark colors and white label (+ white care label) for bright colors.	

❖ Costing Sheet

Buyer:	Bon-Prix											Stroke #	
Quotation Date:												Category:	
Product name:	Hipter briefs (4pcz/pkg)											Size:	
Style #	33144084											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndis	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cuttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95% Org.cotton, 5% elastane 160 gsm	SOLID		\$ 2.52	0.060	4	10.00		145cm	1.05			
	AOP		\$ -		-	11.80		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.003		6.50		75cm Tube	1.05			
			\$ 2.52									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	DTM Tunnel Elastic	Waist	\$ 0.29	0.98	4	0.07		NA	1.05			
	Placement Print	Front	\$ 1.13	1.00	4	0.27		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07		NA	1.05			
			\$ 1.96									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :												
Commercial Expenses :												
		2%	\$ 0.12									
Profit		10.0%	\$ 0.59									
Total FOB Price =			\$ 6.58									
OTTO HERMES COMMISSION			1.07%	\$ 7.10								
GRAND TOTAL FOB			\$ 7.10									

Status	Drop
Remarks	Due to high costing of placement print our supplier placement print unit price 0.27\$, these type of placement print now available in 0.15-0.20\$. Beside that's for this item buyer lead time 60 days but we need 65-70 days.

Table 3.4.12 DR-11 Tech Pack & Costing Sheet

Style; 33144085

Item: Long briefs

❖ Tech Pack

	Brand bpc bonprix collection	Department 33.1	DN DR11
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Style: 33144085-(Long briefs (4pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
Long Underpants 4 pcs pack PM: Sabrina Gassmann Department: Underwear FT: 33.1 Stylenumber: 33144085 DR: 11  		*Produktbeschreibung briefs: General style details: * brief shape: long leg brief Front pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening * Additional Information: * gusset: 10.7 Gusset workmanship for girls boxer * Elastic specification: soft to skin, width 1,5 cm * Standard bow: no bow * Placement print: Placement Print "Let it Snow" *Colors: 4pcs/pk high waist boxer with longleg, 2x solid black #50 with placement print on left side at front, all accessories dtm - for print details pls refer to attachment / 2x greymelange # 801 with placement print on left side at front, all accessories dtm - for print details pls refer to attachment * Sonstiges: with fake front fly with 3 2-hole buttons out of fake mother of pearl, dtm * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use black label (+ black care label) for dark colors and white label (+ white care label) for bright colors.	

❖ Costing Sheet

Quotation Date:						Costing Sheet				Category:		
Product name:		Longbrief (4pc/tpk)									Size:	
Style #		33144085									MOQ :	
Department :											Qty:	
Season:											Color :	
Supplier:										Merchndis	Shatu	
Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cutttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95%cotton, 5% elastane 170 gsm	SOLID		\$ 1.79	0.100	2	8.50		145cm	1.05			
	AOP		\$ 2.60	0.120	2	10.30		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ 4.38									
Sewing Trims :												
	Thread PP	Body	\$ 0.11	0.04	4	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.14	0.05	4	0.65		NA	1.05	DTM	NA	NA
	W/Elastic	Waist	\$ 0.43	0.98	4	0.12		NA	1.05			
	Placement Print	Front	\$ 0.71	1.00	4	0.17		NA	1.05			
	Button	Fly	\$ 0.25	3.00	4	0.02		NA	1.05			
	Labels & heat seal	Waist	\$ 0.29	1.00	4	0.07			1.05			
			\$ 2.00									
CM												
	Cost of Manufacturing		\$0.30		4							
			\$1.20									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.04									
			\$ 0.04									
Total Price :			\$ 7.77									
Commercial Expenses :			2% \$ 0.16									
Profit			10.0% \$ 0.78									
Total FOB Price =			\$ 8.70									
OTTO HERMES COMMISSION			1.077%									
GRAND TOTAL FOB			\$ 9.40									
Note :												

Status	Drop
Remarks	Due to high costing, this order got company fabric consumption unit 0.08 & 0.09 but we gave 0.1 & 0.12. As a result, costing price increased.

Table 3.4.13 DR-11 Tech Pack & Costing Sheet

Style; 33244065

Item: Fitted Boxer

❖ **Tech Pack**

Style: 33244065-(Boxers (3pcs/pack))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
		*Produktbeschreibung briefs: Front pants: * waist workmanship: 1.2 Classic tunnel elastic along waistline (small elastic) * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening * Additional Information: * front buttonplacket workmanship: 12.3.1 Men's & boy's fake button fly workmanship *Colors: 3 pcs/pk jersey boxer: 2x AOP on ground color blue indigo #310 (19-3928) with print in cloud dancer #914 (11-4201), all accessories dtm to blue indigo - for print details pls refer to attachment / 1x in solid zinfandel #90 (19-1522), all accessories dtm. * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use all label, including care label, in color black.	

Size Range

ItemNo	Colour	5	6	7	8	9	10	12
n.a.	indigo /	11.08	16.32	19.83	17.59	12.69	10.11	12.38

❖ Costing Sheet

Buyer:	Bon-Prix										Stroke #	
Quotation Date:											Category:	
Product name:	Fitted boxer (3partpk)										Size:	
Style #	33244069										MOQ :	
Department :											Qty:	
Season:											Color :	
Supplier:											Merchandise	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cutttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95%cotton, 5% elastane 170 gsm	SOLID		\$ 0.71	0.080	1	8.50		145cm	1.05			
	AOP		\$ 1.73	0.080	2	10.30		145cm	1.05			
95% cotton, 5% elastane 180 gsm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ 2.44									
Sewing Trims :												
	Thread PP	Body	\$ 0.08	0.04	3	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.10	0.05	3	0.65		NA	1.05	DTM	NA	NA
	W/Elastic	Waist	\$ 0.68	0.98	3	0.22		NA	1.05			
	Labels & heat seal	Waist	\$ 0.22	1.00	3	0.07			1.05			
			\$ 1.08									
CM												
	Cost of Manufacturing		\$0.35		3							
			\$1.05									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.03									
			\$ 0.03									
Total Price :			\$ 4.76									
Commercial Expenses :			2% \$ 0.10									
Profit			10.0% \$ 0.48									
Total FOB Price =			\$ 5.33									
OTTO HERMES COMMISSION			1.077% \$ 5.76									
GRAND TOTAL FOB			\$ 5.76									

Status	Drop
Remarks	Due to high costing, this order got company fabric consumption unit 0.06 & 0.07 but we gave 0.08 & 0.08. As a result costing price increased.

Table 3.4.14 DR-11 Tech Pack & Costing Sheet

Style: 33220373

Item: Maxi brief

❖ **Tech Pack**

Style: 33244073-(Hipster briefs (3 pcs/pk))

Buyer	Substitute	Administrator	Rebuyer
S. Gassmann	L. Butzbach	M. Adler	N/A
		*Produktbeschreibung briefs: General style details: * brief shape: hipster Front pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening Back pants: * waist workmanship: 4.2 Elastic with 2-needle double chainstitching along waistline or leg opening * leg workmanship: 7.1 Clean finished edge with 2-needle double chainstitching along leg opening * Additional Information: *3 pcs/pk hipster: 2x solid #50 black with placement print, all accessories dtm to black #50 - for print design pls refer to attachment! / 1x solid legeon blue #408 (19-4324) with placement print, all accessories dtm to #408 - for print design pls refer to attachment! / all ealstics in #50 black *elastic 3cm in solid black #50 for all pcs * Label-Info: Pls use pad print if possible, otherwise pls use woven label. Pls use all label, including care label, in color black.	

Size Range

ItemNo	Colour	4	5	6	7	8	9	10
n.a.	black / teal (BP	6.02	15.15	20.89	22.39	15.82	10.49	9.24

❖ Costing Sheet

Buyer:	Bon-Priz											Stroke #	
Quotation Date:												Category:	
Product name:	5-pc pack of maxibrief											Size:	
Style #	33220373											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchandise	Shatu
Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cuttable	Wastage %	Description	Composition	Weight	
Fabrics :													
100% cotton 160 gsm	SOLID		\$ 1.91	0.070	5	5.20		167cm	USD 1.05				
	AOP		\$ -			7.20			USD 1.05				
	SOLID x 5; AOP x 0		\$ 1.91										
Sewing Trims :													
	Thread PP	Body	\$ 0.12	0.04	5	0.65		NA	USD 1.05	DTM	NA	NA	
	Thread NY	Body	\$ 0.14	0.04	5	0.65		NA	USD 1.05	DTM	NA	NA	
	Tunnel Elastic	Waist	\$ 0.31	0.98	5	0.06			USD 1.05				
	Tunnel Elastic	Leg	\$ 0.25	1.60	5	0.03			USD 1.05				
	BPC	Front	\$ 0.11	1.00	5	0.02		NA	USD 1.05				
	Labels & heat seal	Center back	\$ 0.53	1.00	5	0.10			USD 1.05				
									USD 1.05				
			\$ 1.45										
CM													
	Cost of Manufacturing		\$0.60		5								
			\$3.00										
			\$ -										
Packing trims and materials :													
	All Packing RM	Packing	\$ 0.12	USD 1.00	USD 1			NA	USD 1.10	All RM	NA	NA	
			\$ -								NA	NA	
			\$ -										
			\$ 0.12										
Overheads & others cost :													
	Testing Cost		\$ 0.05										
			\$ 0.05										
Total Price :			\$ 6.53										
Commercial Expenses :			2% \$ 0.13										
Profit			10.0% \$ 0.65										
Total FOB Price =			\$ 7.31										
OTTO HERMES COMMISSION			1.077% \$ 7.90										
GRAND TOTAL FOB			\$ 7.90										

Status	Failed
Remarks	Due to high costing, this order got company manufacturing cost per unit 0.4 but we gave 0.6. As a result costing price increased.

Table 3.4.15 DR-11 Tech Pack & Costing Sheet

Style; 33244070

Item: Fitted Boxer

❖ Tech Pack

bon prix <i>it's me!</i>	Brand bpc bonprix collection	Department 22.2	DN DR9
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Style: 22244007-(Girls Briefs (5pcs pack))

Buyer	Substitute	Administrator	Rebuyer
A. Franke	L. Baldauf	N. Siemers	N/A
		** add. info: Briefs 5 pcs pack: - waistband with fully elastic piping dtm - leg opening also with elastic piping dtm - colorway: 3x Allover printed: striped in colour: brittany blue # 201 + white 2x solid white 1x solid # 201 Bow for all pcs in # 201 Elastics: dtm * label:bpc bonprix collection: BC-PLL-LI-02 at LP-13 ,BC-PLL-LI-02 at LP-13	
		*Style belongs to bundle: 22244007	

Size Range

ItemNo	Colour	116/122	128/134	140/146	152/158	164/170	176/182
n.a.	sea green / white	18.00	21.00	25.00	17.00	11.00	8.00

❖ Costing Sheet

Buyer:	Bon-Priz											Stroke #	
Quotation Date:												Category:	
Product name:	Fitted boxer (3pc/blk)											Size:	
Style #	33244070											MOQ :	
Department :												Qty:	
Season:												Color :	
Supplier:												Merchndis	Shatu

Material	Category	Placement	Cost	Consumption	Pcs/Pack	Unit Price	RM Price /	Cuttable width	Wastage %	Description	Composition	Weight
Fabrics :												
95% Org.cotton, 5% elastane 170 gm	SOLID		\$ 0.84	0.080	1	10.00		145cm	1.05			
	AOP		\$ 1.98	0.080	2	11.80		145cm	1.05			
95% cotton, 5% elastane 180 gm	1x1 Rib		\$ -	0.009		6.50		75cm Tube	1.05			
			\$ 2.82									
Sewing Trims :												
	Thread PP	Body	\$ 0.08	0.04	3	0.65		NA	1.05	DTM	NA	NA
	Thread NY	Body	\$ 0.10	0.05	3	0.65		NA	1.05	DTM	NA	NA
	J/Elastic	Waist	\$ 0.83	0.98	3	0.27		NA	1.05			
	Labels & heat seal	Waist	\$ 0.22	1.00	3	0.07			1.05			
			\$ 1.24									
CM												
	Cost of Manufacturing		\$0.55		3							
			\$1.65									
			\$ -									
Packing trims and materials :												
	All Packing RM	Packing	\$ 0.15	USD 1.00	1			NA	1.1	All RM	NA	NA
			\$ -								NA	NA
			\$ -									
			\$ 0.15									
Overheads & others cost :												
	Testing Cost		\$ 0.03									
			\$ 0.03									
Total Price :												
			\$ 5.89									
Commercial Expenses :												
		2%	\$ 0.12									
Profit												
		10.0%	\$ 0.59									
Total FOB Price =			\$ 6.60									
OTTO HERMES COMMISSION			1.077%	\$ 7.13								
GRAND TOTAL FOB			\$ 7.13									

Status	Failed
Remarks	Due to high costing, this order got company manufacturing cost only 0.45 but our was 0.55. As a result costing price increased.

3.5.1 Table on Getting and Drop Order

Style No.	Status	Remarks
22244016	Confirmed	we capable to give target quality & on time delivery on target price.
22244018	Confirmed	we capable to give target quality & on time delivery on target price.
33136031	Confirmed	we capable to give target quality & on time delivery on target price.
33142259	Confirmed	we capable to give target quality & on time delivery on target price.
33144087	Confirmed	we capable to give target quality & on time delivery on target price.
33244072	Confirmed	we capable to give target quality & on time delivery on target price.
33244075	Confirmed	we capable to give target quality & on time delivery on target price.
33244076	Confirmed	we capable to give target quality & on time delivery on target price.
22244011	Confirmed	we capable to give target quality & on time delivery on target price.
33140157	Confirmed	we capable to give target quality & on time delivery on target price.
33144067	Confirmed	we capable to give target quality & on time delivery on target price.
33144068	Confirmed	we capable to give target quality & on time delivery on target price.
2242021	Drop	Due to high costing, other get this order in \$7.00 but our costing 7.3\$
2242022	Drop	We imported rib from other factory as a result last time due to delivery problem. High price of also responsible for that.
2242032	Drop	We don't have GOTS certificate as per Bonprix requirement
33138000	Drop	Last season we produce bad quality in bulk, shading problem and also delay shipment and inspection due to lace issue.
33141173	Drop	Last season we produce bad quality in bulk, shading problem and also delay shipment and inspection due to lace issue.
3314491	Drop	Due to high costing
3314490	Drop	Due to high costing
33144089	Drop	Due to high costing. In this order we costing per unit fabric 6.5\$ but this type of fabric available in 6.1\$.
33144082	Drop	We import all micro fabric from china for that maximum time we faced problem to approved sample in time and also bulk team failed to closed shipment in time
33144083	Drop	Due to high costing. In this order we costing per unit fabric 6.5\$ but this type of fabric available in 6.1\$.
33144084	Drop	Due to high costing of placement print
33144085	Drop	Due to high costing, this order got company fabric consumption unit 0.08 & 0.09 but we gave 0.1 & 0.12.
33244065	Drop	Due to high costing
33220373	Drop	Due to high costing, this order got company manufacturing cost per unit 0.4 but we gave 0.6.
33244070	Drop	Due to high costing & Quality Issue.

Chapter-4

CALCULATION & RESULT

4.1.1 High consumption of fabric

2 style was missed due to High Fabric Consumption.

So the percentage of order missing for consumption is $= (2/15)*100$
 $=13.33\%$

4.1.2 GOTS Certificated

2 style was missed due to GOTS certificated

So the percentage of order missing for GOTS is $= (2/15)*100$
 $=13.33\%$

4.1.3 Lace, Micro Fabric and Quality

3 style was missed due to Lace and Micro Fabric

So the percentage of order missing for Lace, Quality and Micro fabric is $= (3/15)*100$
 $=20.00\%$

4.1.4 Rib Fabric

3 style was missed due to Rib Fabric

So the percentage of order missing for Rib fabric is $= (3/15)*100$
 $=20.00\%$

4.1.5 Placement Print

1 style was missed due to Placement Print

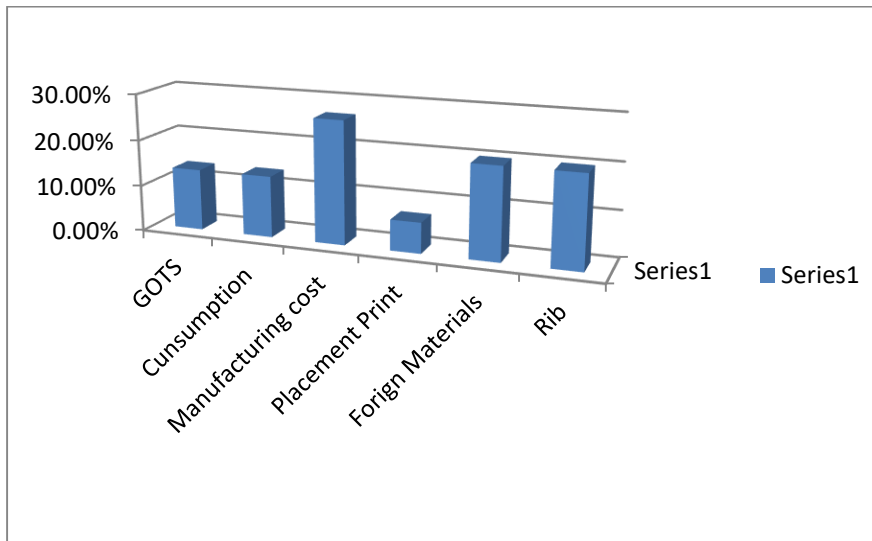
So the percentage of order missing for Placement Print is $= (1/15)*100$
 $=6.66\%$

4.1.6 Manufacturing Cost

4 style was missed due to Manufacturing cost

So the percentage of order missing for Manufacturing cost is $= (4/15)*100$
 $=26.66\%$

4.2 Table on Order missing Reason:



4.3 Order percentage

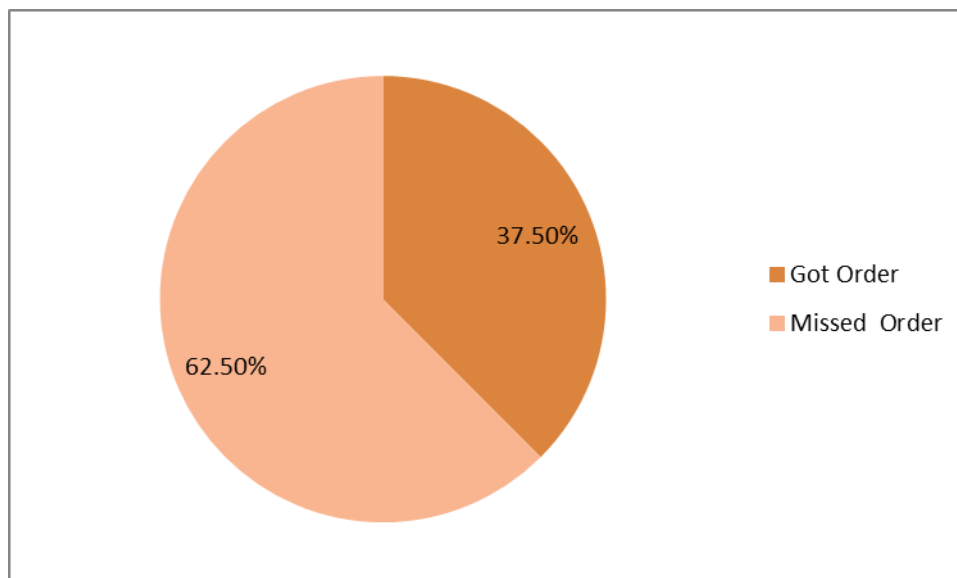
We have got 12 order in Bidding out of 32

So percentage is= $(12/32)*100$
= 37.5%

We have lose 20 order in bidding out of 32

So percentage is= $(20/32)*100$
= 62.5%

4.4 Table on Order percentage



4.5 Result

In DR-11 Season-144 we got 37.5% order from Bonprix & Missed 62.5% order.

In these 15 styles maximum order was missed due to Manufacturing cost, Rib Fabric and Foreign materials issue. Its percentage 66.66%.

CHAPTER 5

CONCUSION

5.1 Limitation:

- This project work was carried out about one buyer order missing purpose. If the study took place for different buyer then the result and findings may not be similar to these findings
- Due to the busy schedule of the responsible persons, some necessary data and information could not be obtained.
- This study cannot be applied for more orders due to time constraint and lack of managerial permission and support.

5.2 Conclusion:

The importance of maximum order getting is very much important for a RMG industry running. Sometime we are missing our order due to high costing for various reasons. If we control our wastage and utilize maximum man power, time and raw material we can easily reduce our cost for RMG production. It is high time we focus on our costing fault and lack for getting more to more order than previous all. We all need to more conscious about market situation and always try to give more value to customer for smoothness of all.

5.3 Future Scopes:

This methodology is very effective for minimization of costing. We conducted this study only for one Buyer If this study carried out for different Buyer and more style, the result and findings will be more precise.

References:

- [1] Mohammad Zillane Patwary(2014)textile study center: Knitting area.23,26-101
- [2] Pradip V. Mehta, (2012) Quality Management Handbook for the Apparel Industry. 373,374-538
- [3] De silva & roger, T. (2018) Knitting fault: a global industry:5th, ed) New York,432,433.

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