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A Study of the Maintenance and Controlling of Merchandiser in Garments Industries

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1.1 Introduction

Garments are produced in the garments factories on industrial basis all the people of a specific country. Bangladesh is one of the garments producing & exporting country in the world market. At present there are about 4500 garments factories running in Bangladesh. Growth of garments factories started in Bangladesh around 1980. around 1980, garment production & export business was unknown to us. Foreign currency earning through garments export \$3.24 million which was not countable in percentage of the total national foreign currency earnings. Afterwards, tremendous growth of garment factory, garments productions, garments export, the percentage of foreign currency earnings through garments export reached from 0% to around 80% of the national foreign currency earnings.

At present Bangladesh is producing & exporting more than 60 items of garments. the most common items are shirt, trouser, jacket, sportswear, T-shirt, polo shirts, ladies wear, sweater, socks, hats etc. this produced items are exported in USA, Canada, Japan, Australia, middle east and many other countries in the world. Bangladesh is one of the important & competitive garments exporting country in the world market. Cheapest labor cost is the biggest advantage for Bangladeshi garments producers & exporters.

Bangladesh is a developing country. And a developing country largely depends on foreign currency. Nearly 75%-80% of foreign currency is earned by exporting garments & textile. Merchandiser plays a vital role. At present a large number of merchandising personnel are working in textile & its sub-sector.

But one thing is that in our country there have lots of differences between practical job life & general education life. It could be a problem during the time of service. So we have tried ourselves to establish a combination between our general education line & practical life with various article, documents & calculation. We hope this project will give a way to learn merchandising which will help in the future to lead our textile & garment sector.

1.2Company Overview:

The founder and managing director of “Patriot Group Limited” is MD. Iqbal Hossain. This factory are producing shirts, Blouses, Dresses, Shorts, Overall, Swimming Trousers, pajamas, Pants, T-shirts, Polo Shirts, Jackets & Tank tops etc. Patriot Group started with 120 machines in 1994 & now because of our enlightened vigilance over quality, prompt delivery, competitive price and advance technology- it is a leading apparel manufacturer located at the heart of Dhaka city industrial area on its own nine storied building at 430/1/A, Tejgaon I/A, Dhaka-1208. They have designed with cutting, sewing, finishing, boiler & machines repair services. Patriot Group is now operating with over 1100 pcs machines of different natures. A 100% export oriented garments industry- (Woven & Knit). They have 2500 (Approximately) number of employees. They have their own printing machine, Packing & accessories unit and sample unit. They lead time to delivery the product 75-120 days upon receipt of L/C. They are very careful about there security system so they are using Physical security, Access Control, Procedural Security and Fire Safety, evacuation Plan and First Aid Training.

GARMENTS

The textile business is further subdivided into 2-textile division:

- Patriot Group Ltd.
- Apparel Stitch Ltd.

1.4 Sources of orders:

Customers:

USA market:

- A) Wal-Mart
- B) Sears Holding Corporation
- C) JC Penny
- D) Target Stores
- E) K-Mart
- F) Bruno

Canada market:

- A) Wal- Mart
- B) Ego Fashion

1.5 Patroit Group Limited provide services to:

1. IMPORTERS / BUYERS

- As an exporter
- As a buying agent
- As a sourcing company
- To set-up QA systems

2. FACTORIES / VENDORS in Bangladesh.

- As an order supplier
- As a liaison agent between factory and buyer
- For Technical assistance

Patriot Group Limited has factories with the best machinery, manpower with commitment towards delivery & quality standards. These factories can produce any quantities under our guidance and control. Some factories are approved for quality from buyers like GAP, WAL-MART, TARGET, PVH and JC PENNEY etc.

1.6Physical plant description:

The Patriot Group Ltd will have sophisticated knitting tools, most of which will be imported from foreign countries like USA, Canada, Japan, Taiwan, Korea and China. In each floor, specific apparatus will have been installed, some of which will be winding machine, knitting machine, linking machine, steam iron, button hole and button attach machine, interlock, sewing machine, automatic strapping machine, boiler machine etc. Faulty machines will be replaced with the new one. Following will be the detailed list of all machineries along with respective numbers installed in the factory:

1.6Relationship with the supervisor:

During my internship in Patriot Group Ltd., I worked under Mr. Faisal, Assistant Merchandiser who reports to Mr. Shanto, Senior Merchandiser. Mr. Faisal looks after a single product line. I directly reported to him during my internship tenure.

1.7 Vision of the Organization

To obtain a leading position in the Buying House sectors of Bangladesh as well as international through maintaining standard quality.

1. in time action
2. Clear understanding of customer's instructions.
3. Clear communication with vendors
4. Clear instructions for production
5. Strict compliance with quality control system.
6. Total devotion maintains first class quality standard.
7. Absolute efforts for in time shipments

1.8 Mission of the Organization

Patriot Group Limited is committed to maintain discipline, punctuality and quality products at reasonable price and ensure quality service. Their focus is on the customer needs and satisfaction. They always maintain delivery schedule according to buyer's requirement.

1.9 Special considerations related to the place of employment:

- Language skill
- Computer skill
- Marketing skill
- Right consumption knowledge of various goods
- Costing knowledge of raw materials
- Order getting ability (That is if the merchandiser is known by actual rate of raw materials, so that he can negotiate perfectly with buyer. In this way, the possibility of getting order is hundred percent.)
- Sincere & responsible
- Hard worker

1.10 Merchandiser calendar

The entire year can be divided into 4 basic seasons. The duration, no of seasons & the names of the season differ from customer to customer, however pre-dominantly there are four seasons in a year as stated below.

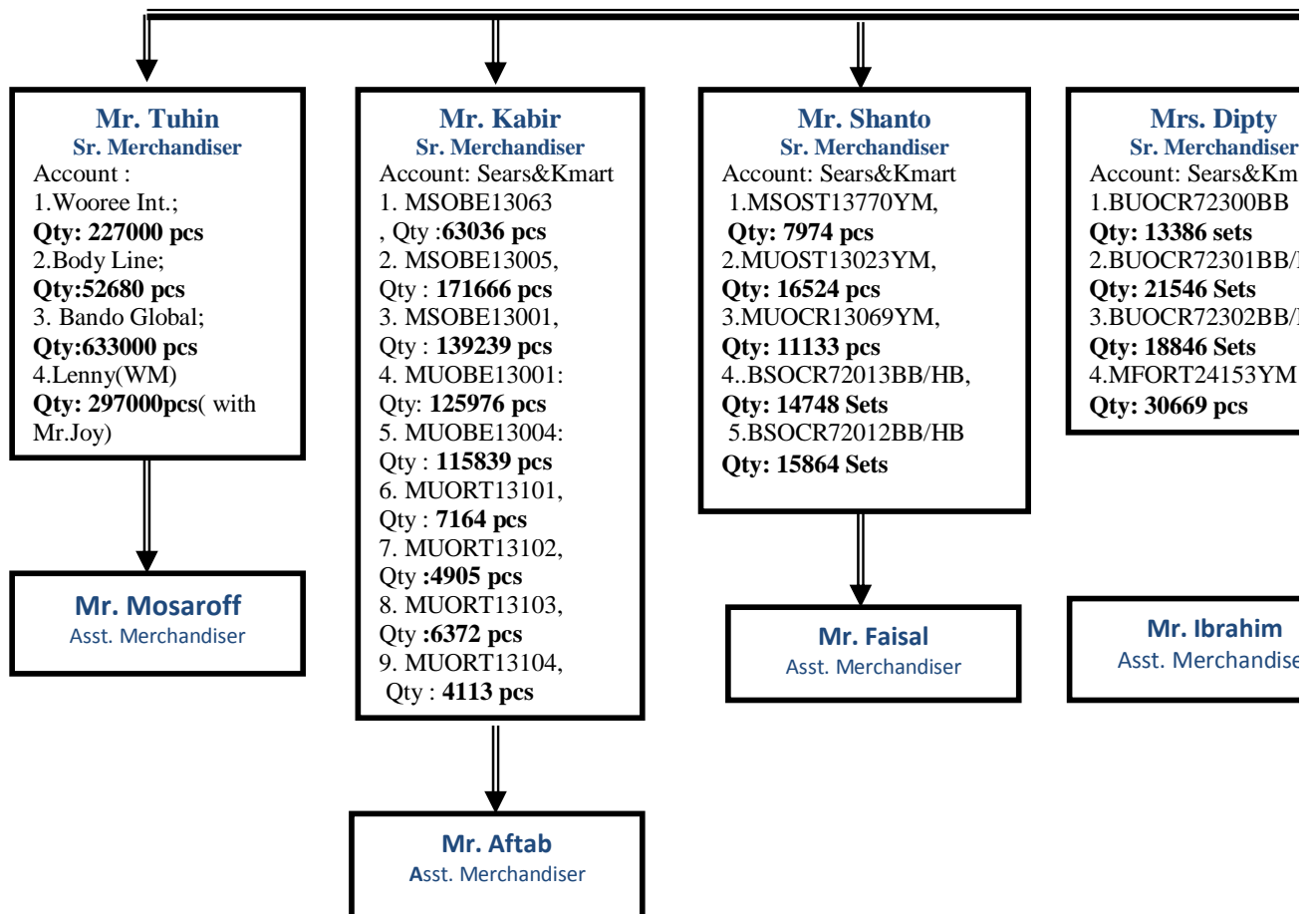
- **Spring**– shipping in the month of October, November & December & thus sale of goods
In January, February & March.
- **Summer**– Shipping in the month of January, February & March & thus sale of goods in
April, May & June.
- **Fall**– Shipping in the month of April, May & June, & thus the sale of goods in July, August & September.
- **Holiday**– Shipping in the month of July, August & September & thus sale of goods in
October, November & December.



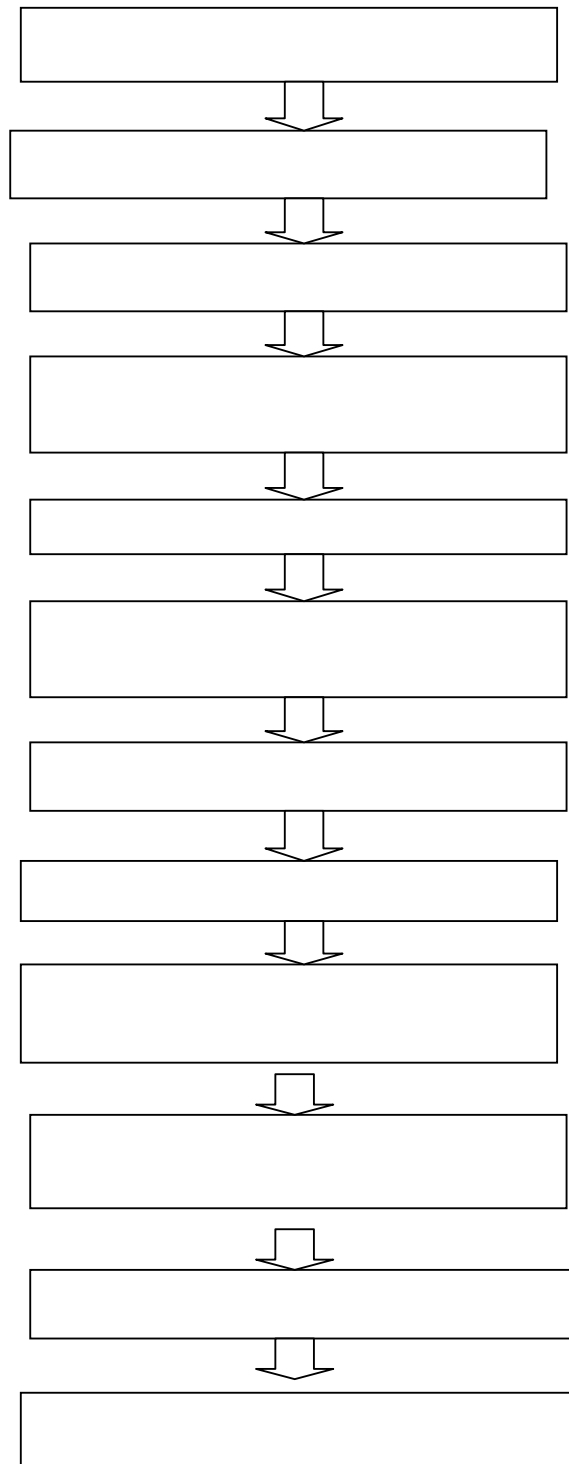
430/1/A, TEJGAON I/A, DHAKA-1208

ORGANOGRAM OF MERCHANDISING DPT.

Mizanur Rah
GM Merchand



2.1 Process flow chart of merchandising



2.1: Merchandiser

2.1.1: Definition of merchandiser

The main role of a garments merchandiser is to collect garments export order (export L/C), produce the garments, export the garments and earn profit, to perform those functions successfully needs lot of knowledge, experience & tremendous effort for a merchandiser. The term merchandising is defined as follows:

- The term merchandising related with trade
- Trade means buying & selling
- The person who is involved with trade, he/she is a merchandiser
- And the activities of a merchandiser is known as a merchandising

2.1.2: Function of the merchandiser

Activities of junior merchandiser (In a factory)

- Main task is "production monitoring"
- Collect "inventory report" from store
- Swatch making & getting approval from buyer
- Arrange preproduction meeting in order to prepare a schedule for smooth production
- Place order to different production unit
- Collect "Daily Production Report & Daily Quality Report"
- If any shortage in store, arrange locally.
- Arrange final inspection
- Arrange final inspection

Responsibilities of Senior merchandiser

- Sample development
- Price negotiation
- Order confirmation
- L/C opening
- Opening summery
- Sourcing

- Material collection
- Production planning
- Production monitoring
- Quality assurance
- Arrange final inspection
- Arrange shipment

2.2: Negotiation with buyer

The most critical work is the procurement of garment export order. Normally garment export order is found from the potential garment importers called garment buyer. Anybody wants to collect garments export order, should be able to convince the buyer. When the buyer is convinced about garment production, garments quality, garments costing and shipment ability of a garments exporter, he or she can think about issuing a garments export order.

Without clear confidence among buyer& exporter from both sides, may be a risky business deal. If a garment exporter can continuously deal with only three or four buyer with buyer's satisfaction, it will be sufficient enough to run garment production & garment export business smoothly round the year.

A successful negotiation outcome does not generally occur through luck, but by following a clear process. The process reflects the different levels of knowledge of the subject of negotiation, various parties and the way they communicate at various stages in the negotiation. The following is an outline of steps essential to effective negotiation:

1)Researching the needs of both parties

The greater the knowledge a buyer has of their own and the supplier's requirements, the better able they are to construct an acceptable solution. The buyer must be clear about both the department mark-up to be placed on the product cost and the intended retail selling price so that she or he can judge the viability of the suppliers' products.

2) Preparation

Effective preparation is also vital to successful communication. It is essential that the buyer also has identified the maximum and minimum positions that she will accept for a range of factors including:

- product price
- order size
- Lead- time.

3) Offer

The buyer and supplier can make specific proposals to set the boundaries of the negotiation

4) Discussion

There will be areas on which one side can move than more than the other and vice versa. It is important for the buyer to make a note of which ones provide the greatest and least opportunities for flexibility.

5) Counter & revised offers

This is the real bargaining where elements of the order, such as number of units, product details, and lead-time and so on are being decided in the context of an overall cost price the buyer should make firm proposals.

2.2.1: Processing of order

After receiving the garment export order, without wasting any time, it is essential to prepare a schedule for the jobs to be done for safe execution of the export order. The main jobs for the execution of an export order are as follows:

- Details analysis of export L/C
- Preparation of a time schedule for the export L/C
- Collection of fabric& accessories for the garment to be exported[source, quantity of the items, cost of the items, receiving data of the items, quality& quantity, Inspection of the items, etc]
- Distribution of responsibilities for the jobs & duties
- Production plan
- Inspection of the produced garments for quality, quantity, packing & other requirements of the buyer.
- Preparation of banking & shipment formalities
- Continuous follow-up progress
- Others.

2.3: Costing

For required production of garments, yarn and fabric is booked or need to in house in factory. a sample booking sheet is given below:

Yarn price: \$3.00

Knitting cost: \$0.15

Dying cost: \$1.30

Process loss(s/j):

Imagine the total cost above mentioned is approx \$ 4.45

So costing for 1 dzn t-shirt is

= 2.2×4.45 (2.2 kgs for 1 dzn t-shirt)

= \$10

Then added

- ☐ trims cost
- ☐ printing cost
- ☐ others like maintenance & utilities cost
- ☐ Commercial cost (2%-3%) FOB.

THEN THE TOTAL COSTING IS SETTLED

2.3.1 Specimen local accessories price list

Local accessories suppliers are available in Bangladesh. Qualities are varying according to market place & price. Some companies are BUYER nominated.

For example: 1) Plastiform

2) Bright trim etc.

Accessories price range

Hanger : 1.65-2.50 dollar

Papers hang tag : 10 cent-1 dollar.

Price tag : 10 cent-60 cent

Poly bag : 30cent-1dollar (Depending on size & thickness)

Carton : 65 cent- 1.5 dollar

(Note: price is varying according to market price)

2.4:Sample making

When the estimated price is acceptable then the merchandiser of Patroit group Limited develops the sample from their industry according to the sample will be evaluated by the buyers.

2.5:RECEIPT OF ORDER

☐ Receipt of an order means final confirmation of the order from the buyer.

☐ Since, this is the final confirmation it is done by means of a legal document called a PQ(purchase order)or an FC(fabric commitment)

- PO (purchase order) – this is a legal document stating the quantity, delivery, price, style no, buyer, vendor details. On receipt of a PO it is very important that the merchandiser checks all details and confirms that they are correct like- quantity, delivery date, price, style no, style description, color no& reference if mentioned, shipment mode, shipment port, vendor address, buyer address.

- FC (fabric commitment)- fabric commitment is a legal document confirming that the buyer will be buying the said quantity of a particular fabric. A garment style no need not be mentioned on this document as it is a commitment only for buying fabric. This kind of a legal document is used by the buyer when there are very probable chances of change in the style or the same fabric is being used in a number of styles and the buyer has still not decided on the quantity to

be purchased in each of the style. Hence in such a situation the buyer gives a block booking for fabric.

☐ Once the order is received four different activities are started off simultaneously. These activities are- preparing a detailed (T&A). FABRIC Ordering, Trim Ordering, fit cycle and sample approvals.

PREPARING A DETAILED T&A

- Preparation of a detailed time and action (T&A) calendar is very essential in production merchandising. The reason being, large no of activities have to be followed up for each order and a merchandiser may be handling large number of such orders and hence it is

essential that all activities are listed. This minimizes the risk of missing out any of the activities. Hence while preparing a T&A one should list down as many activities as one think of which are essential in smooth running of the order. A detailed discussion on T&A is done later in this module.

- This T&A is prepared by the merchandiser in consultation with all the concerned departments such as- sourcing (fabrics & accessories), production, and quality assurance, logistics.

- Once the T&A is finalized the same should be circulated to all concerned departments. Another important aspect of the T&A is fixing the responsibility. Along with finalizing the date by which a particular activity has to be completed, the merchandiser should also mention the name of person who is responsible to complete the activity by that time.

📌 FABRIC ORDERING

This activity involves ordering of fabric with mill. The important points to be taken care of during this activity are.

- Accurate computation of the requirement. This is material to ensure that during bulk production the materials do not fall short nor are they in excess and there are leftovers after the order is shipped. An accurate calculation of material requirement can be done if the BOM (bill of material) as provided by the buyer in the specification sheet is studied thoroughly. Apart from just ensuring that the quantity is correct the BOM also helps in checking that all materials required in completion of the order are ordered and nothing has been missed out.

- Selecting the best vendor for the materials in terms of quality, price and delivery.

The fabric order is placed by the merchandiser by means of a purchase order. The purchase order should list down the following very clearly-

- Name & Reference no of the article
- Quality description of the article
- Quantity
- Price
- Delivery date
- Quality parameters as required by the buyer
- Payment terms
- Pilot yardage requirements if any

The mill sends a PI (Performa invoice) confirming the details as mentioned in the PO. In case of any change required in the PO the same are also mentioned in the PI. The mill also provides its bank details on the PI so that the factory can work out the payments.

☐ There are be various kinds of payment term agreements between the buying and the selling parties as below-

- Some %c of payment in advance, the balance at sight-example, 20% advance, 80%at sight. This means that 20% of the total value of goods is paid in advance, the balance 80% is paid once the goods are received by the (factory). This payment can be done by means of DD (demand draft), chequer or TT(telegraphic transfer)

- LC (letter of credit)- in the payment mode the banks of both parties are involved. The buying party (factory in case of fabric) opens up a LC with its bank and the same is transferred to the mills bank. On acceptance of the LC by the mills bank, this becomes a legal contract between the two parties. Once the goods are dispatched the mill submits the dispatch details (Invoice, packing list and Air way bill details) in its bank gets the payment for the goods. The mills bank then approaches the factories bank and gets its payment from the same. The factories bank then gets the payment from the called in by the merchandiser and studied to make sure all details as mentioned are correct. The details to be looked at are.

- o Name &Reference no of the article
- o Quality description of the article
- o Quantity
- o Price
- o Delivery date
- o LC expiry date

☐ Pilot Yardage-pilot yardage helps in ascertaining any problems that may come in the bulk order. The mill processes the first 100-200 yardage to ensure that the same meets the quality, color parameters corrective actions to eliminate any defects or problems. On the other hand the factory also requires yardage to complete all the pre-production processes such as sample approvals, size set etc. This pilot yardage helps the factory in making all the pre-production samples. Also the factory does fabric inspection and fabric shrinkage test to have an idea of how the bulk fabric will behave. At this stage if factory observes any problems in fabric behavior the same is immediately conveyed to the mill so that the mill can take corrective action.

☐Next, prior to bulk fabric shipment the mill dispatches fabric shade bands, fabric inspection report and fabric test report.

☐Fabric inspection report-this is generally a third part inspection done by buyer nominated inspection company like ITS, MTL etc. the most common and used method of inspection is the 4-point system. In this system every defect is given a point between 1 to 4 based on the nature of the defects. A maximum of 4 point per 100 square yards is considered to be rejected. Different customers have different point levels depending upon how premium the brand is and also on the nature of the fabric. For example: a manmade fiber should have lesser defects than a natural fiber and hence acceptable points level for polyester is kept lower than that of cotton.

☐Fabric shade band- the mill segregates the fabric on the basis of shade and makes a shade band. In general a maximum of 3 shade bands are acceptable by customer, however this can again vary from customer to customer. The customer evaluates the different shades by means of a grey scale rating as acceptable.

☐Fabric test report (FPT – fabric performance test)- yardage from bulk is sent to the nominated testing laboratory such as MYL, ITS for testing the physical and color parameters of the fabric as required by the customer. The testing laboratory also provides a wash care instruction for the fabric, which essentially means the best washing conditions for the fabric.

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☐ Fabric shrinkage report—the mill tests 10% of the fabric to confirm that the fabric adheres to the specifications as laid down by the customer. For example if the customer accepts +/- 3% shrinkage, fabric having 5% shrinkage is rejected. The determining the shrinkage the fabric is tested as per the best washing conditions advised by the testing laboratory on the fabric test report.

☐ once fabric passes through all the above tests and inspections it is shipped to factory. The factory again checks the fabric on 4- point system and also checks the shade bands and also does fabric shrinkage test confirm that they adhere to the requirements of the buyer.

☐ With regards to fabric inspection the factory generally inspects 10% of the fabric, in case there is a problem the factory goes on to inspect 100% of the fabric.

☐ for fabric shrinkage test-different procedures have to be adopted for ascertaining the shrinkages for a washed and a non-washed style.

☐ In case of a non-wash garment testing 10% of the fabric is sufficient to determine the shrinkage that needs to be included in the pattern. The fabric is washed based on the recommended wash care instructions in the FPT.

☐ In case of a washed garment, 100% fabric should be tested for shrinkage. The test is done as per the wash recipe. Once all rolls are tested, the rolls are segregated as per the shrinkages and different patterns are made to incorporate the shrinkages.

☐ Factory then also checks the fabric for shade banding, compares the same with the once sent by the mill and if found acceptable sends one sent out to log the same with customer. Once the buyer confirms that the shade hands are ok, the fabric is ready to be cut.

☐ TRIM ORDERING- a similar process as done for the fabric done for trims except for pilot trims. The factory can call in trims for sampling and these are called as PROMO TRIMS.

☐ FIT/SAMPLE APPROVAL- while fabric and trim ordering is underway. The moment style is selected it goes to the tech department for fitting. Here models wear the samples and they are evaluated in terms of fit, construction, measurement. The buyer then sends out comments, which are called as fit comments. In case another sample is requested the factory makes the same incorporating the comments and send again to buyer. This process is called fit sample is correct as this then becomes the standard.

☐ PP SAMPLE- Once the fit sample is approved the factory makes a PP (Pre-production) sample. This can be called by different names such as sealer sample, green tag sample etc. this sample is sent out the buyer for final approval and once approved becomes the final sample on the basis of which entire production is made and audited. This is the most important sample and one should take care that everything on this sample is correct as this then becomes the standard.

☐ SIZE SET- Once PP sample is approved the next step is to make a SIZE SET-All the fit samples and the PP samples are in the medium size, now the medium size is graded into the different sizes as per the purchase order. The basic purpose of size set is to ensure that grading between sizes is correct.

❏ **2.6:PRE-PRODUCTION MEETING**- in this meeting everybody concerned with the style sits together to make sure that everybody is on the same page and understands the product. Hence, this meeting has the merchandiser, production in-charge, cutting, finishing, fabric in-charge, line supervisor, pattern master, sample master etc. all tentative problems are discussed and solutions sought to execute the order smoothly.

❏ **2.7: PILOT RUN**- once pre-production meeting is done the factory does PILOT RUN. Factory cuts 100-200 garments based on the order quantity. The pilot run is done in the assembly line and is aimed at ensuring that the operators of the assembly line understand the required quality levels. This is very essential since all sample prior to the pilot run (fit samples, PP& size set) are in the sampling unit.

❏ **2.8: Bulk-** Once PILOT RUN is approved the factory goes bulk production. On line and interim inspections are performed during the production process to ensure that the final product quality meets the required quality level.

2.9: Cutting & Sewing: Once 80-90% of the goods are packed a pre-final is done. This helps in taking corrective action if required before the final audit. Generally since the final audit happens very close to the shipment date, the pre-final gives factory a chance to amend problems if any.

2.10: Finishing & Packing- The last is the FINAL AUDIT. This is the checkpoint before shipment. All aspects (packing, packaging, measurement, construction& visual) are evaluated. Once the garments adhere to the required quality standards in all the parameters the shipment is passed and then the shipment is moved to the logistic team.

2.11: Shipment of goods- Now the merchandiser interacts with the logistic department, takes the shipment schedule and sends the same to the customer.

3.1 The internship program

I did my internship at Cannon Garments Limited from 1st Feb, 2010. I got the opportunity to work as an internee in the merchandising sector of Patriot Group Limited.

3.2 The Job Description

It was clearly mentioned in my joining letter that I was supposed to give regular attendance at the place where I would be dependent to work on my project. As an internee I was supposed to perform the following works.

- Communicate with foreign clients.
- Follow up different types of accessories.
- Check the mail and give the answer Position of the production.

3.3 The daily Routine

I worked in the merchandizing section of Patriot Group Limited. I worked there 5 days in a week. My office hour was 9 am to 5 pm. But sometime I had to stay more than 8 hour for work. At the beginning of my internship they tell me about my duties and then they introduce me about the whole system of merchandising department of Patriot Group Limited. They give me primary data about the function of the different section of the buying house sector. My job was to communicate with the whole sellers of garments accessories and foreign buyers. I received the phone call and make the phone call to contact with the clients and receive and send e-mail as an employee of the organization. Sometimes I was used to not down the problem of store department as well as my merchandising department with my supervisor of Patriot Group Limited.

3.4 Use of office machinery:

In Patriot Group Limited as an internee I was authorized to use all the machineries of the office. I used the following machinery.

- Computer for preparing different document
- Photocopy machine for copy documents

3.5 Essential knowledge:

Merchandisers must have some essential knowledge and skill about the buying house accessories. Merchandisers should have to know about the buying house accessories like fabrics and yarn, types of fabric, quality of the fabrics, size of the yarn, dying method fabrics, finishing and also known about some accessories which essential for production such as sewing threads, zippers, plastic accessories, interlining, elastic, woven label etc.

This is significant for merchandiser since they want to make deal with the buyer merchandiser can inquire buyer that what type of buying house accessories they want to apply manufacture of the product. When the buyer provides their opinion the merchandiser can easily identify what they want. Because bad quality accessories or wrong accessories used can cause the merchandiser to be rejected returned by the buyer so the merchandiser must be careful about the buying house accessories.

3.6 Preparing Accessories List:

A merchandiser has to know the total accessories of the production of a product and the estimate cost of that garments product. I have learned how to prepare an accessories List. There are different types of accessories and work done in the production level.

- Threads: There are different types of threads such as:
20/2, 20/3, 40/2, 40/3, 40/4, 50/2, 50/3, etc
- Label: Main label, size label, care label, bar label.

- Zipper: There are two types of zipper like lock and unlock zipper.
- Button: There are three types of button Metal button, plastic button, and clear button. Button has some size: 142, 18 c etc.
- Tag: An object to show the products object. Three types of tag- Hang, price & joker.
- Tag pin: It is necessary for Hang tag and other tag.
- Hanger: Sometime buyer wants hanger with final goods.
- Poly: Primary cover of the products.
- Cartons: The container of the products. There are two types of carton-inner cartoon & master carton.
- Color chip: Specific remarks for specific company.
- Metal Chip: For the carton some metal clips are needed.

4.1 LEARNING

Seals and merchandising section is very important section in Patriot Group Limited. The factory overall seals depends on the merchandising section. Merchandising section done some specific work. They are given below:

- Communicate with buyer and receive the order.
- Meet the buyer and approve the sample.
- Collection of raw materials and all accessories.
- Monitoring the production progress.
- Help the buyer for inspection of product.
- Various types of sample card making
- Hanging tag booking

5.1 Opportunities for Cooperation:

When I just started my internship, it was really difficult for me to understand and cope with the business norms and process. Everybody is busy with their respective job. Gradually, I realized that my employer and other staffs are helpful to make me understand about the job as and when they get time to talk with me. They gave a brief overview of the company and the job nature. Initially I started with different type of sample card making. They gave me the idea about fabric color and code. I learnt about PDM which elaborates the idea of a single product. PDM covers fabric print, its size, button and many other things. The department where I worked was cooperative. Half of the staff members' age was below middle-age. I never felt shy/fear to talk with them. I have not seen them reluctant when I go to them with a specific problem. I had to cooperate with sample department time to time and fulfill their requirement about a single product.

I used to work as a team. Often I had to work till 9p.m. depending on the nature and the volume of the job in a day but I never felt exhaustive rather I tried my best to get the job done. This is, I believe, is the result of team-work.

6.1 Supervision of Duties:

During my internship period, my supervisor used to apply following things to judge my abilities to perform the task-

1. Ability to take ownership
2. Taking initiatives and process re-engineering
3. Quality of job
4. Customer focus
5. Punctuality

7.1Recommendation

- Patriot Group Limited should take their necessary decisions regarding processing of orders and monitoring the same promptly.
- Patriot Group Limited should appoint efficient designer to innovate new ideas of fashion design for sample section.
- Patriot Group Limited should introduce new marketing department for establish the marketing plan.
- Patriot Group Limited should introduce computer facility for every department.
- Patriot Group Limited should provide transport facilities and entertainment allowances.

7.2 Conclusion

After knowing all the facts of the Maintenance and Controlling of Merchandiser in Garments Industries I can say that World is shrinking day-by-day with advancement of technology for collaborating sourcing on behalf of Garments Industry. Merchandiser is a group participatory exercise to encourage the participants to begin building a diagram of the garments in which they work. They are to tactfully manage the component against a product. They ensure quality of raw-materials, thus why a garments quality can be up to the mark. They are the begging of a garment manufacture. Merchandising Calendar may not be accurately maintained if they late in delivery. But in our country we found this type of problem as they failed their shipment date

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