

For future garment production

jim

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Keeping India as Manufacturing Base, setting up of a Factory in Bangladesh

Key to Growth is Reduction in Lead Time along with Cost and Quality

AMBATTUR CLOTHING LTD : VIJAY MAHTANEY, Managing Director

Interviewer: KATSUMI NIHEI, Managing Director, JUKI INDIA PVT. LTD.

BRICs real India has been drawing attention as World Economy Leader of 21st century. Since independence in year 1947, Socialist Economy System of Soviet Union was adopted as model by then Prime Minister Late Pandit Jawahar Lal Nehru until year 1991 when Prime Minister Mr. Narsimha Rao assumed office. He executed reforms by taking daring decision on Economic Liberalization. As a result inefficient dead government enterprises were abolished, principle of free competition was introduced and private enterprises were encouraged. Thus economy of the country on the verge of bankruptcy was pushed up to economic power positioned at No.5 in the world.

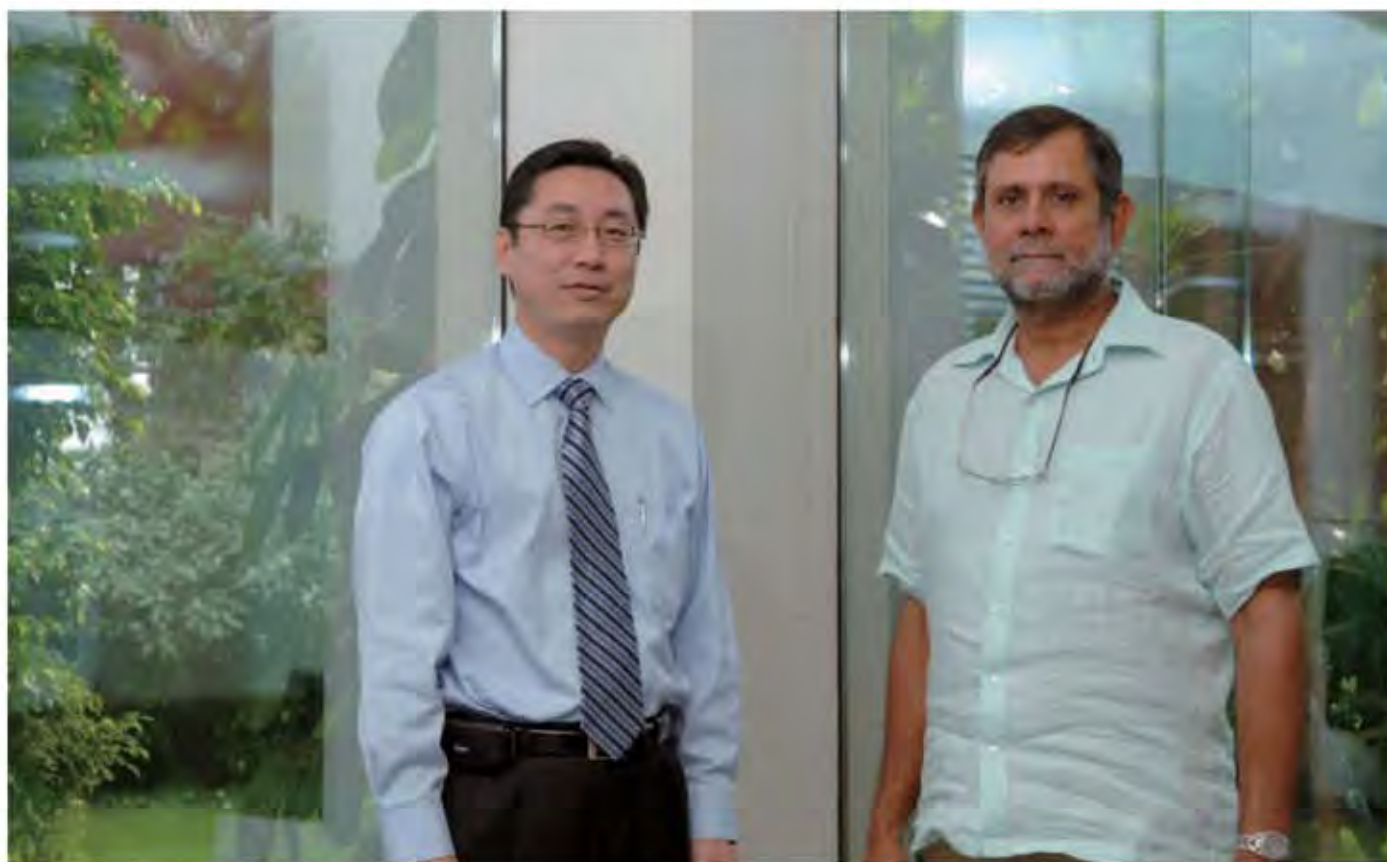
Since reforms, India has been retaining its high economy growth rate. During these 18 years this healthy condition is being maintained and not even once it has recorded negative GDP growth. Major factor supporting Indian Economy has been the Abundance Work Force. Though various countries have shown their candidature ship as China +one but it is India which is seen as a promising country. Area wise it is the 7th largest country in the world, and is the 2nd largest populated behind China with population of 110 Crores. In near future India is expected to be the country with best available people leaving behind China which is following extensive measures to curb birth rate. Peculiar feature of population of India is the availability of young working force in abundance.

As per legal norms in India, working age is minimum 18 years. Every year 1 crore 20 lac (120, 00000) people reaching the age of 18 years are added. Even if higher study students are there, every year fresh working force also is born which is a major attraction for the industry. However, on the contrary, it would be highly risky for India if this work force won't be given a chance to work.

Recently India is being known for supporting IT Industry worldwide. Even if IT Industry grows, it can absorb mere 200000 to 300000 people. Therefore labor intensive industry absorbing a large quantity of work force becomes indispensable. It is considered that Indian Garment Industry would play an important role in providing employment to abundance work force available.

India has been driving South Asia Economy. Apparel Industry here is evaluated high technically. OF late it has entered aggressively into surrounding countries including Bangladesh too. With abundance man power availability, India is being considered as the most potential manufacturing base for apparel industry.

This time we visited the garment factories in Bangalore, Chennai in south of India; most sought destination for garment industry.



Ventured in year 1980, has 11 factories spread across Chennai, Dhaka and Bahrain.

NIHEI: You started this company in year 1981, isn't it? According to the information we have, originally your father was into Apparel business in Mumbai and from there Mr. VIJAY, you, moved to Chennai to establish your own company "Ambattur Clothing Limited". Is it correct that initially you started with One Production Line of just 50 Machines?

VIJAY: Yes, that's right. At start, we were very small with manpower of less than 200 nos. in all.

NIHEI: Since then around 30 years have passed. At present not only in India but in neighboring countries like Bangladesh also you have incorporated your company. Every time I ask, there is an increase in number of factories, I am not able to grasp the speed with which no. of factories is increasing. (Laughs!) By the way, how many factories you have at present?

VIJAY: In India we have 8 units in Chennai employing approx 8000 people, one each in Bahrain and Dhaka -Bangladesh with manpower of 1500 people and 2000 people respectively. In totality, we have about 4500 machines and a work force of 12000 people.

NIHEI: You started with 100% export. Do you still maintain the same?

VIJAY: Yes, presently also it is 100 % export oriented. Actually in the past I launched my own brand and was producing products for the domestic market. A client approached me and wanted me to sell that label to them. Five years ago I sold that brand. Therefore, right now, it is 100% export only.

NIHEI: Is it so? It is unfortunate. But please correct me if I am wrong, "you have not yet lost interest in the domestic market isn't it?"

VIJAY: Exactly, in India, I feel apparel products in Domestic market have bright future. It is enjoyable market so I am interested.

When I sold my previous brand, commitment was there that I would not be conceptualizing new competitive brand for next five year. Very soon that restriction would be over and I am again working on launching my new brand in near future.

**Key to Survival is---
Delivery (Lead Time), Cost, Quality**

NIHEI: Very soon you will be completing 30 years in this business. You have been making almost all types of items in fabric. All these years, India also has witnessed drastic changes in the atmosphere pertaining to apparel industry, what changes, according to you, have taken place?

VIJAY: Exactly! Things are changing, particularly in the last three years there have been stupendous changes. Scenario is altogether different. Customers have become tougher pertaining to cost and for quality also as well. Expectation level is very high. Lead-time has reduced by

almost 35% during these three years.

NIHEI: Labor charges in India are lower compared to China. And working force is available in abundance. Still then you find difficult to cope up with?

VIJAY: Yes, Compared to China, wages are little cheaper here but customers' needs are becoming stringent day by day. We need to find out for how long we can continue with low cost maintaining high level of quality.

NIHEI: Do you mean to say venturing into Bangladesh is a solution to this? How about the situation in Bangladesh?

VIJAY: Factories within India have technology. To some extent creativity also is here. In order to utilize the skill available here in India, we studied about low cost manufacturing facilities in neighboring countries and conducted a survey in Vietnam, Bangladesh, Sri Lanka, and Pakistan etc. Considering factors like technology, cost, work force availability etc, we adjudged Bangladesh to be at the Top. It has advantage of being a part of India before independence and we are acquainted with its culture too.

NIHEI: Do you have any plans to shift manufacturing base to Bangladesh in future?

VIJAY: yes, in future, India will become the Creative Management Center and we are thinking of having production at Pakistan, Bangladesh and Myanmar. People of Bangladesh have high level of technical skill and are very fast in mastering the systems. Apparel Production in Bangladesh has already surpassed India in terms of value and quantity. Government is also promoting exports. Garment production has bright future in Bangladesh.

We would enhance level of creativity so that proposals to the clients can be made.

NIHEI: For India to focus on Creative tasks rather than production requires upbringing of management level people and endeavors for enhancing level of planning and designing. Isn't it?

VIJAY: There is no problem as far Managers are concerned. In this company we have 10 directors at present. All are highly professional. In addition, since last three years, we have a design team too. We are able to design 20 % of the products right from concept stage. In future, we have plans to design 100% products at our end in next five years.

NIHEI: You are procuring fabric and accessories like buttons etc on your own, and if designing capability is also achieved, good proposals to the clients can be made. A while ago, you mentioned that lead time has reduced by 35%, do you have repeat orders also?

VIJAY: As our customers are retailers we hardly have repeat orders. However, in Europe, trend is gradually changing. Initial orders are in small quantity and if sale continues, repeat orders are also there. In addition, recently under Vendor Management Inventory, instead of customers, stocks are maintained by the vendors. 5 Years ago, there was nothing of this sort. Right now VMI level is 20% and is expected to grow up to 50% in future.

NIHEI: In this case, factory will have to serve partially as distribution channel also. For getting repeat orders will you be required to maintain stocks at your end?

VIJAY: To hold inventory and maintaining stock for fashion items is risky. Therefore it's difficult. However, for so called

standard items it is possible to stock raw material.

Future plans include expansion of factory in Bangladesh, developing domestic brand, launching knit ware.

NIHEI: During these last 30 years, your company, representing south India, has become the face of Apparel Industry. How about your future plans?

VIJAY: As I just told you, foremost plan is to launch my own domestic brand. Besides, I have plans to set up another manufacturing unit in Bangladesh. Bangladesh is known for low cost, low quality, operators' technical level is good. In Bangladesh unit, operators are taught in the factory premises itself. Learning is fast. There are many young operators and can upgrade level of quality. In addition one more thing I would like to do which is knit products. So far I had been making apparel with fabric only. Also I am gearing up for cutting - sewing facility.

NIHEI: We have been told that in knit too you would have plans to go for complex and high-grade ladies item. It will be a new challenge, isn't it?

VIJAY: Sometime back I planned for this and now I am ready with the preparations. As per plan we shall be able to start mass production within six months.

NIHEI: Last but not the least; you have been patronizing us by using JUKI Machines. If you have any specific requirement or demand, kindly let us know.

VIJAY: Right from the beginning when my father started business, we have been using JUKI Machines. Of course, there have been machines from other manufacturers also but 70% of the machines are from JUKI Brand. Above all, technically these machines are superior and quick service also is extremely good. Juki machines are reliable. In Sewing Machine Manufacturers Mr. NIHEI is the only person whom I know directly. I have not met other machine manufacturers personally.

NIHEI: Thank you very much. We look forward to your support and cooperation in coming years too.



Front view of the plant



The new plant under construction. Expansion is made at full speed to meet the yearly growth of the business.

Bright, clean factory with 5S Adherence Realizing high quality, high technical skill and thorough machine management

Excellent 5S Testifying Technical Caliber of the Company

Company produces all items in fabric. It caters to various brands like Ann Taylor, Armani Jeans, Banana Republic, Bass pro, Croft & barrow, Diesel, Dockers, Eddie Bauer, Esprit, Gap, J Jill, Kohls, Levis, Mexx, s.Oliver, Talbots.....etc. Production percentage of bottom is 65% whereas tops contributes to 35%. Production is done for almost four seasons in a year. Average lot size consists of 8000 pieces.

Two units in Chennai are flexible and can produce all items depending upon the requirement. Rests of the units are dedicated ones producing various items like Men's Wear, Ladies' Wear, Formal, Casual Top or Bottom.

We visited the factory in collaboration with manufacturing partner "MINTAY" of

Turkey, a brand known for its high quality, producing men's and ladies' shirts.

Working environment inside factory was bright and tidy with Seiri, Seiton of 5S embedded into the culture. One can visualize high level of 5S from the photographs shown too. This proof is good enough to understand trust leading brands of Europe and America has in the company.

Managers' training/education is the secret of high technical skill

In the company approx 300,000 shirts per annum are being produced. Sewing machines are mainly standard single needle machines-DDL-9000. According to General Manager-Mr.I Golhan Iscen, "Indian operator's learning of technology is fast, operation is stable and quality is high. We are satisfied with the production being carried out here" . said he.

By just having a look at the factory, one can visualize stringent, high level environment control being followed. To attain this, education programs are being conducted on weekly basis;like every Monday 7:00 is the time for Supervisors Training Program, Thursday 7:00 is the time for Line Chief, and Friday 7:00 has been fixed for Supervisor's weekly meeting means extensive communication is also carried out.

Although speed of growth of an Indian apparel factory does not match China but potentially it is not inferior to China either. "China witnesses rapid growth, whereas India grows slowly" was the accent of Mr. VIJAY, Managing Director, reaffirming the technical caliber of Indian Apparel Factory.



Mr. I Golhan Iscen's (General Manager-MINTAY (Turkey)) evaluation about Indian operators is high. "Mastering of systems by Indian operators is extremely fast. And quality also is consistent" said he.



Inside factory is bright. Machines also have been kept in good condition



Two Button Hole Machines being used together LBH-1790



Mainly DDL-9000 series on production line

Textile and Garment- Vertical Integrated Unit Aiming at “Becoming Global No. 1 Apparel Enterprise”

BOMBAY RAYON FASHION LIMITED
AMAN AGRAWAL, Vice Chairman

17.5 Times Rapid Growth in a span of 5 years Secret of Success - Customer Satisfaction

“Indian Economy has been affected by recession in America or increasing prices of crude oil. Its impact has been received by Apparel World too and is not passing through a good phase. However Bombay Rayon has no impact of this and is growing steady. Reason to this is that our main clients are from European Countries and also we have enhanced the level of Customer Satisfaction by reducing the lead time to a great extent” said Mr. Aman Agrawal- Vice Chairman of Bombay Rayon Fashion Ltd.

The company was established in year 1986. It started with manufacturing of Rayon. Weaving was introduced in year 1992 and further to this Garment manufacturing started in year 2003. Since then its growth has been remarkable. Compared to its turnover of just Rs. 80 crore in 2003 fiscal, it multiplied by 17.5 times to 1400 crore in year 2008 in a span of just 5 years. Double, four times, eight times, sixteen times-it showed marvelous growth, almost doubling its turnover each year compared to the previous year.

There is global recession; India also is receiving its impact. On asking how come your company continues tremendous growth? “Secret to this is Customer

Satisfaction” was the prompt reply of Mr. Aman. On probing further, we found indeed CS for him includes various elements.

Lead Time Reduction to Half in 3 Years Source is Vertical Integration of Textile and Garment

“So far we have not faced any difficulty in selling our products. We have orders. However, this can be said because customers must be satisfied with working of Bombay Rayon Fashion Ltd. One can not get orders unless customers are satisfied. E.g. Reduction in the lead time; So far minimum lead time from receiving



“What competitor is planning to do does not bother me. We would like to do what we want to do” Vice Chairman- Mr. AMAN AGRAWAL



2-Needle Double Stitch Machine used for shirt shoulder MS-1190M



Textile plant also witnessing spirit to continue approx 2 times growth each year

orders till dispatch used to be 60 to 120 days. Recent trend is that dispatches for almost all the products are ready within 60 days. With this, from customers point of view, orders can be delayed and risk can be minimized.

Bombay Rayon has been able to reduce lead time because of its integrated facilities. Textile, garment, supplementary material like button...etc are all made in-house. Besides a few years back they opened up a design center to enhance designing capabilities. Now they are able to give proposal designs also to their clients. From design to raw material, garment making, accessories--- all can be procured in-house, thus offering speed to match customers' demand. This is the secret of maintaining continuous growth rate at Bombay Rayon Fashion Ltd" said Mr. Aman.

Even if garment orders are there and one is not able to procure the material in time, lead time gets extended. According to Mr. Aman "If one is not able to control lead time, it's not good on part of the management and also one can not answer to the requirements of the client. Therefore everything has to be controlled in-house.

Bombay Rayon Fashion Ltd started making textile, garment, buttons etc in-house with the sole objective of customer satisfaction which ultimately helped in gaining the trust of the customers.

Working of India's Largest Textile Factory

Bombay Rayon Fashion Ltd makes all kinds of textile but Spinning. Raw material mainly used is cotton and a portion of synthetic fiber like polyester, tencel etc are also used. Cotton used is 80% whereas tencel usage is about 20%, data based on the ordered quantity from the customers. "On specific demand, production material also changes" said Mr. Aman. Thus flexibility also is a key factor helping in steady growth.

Presently, raw material being produced by the company is mainly for self consumption. By November 2008, India's largest textile factory shall be able to produce 600,000 meters/day of textile out of which 40 to 50 % will be for commercial sale. However, in-house production of fabric can be used for self consumption if the sale of the garment

enhances further.

Total sales turnover of Bombay Rayon Fashion Ltd includes 40% from textiles, 60% from garment out of which 80% of the garment sales comes from export. Garments are being exported to mainly USA and Europe; domestic consumption is as little as 20%.

Company produces 150,000 pieces per day and is already positioned as No.1 Export House in India. However, Mr. Aman is not satisfied with being No.1 in India.

No Interest in the Competitors. Aim to Become Garment Global No. 1

Further to this, Mr. Aman said" I am not interested in becoming India's No. 1. We would like to do what we want to do. We are least bothered about the competitors. I do not bother who our competitors are or what they do----- "After becoming public in year 2005, fund raising was easier and investment in plant and machinery eyeing at future became feasible. Thus company became a trendsetter and leads the market.

In an unidentified company recruitment was difficult. Right now experts want their services to be utilized by the company.... and come knocking the doors. This 34 years youth full of energy is the driving force behind the company vitalizing the growth in the factory too. .

"On comparing India and China, technically there is no difference, cost wise also work will come to India as India has advantage of English also making communication easier. Considering all this, India has vast potential in future. How about entering into Overseas Market? Still there are lots of things to be done in India." A young leader talking passionately about India's future prospective perhaps has already visualized the future World No.1 Position.



Auto machine giving uniform finish operator completely absorbed in her work.



Cutting Machine moves on the rail paved on the floor



Fully operational with Less Manpower Well organized and lined up Air Jet Machine Chamber in clean factory environment

Venturing of a Sri Lankan Major Exporter into India Synergy Effect of Group/Know How and its Originality

REGENCY INTERNATIONAL CLOTHING PVT.LTD.

Manilka Perera, CEO of India operations

Anand.S, Chief Financial Officer

Mohanrajan.M, Manager-Maintenance

Entry into India with full preparations Key to this - overall prospective

Regency International Clothing, a company belonging to Hirdaramani Group of Sri Lanka was established in Chennai, Tamilnadu in year 2005 (Mass Production started from year 2006). The group besides having 9 factories in Sri Lanka is into Hospitality Industry owning chain of hotels. This giant group started with Garments making, possesses 4 factories in Bangladesh, one in Vietnam (very soon 2nd unit in Vietnam also would be operational). These two destination countries have shown steady growth, India is the third destination with the group's strong foothold.

Mr. Manilka Parera, CEO of the

company said "Major attraction in Bangladesh is low labor cost whereas Vietnam has advantage of technically skilled and stable work force". Further to this, he added, "India is rich in textile. Technical work force is available to do minute work like beads and embroidery etc. Not only this, cost wise also it is quite competitive. Chennai has port too to ease out the shipments. In other words India is a country having vast potential in totality".

Since the group has extensive expertise and overseas experience, it could gear up well in advance with the preparations much before entering into India. Taking advantage of know- how the group has, it took just one and a half year right from inception till commencing the mass production.

Accumulated Know How Realization of high level of productivity in mere one and a half year

For India Venture, managers and engineers have been deputed from Sri Lanka whereas Supervisors in the shop floor are local experienced people. Operators recruited are all local freshers. How fast one can start mass production in a short span of time after venturing is the key deciding factor for success or failure of a business.

Once a company is established, general perception is that hiring experienced staff makes launching easier and smoother but on the contrary, it is difficult for experienced staff to adapt to the new system/ working culture of a new



Manilka Perera, CEO of India operations



Anand .S, Chief Financial Officer



Mohanrajan .M, Manager-Maintenance

enterprise. At times it hampers the growth of the company and resultantly consistency in the production/quality gets affected. Therefore to avoid such unfavorable situation, according to CEO Mr. Manilka Parera, "Shop Floor supervisors recruited were all local experienced people but operators hired have been all freshers trained under the supervision of IL & FS within the factory premises. As a result, as expected and desired, they could start mass production in one and a half year and were able to achieve high level of productivity". Also "sending supervisors, line in-charges, IE people etc to Sri Lanka for training made them learn faster" said he. Or in other words group's past experience has been utilized superbly to its best.

Customization of Standard System

As on August 2008, company has an employees' strength of 1550 including 1100 operators. Product Line up includes ladies' bottom, knit top & bottom, bathrobe. Company has plans to add more products gradually. "Decision making can be done at factory level. Or in other words Finance is very significant as responsibility for earning and profit making is the sole responsibility of the factory." said Mr.

Anand, S- Chief Financial Officer.

In all, there are total 17 production lines having approx 70 machines each. Shift timings are from 08:30 to 17:30. In between three breaks of 15 minutes, 30 minutes, 15 minutes are there.

Hirdaramani Group principally has standardized organization structure however customization is done to match the culture, conditions of the respective country.

E.g. In salary system little allowances are there depending upon the system prevailing in that country. In India, besides salary, production linked incentive is also there. 10 to 20 % of the earning comes from the incentive. "As it is performance based, there are some excellent groups having incentive even up to 35%. Sewing operators get training from grass root level, they are quite sincere. As a result work and quality both are also consistent" (Mr. Mohanrajan.M, Manager-Maintenance)

Issues to be resolved are : minimizing lead time, Developing Design · Product Planning capability

Hirdaramani Group has lot of expectations from its facility in India.

"Presently basic product development is

being done by the group. Unit wise items are left to the sole responsibility of the said unit. As for India Unit, production has already started and designs/fabric proposals for the clients are also worked out partially. In future we would like to make proposals to our clients with our concepts and designing" stated Mr. Manilka Parera.

Utmost requisite for that is to develop "Designing Capability & Minimizing lead time which is presently between 90 to 120 days" in order to speed up rotation ratio.

Order quantity is also in small lots of 100 to 200 numbers. Average lot size is 10000 pieces. Effective item change over and production control are very important aspects to cope with the small lots orders. Lean production system has already been deployed.

Company policy is to utilize the best practices of the respective country and give unit a free environment to work and accumulate the know-how of the group.

--- It can be said that a splendid synergy effect, a peculiar feature of Hirdaramani Group has been utilized to its best!



Fully equipped for quality control checks like material test etc.



New factory with thorough 5S implementation Atmosphere is bright and operator friendly



High Speed Cylinder Bed Cover Stitch Machine MF-7823



High Speed Electronic Button Sewing Machine LK-1903



2-Needle Lock Stitch Machine LH-3178



Lockstitch, Automatic Wetting Machine APW-895



Computer Controlled Cycle Machine with input function AMS-223P

Promotion of upbringing of Sewing Operators at all India basis aiming at Apparel Industry Activation and Elimination of BPL (Below Poverty Line)

IL&FS (Infrastructure Leasing & Financial Services) LTD.
Cluster Development Initiative Limited
Dr. N.V.R Nathan, Vice President
Vikram .N, Project Manager

34 Apparel Parks to be set up throughout the country aiming at nurturing the Indian Apparel Industry

In order to fulfill the objective, apparel parks (Industrial Township) are being constructed throughout the country. In this program being promoted by IL & FS CDI and the team lead by MD & CEO Mr.RCM Reddy there are two key objectives.

“One objective is activation of Apparel Industry and second one is assistance towards BPL”. As expressed by him, Apparel Export is also growing therefore human resource development also is required to meet the growing demand of skilled operators. By adapting this approach, i.e. by training operators belonging to BPL, demand of apparel industry can be met and people of BPL can be benefited as well.

IL& FS is a legal, corporate body with

participation of the government, major banks, etc. It plans to facilitate the establishment of 34 Apparel Parks and 200 Training centers, supported by government of India, by December 2009. At present over 40 training centers are already operational.

Conditions for Admission: Person should be of age between 18 to 30 years and must belong to BPL.
JUKI products are also contributing towards the support of BPL People.

Training center at each location is being run by the support of the apparel factories of the respective areas. After the completion of the training course, candidates are absorbed as operators in the near by factories. For the BPL people also, getting admission and employment is a

valuable to chance to get rid off poverty and lead a happy life. Sponsorship is mainly by Export Enterprises; JUKI machines are being used for the training purpose.

Tuition fee is free of cost. However an aptitude test is conducted for getting admission into the course. Anybody having total family income from all sources below Rs22000/annum and between 18-30 years of age can take entrance test. Course duration is of 30 days with 6 hours of studies per day. Training material/test book have been prepared referring to the best practices across the globe. Text material in ten (10) different regional languages has also been prepared. According to the Project Manager- Mr. Vikran.N. “ We not only give mechanical training on how to operate machine but also teach about the apparel process like shirt making so that an operator is fully aware of the garment process too.

“Ultimate plan is to develop 500,000 operators belonging to BPL in next five years.” Training centers have been entrusted to the local volunteers/NGOs. This also is a strategic planning so as to support local industrialization.

Under this program not only independent training centers but training centers within the premises of the apparel houses in tie up with IL& Fs are set up. Thus this is a very valuable program supporting Indian Apparel Export.

Our best wishes for its continued success and development.



Dr. N.V.R Nathan, Vice President(right)& Vikram .N, Project Manager, (left)Promoters of the Program



Instructor teaching also is an Ex-Student of the Institute



Administration of a training center is entrusted to local NGOs, thus also assisting towards their business also

Apparel Engineering Center Training 1100 Apparel Machinery Engineers in 11 Years

IIGM(India Industrial Garment Machines) PVT.LTD.

Pavan Kapoor, Managing Director

P. Raghavendras, Training Manager

K. L. Gopala Krishuna, Technical Manager

Naveen Henry Kamath, Asst. Faculty

Supporting Indian Apparel Industry

IIGM(India Industrial Garment Machines)PVT. LTD. is a company established in year 1980 by its Managing Director - Mr. Pavan Kapoor for sales-purchase of garment related machinery

At that time, there were very few agencies involved in sales and servicing of industrial sewing machines and management of apparel industry had tough time in procuring the machines. Therefore, understanding the need of the hour, Mr. Pavan Kapoor stepped into sales and servicing of the industrial sewing machines. It acquired Juki Agency in year 1985. By way of customer satisfaction, attaining the trust of the clients, company became an eminent enterprise spreading its wings across the whole country.

Since its inception, company was mainly

involved into sales and servicing of the apparel industry related equipments and service engineers were being trained. However with the growth in the apparel industry, demand for trained technicians in this field also intensified. Thus IIGM apparel Engineering Center was opened up in Bangalore in June 1997 focusing on the requirement of the vast domestic apparel industry.

Sewing machines used in the training center are all JUKI exclusive, all types of JUKI automatic machines mainly Standard Single Needle DDL-8700 machines have been installed for the training purpose in the training center.

Abundance Work Force is the major appealing factor

Course conducted are based on fundamental technical skill like BASIC

SEWING MACHINE MAINTENANCE COURSE(5WEEKS),ADVANCED MACHINE COURSE(2WEEKS),KNITS MACHINE COURSE(2WEEKS),BASIC ELECTRONICS AND PNEUMATICS COURSE(2WEEKS). Besides, Gerber Cutting Machine and IE Technician Courses are also conducted

In general, participation in the course is open to all meeting the criteria. However sponsorship of the participants from apparel industry is about 20% and individual participation accounts for 80% of the students. Fee for joining a course is Rs1500/-. Upon successful completion of the prescribed course, completion certificate is awarded and direct placement (prior arrangement with the reputed export houses) or recommendation to the export houses is done.

There is a specified Text and Syllabus for each training course and is followed strictly. Students are given task of preparing project report for the training contents. Due to all this, evaluation of the trainees from IIGM Training

Center by the Industry is also quite high. According to the manager of the Institute, Mr. Raghvendra "We are educating and training our students thoroughly so that they can be directly used as prime operators in the factories without any further training" So far 1100 students from 90 Batches have passed out and have been successfully employed. Thus IIGM is a prominent Training Center supporting Export Garment Industry



Mr. Pavan Kapoor Managing Director



Apparel Engineering Center



Mr.P.Raghavendras Training Manager Mr.K.L. Gopala Krishuna Technical Manager,Mr.Naveen Henry Kamath Asst. Faculty(from left)



Classroom Training Lecture in progression



Helpful hints about sewing

6

Basic knowledge about the overlock/safety stitch machine Presser foot for overlock/safety stitch machines

Typical stitch systems of overlock/safety stitch machines are overlock stitches and safety stitches. Similar to the stitch types, two different types of presser feet are developed; one for the overlock machine and the other for the safety stitch machine. These presser feet are also different according to the overedging width, needle gauge and gauge size.

This issue describes the role of the stitch tongue and special-purpose presser feet.

1. Overlock presser foot (1-needle overlock presser foot, 2-needle overlock presser foot)

Basically, the presser foot for overlock/safety stitch machines consists of a "presser hinge, presser foot and stitch tongue."

The "presser hinge" transmits spring forces from the presser spring to the "presser foot." Most of the overlock "presser foot" is of an integral type. Some of the 2-needle overlock presser feet are provided with a "rear foot."

The parts of the "presser foot and stitch tongue" differ according to the overedging width.



2. Safety stitch presser foot

Basically, the presser foot for safety stitch machines consists of a "hinging presser hinge, hinging presser foot and rear foot."

The role of the "hinging presser hinge and hinging presser foot" is similar to that of the presser hinge and presser foot for the overlock machine. The "hinging presser hinge" transmits spring forces from the presser spring to the "hinging presser foot." The "rear foot" clamps the seam at the beginning of sewing.

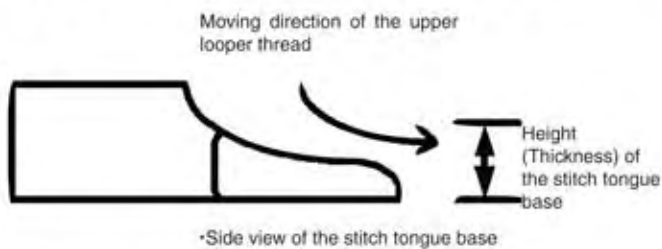
For the safety stitch machine, the "stitch tongue" is integrated with the hinging presser foot. This means that the entire hinging presser foot (presser foot asm.) has to be changed when changing an overedging width or needle gauge.



3. Role of the stitch tongue

The stitch tongue has to be changed (gauge changing) when changing the overedging width. Being different from throat plates, stitch tongues are not made specifically for individual overedging widths. Within a certain range of overedging widths, a common stitch tongue is used.

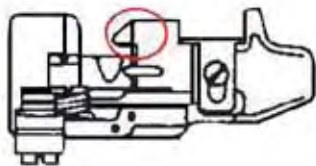
The stitch tongue works to adequately slacken the upper looper thread (overedging thread) to add textures to seams.



The upper looper thread moves from this side of the presser foot toward the rear of it (in the direction of the arrow). At this time, the amount of slack of the thread varies according to the height (thickness) of the stitch tongue base.

*The thread slacks more by increasing the height (thickness) of the stitch tongue base. However, if the base height is excessive, the thread may not be adequately tensed when sewing a heavy-weight material. In addition, the higher stitch tongue base results in a shorter distance between the base and the upper looper. This means, it is necessary to carefully check them for interference and breakage.

*For the safety stitch presser foot, the hinging presser foot is an integrated part. Therefore, the part indicated by the red circle works as the stitch tongue base.



*In the case of the rolled overlocking (merrow overlocking) presser foot, the stitch tongue base projects outward to reach the underside of the throat plate to wrap the cloth cut by the cloth cutting knife.

4. Special-purpose presser foot

For the lockstitch machine, overlock machines have various

types of presser feet. This section introduces some of them.

1) Sharp-curve presser foot

This type of presser foot has a narrower width and shorter entire length than the standard presser foot. It is suited to the sewing of small parts and sharp curves of a material.

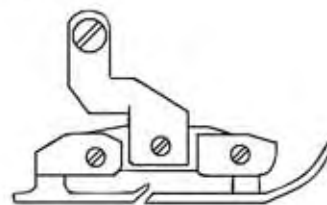
2) Tape attaching presser foot

For attaching reinforcing tape such as wooly tape and spin tape

* The tape attaching presser foot for overlock machines is best-suited to the shoulder tape attaching process for knit products.

The tape attaching presser foot for safety stitch machines is also available, and can be used for many processes.

3) Tractor presser foot

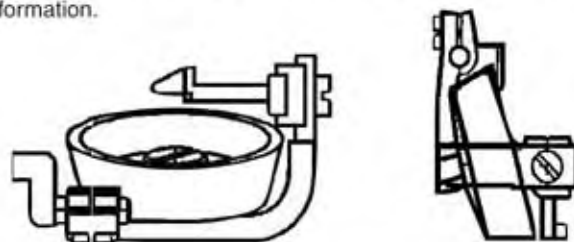


The front and rear parts of this presser foot are separate to facilitate feeding of multi-layered parts of the material. It also effectively prevents stitch skipping. It is suited to the sewing of heavy-weight materials.

4) Roller presser foot

The presser foot part is of a roller shape. It is suited to the sewing of hard-to-feed cloth or leather.

The presser feet for overlock/safety stitch machines are diversified in specifications according to sewing conditions. Please contact the JUKI distributor in your area for further information.



PRESS NOTE ON PLANT ENGINEERING ACTIVITIES.

Productivity is a Key Factor to every Garment Manufacturer.

JUKI being global technology leader in sewing industries, in tune with the JUKI objectives of being closer to the customers, JUKI offers more versatile services, one among their most dedicated division

Which closely work even after sales & services to the customer is JUKI in-house "Plant Engineer Division".

The current situation in the Garment industry needs to increase their productivity even to sustain their position, either small or large garment manufacturers.

We receive continuous support from sewing research institute in Japan for

supporting the customers for conducting these type activities in India market. On & of the Japanese Plant Engineering team with our experience local staff visits customers for conducting various Plant engineering activities.

Here is where, JUKI dedicated Industrial Engineers involve closely with the customer by providing various activities,

· Our Plant Engineer Dept in India consists of three staff stationed in Bangalore, Tirupur & Chennai. We as a team take care of total India market for Plant Engineering activities. Our team directly visits a customer's factory, investigates and analyzes the factory operations and offer appropriate

Victory in Patent Infringement Case Involving Multiple Defendants

Juki Corporation initiated legal proceedings, including the filing of lawsuits in court, against companies infringing a patent owned by Juki Corporation that had been granted by China's State Intellectual Property Office (SIPO). We hereby notify you that, as a result of these proceedings, the People's Court has recognized the infringement of our patent by the defendants and rendered a judgment that prohibits the manufacture and sale of the infringing products and orders payment of monetary damages to Juki Corporation. The relevant cases are summarized below.

The technology for completion of the final button stitch using our industrial sewing machines is a unique technology which was developed as a result of research Juki Corporation conducted over a number of years. As a result, Juki Corporation was granted a patent by SIPO (Patent No. ZL96121017.6) giving

us sole rights to it.

In light of the appearance of a number of companies that were making illegal use of the technology of said patent, we filed complaints for patent infringement in the Shanghai No. 2 Intermediate People's Court and Wenzhou Intermediate People's Court in order to protect this unique technology for which we had obtained a patent.

As a result of the court proceedings, on December 13, 2007, both courts recognized the patent infringement by the defendants and rendered a judgment that prohibits the manufacture and sale of the infringing products and orders payment of monetary damages to Juki Corporation.

MB-1373/1377



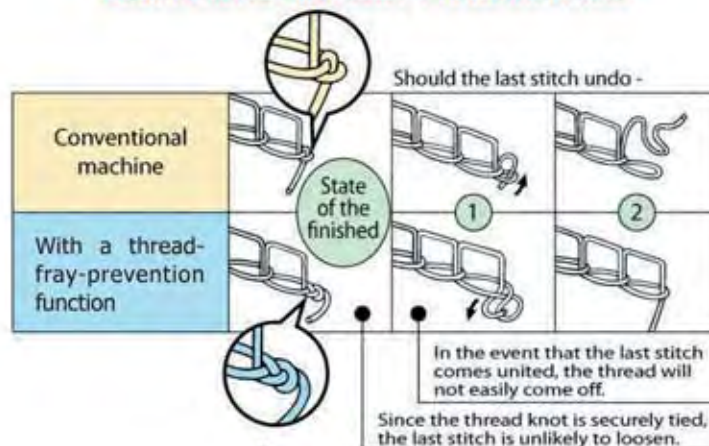
MB-1800



MB-377 (Currently not manufactured)



■ DIFFERENCE IN KNOT-TYING METHOD



Juki Corporation's unique technology
(Patent No. ZL96121017.6)

Please refer to the homepages below for news on both cases.
http://ipr.chinacourt.org/public/detail_sfws.php?id=15306
http://www.asiasewing.com/news_show.asp?id=664

We are aware that many other companies remain in violation of this patent. We intend to proceed with legal action against these companies, taking a firm stand in order to protect the principle of fair market competition and prevent the supply of inferior products which use stolen technology.

suggestions for improving the productivity.

- We have conducted Production control seminar for Industrial engineers, Supervisors & other people involved in production on topics like Process Analysis, Time & Motion Study, Operation Analysis, Production design mainly to increase productivity. In India we have conducted many seminar for our customers & trained the Industrial Engineers from garment factories.
- We have assisted many factories in the field of plant engineering. For customers planning to set up their own sewing plants, we offer the best-suited plant design materials in terms of machine & layout design. We also offer guidance on the introduction of new machinery in plants and as well as re-investigation of production facilities for changes in production items.
- We also provide On Job Training program (OJT) for customers by visiting their factories & training their industrial Engineers on various topics like

Process Analysis, Time & Motion Study, Operation Analysis & Line Balancing practically in the line.

The changes do not involve Capital expenditures, but making better use of JUKI Technology along Services provided by JUKI, WHICH IS ONE AMONG TO MAKE VIRTUALLY "JUKI" A GLOBAL LEADER IN THE SEWING INDUSTRY.

For further Assistance in India, please contact:
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Manager Plant Engineering Division
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Customer satisfaction leads to Earth satisfaction.



Good Design Awards 2008



- The direct-drive servomotor system and newly designed electrical components of the DDL-9000A sewing machine from JUKI cuts electric power consumption by about 80% compared with the electronic-stop motor machine.
- The energy-saving effect of a DDL-9000A machine is equivalent to a 150 kg reduction in carbon dioxide emission per unit.
- A full-fledged adoption of the DDL-9000A will reduce global carbon dioxide emissions appreciably.
- The DDL-9000A machine also vibrates far less during operation, for a vibration reduction of about 4.5 dB (40%) compared with JUKI's belt-driven sewing machine.
- This less vibration operation improves the machine operability and operator's working environment.

Direct-drive, High-speed, Lockstitch Machine with Automatic Thread Trimmer **DDL-9000A Series**

JUKI[®]