

Classroom Resources - Career Facts & Figures for: **APPAREL MANUFACTURING MANAGEMENT**

Defintion:

Fashion Club (<http://www.fashionclub.com>) describes it this way: “An Apparel Manufacturer coordinates the entire production of an item or a line of clothing and prepares it for delivery to retail stores. An Apparel Manufacturer oversees both the production process and the contractors to ensure delivery dates.”

FIDM (<http://www.fidm.edu>) Apparel Manufacturing Management Chairperson Roni Miller-Start is quoted as saying that the “...FIDM Apparel Manufacturing Management program is designed to prepare students for eventual ownership and/or management of a fashion manufacturing company. Our program teaches the student all phases of product and line development, global sourcing, production planning, technology use, sales management, financial control, and human resources management.”



Professional Skills, Proficiencies, and Competencies Necessary

1. **Written Communication** – letters; memos; reports; presentations
2. **Analytical Ability** – complex problem solving; numerical analysis; systemic; management; financial
3. **Computing Ability** – software and hardware technology applications and trends

4. **Artistic Appreciation** – contemporary and historical print and non-print
5. **Oral Communication** – active learning, active listening, critical thinking
6. **Social Skills** – teamwork; coordination; motivation; negotiation; persuasion
7. **Technical Skills** – troubleshooting, technology design, manufacturing processes
8. **Systems Skills** – judgment and decision making, visioning, systems evaluation
9. **Materials Knowledge** – fabric weaves and finishes
10. **Resource Management Skills** – management of materials, people, and time

Apparel Manufacturing Management Career Options:

Entry Level (up to 3 years)	Mid Level (4+ years)	Senior Level (10+ years)
Assistant Technical Designer	Apparel Business Owner	Account Executive
Assistant Operations Manager	Fabric/Trim Buyer	Contractor/Owner
Costing Analyst	Digitizer	General Merchandise Manager
Distribution/Logistic Assistant	Distribution/Logistic Manager	Owner/President
Entrepreneur	Line Developer/Builder	Regional/National Sales Manager
Customer Service Representative	Marker Grader	Senior Product Manager
e-Commerce Merchandise Analyst	Merchandise Coordinator	Vice President of Corporate Planning
Field Merchandiser	Planning Analyst	Vice President of Product Development
Production Assistant	Pre-Production Manager	Vice President of Quality Assurance
Quality Control/Assurance Assistant	Showroom Manager	
Retail Coordinator	Technical Designer	

Sales Representative Assistant

Vice President of Operations

Products and Services Created by This Profession:

The IBIS World/United States Accessories & Other Apparel Manufacturing Industry Research Report (http://www.ibisworld.com/industry/definition.asp?industry_id=360) states, “This industry comprises establishments primarily engaged in manufacturing apparel and accessories (except apparel knitting mills, cut and sew apparel contractors, men’s and boy’s cut and sew apparel, women’s and girls’ cut and sew apparel, and other cut and sew apparel).

“Jobbers, who perform entrepreneurial functions involved in apparel accessories manufacture, including buying raw materials, designing and preparing samples, arranging for apparel accessories to be made from their materials, and marketing finished apparel accessories, are included.”

Projected California Growth 2002-2012

The California Employment Development Department Career Center Occupational Details (<http://www.labormarketinfo.edd.ca.gov>) uses the occupational heading Textile, Apparel, & Furnishings Workers. All Other in California and states that “the occupational projections of employment estimated in 2002 was 6,500, and the projected number of jobs for 2012 is 8,200 with an employment percentage increase of +26.2%.”

Annual Starting Salaries

- 0-3 years = \$22k to \$65k
- 4+ years = \$35k to \$120k
- 10+ years = \$45k to \$155k

Industry Segmentation:

The United States Department of Labor Bureau of Labor Statistics’ latest report, published in 2004, (<http://www.bls.gov/oco/cg/cgs015.htm>), indicates the following on their Textile, Textile Product, and Apparel Manufacturing page:

(The Establishments and Employment numbers listed below represent the percentage of 100%.)

Industry Segment	Establishments	Employment
Apparel Manufacturing	49.9	40.8
Apparel Knitting Mills	2.7	6.0
Cut & Sew Apparel Manufacturing	43.7	31.6
Apparel Accessories & Other Apparel	3.5	40.8

Professional Associations for Further Information:

American Apparel and Footwear Association (AAFA)

<http://apparelandfootwear.org/>

American Apparel Manufacturers Association (AAMA)

<http://www.apparelandfootwear.org>

American Apparel Producers Network (AAPN)

<http://www.usawear.org/content/19.htm>

American Association of Textiles Chemists and Colorists (AATCC)

<http://www.aatcc.org>

American Fiber Manufacturers Association (AFMA)

<http://www.fibersource.com>

Atlantic Apparel Contractors Association

<http://atlanticapparel.com>

Color Association of the US (CAUS)

<http://www.colorassociation.com>

Garment Contractors Association

<http://www.garmentcontractors.org>

IBIS Business Intelligence

http://www.ibisworld.com/industry/definition.asp?industry_id=360

International Formalwear Association

<http://www.formalwear.org>

International Textile and Apparel Association

<http://www.itaonline.org>

San Francisco Fashion Industries

<http://www.sffi.org>

Textile Association of Los Angeles (TALA)

<http://www.talausea.com>

Student Competitions – FIDM:

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National Scholarship Competition: Six [6] one-year scholarships to attend FIDM/The Fashion Institute of Design & Merchandising. Scholarships are available to high school students. The deadline is April 30th of each year.

- Fashion Designer of Tomorrow
- Fashion Merchandising Executive of Tomorrow
- Graphic Designer of Tomorrow
- Interior Designer of Tomorrow
- Visual Designer of Tomorrow
- Digital Artist of Tomorrow

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See **For Your Students** (<http://educators.fidm.edu/educators/student-services/fidm-scholarships.html>) for additional student scholarship opportunities.