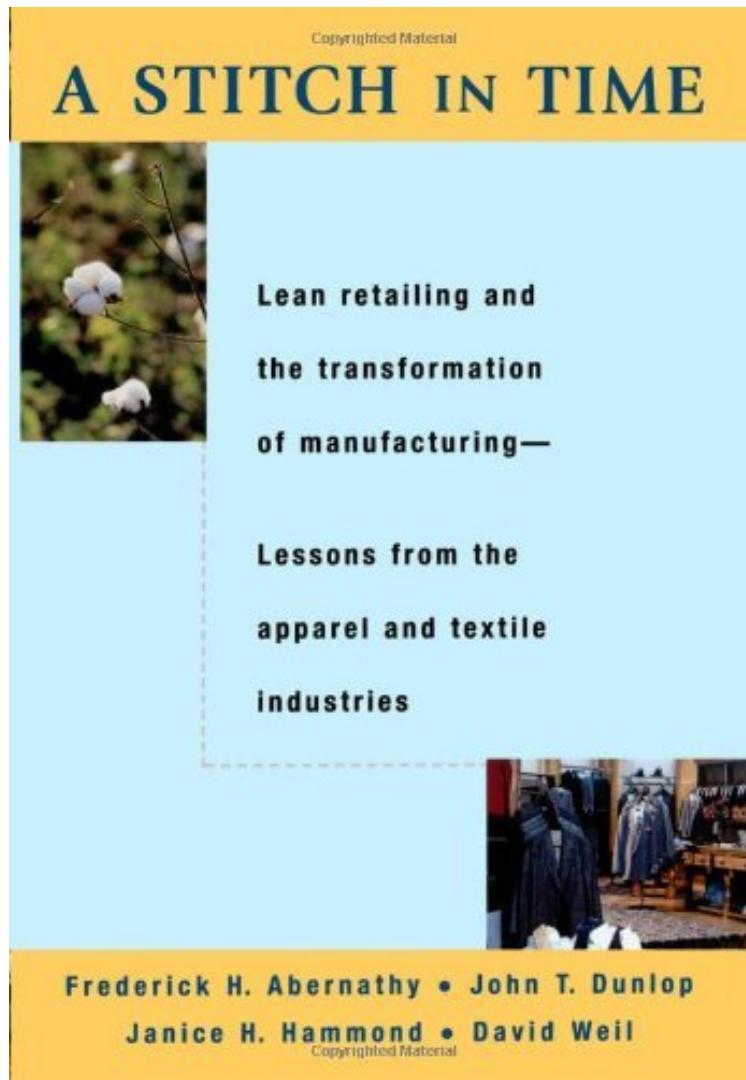


(Free) A Stitch in Time: Lean Retailing and the Transformation of Manufacturing--Lessons from the Apparel and Textile Industries

A Stitch in Time: Lean Retailing and the Transformation of Manufacturing--Lessons from the Apparel and Textile Industries

Frederick H. Abernathy, John T. Dunlop, Janice H. Hammond, David Weil

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Frederick H. Abernathy, John T. Dunlop, Janice H. Hammond, David Weil : A Stitch in Time: Lean Retailing and the Transformation of Manufacturing--Lessons from the Apparel and Textile Industries before purchasing it in order to gage whether or not it would be worth my time, and all praised A Stitch in Time: Lean Retailing and the Transformation of Manufacturing--Lessons from the Apparel and Textile Industries:

18 of 18 people found the following review helpful. Very InformativeBy Leng Ho KeatA Stitch In Time is a very good read. While some academics tend to write books that are beyond the comprehension of mere mortals, this book is very readable, even to a layman like me who has no previous experience in the fashion/apparel/textiles business. The

authors have explained techniques in manufacturing and theoretical concepts very clearly. Although it is obvious that much research has been done, the authors did not bore the reader with useless facts and figures just to prove the amount of research that has been done. Rather, significant findings were highlighted whenever appropriate, which made the book more interesting and comprehensible. The authors believe that a new form of retailing, defined as lean retailing by the authors, will soon make its impact in the retail industry. Major retailers, like Wal-Mart, already practise this form of retailing. The theory of lean retailing propose that as there is an increase in product proliferation, and as customers demand quicker response times, retailers will "force" suppliers to replenish supplies at shorter intervals with smaller quantities. This will reduce inventory, cost and risk. While suppliers may choose to hold more inventories to satisfy lean retailers like Wal-Mart, it is a short-term solution. It is merely pushing the ineffectiveness of the system from retailers to apparel manufacturers. A better way is to re-look the industry from a channel angle, i.e. the whole chain of retailer-supplier-textile manufacturer. How can the channel be more effective as a whole? The authors believe information integration and co-operation is the key. While the focus of the book has been on the fashion/apparel/textiles industry, I believe the concepts can also be applied to other industries. In fact, I believe the concepts were "borrowed" from more advanced industries like automobile manufacturing. Some of the concepts are similar to concepts in operations management like JIT, sales forecasting, etc. I recommend this book to anyone in the retail business. This book will change your mindset of traditional retailing, whether you are in the fashion retail or not. I also recommend this book to people who are interested in exploiting IT for the exchanging of information between suppliers and retailers. I have learnt a lot from the book and I am sure many readers will agree with me. 15 of 15 people found the following review helpful. A welcome in-depth look at the effects of the IT revolution.

By A Customer

The book goes beyond the hyped-up jargon of e-commerce and information technology and instead provides a nuts and bolts understanding of the actual impact of these trends on businesses, workers and the American economy. While it focuses on just one industry (one with which we can all identify, as consumers of clothing and customers of the Walmarts, J. Crews and Dillard's of the world), it gives a much broader understanding of the trends and forces that will eventually shape most industries, and affect who wins and loses in this emerging "IT" economy. The book is eminently readable, packed with real world examples and crisp analysis of trends that we hear about frequently in the popular press, but rarely see investigated in any real detail.

13 of 15 people found the following review helpful. Review of *A Stitch in Time* By Jane Collins

This is an extremely lively and readable account of changes in the U.S. apparel industry. It challenges the prevailing assumption that the industry is doomed to move offshore in its entirety. The authors argue persuasively that there will be a continuing need for apparel production in the U.S. by firms that cooperate more closely with retailers, and meet the demand for timely production. In addition, the authors present a fascinating history of the industry and a wonderfully detailed discussion of its changing technology. This book is useful to those interested specifically in the apparel industry, but also as a case study of how new information technologies are reshaping U.S. industries more generally.

The apparel and textile industries have always been at the mercy of rapidly changing styles and fickle customers who want the latest designs while they are still in fashion. The result for these businesses, often forced to forecast sales and order from suppliers with scant information about volatile demand, is a history of stock shortages, high inventories, and costly markdowns. But, as the authors explain in *A Stitch in Time*, technological advances in the 1980s paved the way for a new concept in retailing--lean retailing. Pioneered by companies like WAL-MART, lean retailing has reshaped the way that products are ordered, virtually eliminating delays from distribution center to sales rack by drawing on sales data captured electronically at the checkout counter. Armed with up-to-the-minute data about colors, sizes, styles, and geographic sales, apparel and textile companies now must be able to respond rapidly to real-time orders efficiently based on new approaches to distributing merchandise, forecasting, planning, organizing production, and managing supplier relations. *A Stitch in Time* shows that even in the face of burgeoning product proliferation, companies that successfully adapt to the world of lean retailing can reduce inventory risk, reduce costs, and increase profitability while improving their responsiveness to the ever-changing tastes of customers. Based on the success of these practices in the apparel industry, lean retailing practices are propagating through a growing number of consumer product industries. A richly detailed and resonant account, *A Stitch in Time* brilliantly captures both the history and future of the retail-apparel-textile channel and offers bold insights on the changes and challenges facing retailers and manufacturers in all segments of our rapidly changing economy.