



PRODUCTION IMPROVEMENT for LAO HOME TEXTILE SMEs

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OUTLINE

Managing your
production - PQCDMSM

1 Applying it for your
company

2 Addressing the issues in
HT production in Laos



#1.

Production Management

PQCDSM

PRODUCTION MANAGEMENT

P

stands for

PRODUCTIVITY

Q

stands for

QUALITY

C

stands for

COST

D

stands for

DELIVERY

S

stands for

SAFETY

M

stands for

MORALE



Sala Susu - Cambodia

RELATIONSHIP OF PQCDSM

- > All of them relate to each other.
- > If you can manage one aspect well, it will affect the others.
- > E.g: If you can improve your Productivity, usually you can reduce your Cost.



APPLYING IT FOR YOUR COMPANY

Have you ever managed these aspects in your production at your workshop / with your producer group?

To say 'manage', we mean you:

- Detail out each Key Performance Indicators (KPIs) for each aspect of PQCDMS.
- Record the KPIs.
- Analyze it & Improve.



APPLYING IT FOR YOUR COMPANY

REMEMBER:

- > IF YOU WANT TO MANAGE, YOU NEED TO MEASURE
- > IF YOU WANT TO MEASURE, YOU NEED TO RECORD

...So, recording the most important KPIs in your Production is the first step...

EXAMPLE FOR KPIs

For Productivity:

- How many meter (m) / meter square (m²) that a weaver weaves for an hour / 8-hour day / month?



SUGGESTION FOR PRODUCTIVITY KPIs

- For weaving: output in m² or m long per (/) time unit.

E.g: 20m² of fabric/labor hour, or 20m long/labor day.

- For dyeing and washing (if any): output in kg of dried fabric/batch.

E.g : 15kg of dried fabric/batch.

- Drying after dyeing: labor-hours/batch.

E.g: 8 labor-hours/batch.



SUGGESTION FOR QUALITY KPIs

- Color consistency on a product and on a product lot (eg: selling to 1 customer). Calculated on a customer satisfaction scale, or an industry standard measure.
- Color bleeding (for example, when it rains): Yes or No
- Color fastness: fastness against fading/discoloration of the product during use, calculated by the number of times of washing or wearing, or by time (year or month)
- Are there AZO chemicals or not (Yes or No)
- Machine wash or hand wash only (Yes or No)
- Can it be ironed (Yes or No)



SUGGESTION FOR COST KPIs

- Cost of fabric materials: Kip/product or Kip/m², Kip/m long.
- Cost of dyeing chemicals: Kip/kg of dyed fabric.
- Cost of dyeing materials: Kip/kg dried fabric or Kip/batch.
- Cost of dyeing/washing/drying labor: Kip/batch or Kip/kg at producer groups.
- Cost of weaving labor: Kip/m² or Kip/m long at producer groups.
- Cost of management labor at producer groups: Kip/workday.



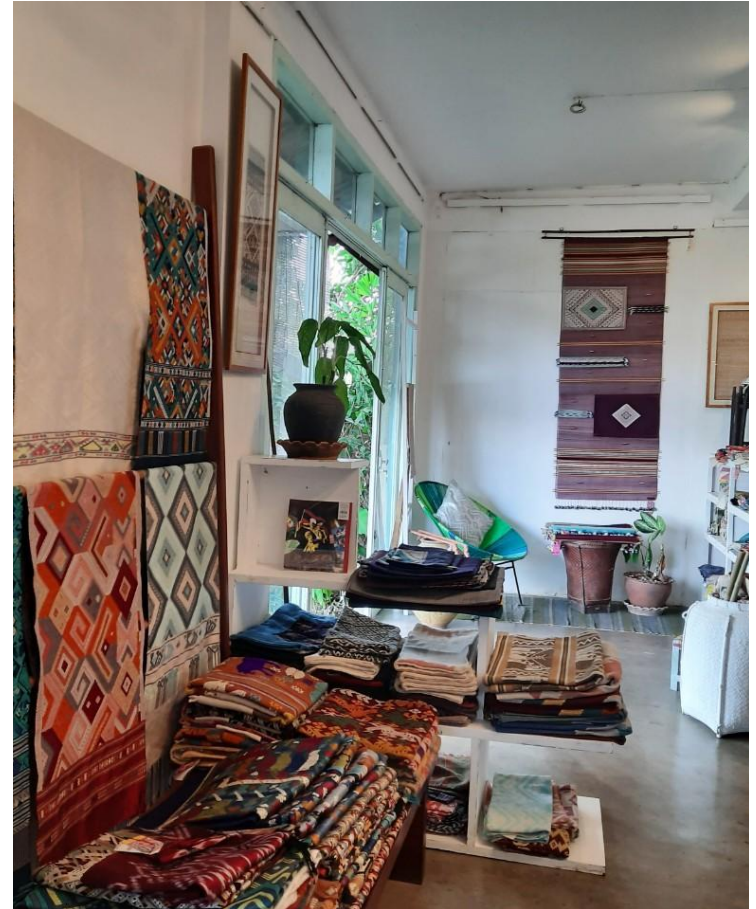
SUGGESTION FOR COST KPIs (Cont.)

- Cost of dyeing labor at the company: Kip/batch or Kip/kg of dried fabric.
- Cost of weaving labor at the company: Kip/m long or Kip/m².
- Management expenses at the company: Kip /workday.
- Domestic shipping cost: Kip/kg or Kip/product.
- Packaging cost: Kip/product.
- Air freight cost: Kip/kg.
- Overhead cost: Kip/month.



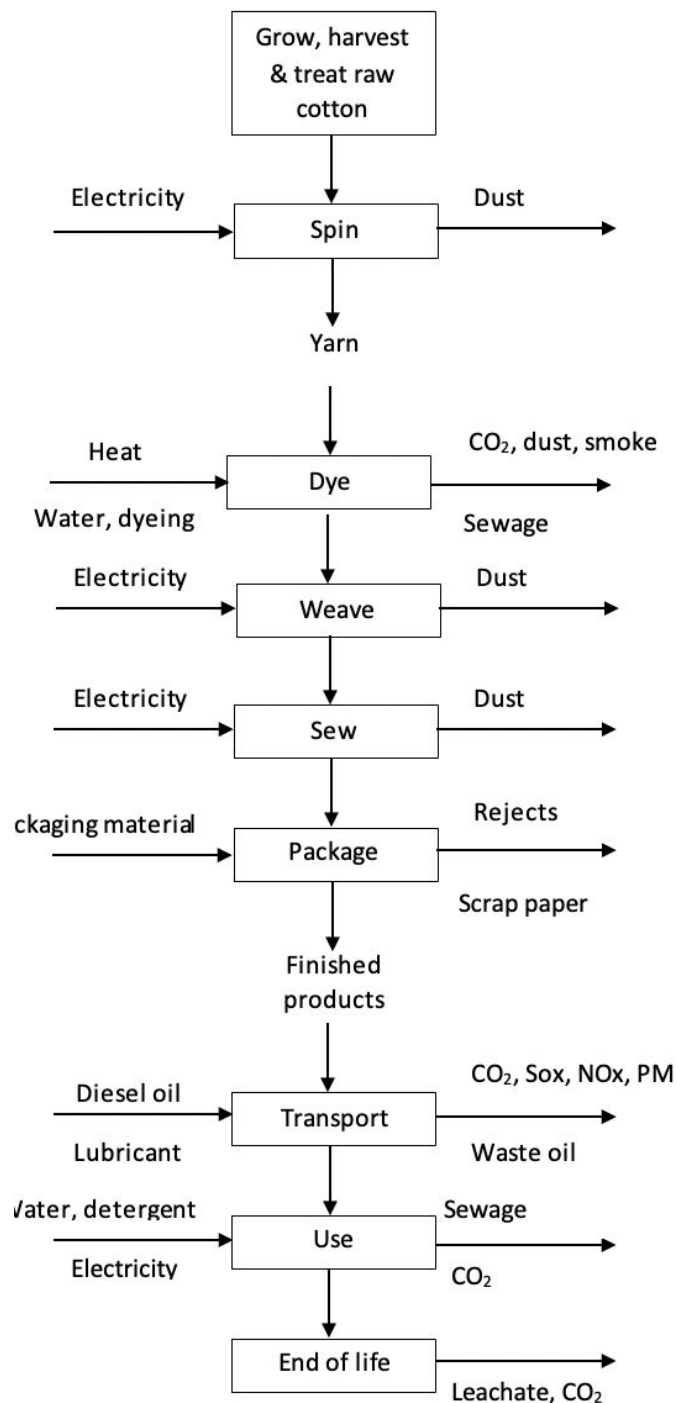
SUGGESTION FOR DELIVERY KPIs

- Does the company meet the delivery time: Yes or No.
- Late delivery time (if any): ? Days.
- Do suppliers supply raw materials and semi-finished products to the company in a timely manner: Yes or No.
- Delivery time of raw materials and semi-finished products for late delivery (if any): ? days.





#2. Addressing the issues in HT production in Laos



LET'S TAKE A LOOK BACK

Cotton Product Life Cycle
through key production steps

Cluster #1

AZO-free dyestuff

- > How you can ensure your product AZO-free?

Cluster #1

AZO-free dyestuff

- > Dyeing at your own workshop & give it to your producers.
- > Group-purchasing of AZO-free dyestuff to lower the prices -> Have you formed the group yet & how to coordinate it?
- > Sharing the experience in dyeing for each color.

1. List out your KPIs relating to PQCD.
2. Choose the most important KPIs.
3. Record them.
4. Review & improve them.

Cluster #2

Optimizing your Production

How you can improve
your KPIs number?

- > Referring to the industry benchmark.
- > Breaking down the added-value actions & non added-value actions in your production -> decrease/eliminate the non added-value ones.

Cluster #2

Optimizing your Production

EXAMPLE

HOW TO IMPROVE THE WEAVING PROCESS

- Making the pedals more stable & easier to push.
- Making lighter reed to push easier.
- Etc.



IT'S EASY TO SAY...

- > BUT REMEMBER SALA SUSU?

It takes them 2 months to build a new loom

...But a year to improve their Productivity KPIs

- > CONSISTENCY IN RECORDING & REVIEWING THE KPIs are important



1. Increase the loom width.
2. Switch to improved/semi-mechanization loom.

Cluster #2

Optimizing your Production

Let's take a look at some looms



Semi-mechanic loom at Studio Silapa

Let's take a look at some looms

- > <https://www.youtube.com/watch?v=LBTRkaq0rFM>
- > <https://www.youtube.com/watch?v=EUgxEyXshkc>



THANK YOU FOR YOUR ATTENTION!

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