

Your Textile and Clothing Business Ideas

More and more people want to start something of their own. Entrepreneurship enables people to achieve their dreams and realize themselves personally and professionally. The garment industry provides great opportunities for young people with ideas and professionals with experience to start their own successful business. Here are some small business ideas, related to the textile and clothing industry.

Each business can be started in small scale and can grow into a large international business.



1. Small-scale textile and clothing enterprise

A small factory can be started with a tailoring or manufacturing experience. Setting up a readymade garment manufacturing enterprise may be considered as one of the best choices among experienced professionals who do not want to work for others anymore but for themselves. This business can be started with a few tailors and supporting staff. The garments are sold to retailers and end customers. The products may vary from school uniforms to women's and men's clothing. Own original designs can be sold online in e-commerce portals.

To set-up a small-scale T&C enterprise, first you need to decide what product or product group you are going to make. Next, prepare a list with all the requirements for a factory set-up.

- You need sewing machines, fabric cutting machines, ironing and garment finishing equipment. Prepare a list of machines required and contact machinery suppliers for the price quote and purchase machines.
- You need to set-up the infrastructure for the enterprise, lighting, water, material handling equipment, furnishers etc.
- While planning for space requirement, consider production processes, shop floor, office areas, sample showroom, pantry, warehouse etc.
- You need to hire skilled manpower and need service providers.
- Need to source raw material, including fabrics, trims and accessories.
- Prepare a business strategy and develop a customer profile.
- Prepare the investment requirement and how would you arrange the fund for the business setup and production running cost. For the fund, you can take a business loan from a bank.

You need to invest your money in machines, equipment, and employee wages. Normally garment operation cycle is 3-4 months. Factory running cost needs to be considered for that period. Industrial sewing machines are costly compared to black head sewing machines. So, you can start with the black head sewing machines with an electric motor to reduce capital investment. After setting up the garment enterprise you can do full package garment manufacturing, depending on your order and buyers.

2. Sub-contracting business

In garment sub-contract manufacturing, you need to set up a garment enterprise. Set up a small factory and do sub-contracting work (job-work) for export houses and domestic brands. In buying seasons garment export houses book orders in excess quantity than their own production capacity. To complete those order on time they look for sub-contractors or job-workers. In this business you do not need to handle buyers, do not need to purchase raw materials. You need to collect cuttings from exporters and stitch garments. Some brands look for stitching, finishing to packing the garments.

In the sub-contract manufacturing you just need to invest in machines, later you do not need to invest in raw materials. You can expand your job-work services and find an opportunity for getting orders from local retailers, and school uniform and office uniform sellers.

3. Garment wholesale business

Garment wholesale business is a profitable business among other small-scale business ideas. You source garments from different manufacturers and brands in volume. Later those are distributed and sold to garment stores. You can start the garment wholesale business in your spare time. Source garments from manufacturing hubs and distribute those garments to shops in small cities. As you purchase goods in bulk quantity and directly from manufacturing hubs, you will have a good margin in this business. Though there are many places from where you can source garment in bulk for your wholesale business.

For this business find garment manufacturing hubs for sourcing bulk garments and get the dealerships of some products and from brands. Once you get buyers, you can get garment manufactured from the job-workers.

4. A clothing store

You can open a garment retail shop or an outlet in your small town or city, in a street corner or inside a mall in metros. If you chose this option, you need to plan your product group you will be primarily selling. You know there is a wide variety of product ranges and of the different price range. If you visit a market place in your city, you will find all shops are not selling the same apparel product ranges. Depending on your budget, and your interest, decide the product group.



Product grouping:

- Kids and mom clothing products – all products range kids normally need and some regular products of the season-wise you need to change product sourcing.
- Ladies products – leggings, tops, dress, gown and more.
- Youths product range – T-shirt, casual shirts and jeans, shorts.
- Innerwear products – sells all innerwear products of women and kinds, including night suits.
- Family shop – you can keep all product ranges of a family clothing requirement.
- Knitwear products – store only sell knitwear products including innerwear and winter wear clothes.
- You can take a franchise of apparel brands. Where brands will supply you their products, you need to sell and get the commission.

Even you can start selling apparel products from your home. In the modern day, many women are doing business from home – like selling ladies clothing products. For this kind

of business, you need to source good quality products and a variety of design those will be preferred by the prospective customer. You need to promote your business if you are doing business at home. Home-based tailoring business.

5. Export surplus garments store

Export quality (international brands) garments at a low price are on demand now-a-days. In metro cities, most of the young generations want to look trendy and wear branded clothing, but they don't want to spend much money in Brand's retail shops. So, they look for export surplus garments. Therefore, opening an outlet for export rejected and surplus garments is a good and profitable business idea. If you are working or worked in past in garment manufacturing, you know that garment manufacturers make extra garments than the order quantity they get from buyers. Sometimes whole order gets rejected due to the quality issue or shipment delay. Purchase stock of surplus garments from factories and sale at attractive prices.

6. Printing and embroidery enterprise

Printing and embroidery are value-added processes in garment manufacturing. In this fashion age, to make product trendy, the designer always add some colors and patches on their designs. Hence, excluding some basic product, all export orders include printing process or embroidery work or both. To set up Print and Embroidery machines inhouse garment manufacturing factories need to invest extra money for these machines. You need to hire staff and bear the maintenance cost. In the end, printing and embroidery machines capacity will not be utilized by them fully. Looking at all aspects, small-scale garment manufacturers do not set-up in-house printing and embroidery machines. Thus, it can be one good business opportunity in these value-added processes. You can fill up the gap and printing business. Start with flat-bed screen printing and later add the latest printing machines to scale up your business. In the recent day's digital textile printers getting more popularity. You can even setup a printing business using a digital textile printer and do custom garment print services.

7. Set-up a garment washing plant

Washing is required in various stages of garment manufacturing – fabric washing, various types of garment washing. Secondly, buyers placed an order for washed garment, with different types of end looks and hand feels. Small exporters do not have their own washing plant.

For a washing plant, you need to buy a washing machine, hydro extractor and tumble drier. Washing machines are available in a different capacity. You need to set up a machine with variable capacity, considering that you will get washing job-work order of various volume and weight.

8. Starting garment buying agency

An apparel buying agency works as an intermediary between the apparel brands and apparel manufacturers. They take orders from buyers and get the garment manufacturing done in garment manufacturing. Depending on the product type, order volume, and buyer's vendor selection procedure, a buying agent selects its suppliers. There is no fixed rule for selecting a garment supplier. Bigger brands involved their team in vendor

selection, while small retailers give all responsibilities of vendor selection and order sourcing to their sourcing agents.

If you are working as a merchandiser in an export a house or a buying house for a few years, you might have developed a good relationship with your buyers. You have a good opportunity to contact with buyers, take the order and get manufactured garments from a factory. You can even set up product development and sampling room to attract more buyer and display a wide range of products.

You will be needed for a small team to start a garment buying house. For this business, you need to contact buyers and show them your designs. At the same time, you need to develop a supplier base, who is eligible for making your design and order in your target cost.

9. Starting a consultancy service

You might have built up your expertise and skills in some specific fields. If you have a passion for teaching others and can solve real-life problems daily faced by garment factories, buyers and auxiliary business firms, you can start consultancy services. Though at present consultancy services are not very popular in the apparel industry, in future factories will look for expert guidance -in the areas like cost reduction and factory performance improvement. Training of the production department to enhance employees' skill – in merchandising, in industrial engineering, sewing operator training etc. Other than doing full-time consultancy services, you can also do freelance consulting and provide your services to needy businesses. The area of consultancy would completely depend on your area of expertise. For example, one can provide pattern making service, Techpack development, product designing service, sourcing raw materials etc.

10. Custom T-shirt printing

The custom t-shirt printing business got popularity at the start of this decade. In the custom print business, individual customers or a group of customers, design their own design and place t-shirt/polo shirt order online and get the printed t-shirt delivered at their home. This business opportunity is still there but it has saturated. You can still start custom garment print business, you can find the gap and fill it by your innovative services. The custom t-shirt print service provider buys blank t-shirts in bulk and keeps as inventory. When they get an order with printing artwork, they print the selected garment (style, color and size). Printing can be done using a digital garment printer or a screen printer. With the custom t-shirt business, you can also add custom embroidery services. Customers normally want embroidery for a brand logo. A logo stitching machine can be used for custom logo embroidery. If the embroidery design size is bigger then you need to choose a computerised embroidery machine.

11. E-commerce business

The e-commerce business can be done in two ways – first starting your own label and selling your designs through your own website (e-commerce site). If you want to start small and you don't have huge money, You can also consider starting your own label selling your product through web-platforms. You can start your own label and sell your products through these e-commerce platforms.

You can start one out of those business opportunities depending on your competency and business networking. Each business is profitable if you can create your customer base and specialization. There are many other kinds of business opportunities in the apparel supply chain. Many entrepreneurs aspire for starting their own labels in some specific products. If you have similar dreams, go for that. For starting own label choose any apparel product.

Reference:

<https://www.onlineclothingstudy.com/2013/05/10-small-business-ideas-in-garment.html>