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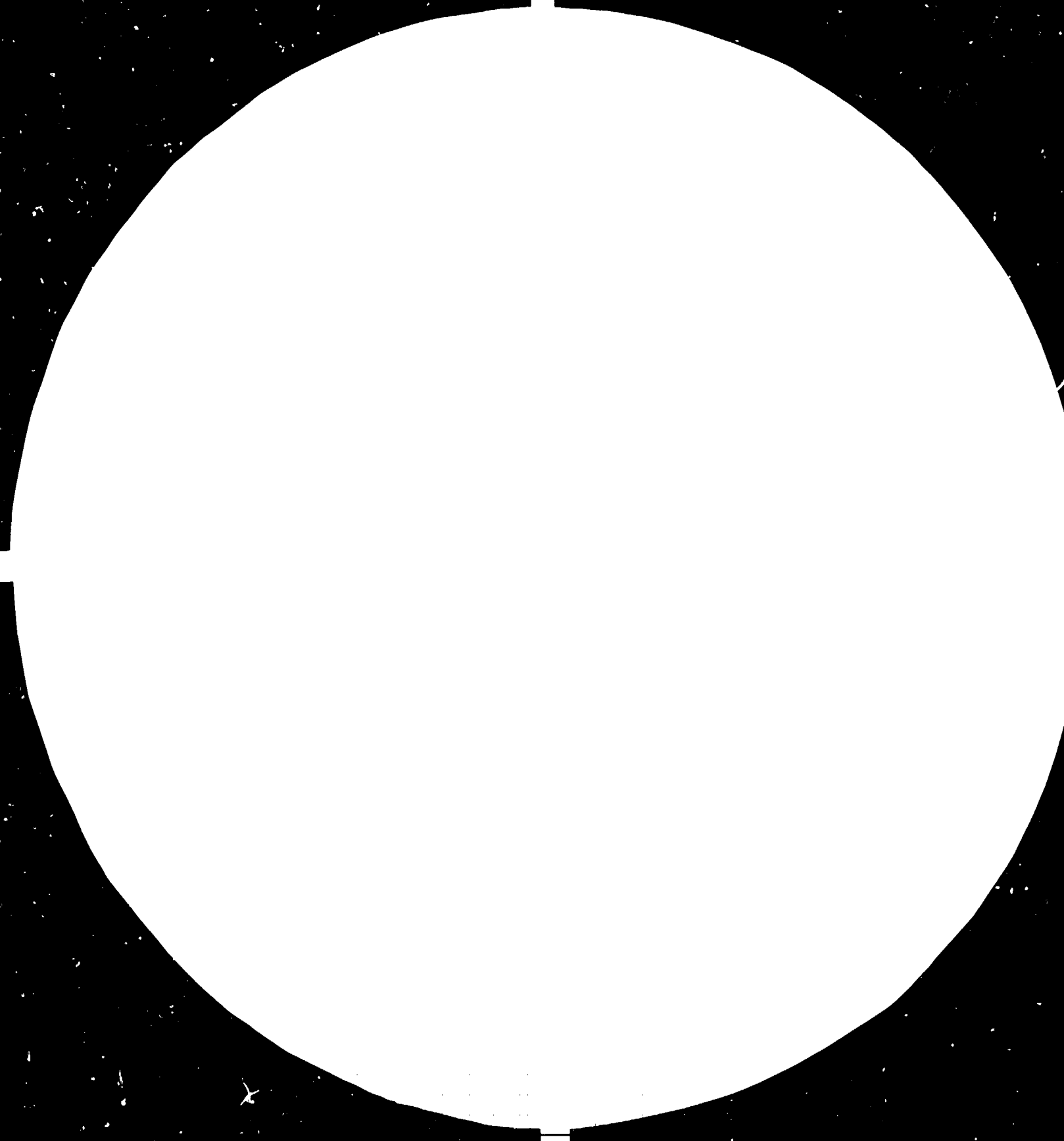
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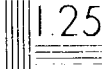


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Lesotho

ASSISTANCE TO LEATHER GARMENT INDUSTRY (BEDCO),

RP/LES/82/002

(Follow-up to RP/LES/82/001)

Terminal Report *

Prepared for the Government of Lesotho
by the United Nations Industrial Development Organization

Based on the work of Carlo Palizzotto,
Adviser on Styling - Pattern Making and
Processes of Production of Leather Garments

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Explanatory Notes

BEDEC - BAHAMAS ENTERPRISES DEVELOPMENT CORPORATION
LNDC - LESOTHO NATIONAL DEVELOPMENT CORPORATION
UNDP - UNITED NATIONS DEVELOPMENT PROGRAMME
UNIDO - UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANISATION

COUNTRY CURRENCY - MALOTI = US\$ 0.93
SOUTH AFRICA CURRENCY - RAND = US\$ 0.93

Abstract

The UNIDO Project LES/12/003 implemented at BEBDO is the follow-up of a previous UNIDO Project LES/02/001 of last year. The Project was started on the 2nd of January 1963 by appointing the Italian Consultant Carlo Palizzotto; subsequently the assignment was extended for 3 months, until 1st June 1963.

The aim of the Project was to introduce in Leseno technology on design and processes of production for leather garment manufacturing. The Project was located at "Kabi Leather Works" but open to all concerned manufacturers.

The UNIDO Consultant started his job at BEBDO on the 5th of January 1963. Owing to temporary shortage of leather at Kabi the Project's activities were initiated by giving to the manufacturers of cloth garments two weeks cooperation on design of patterns for little girls school uniforms. The activities according to the job-description began at Kabi on January 20.

The expert supplied six styles of patterns for garments, namely:

- 2 styles for leather garments; annexes 6-7
- 2 styles for sheepskin garments; annexes 8-9
- 2 styles for fur garments; annexes 10-11

Soon after the extension of the assignment was materialized BEBDO assigned proper premises for the continuation of the activities. Kabi supplied machinery, equipment, technicians and raw material. The prototypes of garments made during the first stage of the project were traded in the near Republic of South Africa and also displayed at the International Hand Show in Johannesburg, with satisfactory success.

Until the end of the Project the orders obtained were about 100 garments almost all of them already delivered. It is estimated to produce about 500 garments before the current winter season will be over.

During the development of the activities no other companies joined the Project, what was attributed to the fact that Kael supplied all machines equipment and raw material for the activities of the Project.

In a meeting held at BEDCO on April 19th, present Mr. B. Sebatare BEDCO's Managing Director and Mr. A. Barry Resident Representative a.i. was realised that it was necessary for BEDCO to have its own Pilot and Demonstration Centre with equipment owned by BEDCO in order to enable any entrepreneur to avail himself of the services of the Centre without having to ask assistance from a possible competitor. It was decided that BEDCO in cooperation with the expert should prepare a Project Proposal for the establishment of a Pilot and Demonstration Centre for leather articles, clothing garments and a small tannery.

On leaving the country the expert is taking to UNIDO-Vienna the draft of the Project Proposal for technical evaluation.

Note Please:

Because at the end of 2 months assignment the expert compiled a "Preliminary Report" in this final report both findings and recommendations of the Preliminary Report are included in order to give the entire report in one single document.

Implementation

During the implementation of Project EP 1203/51/001, the project was originally intended only to produce Skin Products (SP1) but was later altered to expand his activities to other segments of the garment manufacturing industry. In EP1203's training centre in Madaya a group of entrepreneurs and operators were given training in pattern making and production techniques. One of the EP1203's associate entrepreneurs, Khal Deeban works processes sheepskin garments for the local market and indirectly for export by selling to tourists in the country. Unfortunately this can be done only during the winter and for the rest of the year production and employment must be suspended until next winter.

Khal Deeban works and others have for some time planned to produce other leather garments, but this has not been possible for lack of know-how. In Lebanon, at the time, the technology of leather garment manufacture is unknown. EP1203 is also very interested in introducing this type of new technology since more leather will be available when the new government allows a visa to be started, will be supplying more hides and skins to the tanneries. Also, the Khal factory for example, already has suitable machinery for the new production.

The project aims at training workers and supervisors in the production techniques and suitable operators in pattern making and cutting. This accomplished, a substantial increase of the employment in the leather garment industry can be expected since the market for such products obviously already exists and is expanding.

Findings (Final stage of a Partial Implementation)

The Project's activities were evaluated by visiting technical personnel and cooperation on design or process to EP1203 manufacturers or school uniforms for girls, girls. Particulars were found to be:

Annex No. 2.

activities concerning the job-description were actually initiated 15 days after the expert arrived at duty station, the delay was due to the following:

- Some workers at Masi were still on vacation
- The workshop where to develop the activities had not been prepared for lack of knowledge.
- Kabi leather products had not received raw material.

Workshop

The workshop was arranged in a corner of the factory in a space of about 25 square metres; machinery and equipment as follows:

- One sewing machine PFAFF single needle, unison feed. The right one for sewing leather garments.
- One sewing machine PFAFF -two needles. This one was not used because out of order.
- One sewing machine - singer- dove type, good for assembling lining.
- One table for pattern design 2.00 x 0.80 meter.
- One table for cutting 2.00 x 0.80 meter.
- One table for preparation of cement 2.00 x 0.80 meter.

Raw and Auxiliary Materials

- The leather, chrome tanned, was just 12 hides, of about 12-13 square feet each; it came from abroad. In Lesotho up to now there are no tanneries, but a new LIND Abattoir is expected to start activities in short time.

- There was available some good interlining, also imported, of low fusing point so that it could be attached by a normal iron.
- The thread was not the proper one as thickness (No. 120) while for sewing leather garments it has to be 20-30-3. We managed to use it by putting two threads on top, but this also caused slow stitching.
- Buttons were made in the same factory by covering button snaps with leather.
- Cement for preparation was unknown: at the beginning was used Bostik but after 1 week it came from a near country.

Participants

Participants in the programme were 4 very good **trainees**:

- . The owner of the firm, technical manager;
- . The supervisor of the firm;
- . One machine operator;
- . One tailor appointed for the programme and to manage Kabi future leather garment section.

Mr. Kabi participated actively and was able to learn the main operations on cutting and assembling. All the participants learned the process of production and all of them made at least one garment. All the garments (10 prototypes-2 styles in different sizes) were of high quality although the first ones ever made by them.

Although it can be said that the introduction of leather garment manufacturing in Lencho had been successful, if we consider that the expert dedicated only 3 weeks to this job, it is self-evident that the time was very short to give full knowledge to technicians and to give them confidence in the future of this new job.

In the factory were left just 2 styles in different sizes; Kabi technician learned how to grade sizes from styles supplied by expert, but they cannot change style, wherever in Lencho up to now there are no technicians able to design new styles of patterns for leather garments.

Findings on other activities (First 30 days of 2 months Assignment)

Because the Project has been giving assistance to manufacturers of garments others than leather, the expert wishes to report some findings on this sector.

Apparel industry has developed by improvisation. There is no knowledge of design, at all. Dressmakers get patterns from local shops and try to make every thing, i.e. dresses, shirts, blouses and so on. In order to achieve good results on using all that wide range of garments dressmakers should be over-qualified experts. In the "recommendations" are given some suggestions on how they should act. The following information was supplied by BADC.

Apparel industry is one of the few small scale sector industrial activities which has been able to stand on its own in Lesotho in the face of severe competition from other countries. The industry has the potential of providing opportunities for gainful employment for a larger number of workers while at the same time ensuring reasonable returns on investment.

Sewing and knitting units are located over the length and breadth of Lesotho. The main products of these units are customs made traditional and modern garments and school uniforms. Here and there an attempt has been made to enter more sophisticated fields of fashionwear, but the number of units manufacturing exclusive ranges are few.

Empirical studies conducted recently show that the employment in the industry varies from 1 to 20. The number of units employing over 20 persons is only 1. The units are mainly located in the urban centres, the main concentration being in the Sebokeng Trade and Industries Centre of BADC, where a number of units are located in one cluster. The bulk of the units employ on the job trained workers. Many units use power driven machine.

The bulk of the output is sold to individual customers by the units themselves. Supplies made to established marketing chain are almost negligible.

In so far as BEDCO is concerned apparel industry has been one of the main industries to receive marketing, R and D, extensive raw materials and financial support from the Corporation. The following table indicates the number of units sponsored since 1977 by BEDCO and the financial support provided to these units:

Year \ Item	1977	1978	1979	1980
Number of Units Sanctioned	7	4	11	8
Capital Assistance Committed M	16700	31200	625000	33100
Number of new jobs created	56	27	53	35

BEDCO support to the apparel industry has not been confined to the financing of individual projects. Efforts have been made in the past to make available marketing as well as raw material support under the aegis of the marketing department and BEDCO TRAINING. Similarly the Extension Department has been providing Research and Development training and management support to the industry. While contributions made by individual department have been significant, a break-through which could lead to a self-sustained growth has not been achieved. One of the factors appears to have been the non-availability of an integrated institutional approach towards the development of the garment industry.

Market Potential

The following table gives an indication of the value of imports of clothing items into Bangladesh over the year 1974-1977

CIF VALUE OF EXPENSES OF CLOTHING ITEMS FOR THE PERIOD 1975-1979

IN 000

Item \ Year	1975	1976	1977	1978	1979
Overcoats & other coats	1975	2044	1741	1055	1091
Suits and costumes	1372	2009	3695	2332	2501
Trousers and Brochees	4624	5540	6095	4471	6463
Jackets and Blazers				1822	1577
Dress and skirts	3688	4354	5538	5449	3034
Skirts and Blouses	1919	2196	2561	2044	1963
Other outer garments				313	404
Under garments	1113	1690	1565	1570	1582
Jersey pullovers	512	1515	2228	2050	1717
Totals	15003	19936	29159	20906	25422

The total value of imported garments has risen by 69.5% over the past 5 years. The current trend points towards a steep rise in imports over the years 1980 and 1981. The trend is likely to continue at least in the foreseeable future. This trend of imports is sufficient to warrant an all out effort to develop local industry and capture at least a reasonable fraction of the demand. While the range of products which can be taken up for development is fairly large, the following appear to be the most promising lines of future growth:

1. Institutional clothing
2. School uniforms
3. Regular wear
4. Casual wear
5. Fashion wear
6. Protective clothing.

RECOMMENDATIONS FOR THE STATE OF ZAMBIA (AGRICULTURE)

SHOES

- Start a Pilot and Demonstration Centre for leather articles and hand-made shoes in the Centre ZIMCO Consultants ran five demonstrations and also training to a National Council-part for the continuation of activities after the departure of the expert.
- On reviving the above said Centre to try to get machines for leather articles and hand made shoes. The list of machines can be supplied when the size of the premises and the activities to be developed in the Centre are known.
- Endeavour to create sources of hand-made raw material i.e. to start a small artisan tannery; in the country there are skins available and the new ZIMCO abattoir will increase availability.
- To keep up to date the real needs of the manufacturers to ZIMCO through the Official channels; the firms needs are:
 - 6 months specialisation on Industrial patterns making and processes of production of clothing manufacturers;
 - 3 months assistance to Kwai on design and processes of production for Leather and Sheepskin garments;
 - 6 months assistance to shoemakers on hand-made shoes including moccasins;
 - 3 months assistance on hand bags and other leather articles;
 - 3 months assistance to the future artisan tannery on fur coats making for ladies and gentlemen.
- To expand the Small Training Centre now functioning in MDDC and to turn it into a Technical Assistance Centre (TAC). The TAC should have:
 - A section for making industrial patterns for ladies shoes for manufacturers.

- . A section for assistance in plant layout and processes of production.
- . A section equipped with special machines where manufacturers in turn can go for some operations, i.e. attaching fusing interlining, final pressing, making buttonholes, sewing buttons and so on.

Dressmakers should:

Select and adopt one single line of production, i.e. blouses, shirts, dresses, trousers, jackets and skirts and so on; if they go on as they do now, they can never get good garments and good flow of production. They cannot acquire all the techniques for making every kind of garment so good as to compete in fitting and looking with the ones now been imported, which are made by industries specialised in one single item. If they do as above mentioned they will get:

- . Full exploitation of machinery
- . Continuity of jobs
- . High standard of quality
- . Low cost of production
- . Quick training of unskilled workers
- . High possibility on local market and exportation
- . Credibility and confidence in financing sources.

KASI should:

- Provide a more suitable workshop for the making of leather and sheepskin garments.
- Manage to get the right thread for leather garments i.e. 20-30-00 according to availability.
- When production will be advanced, buy a "Fusing interlining pressing" machines.
- Try to have some technicians in the factory trained in pattern making.
- Provide some tailoring dummy for the checking of garments at least the following:

Size 40 and 52 for gentlemen

Size 40 and 42 for ladies.

Findings - Second Stage of 3 months Assignment

At the end of 2 months assignment the Project was extended for 3 months, that is until 1st June 1963. UNIDO assigned proper premises for the best continuation of the activities. Kabi supplied all machinery and equipment. Later on Kabi imported a new sewing machine for leather, unison feed-walking presser-foot.

Since 4 March the Project's activities were carried on in the new premises.

The expert supplied other patterns of garments bringing the total amount of styles for the training at six namely:

- 2 styles for leather garments; annexes 6-7
- 2 styles for sheepskin garments; annexes 8-9
- 2 styles for fur garments; annexes 10-11

The prototypes of garments made for training were traded in the near Republic of South Africa and also displayed at the International Rand Show held at Johannesburg, with satisfactory success. Some orders from dealers were attained and Kabi imported the necessary raw material; at the beginning a quantity for about 100 garments.

The commitment of Kabi to customers abroad for delivery in time the garments in order offered an opportunity to the Project to give Kabi assistance in an effective production, but the Project plant became Kabi Unit.

It was the first time for Lesotho exporting leather garments to sceptical customers and Kabi's garments were to pass a test. After the first deliveries some orders were received; until the end of the expert's assignment the orders taken in were about 100 garments almost of them already delivered. Other orders were coming in every day. No other companies joined the Project, this was attributed to the fact that the Project plant was equipped with Kabi machinery and no other manufacturers were reluctant to do for cooperation; this meant that the Project was mainly run by Kabi Company.

A meeting was held at BEBDO on 19 April 1957, present were:

- Mr. A. Barry - Resident Representative, a.i.
- Mr. B. Sebatare - BEBDO's Managing Director
- Mr. H. Muiser - Acting Assistant UNICEO CIBDA
- Mr. C. Palinzotto - Expert in charge of the Project.

During the meeting it was realized that it was necessary for BEBDO to have its own Pilot and Demonstration Centre with equipment owned by BEBDO in order to enable any entrepreneur to avail himself of the services of the Centre without having to ask assistance from a possible competitor. It was decided that BEBDO in cooperation with the expert should prepare a project proposal for the establishment of a Pilot and Demonstration Centre for leather articles, clothing garments and a small tannery.

Raw Material (sheepskins)

Two styles of garments the two on annexes 1-2, were supposed to be made from sheepskin, but although Lusitana has considerable quantity of sheep, the garments were made in such a way to imitate sheepskins and were named and traded as "similar sheepskins". Actually the material is attained combining two layers of materials with cement. The outside is a layer of sueded -pig-skin and the inner side is a layer of woven pure-wool, or synthetic mink. The two layers of materials well cement stuck between them give the appearance of a double-face, sueded sheepskin. The outlook is not bad because the two materials are of good quality and the "similar sheepskin", in the end results more expensive than genuine sheepskin.

The expedient is used in countries, where genuine skins lack, with the aim to produce a cheap garment and the outside layer is attained from split, while the inner layer is from cheap synthetic material. For Kabi it was vital to resort to that expedient because he was not able to get sheepskins, now "Militar Sheepskin Products", the only source of this kind of raw material in the country, is not able to supply skins to local manufacturers. Owing to this lack of sheepskins, Kabi has also resorted to treat the animals "to make sheepskins" for the inner part of the "Fur coat, hooded sheepskin".

The above said reported is extremely detrimental for the existent very limited handmade using industry for in very short time they will see reduced their sellings and new manufacturers cannot start in this line of production, natural for Lesotho people who can boast the Maluti genuine sheepskins.

Raw Material (Suede and Nappa)

Suede and nappa were used for making two styles of garments, the ones in annexes 6-7. The suede of good quality was imported through the Republic of South Africa; it was made from pig-skins.

Cow and pig skin nappa leather, of good quality came also from the Republic of South Africa but its origin was Argentina. The attainment of raw material from abroad, created big problems and sometimes Kabi resolved to go personally to take it from the suppliers.

The suppliers required payment cash advanced and although this was met the transfer operations through banks delayed the deliveries. The Problem from importation and the others already reported concerning the sheepskins prompted Kabi to start a small tannery in joint venture with Mr. Monare.

Mr. Monare is the tannery technical manager at Maluti Sheepskin Products and the former counterpart to the UNIDO Consultant Mr. Felauer during 15 months in the Project LES/82-003 in 1981/82. The output of the tannery has been:

- Suedes double-face sheepskins; from sheep
- Skins for Fur Coats; from goats and sheep

All the skins necessary for the production of the above said raw materials are available in great quantity in the country

The output of the tannery was mainly to be used in local production but other manufacturers could be supplied for making trimmings of

garments, slippers, floor rugs, caps and other articles. It was planned to accommodate, at the beginning, the tannery in half of the same premises of the Project, but the part of process requiring water ought to be done at Monare's house.

The annex No.3 shows the layout of the Project's Plant with half of the plant empty for the tannery. But until the end of the expert's assignment the tannery was not started, presumably for financial problem.

Raw Material (Skins for Coats)

One style of garment was a fur coat for gentlemen but also unisex and another bolero for ladies; annexes 10-11. The fur coat was made from springbok skins from the Republic of South Africa. Of this coat were made 5 garments, but other orders are in the way. The price of the coat is Maloti 550,00 at wholesale price.

The bolero was made from Angora goat skins imported from the Republic of South Africa. For lack of skins this garment cannot be produced. The introduction in the country of the technology on how to make fur coats will be very useful when in Lesotho a tannery for the tanning of skins for fur coats will be established. In Lesotho there are good goat-skins, also Angora, which up to now are wasted not knowing how to use them, from them is possible to make goat garments and to create jobs.

Training of National Technicians (Making)

The National Technicians trained during the development of the project were five altogether, all from Kasi Leather works Company Annex No.4.

The training was extended to the making of several styles of garments into large ranges of sizes and from different kinds of raw materials namely:

Style No.6 (Annex No.6 sketch and process of production)

- Ladies Jacket
- Material: Nappa or suede;
- Lined with silky lining
- Pockets on the seam sides
- Vent on the centre back
- Piped buttonholes
- Sizes: 32 to 42

Style No.2 (Annex No.7 sketch and process of production)

- Gents sportswear jacket (also unisex)
- Material: Nappa or suede
- Piped pockets
- Engageable zip
- Collar, belt and cuffs from knitted acrylic wool;
- Sizes: 32 to 58

Style No.3 (Annex No.8 sketch and process of production)

- Gents jacket (also unisex)
- Material: Similar sheepskin (pig-skin suede doubled with pure wool cement-stuck)
- Engageable zip
- Sizes: Extra small-small-medium-large-extra large

Style No.4 (Annex No.9 sketch and process of production)

- Gents Jerkin;
- Material: Similar cheepskin (pig-skin suede doubled with pure wool cement-stuck)
- Contrasting bindings
- Press-stud fastening;
- Sizes: Extra small-small-medium-large-extra large.

RECOMMENDATIONS

- The expert wishes to restate the recommendations already formulated in his "Preliminary Report" of 3- February 1965 and herein reported at Pages 11 and 12.

 - The accomplishment of those recommendations can be achieved by approving and implementing the Project Proposal prepared by BEBCC and the expert for the establishment of a Pilot and Demonstrations Centre for Leather Articles - Clothing Garments and a Small Tannery.

 - On leaving the country the expert is taking to UNIDO Headquarters the Project Proposal Draft, but they may need more information for a positive evaluation: if so, the expert recommends Lesotho Government to invite in the country UNIDO's Officers in order to enable them to formulate on the spot the most effective Project Document.
-

Expert's Activities

January

- 2 - 4 Travel Rome-Maseru
- 5 - 7 Briefing at UNDP and BEDCO
Preparation of working programme.
- 10 - 18 Lecturers in BEDCO to Manufacturers of clothing garments.
- 19 Visits at Firm Mohalalitoe at Leribe
- 20 - 31 Activities of Project at Kabi.

February

- 1 - 28 Activities of Project at Kabi.

March

- 1 - 30 Activities of Project at Kabi.

May

- 1 - 15 Activities of Project at Kabi
- 16 - 20 Preparation of final Report
- 23 - 26 Activities of Project at Kabi.
Preparation of Final Report
- 27 - 29 Travel to Vienna-UNIDO Headquarters.
- 30 - 31 DEBRIEFING AT UNIDO

June

- 1 - Final Travel Vienna-Rome (Home)

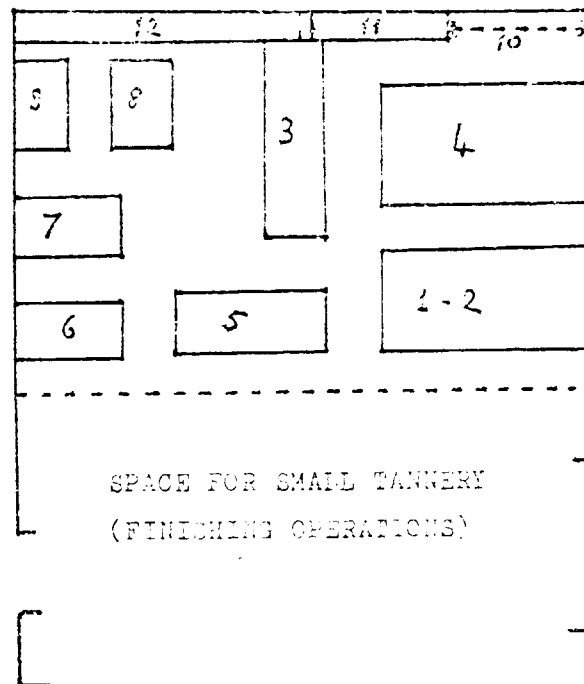
Annex No.2

List of Participants in the lectures to manufacturers of clothing garments at SEDCO from 10 to 12 January 1965.

- | | | |
|-----|------------------------|-----------------|
| 1. | Seamstress Technician | - M. Mokohele |
| 2. | International Tailors | - Mrs. Mase |
| 3. | Khotsong Knitting | - Mrs Ramokhele |
| 4. | Bizela Enterprises | - M.B. Mahlaha |
| 5. | Retselisitsoe Shop | - J. Lebea |
| 6. | Dresswell Shop | - N. Ramose |
| 7. | Queeny's Knitting | - E. Mokoena |
| 8. | Williams and Sons | - Mrs. Kojane |
| 9. | Mejenetalana Dresswell | - E. Tsukulu |
| 10. | City Dressmakers | - Mosa |
| 11. | M & M Enterprises | - M. Mokoete |
| 12. | Phuthiatsana Project | - Mrs. Tsobe |

Premises and Layout for the Project at BMDCC

(1 cm = 1 mt)



- No.1 - Table for Patterns Making
- No.2 - Table for Cutting fur Garments
- No.3 - Table for cutting Leather Garments
- No.4 - Table for Cutting Sheepskin Garments
- No.5 - Table for Cementing Operations
- No.6 - Sewing Machine - 1 Needle Union Feed
- No.7 - Sewing Machine - 1 Needle Union Feed
- No.8 - Sewing Machine - Special for Fur
- No.9 - Sewing Machine - (Arm-type)
- No.10- Stand-double for patterns and finished garments
- No.11- Shelves for auxilliary material
- No.12- Shelf for garments in process

Annex No. 4

Participants in the programme of the Project at BBDCC.

1. Mr. Kabi - Owner and Technical Manager of Kabi Leather Works Company.
2. Mrs. Mamosotno Mosobela - Supervisor from Kabi Company.
3. Mrs. Tseleng - Machine Operator from Kabi Company
4. Mr. Malefane Mokete - Tailor.
5. Mrs Maliso Khakhane - Cutter, from Kabi Company

Annex III

Methodology of Process developed in the Programme

Patterns

The patterns are copied on card board for a proper cutting of the leather by knife.

Cutting of Leather

Cutting is done on a flat table 2.00 x 0.80 meter, the hides (or skins) are fully spread and all pieces of the patterns properly placed on. At one end of table there is a sheet of zinc 1.00 x 0.80 meter, the cutting is done by knife on the sheet of zinc. Cutting of lining is done on a separate table.

Control and Numbering

After cutting, the garment is controlled and all pieces numbered by attaching numbered stickers on the inside. The garment is also given an "Identity Number" (Progressional number) recorded on a chart; the progressional number, Ref. Number, size, colour and customer are listed on a cloth-label and stitched in the right pocket lining. All these items will be copied on the Tag attached to the garment, when finished.

Interlining

On the parts of the garment which need to be reinforced is attached on the inner side fusing interlining.

Assembling the outpart of the Garment

The outpart of the garment is completely assembled, this includes making of buttonholes of pockets, setting of yokes, under-collar sleeves and pain, if any. Also all topstitchings are to be done. The garment assembled as above said, is moved to the finishing table, every seam (the ones not topstitched) are cement opened; hems and outer edges are cement-folded and hemmed on a leather sheet. Along every hem the outer edge must be left 2 cm. free for cementing the lining by means of glue.

Annex No. 4 Contd.

Preparation of the Lining

The lining is completely assembled, this includes setting of sleeves, label and number of size. To the lining are assembled the facing and the upper collar. The lining is now moved to the cementing table and the seams along the upper collar with the facing are cement opened. The lining is pressed by a normal iron.

Assembling the outside-part to the inner-part

Assemble the lining to the garment along the bottom edge allowance sleeves, vents. Assemble the lining along the arm-holes.

Cement-fold along the outer edges

Top stitching around the buttonholes.

Finishing

Trim loose threads

Press with iron, place a cloth between the leather and iron (heating must not be more than 100-110 centigrade) for crono-tanned nappa. Sew buttons.

Control

Final Inspection.

Note: The leather is pressed by iron or automatic pressing machine at 100-110 centigrade when it is crono-tanned leather. In the case of vegetable-tanned leather heating cannot be used.

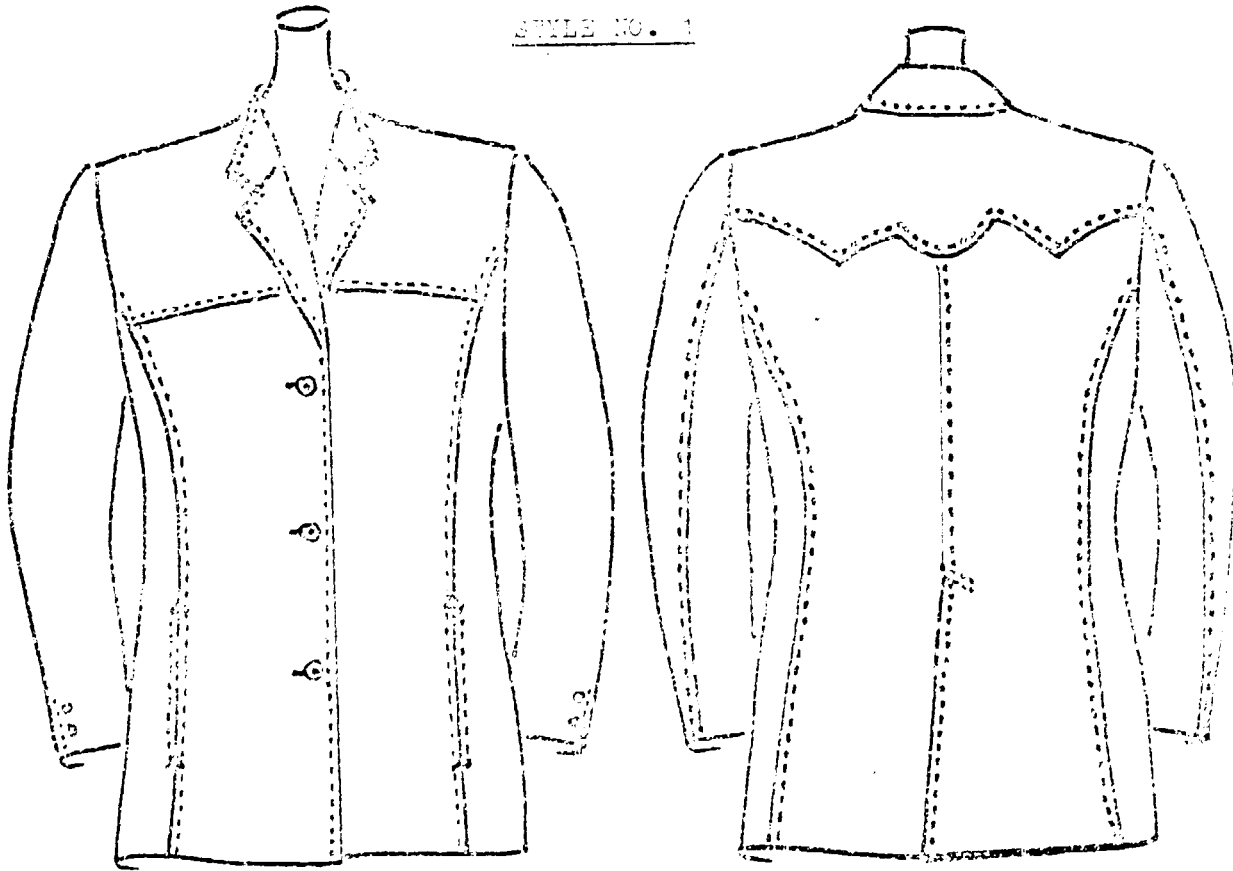
"SHOW OF ORDER"

KABI LEATHER PRODUCTS (PTY) LTD

P.O. BOX 1410 NAIROBI 100

TELEPHONE TEL. 218-0

STYLE NO. 1



(FEATURES)

- LADIES' JACKET
- MATERIAL: NAPPA OR SUEDE
- LINED WITH SILKY LINING
- POCKET WITH ZIPPER FLAP
- VENT ON THE CENTRE BACK
- PIPED BUTTON-HOLE
- SIZES: 32 TO 42

(SPECIFICATIONS OF ORDER)

- KIND OF LEATHER:
- COLOUR:
- SIZE:
- DELIVERING DATE:
- CUSTOMER:
- ADDRESS:

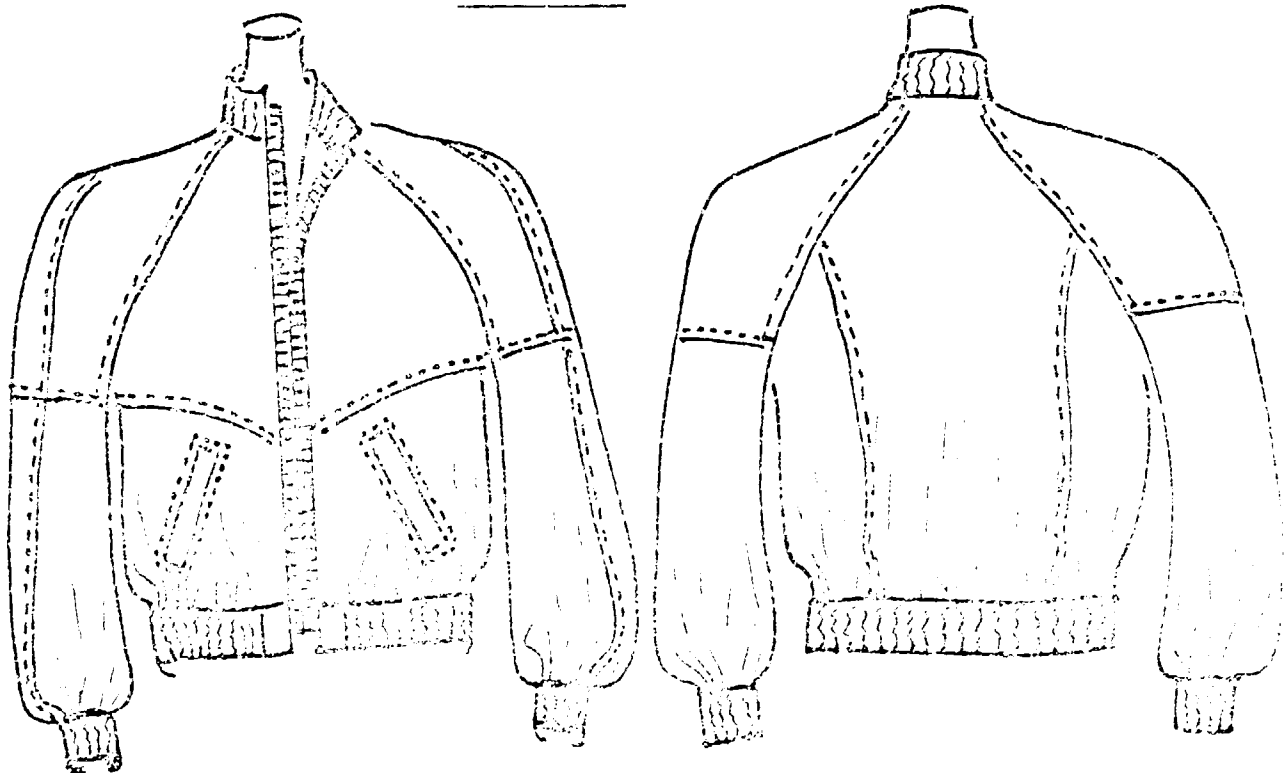
- SPECIAL INSTRUCTIONS:

1. Attach facing interlining according to chart
2. Cut and fold buttonholes and neck yoke
3. Cement pipes along the pocket openings
4. Top stitching along the edge of the pipes
5. Top stitching outside front pocket openings
6. Sew darts
7. Top stitching on darts until outer edge as yoke
8. Sew and top stitching front darts (reinforce pocket ends)
9. Sew and top stitching center back and vent
10. Place and top stitching yoke on the back
11. Sew and top stitching side and shoulders
12. Sew under collar along neck edge
13. Prepare sleeves with gathering along the head
14. Set and sew sleeves on the armholes
15. Place and sew shoulder pads
16. Prepare facing with upper collar assembled
17. Assemble lining to the facings (see sleeves and lapels)
18. Cement-fold edge of upper collar and terminations of lapels
19. Cement open under sleeves seams and collar neck line seams
20. Place pipes on ruffles
21. Cement fold jacket and sleeve hems (leave 7 cm free along the hems outer edge for assembling of lining)
22. Assemble lining to pockets (sew label in the right pocket)
23. Assemble lining along vent allowance and the jacket hem, and also along button closure allowance.
24. Assemble lining along the arm holes
25. Cement fold along the outer edge
26. Top stitching along outer edge
27. Top stitching around buttonholes
28. Trim around collar lapel and buttonholes the exceeding leather
29. Trim loose threads
30. Press with cloth (heat must not be more than 100-120 degrees)
31. Sew buttons
32. Final inspection.

"SUMMARY OF ORDER"

KABI LEATHER PRODUCTS (PTY) LTD
P.O. BOX 1310 - NAIROBI 100
KENYA TEL. 25440

STYLE NO. 2



(FEATURES)

- . GENTS. SPORTSWEAR JACKET
- . ALSO UNISEX
- . MATERIAL: NAPA OR COWLE
- . PIPED POCKETS
- . ENGAGEABLE ZIP
- . COLLAR BELT AND CUFF.
- . PINK PRINTED ACRYLIC WOLL
- . SIZE: 34 TO 50

(SPECIFICATIONS OF ORDER)

- . KIND OF LEATHER:
- . COLOUR:
- . SIZE:
- . DELIVERING DATE:
- . CUTNER:
- . ADDRESS:

CUSTOMER IDENTIFICATION NO:

ANNEX 1.1.7

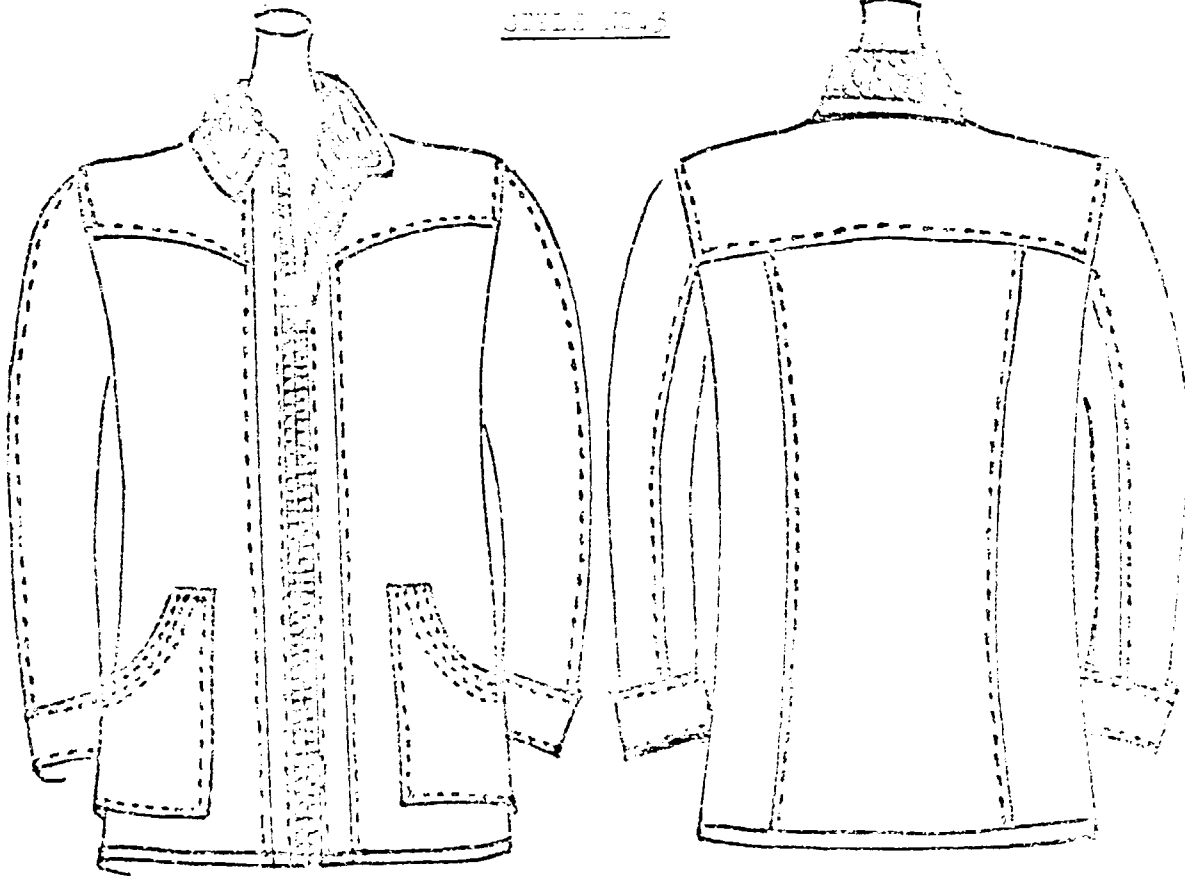
Leather Short Jacket, Style No. 2 (Prototype)

1. Fold pocket openings with cement
2. Reinforce and cement-fold pipes
3. Cement pipes and facing to the pocket openings
4. Topstitch around pocket openings
5. Sew and topstitch centre back and side parts
6. Sew and topstitch sleeves on back and front
7. Sew bottom parts on fronts and sleeves top parts (topstitch)
8. Sew and topstitch shoulders and outside parts of sleeves.
9. Sew and topstitch sides and undersleeves (the topstitching must end to the armhole seam)
10. Assemble knitted belt-collar and cuffs (join leather terminations on collar on belt)
11. Prepare lining with assembled facing and label
12. Assemble lining to the pockets - sew label in the right pocket
13. Cement a one cm. wide tape along the front outer edges - on doing this match both fronts.
14. Assemble lining to the garment along the bottom of the jacket, sleeves and neck seam allowances
The leather terminations must be left unstitched in order to allow the air in place.
15. Cement the zip along the fronts, fold the edges of the facings
16. Topstitch along the zip on the edge of the folded fronts
17. Trim all loose threads
18. Press with cloth (heating must not be more than 100-110 centigrade)
19. Final inspection.

KABI LEATHER PRODUCTS (PVT) LTD.,
P.O. BOX 1720 - MUMBAI 400 002,
INDIA TEL. 22112

MODEL NO. 1001

STEELE 1001



(FEATURES)	(SPECIFICATIONS OF ORDER)
<ul style="list-style-type: none"> • GENTS. SIMILAR SHEARLING JACKET • ALSO UNISEX • MATERIAL: SHEEP / GOATLEAD WITH PURE WOOL • ENGRAINED ZIP • LENGTH: EXTRA SMALL - SMALL MEDIUM - LARGE - EXTRA LARGE 	<ul style="list-style-type: none"> • COLOR: • SIZE: • DELIVERING QUANTITY: • COUNTRY: • ADDRESS:
<p>• SPECIAL INSTRUCTIONS:</p>	

Gents' Jacket - Similar Sheepskin (Pro. 100)

Note: The "Similar Sheepskin" was obtained by stitching with preparation cement a layer of curled pig-skin over a layer of woven pure-wool or synthetic mink. The suede is cut out as usually for leather garments and then stuck over the layer of pure-wool or synthetic mink; subsequently it is cut out around the edge of the suede. After that the garment is ready for assembling.

Preparation

- 1 - Fold around pockets (trim the fur along the folding line)
- 2 - Reinforce with interlining the front facing and cement fold them along the folding line.

Assembling

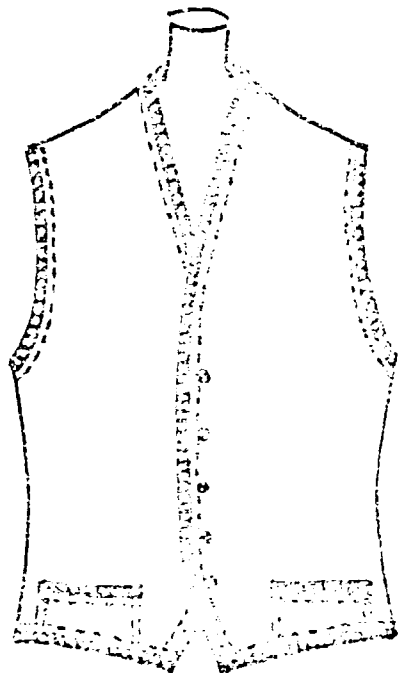
- 1 - Topstitching the upper edge of the pockets
- 2 - Place with cement the pockets and topstitch
- 3 - Sew and topstitch yokes on the fronts
- 4 - Sew and topstitch the front facings on the fronts.
- 5 - Sew and topstitch the sides on the centre back.
- 6 - Sew and topstitch the yoke on the back
- 7 - Sew and topstitch the shoulders
- 8 - Sew and topstitch all pieces of the sleeves; but leave unstitched the under sleeve seam.
- 9 - Set and sew the sleeves around the armholes
- 10 - Topstitch the armholes from front to back along the yoke.
- 11 - Sew the jacket sides and the under sleeves.
- 12 - Topstitch on sides until the armholes
- 13 - Place the slip with cement (slip must be waterproof)
- 14 - Topstitch along the sides of the slip
- 15 - Sew and topstitch the under collar along the seam
- 16 - Sew and topstitch the plastron around the under collar, the collar and the bottom of the jacket
- 17 - Fold and topstitch around the bottom of the plastron.
- 18 - Turn and topstitch binding
- 19 - Turn and topstitch binding
- 20 - Turn and topstitch binding

WALSH MEMBER PRODUCTS (PTE) LTD.

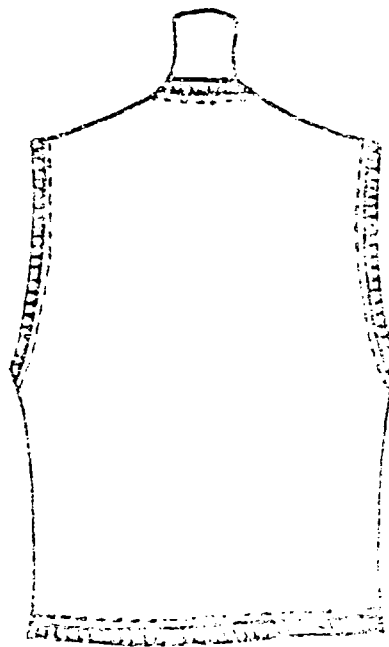
P.O. BOX 1-00 - WAREHO 100

BRISBANE QUE. 4000.

WALSH MEMBER PRODUCTS



WALSH MEMBER



(FEATURES)

- MEN'S CERTAIN SEMI-CASUAL
- ALSO UNISEX
- MATERIAL: SUEDS DOUBLED WITH FURRY INSIDE
- CONTRASTING DETAILING
- PRESS-STUD FASTENING
- SIZES: EXTRA SMALL-MEDIUM-LARGE EXTRA LARGE

(SPECIFICATIONS OF ORDER)

- COLOUR:
- SIZE:
- DELIVERING DATE:
- STYLE:
- ADDRESS:

- SPECIAL 1967 201 1967

Annex No. 4

Jeans Jacket - Similar Cheapskin - (Process)

The raw material "Similar Cheapskin" is prepared according to the indication already reported on the Annex No. 3 concerning the Jeans Jacket process.

Preparation

- 1 - Stick with cement the facings on the fronts
- 2 - Cement-fold the edges around the pockets. The pockets are without fur.

Assembling

- 1 - Sew and topstitch the binding along the upper pocket edge
- 2 - Place with cement the pockets and topstitch.
- 3 - Sew and topstitch the sides
- 4 - Sew and topstitch the shoulders.
- 5 - Sew and topstitch the banding around the armholes on the outer edge of the garment.
- 6 - Trim the exceeding binding
- 7 - Trim all loose threads
- 8 - Final inspection.

WASH COLORED CLOTHING

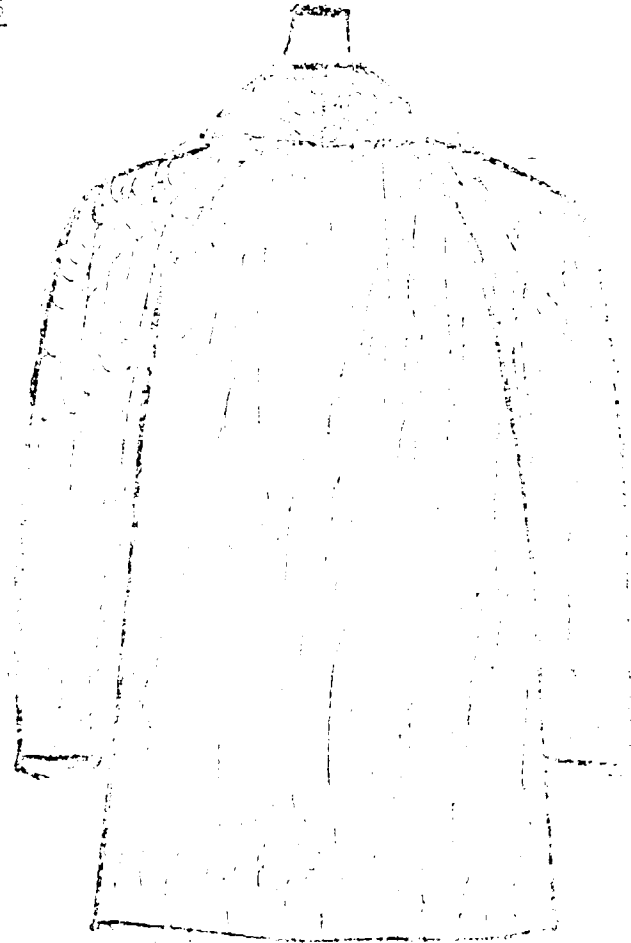
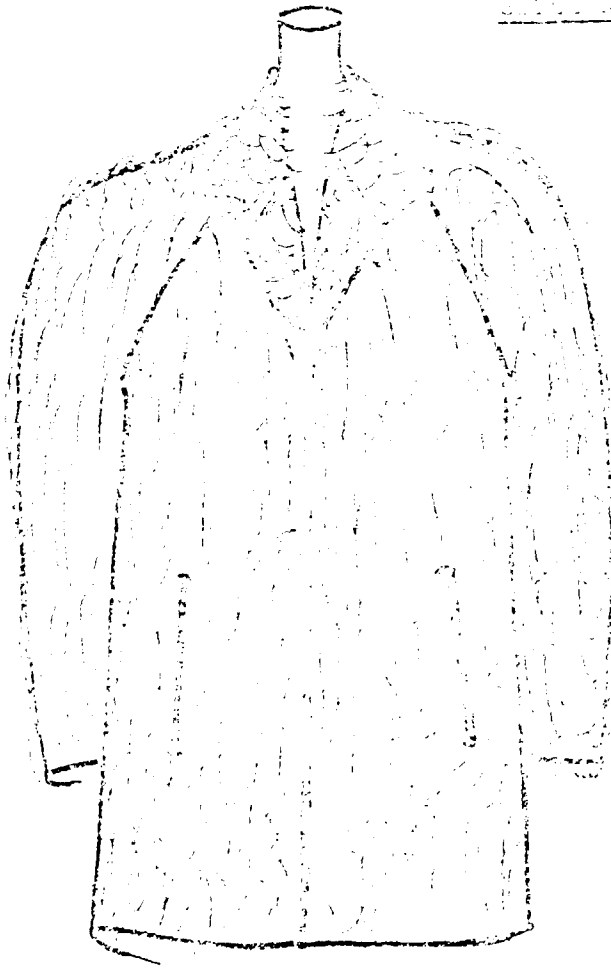
1.1, 201 1/2 - 1.125 1/2

WATER OF CARE

WASHING

REL. 1.1-1.2

2.1-2.5



(FRONT VIEW)

- CUFFS: 1.1-1.2
- FOR CLOTHES WASHING
- LENGTH: 3.1 (1.1-1.2)
- INSTRUCTIONS: 1.1-1.2
- WASHING: 1.1-1.2
- WASHING: 1.1-1.2

(BACK VIEW)

- CUFFS:
- FOR CLOTHES WASHING
- INSTRUCTIONS:
- WASHING:

Antelope Operation Coat (Process)

Preparation and Cutting

1. Soak and wash the skins in order to have all the skins for one coat equal.
2. Trim the skins in order to remove all the parts no good, that is, where the fur is too short or immature.
3. Sew all the holes over the skins, if any.
4. Join stitched the skins in such a way to attain one entire piece for the body (fronts and back) and one entire piece for each sleeve.
5. Prepare a blend of normal water with alcohol (spirit) 70% water and 30% alcohol.
6. With a sponge soak the skins all over the fresh side, until they absorb naturally the blend water/spirit.
7. Leave a part the soaked skins for about 30 minutes.
8. Design with a pencil the outline of the coat-pattern over a board.
9. Pin the skins over the board with very thin nails starting the job along the bottom. On fixing the nails stretch the skins. The nails must be fixed all along the outline but outside of it at least 1 cm.
10. Put the boards outside until the skin are dried.
11. Design over the skins the outline of the patterns.
12. Remove all the nails.
13. Cut out the pattern along the outline.
14. Press the other skins out over the other piece needed for the pattern collar and facings.

Note: The cutting may be done with a dirty knife, keeping one hand raised from them the other) in order to avoid one hand cut the skin by being a part of another 1 cm. with sharp thin edge of steel that stretched and the pattern, always, rolled out 2 cm. on

Annex No. 10

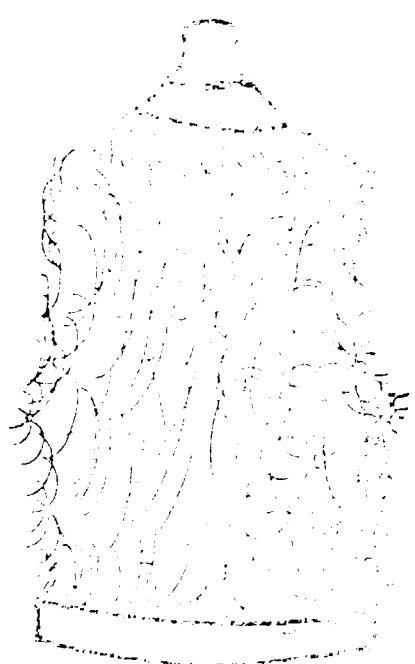
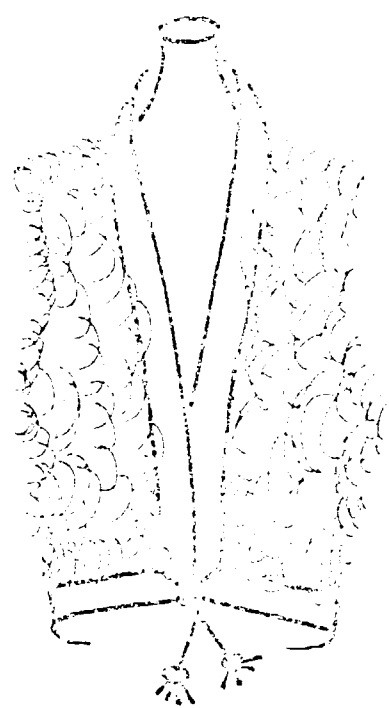
Assembly

- 1 - Sew the shoulders
- 2 - Sew the inner sleeve seams
- 3 - Set in and sew the sleeves
- 4 - Sew the under collar to the neck ends.
- 5 - Cement fold the allowances along the bottom of the garment and sleeves; leave 2 cm. free (unstack) the outer edges for the assembling of the lining.
- 6 - Prepare the lining with sleeves, facing and upper collar assembled
- 7 - Sew the lining of the pockets along the pockets openings.
- 8 - Place the coat with the outside over and put on it the lining with the outside down.
- 9 - Sew the lining along the bottom allowance of the coat
- 10 - Match the facings and upper collar with the fronts and under collar and sew along the outer edges.
- 11 - Sew the lining along the bottom allowances of the sleeves.
- 12 - Unstitch the seam of one side of the lining and from the opening pull out the garment.
- 13 - From the opening on the side of the lining put cement along the edges of the fronts and the collar to set them smooth.
- 14 - Sew the opening on the side of the lining.
- 15 - Cut all loose threads.
- 16 - Press the lining.
- 17 - Final inspection.

WILLIAMS BROS. STORE, INC.,
500 N. BROAD ST. - PHOENIX, ARIZ.
10/20/50

LIST OF ITEMS

ITEMS



(FEATURES)	(SPECIFICATIONS OF VALUE)
<ul style="list-style-type: none"> • LACES BOILING • WHITE OR SPOTTED CUBED ANKORA GOAT • ANKRA TRIM INSE • KNEEING W/OL LEARD • MICROSMALL-NE-COM-THANE 	<ul style="list-style-type: none"> • CORNER: • RINA: • DIMENSIONS DIED: • OUT-PA: • AD-100:

10/20/50

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10/20/50

10/20/50

10/20/50

10/20/50

Garment

1.1.1. Preparation of the fabric

Preparation of the fabric

- 1 - For the preparation and cutting of the fabric, use the pattern for the "Lining" (Figure 10) in the size of 1.
- 2 - Reinforce with tape along the width of nappa for the trimming.
- 3 - Cement-fold the nappa-ure for strip along the facing.

Assembling

- 1 - Sew the shoulders.
- 2 - Sew the nappa-topping strip around the outer edge of the garment.
- 3 - Prepare the lining assembled.
- 4 - Place the garment with the outside over and put on it the lining with the outside down.
- 5 - Sew the lining along the allowance of the trimming around the outer edge.
- 6 - Sew the lining around the armpits.
- 7 - Unstitch the seam of the lining and iron the opening out of the garment.
- 8 - Sew the opening on the side with a seam.
- 9 - Press the lining.
- 10 - Prepare the loops for fastening the garment.
- 11 - Sew the loops at the corners between the fronts and the bottom of the garment.
- 12 - Cut all loops threads.
- 13 - Final inspection.



