

# **TRACK SUITS**

## **1. INTRODUCTION:**

Track Suits comprise of shirt and trouser made out of fabric that offers balance between temperature and sweat. Track suits are worn in sports, jogging, morning walks, trekking and other similar activities involving physical exercise. Track suits absorb sweat generated due to high workout and also protect warm body from effects of cold weather. Therefore Track Suits are considered to be all-season garments.

## **2. PRODUCT & ITS APPLICATION:**

Track suits are worn by sports persons, joggers, morning walkers, adventure lovers, trekkers etc. Made out of cotton knit fabric, the track suits are stitched in a way that these provide stretch and flexibility during workout or sports. Most track suits cover body from neck to the ankles. Sports shoes are generally used along with Track Suits to achieve efficient and tireless footwork during exercise etc. Sometime Track Suits are also made out of polyester, nylon or blended fabric for use in cold weather, water sports or to reduce the weight of the suit enabling the user to perform difficult tasks or carry other heavy materials. Track Suits made out of synthetic fabric can also be lined with light weight cotton woven fabric to help in sweat absorption.

## **3. DESIRED QUALIFICATIONS FOR PROMOTER:**

Graduate in any discipline.

## **4. INDUSTRY OUTLOOK & TRENDS:**

Until recently, Cricket and Hockey was the only sport all Indians knew about. Tennis, Badminton, Archery, Shooting, Athletics, Wrestling, Aqua sports etc have now become dream sports for many people. Increasing interest in sports has led

to health consciousness and people strive hard to achieve and maintain a good physique. Demand for Track suits used in sports, jogging and exercise is therefore on continuous rise.

## **5. MARKET POTENTIAL AND MARKETING ISSUES, IF ANY:**

There is growing interest in the sports, trekking, jogging, yoga and other health related activities. Gone are the days when people would go for morning walk in their kurta pajama or salwar kameez etc. Track Suit has become the fashion and the demand for trendy suits is on the increase. Products with multiple colors, designs, accessories, pockets etc. is on the rise.

## **6. RAW MATERIAL REQUIREMENTS:**

The main raw material is cotton fabric made from medium count of cotton yarn. Sometime polyester, nylon or blended fabric is also used with or without cotton lining. All fabrics are available with Mills, Traders, Dealers and Agents throughout the country. Accessories like labels, scords, elastics, buttons, patches etc. are available with dealers of tailoring materials.

## **7. MANUFACTURING PROCESS:**

The fabric purchased in roll form is spread in layers on the cutting table. Patterns of various parts of the garment made out of card board or plywood or metal are laid on the fabric in such a way that wastage of fabric is minimized. Several layers of fabric are then cut through vertical motorized blade. Garments are stitched in assembly line manner wherein each machine operator completes only a part of the product. The stitching starts on the 1st machine and gets completed at the last stage where the product is inspected for quality defects if any. Garments are then cleaned of loose yarn or dirt and packed in plastic bags as per customer requirements.

## 8. MANPOWER REQUIREMENT:

The enterprise shall need 33 employees as detailed below:

Sr. No.	Designation of Employees	Monthly Salary (Rs.)	Number of employees required	Annual cost Rs. in lacs
1	Machine Operators	12,000	19	27.36
2	Helpers	8,000	10	9.60
1	Production supervisor	25,000	1	3.00
2	Accounts Executive	15,000	1	1.80
3	Stores Assistant	12,000	1	1.44
4	Office Boy	8,000	1	0.96
	<b>Total</b>		33	44.16

## 9. IMPLEMENTATION SCHEDULE:

The project can be implemented in 3 months as shown below:

Sr. No.	Activity	Time Required (in months)
1	Acquisition of premises	1
2	Construction (if applicable)	-
3	Procurement & installation of Plant & Machinery	2
4	Arrangement of Finance	2
5	Recruitment of required manpower	2
	Total time required ( <i>some activities shall run concurrently</i> )	3

## 10. COST OF PROJECT:

Detailed cost of project is shown below:

Sr. No.	Particulars	Rs. in Lacs
1	Land	-
2	Building	-
3	Plant & Machinery	12.55
4	Furniture, Electrical Installations	5.00

5	Other Assets including Preliminary / Pre-operative expenses	1.50
6	Margin for Working Capital	7.88
	<b>Total</b>	<b>26.93</b>

## 11. MEANS OF FINANCE:

Bank term loans are assumed @ 60% of fixed assets. The proposed funding pattern is as under:

Sr. No.	Particulars	₹ in Lacs
1	Promoter's contribution	15.50
2	Bank Finance	11.43
	<b>Total</b>	<b>26.93</b>

## 12. WORKING CAPITAL CALCULATION:

The project requires working capital of Rs. 15.05 lacs as detailed below:

Sr. No.	Particulars	Gross Amt	Margin %	Margin Amt	Bank Finance
1	Inventories	22.36	40%	8.94	13.42
2	Receivables	5.25	40%	2.10	3.15
3	Overheads	3.10	100%	3.10	-
4	Creditors	-15.65	40%	-6.26	-9.39
	<b>Total</b>	15.05		7.88	7.17

## 13. LIST OF MACHINERY REQUIRED:

Sr. No.	Particulars	UOM	Qty	Rate (Rs.)	Value (Rs. in Lacs)
<b>a)</b>	<b>Main Machinery</b>				
i.	Single Needle Machine	Nos	10.00	60,000	6.00
ii.	Double Needle Machine	Nos	5.00	75,000	3.75
iii.	Overlock Machine	Nos	2.00	40,000	0.80
iv.	Cutting Table & machine	Nos	2.00	1,00,00	2.00

				0	
	<i>sub-total Plant &amp; Machinery</i>				<b>12.55</b>
	<b>Furniture / Electrical installations</b>				
a)	Inspection tables	Nos	2.00	25,000	0.50
b)	Office & Store furniture	LS	1.00	1,50,000	1.50
c)	Desktop computer & printer	Nos	2.00	50,000	1.00
d)	Storage system	LS	1.00	2,00,000	2.00
	<i>sub total</i>				<b>5.00</b>
	<b>Other Assets</b>				
a)	Rent Deposits		2.00	75,000	1.50
	<i>sub-total Other Assets</i>				<b>1.50</b>
	<b>Total</b>				<b>19.05</b>

Single Needle and Double Needle stitching machines are available from following suppliers. They have offices across several cities in India. There may also be other local machinery manufacturers offering alternate machines of various makes and models.

- IIGM Private Limited  
Springdale No. 51,  
Residency Road, 3rd cross,  
Bangalore 560025  
[www.iigm.in](http://www.iigm.in)
- Juki India Private Ltd  
1090/I, Ground Floor,  
18th Cross, Sector III,  
HSR Layout,  
Bangalore 560102  
[www.jukiindia.com](http://www.jukiindia.com)
- Brother International (India) Pvt Ltd

Unit No.408, 215, Atrium B-Wing,  
 4th floor, Opp. Sangam Cinema,  
 Andheri Kurla Road, Andheri (East),  
 Mumbai 400093  
[www.brother.in](http://www.brother.in)

#### 14. PROFITABILITY CALCULATIONS:

(Rs.  
lakh)

Sr. No.	Particulars	UOM	Year-1	Year-2	Year-3	Year-4	Year-5
1	Capacity	%	60%	70%	80%	90%	100%
2	Sales	₹ in Lacs	227.59	265.52	303.45	341.38	379.31
3	Raw Materials & Other direct inputs	₹ in Lacs	209.03	243.86	278.70	313.54	348.38
4	Gross Margin	₹ in Lacs	18.56	21.65	24.75	27.84	30.93
5	Overheads except interest	₹ in Lacs	18.58	18.58	18.58	18.58	18.58
6	Interest	₹ in Lacs	2.19	2.19	2.19	2.19	2.19
7	Depreciation	₹ in Lacs	1.40	1.40	1.40	1.40	1.40
8	<b>Net Profit before tax</b>	₹ in Lacs	<b>-3.61</b>	<b>-0.51</b>	<b>2.58</b>	<b>5.67</b>	<b>8.77</b>

The above calculations are based on assumed unit sales price varying from Rs. 150 to Rs. 200 for various products. The key raw material is assumed at a cost range of Rs. 90 to Rs. 100 per meter. Electricity tariff is assumed at Rs. 8 per Kwh.

#### 15. BREAKEVEN ANALYSIS:

The project shall reach cash break-even at 67.14% of projected capacity as detailed below:

Sr. No.	Particulars	UOM	Qty
1	Sales Realization	₹. In Lacs	379.31
2	Variable costs	₹. In Lacs	348.38
3	Fixed costs incl. interest	₹. In Lacs	20.77
4	BEP = FC/SR-VC x 100 =	% of sales	67.14%

## 16. STATUTORY APPROVALS:

The project does not require any specific government approval. Registration with MSME is optional. An Entrepreneur may be required to obtain Shops & Establishment Registration and Professional Tax registration by local Municipal authorities. Registration under Factories Act, Provident Fund Act and ESI provisions would be required depending upon the number of employees, the location, the level of mechanization and the age of the enterprise. Entrepreneur may contact State Pollution Control Board where ever it is applicable.

## 17. BACKWARD OR FORWARD INTEGRATION:

As the machines used in the project are versatile, the Entrepreneur can also consider manufacture of home furnishing articles like bed sheets, pillow covers, wall hangings etc depending on opportunities in the market he / she is familiar with.

## 18. TRAINING CENTERS/COURSES

Udyamimitra portal ( link : [www.udyamimitra.in](http://www.udyamimitra.in) ) can also be accessed for handholding services viz. application filling / project report preparation, EDP, financial Training, Skill Development, mentoring etc.

Entrepreneurship program helps to run business successfully is also available from Institutes like Entrepreneurship Development Institute of India (EDII) and its affiliates all over India.

**Disclaimer:**

Only few machine manufacturers are mentioned in the profile, although many machine manufacturers are available in the market. The addresses given for machinery manufacturers have been taken from reliable sources, to the best of knowledge and contacts. However, no responsibility is admitted, in case any inadvertent error or incorrectness is noticed therein. Further the same have been given by way of information only and do not carry any recommendation.

Source:- Udyami Mitra/Sidbi