



MANUFACTURING AND PRODUCTION

Apparel Costing and Merchandising

3 day course

Classroom, online or in-house

Course overview

Apparel orders are frequently quoted from an experienced guess and lost or regretted afterwards, because the elements that decide margin are fabric consumption and standard minutes, and neither is known when the price is given. This course replaces the guess. Delegates work through fabric consumption estimation, including marker based calculation and the allowances that are legitimate. Trims, accessories and the wastage rates to apply follow. Standard minutes and converting them into a cost of making are covered. Overhead absorption and the difference between a factory rate and a wishful one are addressed. Freight, duty and the terms of trade are covered, including what each incoterm shifts. Buyer negotiation and the concessions that are safe to give follow. Merchandising is addressed as the coordination role it is: sampling, approvals, critical path management and the follow up that prevents a late shipment. The course closes on order profitability after the fact and on learning from a loss making style.

What you will learn

- Estimate fabric consumption from a marker with legitimate allowances
- Cost trims and accessories with realistic wastage
- Convert standard minutes into a cost of making
- Absorb overhead at a rate the factory can actually achieve
- Apply freight, duty and incoterms correctly
- Negotiate with buyers and know which concessions are safe
- Run a critical path from sampling to shipment and review order profitability

Who should attend

- Apparel merchandisers and costing staff
- Factory commercial managers
- Production planners coordinating orders
- Sourcing and buying office staff
- Owners of garment manufacturing businesses

Course outline

- 01 Quoting before you know your costs
- 02 Fabric consumption estimation
- 03 Trims, accessories and wastage
- 04 Standard minutes and cost of making
- 05 Overhead absorption
- 06 Freight, duty and incoterms
- 07 Buyer negotiation and safe concessions
- 08 Sampling, critical path and order profitability

Upcoming dates



Dates	Venue	Format	Fee per delegate
28 to 30 September 2026	Maputo, Mozambique	Classroom	USD 995
8 to 10 February 2027	Lusaka, Zambia	Classroom	USD 995
15 to 17 February 2027	Durban, South Africa	Classroom	R14,950
17 to 19 March 2027	Online	Online	R6,500

Fees and how to register

This 3 day course is **R6,500** per delegate online, **R14,950** in the classroom in South Africa, Botswana, Namibia, Lesotho and Eswatini, and **USD 995** in the classroom elsewhere in Africa. In-house training is quotation on request. Book 2 or more delegates on this course and save 10%.

To register or request an in-house proposal, visit www.afrisciencegroup.com, email info@afriScience.co.za, or WhatsApp us on **+27 63 479 1136**.

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