

WORKWEAR OUTFITTERS



CUSTOMER STORY

PROTECTIVE WEAR LEADER WORKWEAR OUTFITTERS REVITALIZES ITS CUTTING ROOM WITH LECTRA'S TECHNOLOGY

Workwear Outfitters, formerly part of VF Workwear, was founded over **100 years** ago in Nashville, Tennessee. Serving millions of workers every year, they manufacture innovative workwear and safety apparel. Workwear Outfitters champions and empowers workers in industries including automotive, manufacturing, oil and gas, utilities, government, food services, telecommunications, hospitality and more.

LECTRA

CHALLENGES AND OBJECTIVES

With a projected market size worth **\$45.74 Billion** by 2028, according to The Insight Partners, the workwear industry is showing no signs of slowing down. With the growth of emerging economies across the globe, the rise in construction infrastructure and building projects in these countries, and the growing awareness of employee safety, the workwear market continues to grow. It was time for Workwear Outfitters to adjust their manufacturing strategy to keep up with demand, which entailed revamping their cutting room with automated fabric-cutting equipment and nesting software.

WORKWEAR
INDUSTRY
IS SHOWING
NO SIGNS
OF SLOWING
DOWN!



LECTRA'S RESPONSE

After a series of benchmark tests involving hundreds of markers sent by Workwear Outfitters over a period spanning several weeks, they were won over by the quick turnaround time of Lectra's solutions, most notably its cloud nesting solution, Flex Offer. Over the past year, Workwear Outfitters started using the latest Lectra solutions across their manufacturing facilities, including high-performance, **Industry 4.0** multi-ply cutting equipment, as well as fully connected marker-making software such as **Gerber AccuMark** and **Flex Offer by Lectra**.

RESULTS

Lectra's technology has saved them an extraordinary amount of material and costs, especially in terms of fabric procurement. Thanks to accurate fabric consumption estimates, they are now able to procure the right amount of fabric without causing any surplus. Workwear Outfitters has achieved **0.25%** increase in material savings with faster overall marker processing and increased operational capacity.

Their teams are especially satisfied with the software's ease of use, which makes it possible to choose the best nesting option with the click of a mouse.



TRANSITIONING INTO NEXT-GENERATION CUTTING ROOM SOLUTIONS

Workwear Outfitters has reliable and durable cutting solutions in their facilities across various countries, including Mexico and Honduras. On a daily average, Workwear Outfitters cuts over **93,000 pieces** in their centers, working with a wide variety of materials and textiles. This amount of cutting is why with the growing demand for work wear, they knew it was time to upgrade to solutions that would help them streamline production, stay ahead of the supply chain, and save time, cost, and materials.

WITH LECTRA SOLUTIONS WORKWEAR OUTFITTERS ARE THE LEADERS IN THEIR MARKET

Although Workwear Outfitters' original cutting solutions were reliable, they were becoming obsolete. By using Lectra's cutting equipment and nesting solutions, Workwear Outfitters can continue producing higher volumes at a faster rate for customers. During the transition period, there were learning curves employees had to overcome. Workwear Outfitters had to carve out some time to train each employee to ensure a smooth onboarding process while grappling with rising consumer demand. Overall, they had two main objectives. Firstly, they wanted to upgrade their previous solutions to the most advanced technology on the market. Secondly, they wanted to take advantage of the new Lectra solutions throughout their facilities because they are the leaders in the current market.

EXPLORING THE FUTURE WITH LECTRA

What made Lectra stand apart from all the other solution vendors was that it provided high-ply cutting equipment. While there were other offerings on the market, Workwear Outfitters could not find a solution that could cut at such a high ply height as Lectra. This was one key factor why Workwear Outfitters chose to replace all their cutting solutions with those of Lectra. Another point of consideration was Lectra's round-the-clock technical support and customer services, which have been proven to help customers achieve **98% machine uptime**. With the powerful combination of Lectra's technology and customer support, they can streamline their manufacturing to stay ahead of demand, increase material savings and profitability.





Ever since we started using Lectra's technology, we have seen our material savings increase by **0.25%**. Our overall marker processing speed has also improved dramatically, and this increased our production capacity. We have been very satisfied with the software's ease of use which makes it possible to choose the best nesting option with a click of the mouse."

ABOUT

FLEX OFFER

by LECTRA

Flex Offer by Lectra is a cloud-based, automated nesting solution that addresses apparel suppliers' unique marker-processing needs for costing, procurement and production. It gives you the flexibility to balance different production cycles, the ability to efficiently manage activity peaks, and the certainty that you will safeguard your operating margins.

[LEARN MORE](#) →