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**ORDER ANALYSIS OF A TEXTILE ENTERPRISE
AT THE STAGE OF ITS MAKING-UP**

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Manufacture of goods under order is the most viable method of production. However, there is still no unified method for evaluation and analysis of orders from the point of view of their technological peculiarities and economic benefit for manufacturers. Therefore, order analysis is quite complicated for manufacturers and hinders textile enterprise to determine real terms of execution of order, price and other terms and conditions promptly and adequately.

Any order consists of the following phases: Making-up of an order (Phase 1); Preparation for execution of order (Phase 2); Execution of order (Phase 3).

In this paper methodology of order analysis at the stage of its making-up is proposed.

Any order begins with obtaining an application by a textile enterprise from a trading company. Parameters of the ordered fabric are to be specified in the inquiry. Depending upon initial information in the order, terms and conditions for its fulfillment can be as follows (Fig. 1):

Herewith for each enquiry it is assumed that a certain task is to be solved. Nevertheless, all tasks, finally, are reduced to the following two:

- determination of the price, delivery date, and volume of output which the customers need to know to take decision regarding placement of order in this enterprise;
- determination of terms of manufacturing which the manufacturing enterprises need to know to accept the order for execution.

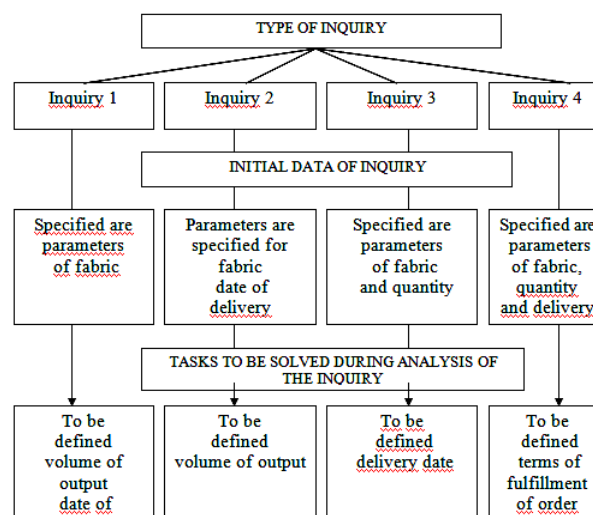


Fig. 1. Clarifying terms of fulfillment of order with different variants of enquiry

Therefore analysis method in a general view can be illustrated by the following block of algorithm (Fig. 2).

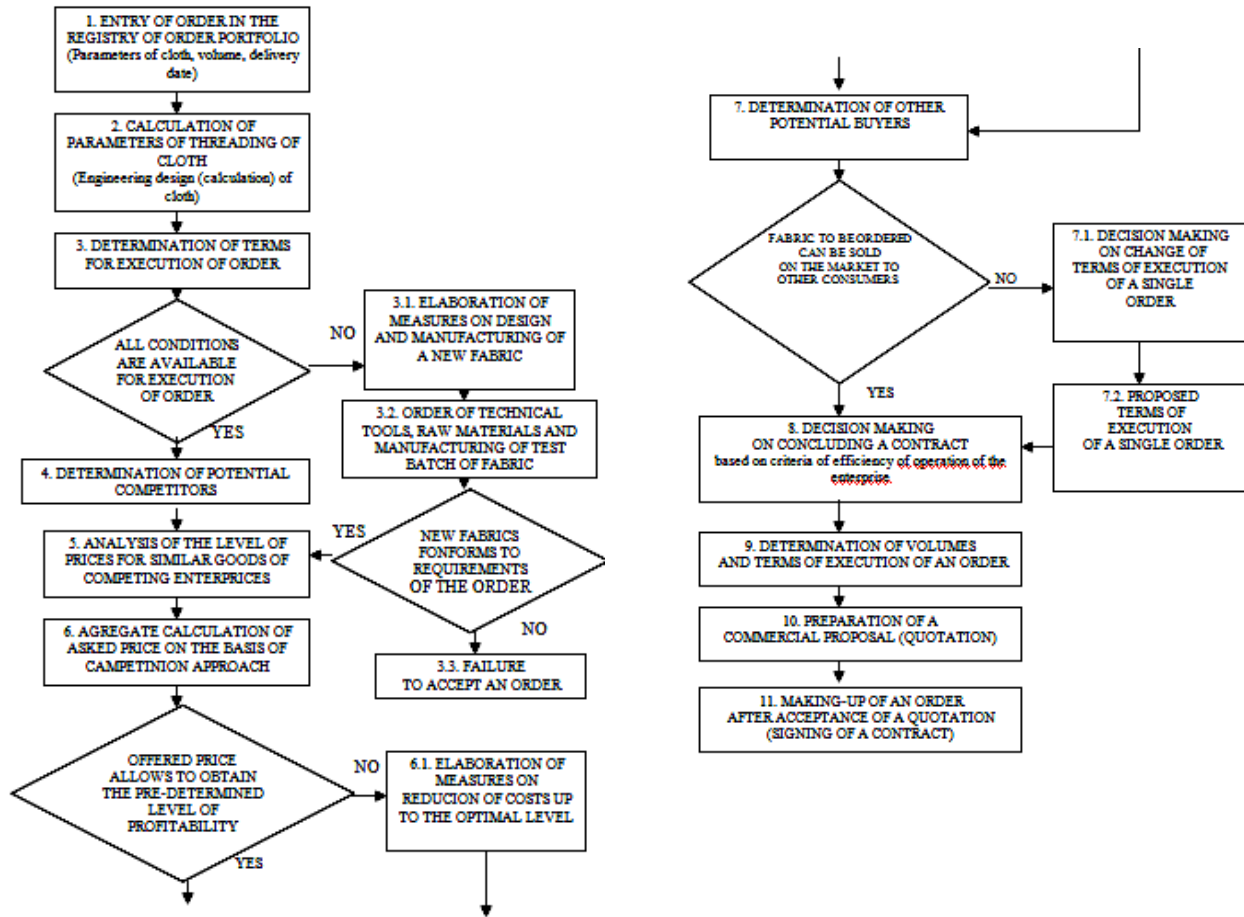


Fig. 2. Block-algorithm of order analysis of the textile enterprise

Calculation of parameters of threading of cloth (technical calculation of cloth) is to be carried out by means of any methods which allow to determine parameters of threading of cloth without test batch operation, including methods of the author of this paper [1], [2].

Determination of terms for execution of order can be carried out by means of standard methods and includes the following actions:

1. Calculation of process planning indices;
2. Rate setting for consumption of material resources by production stages;
3. Labour rate setting by production stages;
4. Development of a plan for supply of resources;
5. Determination of terms for execution of order by production stages.

Determination of potential competitor and analysis of prices for similar finished goods are needed for carrying out aggregate calculation of asked price on the basis of competition approach.

Calculation of asked price on the basis of competition approach.

Determination of other potential buyers is important for evaluation of promising outlook of the received order and for determination of optimal volume of production output with the aim to reduce costs for execution of order. On the basis of this information decision is taken on acceptance or rejection of the order.

Determination of volumes and terms of order execution. At this stage it is proposed to use methods, presented in the paper[2], which enable to determine terms of execution of order according to schedules depending upon the way to change article, number of machines to be threaded and volume of an order.

Finally, commercial proposal (quotation) is prepared and after its acceptance by the customer contract for execution of order is concluded.

CONCLUSIONS

Block-algorithm for order analysis of textile enterprise at the stage of its making-up and sequence of actions during order analysis have been proposed.

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