

# WACOAL INTERNATIONAL DOMINICAN REPUBLIC SITE

Improved productivity and reduced cost  
with Lectra's lean cutting room approach



CUSTOMER STORY

LECTRA®

# WACOAL INTERNATIONAL DOMINICAN REPUBLIC SITE

**Markets** Underwear manufacturing (95% bras) destined for international markets.

**Location** Dominican Republic, responsible for 60% of Wacoal's total international output.



## Lectra Solutions

**MODARIS**

**DIAMINO**

**VECTOR**

## Challenge

The Dominican Republic branch of lingerie manufacturer Wacoal America boasts over **1,300 employees** and output of over 4.7 million pieces a year.

Wacoal America's growing market share is due to both increasing US demand and international expansion throughout the Americas and Europe/Australia, the latter as a result of the acquisition of UK's Eveden by the Wacoal Corporation.

As a result, Wacoal looked to their Dominican Republic manufacturing sites to **increase production by between 20%-30%**. The challenge was to produce more without increasing costs.

*"Our production is based on very fine, very high quality fabrics. This requires very special engineering. To stay competitive in an increasingly demanding market, you need to continue to innovate every day."*

**Ramon Enrique Rivera**  
VP of manufacturing

## Solution

"We had been working with Lectra for over nine years, so they were our first choice. We were looking for greater cutting capacity and the **best technology on the market that could cut small pieces of stretch materials**," recalls Virgilio Estévez, plant manager.

On Lectra's advice, Wacoal could make optimal cost savings and increase productivity by refining their process. These improvements were possible by taking a **lean approach to the cutting room** as well as upgrading to a Vector Lingerie cutting machine.

This total solution resulted, in the words of Estévez, "in substantial improvement in quality, cleaner processes and technologies that allow the cut of different types of materials and shapes, as well as an **increase in productivity of 20%**."

**LECTRA**

# 01

## MANAGING THE CHANGE

With its approach based on looking at the overall process as opposed to individual tasks, Lectra has helped Wacoal implement a model for change. "The synergy between Lectra and Wacoal meant the changes prescribed by Lectra were quickly integrated and there were almost no interruptions, thanks to a fluid process based on a well-thought-out action plan," observes Estévez.

The lean approach improves the management of the entire pre-production stage by **eliminating non-value added tasks**.

# 02

## A STAGGERED PROJECT

The Lectra project took place in several phases, beginning with a diagnosis to understand current bottlenecks and opportunities for improvement. **Recommendations on how to optimize material use and improve flow** followed, as well as **operator training**.

This lean approach to the cutting room enabled process streamlining and resulted in boosted productivity. The actual fabric cutting relies on Vector iX6 Lingerie as its engine. The Vector iX6 cuts with a zero buffer and provides metrics to monitor performance improvements.

*"We have a clearer, more organized process and we reduced backed up surplus material. Following this, we increased productivity,"*

**Ramon Enrique Rivera**  
VP of manufacturing





*"Lectra is a company with expertise in cutting technology. I am really impressed with their lean approach to the cutting room. It's the best I've seen in my professional career [...]. I see a very strong future relationship with Lectra, as our growth cannot be sustained unless we are supported by a company that produces high quality technology and constantly strives to improve productivity."*

**Ramon Enrique Rivera**  
VP of manufacturing.



# 03

## WITH STAGGERING RESULTS

"This project has given us about 3% raw material savings," reveals Estévez. "Throughput has improved by 20% with the implementation of the lean approach and the acquisition of new Lectra technologies. These improvements have allowed us to absorb new business without increasing working hours, so we are producing more with the same resources."

The combination of the new Vector and the lean cutting room allows for "a gain in efficiency thanks to **more efficient processes, improved quality and reduced cost**, while a clearer process has allowed for **increased machine uptime**," notes Sandy Méndez, cutting production manager. As a side effect, "this project has also really elevated the morale of the people who work here."

### ABOUT

## VECTOR

Compliant with Industry 4.0, our best-selling Vector cutting machines can be used for all manufacturing models and fabric types (lace, denim, woven, knit or footwear textiles), to help you produce at optimal speed and efficiency. No matter the production volume, you can still achieve operational excellence and minimal cost per cut part.

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