in the industry. Most of it is worker-paced rather than automatic, and does not require substantial capital investment. This makes it possible to set up garment production with relatively little capital resources, a phenomenon that is further facilitated by the existence of specialized contractors who provide service on such work as may require pleating, curing permanent press garments, or other specialized tasks. The fact that apparel manufacturing equipment can frequently be purchased on an installment plan or rented, and, in the case of contractors, the fact that they have no need to invest in inventory since they obtain the bulk of their raw material from jobbers or manufacturers, helps to keep low the amount of capital required to enter the apparel (knit and woven) industry. Dun & Bradstreet shows, for example, that net worth required by jobbers and manufacturers in the industry ranges, on the average, from 9.6¢ to 27.6¢ per each dollar of sales. A similar study made by the National Association of Bank Loan Officers and Credit Men showed that in the case of companies with assets under $250,000 average net worth per dollar of sales ranged from 12.3¢ to 21.3¢ depending on the branch of the industry; from 10.9¢ to 23.8¢ in the case of companies with assets of $250,000 to $1,000,000; and from 17.9¢ to 29.4¢ in the case of the larger companies (for details see Annex G).

A small firm in the apparel (knit and woven) industry has a reasonable chance of success, irrespective of the size of its capital assets, in the competition with larger companies. Much depends on the ingenuity of its principals in meeting market demand, in anticipating fashion developments and in providing the ultimate consumers of their