

Thoughts from the Executive Director...

Dear Members:

Since our last newsletter I've been extremely busy. SEAMS had a 20' x 20' booth at the Material World/SPESA Expo in Miami in May. The location was great and we had a lot of traffic in the booth. A big THANK YOU to the thirteen of our members who had products on display. It is always amazing to see the faces of people when they realize that you can buy and have product manufactured in the US. Go SEAMS!!

SEAMS will again be partnering with the HTC and THA at MAGIC on August 27-30 in Las Vegas. We will have two 30' x 30' booths showcasing the complete US supply chain. The last two shows were very successful. Not only is this a great opportunity for the 24 participating companies, it is also an opportunity to let companies know about SEAMS and what our association has to offer.

Last but not least, I wanted to mention our exciting Fall Networking Conference at TC2 in Cary, NC. See the front page for more information. I just encourage everyone to make this a top priority on your "MUST DO LIST." What you will take away from these seminars and success stories can make a huge difference in how you operate your company and (something that motivates all of us) the bottom line. So please mark your calendar now and be there!

.....Sarah

COMING EVENTS

August 27-30, 2007 --

MAGIC Show, Las Vegas, NV

September 21-22, 2007

SEAMS Fall Conference

TC2, Cary, NC

Sourcing at MAGIC...

The SEAMS Association will again partner with the HTC and THA in the **You Wear US Well™** booth at MAGIC to showcase **Made-in-USA products**. The **You Wear US Well™** booths are located in the South Hall.

Fabric/Fiber/Yarn booth # FA23505 and
Apparel/Hosiery booth # OD22802

SEAMS members participating in the Apparel/Hosiery booth are: AS Tees Mfg., Granite Knitwear dba CalCru, R. Evans Hosiery, Sewell Clothing, Tour Image, Twin City Knitting, and Wells Hosiery.

If you are planning to be at the August MAGIC Show in Las Vegas, be sure to stop by the booth to show your support of your association and our industry.

As part of the MAGIC Marketplace held twice a year in Las Vegas, the largest and most comprehensive fashion industry trade event, **Sourcing at MAGIC** provides a complete sourcing and supply-chain venue for the international apparel industry to locate resources and gain valuable insight in the latest industry news.

Offering more than 750 companies from 30 countries, **Sourcing at MAGIC** is the largest apparel sourcing & fabric show in North America connecting branded apparel and fabric wholesalers, designers and product development teams to the largest selection of apparel contract & original design manufacturers, fabric & trim suppliers, print design studios, and service providers.

Sourcing at MAGIC also offers comprehensive Educational Seminars presented by the world's most influential industry leaders, as well as offer a Matchmaking Service which connects buyers and sellers makes finding the right resources faster and easier.

Each February and August, the fashion industry converges on Las Vegas for one of the most influential four days in the business – the MAGIC Marketplace. Over seventy years in the making, what started as a small group of manufacturers has developed into the preeminent fashion market in the world.

MAGIC connects a global audience of serious buyers and sellers of men's, women's and children's apparel and accessories. Thousands of retailers spanning single store boutiques to mass market domestic and international chains come to the Marketplace to access more than 3,600 manufacturers showcasing over 5,000 brands and private label resources.

MAGIC International is the world's largest and most widely recognized producer of trade shows for the apparel industry. The MAGIC Marketplace consists of four concurrent running events, providing the most comprehensive apparel and accessory offerings found anywhere in the world.

For more information, visit www.magiconline.com.

Member Spotlight...

Polkton Mfg. Co. Inc. was incorporated in NC in 1956 at the time that Hugh M. Efird Sr. purchased Polkton Shirt Company from the Ross Company of Charlotte. The Ross Company had been a supplier of shirts to Efird's Department Stores of Charlotte. Upon the sale of Efird's to Belk, Hugh M. Efird Sr. pursued the men's shirt business by working his existing department store contacts with Roses, J.C. Penney, Sears, and independent retailers throughout the southeast from 1956-1969. This included a period from 1965-1972 whereby Polkton created and produced shirts/blouses/dresses under its Shady Lady and Martin-Efird labels.

The most dominant account occurred from 1970-1976 producing men's pre-packaged pre-priced sport shirts for S.S. Kresge/K-Mart. As K-Mart moved its sourcing overseas, Polkton stepped up with its Cove Creek brand sport shirts featuring oxford cloth button down collar design featuring a landing mallard logo on the pocket. The shirts were available in long and short sleeve and solids, stripes, and plaids. The shirts were very popular with approximately 3500 independent accounts from 1976-1986. During this period Polkton was also a subcontractor for Seagoing Uniform of Brooklyn, NY, manufacturing U.S. Navy utility shirts.

As the imports increased and the outsourcing expanded during the late 80s, Polkton focused on its military

Polkton dba Seagoing was awarded the contract for the new Navy Working Uniform by DSCP in late 1998. The new Working Navy Uniform contract calls for the manufacture and distribution of chambray shirts and poly-cotton trousers under the Vendor Managed Program. Polkton dba Seagoing continues to service this program today. Polkton dba Seagoing's goal is to continue to serve the uniform needs of the government through DSCP and GAS; and to search out any other domestic niche programs.

Hugh M. Efird Sr. is 83 and still active with the company as its chairman and president. Its been under his managerial and financial direction that the company has prospered over a 50-year period.

Visit our website at www.seafarer.com to learn more.

subcontracting. In 1986 Polkton took advantage of an opportunity to purchase Seagoing Uniform, the company it was subcontracting with. The purchase of Seagoing solidified its business of producing chambray shirts and denim bell bottoms for the Navy exchange Service Command. From 1986-1998 Polkton dba Seagoing worked exclusively with NEXCOM providing utility shirts and trousers to all U.S. Navy exchanges under its Seafarer brand. This contractual relationship was a fully comprehensive production, distribution, and vendor-serviced uniform program to maintain the daily needs of the Navy. In 1998 the U.S. Navy changed its utility uniform design as well as its method of procurement.



The SEAMS Team -- A Complete Supply Chain



**SEAMS members
can make
ANYTHING!**

**If your project
involves putting
a needle
through cloth --
someone from
SEAMS can help!**

Do you need to find...

*...a contractor,
...a special piece of equipment,
...an unusual trim item,
...or to hire qualified personnel?*

Here's your answer...

The SEAMS Association is a **COMPLETE SUPPLY CHAIN** comprised of a wide variety of companies who can do anything. Through this network of contacts we can find anything that you need in your daily operations, even that once-in-a-while "thingamajig" that you didn't know you needed. We get phone calls and emails in the SEAMS office every day with requests for help, both from members and from nonmembers. These requests are sent out by email and FAX to our entire membership -- **and we know that a SEAMS member will come through with a solution.**

Since the last newsletter the SEAMS office has received requests for help to find companies to sew blazers, bedding & linens, athletic tops, boxers & pajama pants, socks, tank tops, tee shirts, long & short sleeved camp shirts, golf apparel, shorts, slacks, skirts, caps & visors, scrub tops & bottoms, track suits, infants wear, yoga wear, woven blouses, women's active wear, v-neck tees, team uniforms, basic tee shirt blanks, silk lingerie and vintage baseball uniforms.

We received requests for help finding an athletic wear designer and patternmaking advice.

We also received inquiries to help find cotton/wool blended yarn, bra cups for swimwear, elastic, and tissue weight knit fabric.

As you can see, we get a wide variety of requests every week. By tapping into our **COMPLETE SUPPLY CHAIN**, we are able to help most people who contact us.

So remember, whatever you need, **SEAMS CAN HELP!**

Welcome to our New Members!

AIRTEX DESIGN GROUP

861 E. Hennepin Ave., Minneapolis, MN 55414

PHONE: 612-378-3200 FAX: 612-378-2247

WEBSITE: www.airtexdesign.com

EMAIL: mike.miller@airtexdesign.com

Mike Miller, CEO

EMAIL: pam.gruber@airtexdesign.com

Pam Gruber, Production

Airtex Design Group...Design, Do, Deliver...Textiles

Design -- Full service source of solutions to all home and industrial textile needs. From design and product development to trend, we live for design. We travel the world to stay current with material, colors, and textures.

Do -- From concept to prototype to production...with an onsite sample room, ideas become reality quickly. Our combined global and homegrown capabilities enable us to give our customers very rapid response -- a must in these competitive times.

Deliver -- We take care of all your manufacturing and delivery challenges. Our logistics experience and global sourcing expertise ensures customers get the product they need at the price they want, where and when they say!

ETON SYSTEMS

4000 McGinnis Ferry Rd., Alpharetta, GA 30005

PHONE: 770-475-8022 FAX: 770-442-0216

WEBSITE: www.etonsystems.com

EMAIL: dan.pittman@etonsystems.com

Dan Pittman, Sales

Eton manages materials and information. Since 1967 Eton Systems has implemented more than 4000 systems across a wide range of manufacturers in over 60 countries. Eton's innovative computerized conveyor system eliminates manual transportation and dramatically reduces non-productive operator handling by presenting components in the most efficient manner. By converting batch processing to highly efficient unit production flow, Eton streamlines WIP and throughout times while automatically capturing real-time shop floor data for line management and reporting.

H-CORPORATION dba DESIGN WORKS

PO Box 386, Ludlow, MA 01056

PHONE: 413-589-9393 FAX: 413-589-9399

WEBSITE: www.designworksrecital.net

EMAIL: tburrows@h-corp.net

Tina Burrows, Sales

Women-owned vertical manufacturing company offering full design, pattern, cut, sew, and distribution. Specializing in, but not limited to, apparel for cheer, dance, performance, sport, theater, and workout, including detailed costume work and private label. Made in USA.

HICKORY BRANDS INC.

429 27th Street NW, Hickory, NC 28601

PHONE: 828-322-2600 FAX: 828-328-1700

WEBSITE: www.hickorybrands.com

EMAIL: josh@hickorybrands.com

Josh Higgins, Sales

Since 1923 as the Old Hickory Shoelace Company, Hickory Brands, Inc and its 10-Seconds division have evolved into a leading manufacturer and supplier of foot care and athletic related products. We develop innovative designs in all of our products keeping "fit and performance" as our goal while providing outstanding quality and reliable, responsive customer service. Hickory Brands' core business was and remains the manufacturing of durable, quality shoelaces from our facility in Hickory, NC. With 80+ years of experience, we now produce a variety of unique lace designs for the replacement market, laces for the OEM market, as well as draw cords, webbing, and other braided or woven components to the apparel industry. Our fastest growing segment is the development of custom printed lanyards and laces for advertising, identification/security and many other applications.

TAYLOR TOGS INC.

PO Box 180, Micaville, NC 28755

PHONE: 828-675-4153 FAX: 828-675-9602

WEBSITE: www.taylortogsinc.com

EMAIL: glenda@ttogs.com

Glenda Stewart, Production/Sales

Specializing in premium and vintage jackets, jeans, shirts, and custom bags & totes. Offering Full Package, screen-printing, embroidery, sandblasting, hand sanding, hand stitching, spray finishes, re-screen and rework. Taylor Togs Inc. strives to provide a superior quality product for our customer while at the same time providing a stable, safe and very modern working environment for our employees and being a good neighbor to our surrounding communities.

Referral Sources -- here's how these new members heard about SEAMS.

New Member..... Source of Referral

Airtex Design Group..... SPESA Expo
Eton Systems..... Former SEAMS Member
H-Corp. dba Design Works SPESA Expo
Hickory Brands Hosiery Tech. Ctr.
Taylor Togs..... Lebanon Apparel

For all the details about member referrals and how to earn discounts toward your annual dues, see the information box on this page.

Dues Discount Incentive Program...

SEAMS incentive program helps us grow and helps our members! SEAMS members can earn discounts toward their next dues invoice by signing up new members.

For every NEW MEMBER that a current member signs up, SEAMS will apply a **20% discount** to the current member company's next dues invoice, **up to 100%**. If you sign up five (5) new member companies within one year, you could owe us nothing for your next years' dues!

We encourage members to talk to their colleagues in the sewn products industry to encourage them to join SEAMS. Let us know who you are speaking to, and we will mail them an informational packet that will answer all of their questions. We see this as an ongoing membership drive, with an added bonus for current members.



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Industry News...

SEAMS Member American Apparel Swings to \$1.5m Q1 Profit

American Apparel Inc, the US producer of T-shirts and other cotton basics, has swung to a first quarter profit helped by strong retail sales in both the US and overseas.

American Apparel is a vertically-integrated manufacturer, distributor, and retailer of branded fashion basic apparel. The company operates retail stores in 12 countries, including the United States, Canada, Mexico, England, Germany, France, Italy, Switzerland, the Netherlands, Israel, Japan and South Korea.

American Apparel also operates a wholesale business that supplies T-shirts and other casual wear to distributors and screen printers.

Visit www.americanapparel.net to learn more.



Lean Manufacturing Seminar July 11 & 12, 2007

[TC] is an industry leader in plant assessments and Lean Manufacturing plan development and implementation, including training staff in the Lean concept at every level of organizations throughout the world. During this two-day workshop participants will learn how LEAN Manufacturing systems reduce work-in-process, increase quality, and shorten lead times, as well as gain an understanding of the commitment LEAN Manufacturing requires at all levels of the organization.

Day 1 - "Implementing 'Lean' Manufacturing Practices" begins with a review of traditional manufacturing systems. Participants will identify the principal cost factors and methods of measuring performance in today's manufacturing environment. A Review of the traditional systems sets the stage for the need to be open-minded towards different manufacturing concepts. Attendees will experience these Lean manufacturing concepts in hands-on activities throughout the day.

Day 2 - "Management Development for a 'Lean' Environment" explores the effects of LEAN on various parts of the organization. The implementation of LEAN does not just affect the manufacturing floor; rather, it impacts the entire organization. Participants will have an opportunity to better understand management's changing role and the importance of employee involvement as a key component in the Lean manufacturing process. We will also explore the importance of different organizational support functions, such as alternative compensation systems.

Please join us at our North Carolina facilities on July 11 and 12 to gain the proven benefits of this leading edge manufacturing technology.

For registration, please contact Elizabeth Salisbury via email at ESalisbury@tc2.com or by telephone at (919) 653-3507.



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- *Waistbands *Sweatbands
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- *Webbing *Braid

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- *Herringbone*Plain

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- *Crochet *Picotedge
- *Strapping *Belting
- *Hemming *Purledge
- *Pointpleat *Shelledge
- *Boxpleating *Ruching
- *Ruffling *Smocking
- *Trapunto *Wire-edge
- *Multistripe Woven Trim
- *Tucking - singleneedle
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1400 Goldmine Road, Monroe, NC 28110

MEMBER SPOTLIGHT...

Taylor Togs Survives By Being Innovative, Spontaneous, and Flexible

Incorporated in 1971, Taylor Togs began producing jeans in an old schoolhouse in Taylorsville, North Carolina. The first production line consisted of about 20 people producing jeans under the "Anvil" brand as well as the Taylor Togs line of jeans. After moving into several larger facilities in Taylorsville, Taylor Togs also acquired other facilities in Western North Carolina. In 1995 a state of the art finishing facility was completed in Taylorsville. By 2003, Taylor Togs had grown to 3 facilities with over 400 employees. After a slowdown in 2004, Taylor Togs still operates with close to 200 employees.

Taylor Togs began contract cut, sew and finishing for Levi Strauss in 1988, became a certified Levi's® contractor in 1993, and was named a Selected Supplier in 1995. Taylor Togs remains the largest Levi's® contractor in the United States. All others have closed or have moved their operations out of the US. By being open minded and versatile to sometimes numerous daily style changes, Taylor Togs has been able to remain competitive.

Taylor Togs has produced garments for many different companies in the past. At the present time they are producing for Levi Strauss & Co., US Division; Levi Strauss & Co., Europe Division; Rag & Bone and Helmut Lang, both high end apparel companies from New York; Fast Company, which makes the "Draggin' Jean", a motorcycle jean lined with Kevlar.

We are one of only two or three textiles plants that can do this type of work still in operation today in the entire Southeast. We have a clean facility with great working conditions and we really appreciate Grier for keeping our Plant open through tough times. We have sewn for Levi Strauss & Co®, Rag & Bone, Helmut Lang, GAP, Bills Khaki®, Wrangler®, Le Sportsac, Zac Posen, Draggin' Jeans by Fast Company, Nylon Punk, Decent Jeans and many others.

Three years ago Taylor Togs had 390 employees. Due to the high demand for cheaper product and many businesses moving overseas we now only employee 160. It would be nearly impossible for you or I to go to the department stores today and find a basic jean that has been Made In the USA. This is a very unfortunate fact.

We have the latest technology available on the market today but we also have machinery that some would consider "antique"

We also sew Vintage jeans for Levi's Europe. Amazingly enough the Europe orders have exceeded the USA orders which means that Europe values the Made in USA label. Through the Levi's Vintage reproduction Taylor Togs has carefully reconstructed garments from the archives that actually tell stories from the last 130 years that have actually been inspired by our heritage. Jean collectors among others buy these Vintage products for collectibles with some products selling up to \$1,000.00 per pair. The 501® jean began production in 1890. We did the 501 Celebration jean for Levi that was featured in the New York Times. It sold for \$501.00 a pair and we made 501 pair and numbered each individual pair. The Levi's Type I jacket we did was featured in the Superbowl Commercials. Levi's designs as well as most other customers designs have come from research trips to flea markets, race tracks, rodeos, and gold country shows and thrift shops by the actual designer's.

Levi's archival museum is in San Francisco in a climate controlled room where the garments are wrapped in cheese cloth and put in boxes labeled by year and style. The Levi management and pattern makers are the only ones with access to these and cannot be touched unless white gloves are worn to help preserve them. Museum doors are locked and no garments can be taken out of the room for any reason. Levi patented the 1st Levi in 1873 and started the 501 product in 1890. Up until 1902 Lev's products only had one back pocket. In Levi's archives are garments that date back as far as 1853 with the garments coming from many different locations, some being found in coal mines dirty and patched from the years of wear.

Taylor Togs is a corporate sponsor of Hospice, United Way and Special Olympics in each county in which they operate. The employees of Taylor Togs are notorious for organizing fund-

that we use solely on our Vintage line products. For example: the Bulldog Bottom Hemmer. This machinery creates at chain stitch that is no longer possible with today's technology.

We specialize in product customization such as hand sewn jeans and transforming jeans into skirts. Have you ever considered taking a pair of jeans and making a skirt?

We did the GAP RED Promotion for AIDS awareness to raise money for Africa, along with other GAP products. These garments were very detailed with hand stitching and a very detailed finish. We sew for Rag & Bone who approached us with production needs in at a time when Levi Strauss had moved their basic jeans out of the country at a more competitive price. Since we have been working with Rag & Bone their orders have doubled. Rag & Bone helped us keep going until Levi came back with their Vintage Lines and has been a viable customer since that time.

raisers, food drives, etc. to benefit other employees and local residents. It is the work ethic and loyalty of those employees and management that has kept Taylor Togs going when many apparel companies have not survived.

Taylor Togs survival can be directly traced to their ability to be innovative, spontaneous and flexible. Bulk products can easily be manufactured less expensively out of the country. But by being able to quickly fill in the gap when there's a shortage of a product on the retail shelf, Taylor Togs offers a service that out of the country facilities cannot. Taylor Togs has also found a niche in products made out of the country – they prescreen the products, offering sewing repairs, rewash, relieving, etc. This has grown into a large part of the business for their finishing facility. This is just another example of how Taylor Togs has learned to change directions efficiently and most effectively.

President Grier Lackey says, "We have been very fortunate. We have continued to be innovative, and we are the last of a dying breed of US-based clothing manufacturers. WE have survived by having the flexibility to take on specialty products, by being able to quickly fill in the gap when there's a shortage of a product on the retail shelves, and be specializing in style and fashion. Bulk manufacturing is less expensive out of the country, but they can't offer the service that we can."

While Taylor Togs has survived for 30 years through a combination of creative financing, careful planning, luck, and dedication on the part of management and employees, there is also a basic philosophy which is the cornerstone for Lackey's success: Believe in what you do and work hard at enjoying your work. Putting in 15-hour days, Lackey says he himself is almost always working.





The National Association for the Sewn Products Industry

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Have you sent us your UPDATE yet??

As the world changes around us, we all must change and adapt to new situations. And as things change in the business world, our companies must adapt and change as well.

This summer at SEAMS, we are trying to get EVERY member company to send us the latest information about their company's capabilities.

To those of you who have already sent us your update, THANK YOU. The information has already been entered on our database.

If you are among those who have not sent us our completed update, PLEASE take a few moments to fill it out. We cannot refer inquiries to you if we do not know what you can do and have it entered on our database.

Let us know if you need a copy of the questionnaire again, and we will email or FAX it to you.

SEAMS is...

a not-for-profit association
working for the
improvement of the
sewn products industry
...since 1967.

OFFICERS & DIRECTORS - 2007

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We welcome your input...

Please feel free to contact any of the officers and directors to share your ideas with us.

OUR MISSION

The mission of the SEAMS Association is to work for the betterment of the sewn products industry ...

... through educational programs to help improve the quality and productivity of the sewn products industry collectively, and of our member firms individually.

... by keeping our members informed about legislation in Washington, DC, that impacts our industry.

... by offering benefits packages that help control overhead expenses.

The SEAMS Association is a not-for-profit organization comprised of manufacturing and contract manufacturing companies in the sewn products industry. SEAMS Supplier member companies provide valuable products and services to the apparel and sewn products industry. Membership in the SEAMS Association is one way to enhance your company's continued growth and success. The sewn products industry faces many challenges and one of the best ways to promote our industry's interests is to join forces with your business colleagues in the SEAMS Association.

SEAMS is dedicated to promoting a business climate which will enhance and support the retention of sound economic growth throughout the entire United States. Our Association is constantly working to develop solutions to many of the challenges facing our industry. Your participation as a member of SEAMS guarantees that the voice of the sewn products industry will be heard and responded to.

SEAMS member companies are located throughout the United States.