Everest Textile USA & Haiti Apparel

SCALING NEW HEIGHTS
NOTHING IS IMPOSSIBLE
THE WORD ITSELF SAYS
“I’M POSSIBLE”
Textile professional finds Taiwan fascinating

Now, bringing that experience & Taiwan know how back to the USA!
COURTNEY’S JOURNEY

1998

CHINA

2010

Taiwan Fuctional Textiles

2005

Open For Business

2017

LOV HAITI
Everest's Global Network
5 Production Factories, 8 Overseas Offices and 3 Garment Factories

Tainan Factory, Taiwan
Shanghai Factory, China
Ratchaburi Factory, Thailand
State of North Carolina factory, USA
Caracol factory, Haiti
Hawassa factory, Ethiopia
Munich
Hong Kong
Bangkok
Shanghai
Tokyo
Shashi
Taipei
Ethiopia
About Everest Textile Co., Ltd

- Established: 1988  Global Employees: 6,000
- Global Capacity: 15 million yards/month
- Core Products:
  - Performance Textiles (staple, filament) & Apparel
  - Textured yarn, weaving, circular knitting, dying, functional finishing, paper print, digital print, coating/lamination
North Carolina Vertical Factory

Factory Size: 383,919 sqft.
Textile capacity: 2 Million Yards/Month
Garment Sewing: 3 Production Lines
Total Staff: 265 and growing
North Carolina Textile Production

- Yarn Texturizing (5 sets)
- Weaving, Water Jet (219)
- Circular Knitting (50)
- ENMOS Automatic Chemical & Dye stuff mix-delivery system
- Jet Dying (32)
- Setting (4) & Finishing (11)
<table>
<thead>
<tr>
<th>Department</th>
<th>Facility (set)</th>
<th>Capability/Month</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yarn texturizing</td>
<td>False Twist x 5</td>
<td>300 tons of polyester DTY</td>
</tr>
<tr>
<td>Woven weaving</td>
<td>Warping x 2</td>
<td>1.5 million yard</td>
</tr>
<tr>
<td></td>
<td>Beaming x 1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Seizing x 1</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Automatic drawing machine x 2</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Water Jet x 219</td>
<td></td>
</tr>
<tr>
<td>Knitting (circular knit)</td>
<td>Double Knit x 10</td>
<td>1.0 million yard</td>
</tr>
<tr>
<td></td>
<td>Fleece x 20</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Single Jersey x 20</td>
<td></td>
</tr>
<tr>
<td>Dyeing / Finishing</td>
<td>Setting Machine x 4</td>
<td>2.5 million yard</td>
</tr>
<tr>
<td></td>
<td>Jet Dye machine x 32</td>
<td></td>
</tr>
<tr>
<td>Special Finishing</td>
<td>3-in-1 CT1 x 1</td>
<td>360,000 yard</td>
</tr>
<tr>
<td></td>
<td>Dot lamination x 2</td>
<td>480,000 yard</td>
</tr>
<tr>
<td></td>
<td>Sublimation Print x1</td>
<td>480,000 yard</td>
</tr>
</tbody>
</table>
## Made in USA

### WOVENS & KNITS

<table>
<thead>
<tr>
<th>Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>PLAIN</td>
<td>SINGLE JERSEY, PK, MESH…</td>
</tr>
<tr>
<td>RIBSTOP</td>
<td>DOUBLE KNITTING INTERLOCK, BIRD’S EYE…</td>
</tr>
<tr>
<td>MINI DOBBY</td>
<td>SINGLE TERRY FLEECE, POLAR FLEECE</td>
</tr>
<tr>
<td>4-WAY STRETCH, WARP STRETCH, MECHANICAL STRETCH</td>
<td>FLAT COLLAR KNITTING</td>
</tr>
<tr>
<td>2-3 LYR BONDED/LAMINATION &amp; COATING SUBLIMATION</td>
<td></td>
</tr>
</tbody>
</table>
WHY NORTH CAROLINA?

- History & Supply Chain
- NCSU & Technology
- Tax Incentives
- Water Treatment Facility
WANT TO CREATE NEW DEMAND?
LOOK AT YOUR NONCUSTOMERS.
UNDERSTAND THEIR PAIN POINTS.

W. Chan Kim | Renée Mauborgne
UNTAPPED DEMAND IS OUT THERE.
YOUR GOAL IS TO FIND IT.

W. Chan Kim | Renée Mauborgne
# Blue Ocean vs. Red Ocean Strategy

<table>
<thead>
<tr>
<th>Head-to-Head Competition</th>
<th>Creation of New Markets</th>
</tr>
</thead>
<tbody>
<tr>
<td>Compete in Existing Markets</td>
<td>Create Uncontested Markets</td>
</tr>
<tr>
<td>Beat the Competition</td>
<td>Make the Competition Irrelevant</td>
</tr>
<tr>
<td>Exploit Existing Demand</td>
<td>Create &amp; Capture New Demand</td>
</tr>
<tr>
<td>Make the Value-Cost Trade-Off</td>
<td>Break the Value-Cost Trade-Off</td>
</tr>
</tbody>
</table>
Caracol Industrial Park
Northern Haiti
1,200km from Charlotte to Miami
2 days per truck
2 sails per week
3.5 days per sail

7 Day Transit WNC To Caracol

North Carolina
Miami
Cap-Haitien
Port of Cap Haitien
Caracol Industrial Park
US Embassy in Port-au-Prince
• **Established:** 2017

• **Employees:** 1,541 (Target: 3,000 by 6/30)

• **Location:** Caracol Industrial Park, Cap-Haitien

• **Factory:** 3

• **Area:** 15,000 m²

• **Capacity:** 300,000 pcs /month → 6/2019

• **Core Products:** Polo Shirts, Board Shorts, Uniforms, Leggings → Outerwear
### WOVENS & KNITS

<table>
<thead>
<tr>
<th>Type</th>
<th>Fabric Options</th>
</tr>
</thead>
<tbody>
<tr>
<td>4-WAY STRETCH, WARP STRETCH, MECHANICAL STRETCH &amp; PRINTED</td>
<td>SINGLE JERSEY, PK, MESH, BIRD’S EYE</td>
</tr>
<tr>
<td>PLAIN</td>
<td>DOUBLE KNITS, INTERLOCK</td>
</tr>
<tr>
<td>RIBSTOP</td>
<td>SINGLE TERRY FLEECE, POLAR FLEECE</td>
</tr>
<tr>
<td>DOBBY</td>
<td>FLAT COLLAR KNITTING</td>
</tr>
<tr>
<td>2-3 LAYER BONDED</td>
<td>JACQUARD</td>
</tr>
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</table>
HAITI ADVANTAGES

- Duty Free
- Speed To Market
- Social Compliance
- Partnerships
- International Investments
Trade Preference Programs for Haitian Textiles and Apparel

U.S. Department of Commerce, Office of Textiles & Apparel (OTEXA)
DUTY FREE = GAME CHANGER

2018: Calculated Duty = $48 billion

Textile And Fabrics: 0.9% ($436.7)  
Textile Mill Products: 3.1% ($1,477.2)  
Leather And Allied Products: 9.2% ($11,937.6)  
Apparel And Accessories: 24.9% ($4,387.0)  
Total: 38% ($18,238.4)

Source: U.S. Census Bureau. Imports for Consumption (Customs Values). NAICS-Based Product Code Description.
TECHNOLOGY MAKES IT WORK

COMPUTERIZED MANUFACTURING AUTOMATION
IoT - INDUSTRY 4.0
GARMENT PRODUCTION

U LINE ONE-PIECE FLOW
GARMENT PRODUCTION

HANGER SYSTEM
we provide customers with comprehensive proposal - from the choice of fabric to the design of apparel styles to meet customers'
EMPOWERMENT
THE STATS

USA

- Increase in US Apparel Imports w/in the Western Hemisphere
- US brands Made-in-America Initiatives
- US$ Investment in USA Manufacturing
- Technology & Automation

1 Source: OTEXA http://otexa.trade.gov

HAITI

- 2018 Record breaking Haiti exports = US$926million
- Growth in the North: Cap
- TY FREE - HOPE
- Labor Incentives
- Economic Empowerment

2 Source: US Department of Commerce
3 Source: ADIH, Association Des Industries d'Haiti
WESTERN HEMISPHERE

CHALLENGES

- CULTURAL TRANSFER
- WORKFORCE
- POLICY & ECONOMIC RISKS
- TRUST
- SUSTAINABLE SUPPLY CHAIN
- PRICE
2018 – EVEREST TAIWAN HAS SAVED ~US$7M THROUGH ENVIRONMENTAL INITIATIVES

2019 – EVEREST TAIWAN ZERO WASTE FROM TEXTILE PRODUCTION IN 11 YEARS

2020 GOAL IS TO REACH ZERO CARBON EMISSIONS
SUSTAINABLE SOLUTIONS
3D Technology

Courtesy of HP
Digital Factory – HP MultiJet Fusion

- No upfront tooling or setup charges
- No inventory or storage charges
- No minimum order quantities
- No tooling storage fees
- Can personalize items
MAKE IMPOSSIBLE
I’M POSSIBLE!
THANK YOU!
謝謝!

Courtney Cruzan
尚可妮
Everest Textile USA & Everest Apparel Haiti
Business Development Manager

courtney.cruzan@everst-textile.com