



THE ASSOCIATION & VOICE OF THE US SEWN PRODUCTS INDUSTRY

SEAMS Member Spotlight: Interstate Narrow Fabrics

In this edition of SEAMS Member Spotlight, Interstate Narrow Fabrics (INF) is featured. Vice President Anthony Vailati answers our questions.

Company headquarters: Haw River, NC

Year founded: 1985

Primary specialties:

Interstate Narrow Fabrics is a producer of specialty narrow tapes that are knitted and woven, which include both elastics as well as rigid webbings. All of our in-house R&D as well as manufacturing are done here in North Carolina. INF can print on fabrics, silicone on fabrics, hot / cold cut fabrics into stripes as well as sew narrow fabrics into loops. We also offer an endless variety of packaging to help meet any needs our customers may have.

Number of employees: Around 100

Brief company history:

“INF was founded in 1985 by Marie Vailati and Tony Vailati, during a time when many manufacturers were moving operations overseas. Their vision was to create jobs for their local community while preserving domestic manufacturing. Forty-one years later, INF has become an internationally recognized Made-in-USA manufacturer – a manufacturer known for producing high-quality narrow fabrics with dependable service to customers across multiple industries.”

Markets served:

“INF proudly serves a diverse range of industries, including Apparel, Automotive, Bedding, Furniture, Industrial Webs / Straps, Medical, Military, as well as Tactical and Safety (apparel). Each customer benefits from access to INF’s in-house R&D department, which focuses on creating custom solutions for unique product requirements.”

Company’s challenges and opportunities:

“Market volatility and an ever-evolving workforce. The challenge of market volatility can only be overcome with a lot of planning, which starts with listening to our customers. The ever-evolving workforce is something INF prides itself on. INF believes in promoting from within, as well as



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continued education and in-house training. Our employee retention is so strong that it is not uncommon to have third-generation employees.”

Company differentiators:

“Agility to react quickly... INF is a diversified company, serving many different markets. We think this diversification helps with quality and quicker response time.”

Thoughts on the Made-in-America/Americas movement and strategy to remain competitive in the U.S. and this hemisphere:

“INF is very excited to see a resurgence within the Made in USA/Americas. We see this as an opportunity to reshore quality manufactured products. We feel that having manufacturing in this region will help prevent supply chain disruptions as well as reduce our carbon footprint.”

Biggest challenges and opportunities for manufacturing in the USA:

“Supply chain uncertainty, changing workforce dynamics and rising operating costs remain key challenges. However, INF believes these challenges also create opportunities for innovation, efficiency, and long-term growth. We feel innovation grows from the desire to overcome challenges.”

Business outlook for the foreseeable future, as well as your future growth plans:

“INF is highly optimistic about the future. Through continued innovations and strong partnerships with customers and vendors, INF expects steady growth in the years ahead.”

Business conditions, opinion on the health of the apparel/textile/sewn products industry markets served now and going forward and what things are required to be successful in this environment:

“INF feels that the future is very bright. Although some markets have slowed down, others have flourished. We believe that the segments of industry that have slowed down are primarily due to uncertainty in the global market. Confidence will eventually return, and when it does we must be ready.”

Value SEAMS brings to the company:

“What SEAMS has given INF over the years is truly priceless, and in our opinion a big part of our success. INF truly appreciates the collaboration and networking SEAMS provides.”