



Via E-Mail and UPS Overnight Delivery

R. Matthew Priest, Chairman  
The Committee for the Implementation of Textile Agreements  
Room H3100  
U.S. Department of Commerce  
14<sup>th</sup> and Constitution Avenue, N.W.  
Washington, DC 20230

January 4, 2008

Re: Response With An Offer to Supply/Commercial Availability Request:  
File No. 38.2007.12.26. Fabric Columbia Sportswear Co.

Dear Mr. Priest:

This is the response of Polartec, LLC ("Polartec") to the commercial availability request filed by Columbia Sportswear Co. ("Columbia"). Polartec objects to the request for the reason that it is capable of currently supplying the fabric (woven face fabric and knit backing fabric laminated together by means of a chemical adhesive) in the quantities desired.

Polartec is the originator and recognized leader in laminate ("Soft Shell") technology, supplying close to one million yards of laminated thermal fabrics annually, and working with every major technical garment maker as a development partner.

Moshe Rock, Polartec's Director of Research and Development and Douglas Lumb, Polartec's Senior Vice President of Product Development have engaged in

extensive discussions with Columbia. For the most part, these discussions are summarized accurately in the referenced Commercial Availability Request.

As requested by Columbia, Polartec proceeded with embossing trials and submitted embossed laminated products early in November.

Many of the test requirements, presented by Columbia, are not applicable to three layer laminated fabrics. Columbia concluded that the sample fabrics presented contained discrepancies from the specification, specifically a difference in the thread count of the woven face fabric. Polartec agreed that the woven thread counts were not exactly to specification, but, nonetheless the laminated fabric provided was a substitutable product and a reasonable alternative to the specified fabric.

Further, as noted in the request, Burlington World Wide (“Burlington”) can produce the required woven face fabric. That fabric was taken off sale. However, the fabric has been restocked as Burlington will confirm in its response to Columbia’s request. A copy of the response is attached.

The only other legitimate exception to Polartec’s ability to supply the fabric has to do with embossing. The most recent rejection for Columbia was for the crushed effect on the fleece after embossing.

There was no mention of embossing and/or printing in the specification originally submitted, and it was not discussed during any conversations, regarding that original specification, with fabric sourcing people at Columbia. I explained to Columbia that in the sample provided, the embossing trials were on a finished laminated fabric because there was no woven substrate that had not been laminated. The production sequence will be to emboss the woven substrate prior to lamination, eliminating any degradation of the fleece.

I challenge Columbia’s characterization of the sample fabrics, that were presented by Polartec as having “Major Discrepancies”. The ET911A fabric submitted meets all the normal physical and aesthetic qualities, and would function better as a thermally insulative soft shell than the fabric described. The submitted ET911A fabric was rejected because the woven face fabric did not meet the thread count in the specification. The woven fabric that is now available from Burlington has the specified thread count. The weight, width, and other measurable data were within specification.

We viewed this submission as a challenge, and proceeded as we would with every customer, developing a sure alternative, understanding that technically exact replication is very subjective in a complicated three layer/two fabric laminate. An intricate multilayer textile fabric, with so many variables can be rejected for

insignificant discrepancies. It is the function and aesthetic of the final composite that determines garment viability.

We are confident that we can produce the woven face/knit back laminate product sought by Columbia on a timely basis and in sufficient commercial quantities.

Thank you.

Very truly yours,

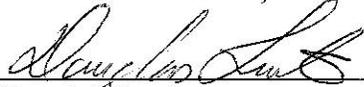
Polartec, LLC



Douglas Lumb

Senior Vice President of Product Development

I, Douglas Lumb, Senior Vice President for Product Development for Polartec, LLC, certify that: 1) I have read this submission; and 2) the information contained in this submission is, to the best of my knowledge, complete and accurate.



Douglas Lumb



804 Green Valley, Suite 300  
Greensboro, NC 27408  
336-379-2855

January 7, 2008

R. Matthew Priest, Chairman  
The Committee for the Implementation of Textile Agreements  
US Department of Commerce  
Room 3001A  
Washington, DC 20230

RE: Response in a CAFTA Commercial Availability Proceeding  
File # .2007.12.26. Fabric. Columbia Sportswear Co.

Dear Mr. Chairman:

Burlington Worldwide is a leading manufacturer of textured filament polyester fabrics. Burlington Worldwide purchases filament polyester from fiber suppliers located in the United States like Unifi and Nanya. We texture and weave in our Richmond Facility located in Rockingham, North Carolina. We dye and finish in our Burlington Finishing Plant located in Burlington, North Carolina. Over the past twenty-four (24) months, Burlington Worldwide has manufactured and shipped approximately 40,000,000 linear meters of textured filament polyester fabrics from our manufacturing facilities located in the United States dedicated to NAFTA to CAFTA apparel supply chains and to service US military needs.

Burlington Worldwide is capable of manufacturing the piece dyed woven face product that Columbia Sportswear has described, 100% textured polyester 2x2 twill. This product would be a product that fits well into our US facilities.

We have contacted Polartec, Doug Lumb, and made him aware of our ability and desire to participate in the production of this item.

Burlington Worldwide is capable of manufacturing 150-270 thousand linear yards requested and we are interested in becoming the supplier. Over the past twelve (12) months, Burlington Worldwide has invested millions of dollars to maintain a manufacturing platform of textured wovens within the United States to support and serve the NAFTA and CAFTA supply chains.

Thank you for your assistance in this matter.

Respectively submitted,

A handwritten signature in black ink, appearing to read "Jeff Beck".

Jeff Beck  
EVP Burlington Worldwide

CC: Auggie Tantillo