



**Consulting and Government Affairs Practice**

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## **COMMERCIAL AVAILABILITY REQUEST**

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**- - PUBLIC VERSION - -**

February 20, 2013

Ms. Kim Glas

Chair, Committee for the Implementation of Textile Agreements

Office of Textiles and Apparel, Room H3100, U.S. Department of Commerce

14<sup>th</sup> and Constitution Ave., NW

Washington, DC 20230

**Re: Commercial Availability Request Under Section 203(o)(4) of the Dominican Republic-Central America-United States Free Trade Agreement Implementation Act: Certain Printed Cotton/Polyester Three Thread Fleece Fabrics**

Pursuant to Section 203(o)(4) of the Dominican Republic-Central America-United States Free Trade Agreement (“CAFTA-DR”) Implementation Act and the Modified Final Procedures set forth in 73 Fed. Reg. 53200 (September 15, 2008) (“Final Procedures”), Garan Manufacturing, Corp. (Garan) respectfully requests that the fabric described herein be added to the list in Annex 3.25 of CAFTA-DR in an unrestricted quantity.

The fabric is not available in commercial quantities in a timely manner from a supplier in the CAFTA-DR countries. Garan made this determination after a thorough exploration of the market in CAFTA-DR countries, and through detailed engagements with potential suppliers in attempts to secure the fabric. It is following a good faith effort to secure the fabric that Garan submits this commercial availability request.

## I. Detailed Product Description

The subject fabric is a cotton/polyester 21 gauge three thread fleece and will be used for the manufacture of children's playwear.

ATTRIBUTE <sup>1</sup>	METRIC	ENGLISH
Overall fiber content	Cotton 57-63/Poly 43-37%	
Gauge	21	
Face Yarn – Fiber content	57% - 63% combed cotton/37% - 43% polyester, ring spun	
Face Yarn – yarn size	47.4/1 – 57.6/1 metric	28/1 – 34/1
Tie yarn – Fiber content	100% polyester	
Tie Yarn – Yarn size	191.5 – 157.9 metric/48 filament	47-57 denier 48 filament
Fleece Yarn – Fiber content	72%-78% carded cotton 22% - 28% polyester	
Fleece Yarn – Yarn size	18.6/1 – 28.8/1 metric	11/1 – 17/1
Fabric Weight	233.9 – 267.8 g/sqm	6.9 – 7.8 oz./sqyd
Fabric width	152.4 cm cuttable or greater, open width	60" cuttable or greater, open width
Finish	Bleached and rotary printed with soft hand pigment (process); or Piece dyed and rotary printed with soft hand pigment (process) <sup>2</sup> .	
Performance Criteria	1. Torque must not exceed 4% (must meet AATCC 179)	
	2. Vertical and horizontal shrinkage must be under 5%	
	3. Must meet a class-1 flammability rating	
HTS#	6001.21	

<sup>1</sup> The attributes listed for yarn size relate to the size of the yarn prior to knitting. The measurements for fabric construction and weight relate to the fabric prior to garment production. Some variations may occur in these measurements as a result of the manufacturing processes.

<sup>2</sup> A soft hand pigment is a known industry term. It refers to a process which involves the use of special binding agents, typically acrylic polymers used to affix the pigments to fabrics. The bonding agents used in soft hand pigment printing processes have lower glass transition temperatures. (The glass-liquid transition, or glass transition, is the reversible transition in amorphous materials (or in amorphous regions within semi-crystalline materials) from a hard and relatively brittle state into a molten or rubber-like state.



**Quantity:**

Garan requires 914,800 linear meters (1,000,000 linear yards) per year delivered in an eight week period.

**II. Due Diligence**

The potential suppliers were identified through (1) Garan's experience doing business in the CAFTA-DR region, (2) through the 2009 Davison's Textile Blue Book, (3) Textile World Buyer's Guide, (4) through the contact mechanisms of U.S. and Central American textile and apparel trade associations and (5) previous short supply petitions. These efforts did not result in identifying any parties that were able to supply the subject fabric in a timely manner.

**Engagement with Potential Suppliers:**

Over the course of due diligence, several potential suppliers expressed some initial interest in supplying the fabrics to Garan. After detailed discussions, however, none of these companies were able to produce the subject fabric in commercial quantities in a timely manner.

One company, Elcatex, proposed providing an alternative fabric using different yarns and weighing between 7.9 – 8.1 ounces. Given industry tolerances of +/-5%, which Elcatex noted in its communications, a target weight of 8.1 ounces could allow for a fabric weighing as much as 8.5 ounces. A fabric of this weight would be well outside of the stated parameters (6.9 – 7.8 ounces) and considerably heavier than the target weight of 7.37 ounces.

Another company, Woongchun, proposed making an 18 gauge fabric.

In each case, Garan explained to the companies that their proposed fabrics were not substitutable for the subject merchandise. These points are clarified in Section III, below.

**Record of Communications:**

The following information sets forth the firms and associations that were contacted with regard to whether they, or their members, could supply the fabric described in this Request. Confirmations of the contacts are provided within Appendix I of the confidential version of this Request. All communications were conducted via e-mail unless otherwise noted.

**(1) Association: National Textile Association, NTA**

Contact: David Trumbull, Director – Members Services  
[dtrumbull@nationaltextile.org](mailto:dtrumbull@nationaltextile.org)

Address: 6 Beacon Street, Suite 1125, Boston, MA 02108

Phone: (617) 542-8220

Date Contacted: January 18, 2013

Nature of Request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.  
January 24, 2013: Follow up message sent.

Sample Provided: No

Reply and Date: January 30, 2013: Association advised that it had posted the inquiry on its website.  
No responses received from individual mills

**(2) Association: National Council of Textile Organizations, NCTO**

Contact: Mike Hubbard, Vice President: [mhubbard@ncto.org](mailto:mhubbard@ncto.org)

Address: P.O. Box 99 – Gastonia, NC 28053

Phone: (704) 824-3522

Date Contacted: January 18, 2013

Nature of Request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.

Sample Provided: No

Reply and Date: January 21, 2013: Association advised that it would check with its members and have them respond directly to Garan.  
No responses received from individual mills

**(3) Association: American Manufacturing Trade Action Coalition, AMTAC**

Contact: Sarah Ormond, Director of International Trade:  
[sormand@amtacdc.org](mailto:sormand@amtacdc.org)

Address: 910 16th St. NW, Washington, DC 20006

Phone: (202) 452-0866

Date Contacted: January 18, 2013

Nature of request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.

Sample Provided: No  
January 24, 2013: Follow up message sent.

Reply and Date: No responses received from association or individual members.

**(4) Association: Guatemala Apparel and Textile Association (VESTEX)**

Address: 15 Ave. 14-72 Zona 13, 2do. Nivel  
Guatemala City, Guatemala

Phone: 502-24108323

Contact: Luis Oscar Estrada, Manager  
[lestrada@apparel.com.gt](mailto:lestrada@apparel.com.gt)  
Karin de Leon, Executive Director  
[kdeleon@apparel.com.gt](mailto:kdeleon@apparel.com.gt)

Date Contacted: January 18, 2013

Nature of request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.

Sample Provided: No

Reply and Date: January 22, 2013: Association inquired about certain facets of the request, which were supplied directly. Association advised that they were advising their members and would advise Garan if any member could produce the subject fabric.  
No further replies received association.

**(5) Association: Honduran Manufacturers Association**

Address: Edificio Yde Canahuati 3er y 4to Piso, Avenida Circunvalacion, S.O.,  
San Pedro Sula, Cortes, Honduras, C.A.

Phone: (504) 556-5526

Contact: Astrid Barnica, Client Services  
[servicioalcliente@ahm-honduras.com](mailto:servicioalcliente@ahm-honduras.com)

Date Contacted: January 18, 2013

Nature of request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.

Sample Provided: No

Reply and Date: January 21, 2013: Association forwarded inquiry to its members and advised them to contact Garan directly.  
One Company, Woong Chung replied to the initial inquiry. Garan contacted them directly (see below).

**(6) Association: Nicaraguan Textile & Apparel Manufacturers Association (ANITEC)**

Address: Zona Franca “Las Mercedes” km 12 ½ Carretera Notre Managua Nicaragua  
Phone: (505) 421-8984  
Contact: Dean Garcia Foster, Executive Director  
[director@anitec.net](mailto:director@anitec.net)  
Date Contacted: January 18, 2013  
Nature of request: Inquiry regarding members’ ability to supply subject fabric.  
Sample Provided: No  
January 24, 2013: Follow up message sent.  
Reply and Date: No responses received.

**(7) Association: Camara de la Industria Textil y de la Confeccion de El Salvador (CAMTEX)**

Address: Calle Liverpool y Calle Roma, edif. ASI. Col. Roma San Salvador, El Salvador  
Phone: (503) 2245-3540  
Contact: Ingrid Burgos, Director  
[iburgos@camtex.com.sv](mailto:iburgos@camtex.com.sv)  
Edwin Zamora, President  
[Unitex\\_gg@telsal.net](mailto:Unitex_gg@telsal.net)  
Date Contacted: January 18, 2013  
Nature of request: Inquiry regarding members’ ability to supply subject fabric, and request for potential suppliers’ contact information.  
Sample Provided: No  
January 24, 2013: Follow up message sent.  
Reply and Date: No responses received.

**(8) Association: Costa Rican Chamber of Textiles (CATECO)**

Address: Apartado 1512 – 1002 Pase de Estudiantes San Jose, Costa Rica  
Phone: (506) 220-2981  
Contact: Maria Quirce, Director  
[cateco@racsacsa.co.cr](mailto:cateco@racsacsa.co.cr)

Annia Segura; Title Unknown

[asegura@textilescr.com](mailto:asegura@textilescr.com)

Date Contacted: January 18, 2013

Nature of request: Inquiry regarding members' ability to supply subject fabric, and request for potential suppliers' contact information.

Sample Provided: No

Reply and Date: January 22, 2013: Association advised that they contacted their members and none were able to produce the subject fabric.

January 24, 2013: Follow up message sent.

**(9) Company: Alamac American Knits**

Address: 1885 Alamac Road; Lumberton, NC 28358

Phone: 910.618.2200

Contact: Ron Giacone, Vice President of Sales

[ron.giacone@alamacusa.com](mailto:ron.giacone@alamacusa.com)

Date Contacted: November 21, 2012

Nature of Request: Inquiry to ability to supply subject fabric.

Sample Provided: No

Additional Contact: November 29, 2012: Resent original inquiry.

Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.

Reply and Date: No reply received.

**(10) Company: American Textile and Apparel, Inc.**

Address: 5190 NW 167<sup>th</sup> Street, Suite 223, Hialeah, FL 33014

Phone: 305.620.5466

Contact: Luis Mejia, Executive Vice President

[frontdesk@karims.com](mailto:frontdesk@karims.com)

Date Contacted: November 21, 2012

Nature of Request: Inquiry to ability to supply subject fabric.

Sample Provided: No

Additional Contact: November 29, 2012: Resent original inquiry.

Additional Contact: January 19, 2013: Resent original inquiry, with modifications to certain specifications.

Reply and Date: No reply received.

**(11) Company: Antex Knitting Mills**



Address: 3750 S. Broadway Pl. Los Angeles, CA  
Phone: 323.233.4281  
Contact: Anna MacMassey, Vice President of Merchandise and Design  
[annam@antexknitting.com](mailto:annam@antexknitting.com)  
Bill Tenenblatt, President, [billt@mmtextiles.com](mailto:billt@mmtextiles.com),  
Daniel Tenenblatt, Title unknown, [daniel@mmtextiles.com](mailto:daniel@mmtextiles.com)  
Date Contacted: November 21, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: Yes  
Additional Contacts: November 21, 2012: Antex advised that they make fleece and requested telephone contact.  
December 11, 2012: Garan provided revised specs and made arrangements for teleconference.  
December 11, 2012; Mark Haney discussed fabrics with Ms. MacMassey. It was agreed that Garan would send samples to Antex and Antex would review, then revert with pricing. Thereafter, arrangements would be made to produce sample yardage.  
January 2, 2013: Samples were sent to Antex.  
January 4, 2013: Antex acknowledged receipt of samples.  
January 7, 2013: Antex commented on fabric specs and inquired as to next steps.  
January 8, 2013: Garan provided complete specifications and requested pricing per previous arrangements.  
January 9, 2013: Antex advised that it was not able to source the different fiber yarns.  
January 16, 2013: Garan advised that it could not accept alternative fiber yarns.  
January 16, 2013: Antex advised that it could not make the subject fabric in the stated fiber blends.  
February 12, 2013: Officials from Garan and Antex met to discuss a number of programs. During this meeting Antex advised that it was not in a position to pursue production of the subject fabric.  
February 12, 2013: Garan sent follow up message regarding the meeting and requested confirmation that they were not in a position to pursue production of the subject fabric.  
February 14, 2013: Antex advised that they were not in a position to pursue production of the subject fabric.

**(12) Company: Caracol Knits**

Address: Km 45 al sur de SPS frente a Ins. Bíblico Cristiano Eldea El Caracol, Protrerillos, Cortés, Honduras.  
Phone: (504) 507-1200/02/03  
Contact: Denise Castellano, General Manager  
[dcastellano@caracolknits.com](mailto:dcastellano@caracolknits.com)  
Date Contacted: November 21, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: November 29, 2012: Resent original inquiry.  
Additional Contact: January 19, 2013: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(13) Company: Carolina Cotton Works**

Address: 14 Commerce Drive, Gaffney, SC 29340  
Phone: 864.488.2824  
Contact: Bryan Ashby, Controller  
[bryan@carolinacotton.com](mailto:bryan@carolinacotton.com)  
Date Contacted: November 23, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: Yes  
Additional Communications:  
November 23, 2012: Carolina requested a sample.  
December 6, 2012: Sample sent.  
December 10, 2012: Carolina stated they could make the fabric and inquired as to next steps. Carolina also requested a full width cut sample.  
December 12, 2012: Additional sample sent. Garan suggested Carolina provide pricing and counter samples. Garan also provided revised specifications.  
December 17, 2012: Garan requested an update.  
December 17, 2012: Carolina requested teleconference.  
December 18, 2012: Garan suggested times for teleconference; inquired as to receipt of second set of samples.

January 2, 2013: Mark Haney and Bryan Ashby discussed next steps to advance discussion. Additional teleconference for January 3, 2013 was arranged.

January 3, 2013: Teleconference between Bryan Ashby of Carolina, and Mark Haney and Anthony Raffa of Garan. Carolina advised that it was not able to produce the fabrics in a timely manner and would not participate in the program.

February 8, 2013: Garan contacted Carolina and reiterated that Carolina was not able to participate in the program.

Carolina stated that they understand.

**(14) Company: Clover Knits, Inc.**

Address: 1075 Jackson Heights; Clover, SC 29710

Phone: 803.222.3021

Contact: Kevin McCarter, President  
[kevin@cloverknits.com](mailto:kevin@cloverknits.com)

Date Contacted: November 23, 2012

Nature of Request: Inquiry to ability to supply subject fabric.

Sample Provided: No

Additional Contact: November 30, 2012: Resent original inquiry.

Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.

Reply and Date: No reply received.

**(15) Company: Cottonwise Textiles**

Address: 16 y 17 Calle; San Pedro Sula, Honduras

Phone: 504.554.0942/1125

Contact: C. W. Kim, General Manager  
[cwkim@cottonwise.com](mailto:cwkim@cottonwise.com)

Date Contacted: November 23, 2012

Nature of Request: Inquiry to ability to supply subject fabric.

Sample Provided: No

Additional Contact: November 30, 2012: Resent original inquiry.

Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.

Reply and Date: December 6, 2012: Company advised that it does not produce fleece fabric.

**(16) Company: Elcatex**

Address: Carretera a Puerto Cortés, Costado Nor-Oeste de Zip Choloma  
Choloma, Cortés, Honduras, Centro América

Phone: (504) 669-5157, (504) 669-5167

Contact: Jesus Canahuanti, General Manager

[chuy@elcatex.com](mailto:chuy@elcatex.com)

Jose Carlos Segurado, Account Manager

[jose.segurado@elcatex.com](mailto:jose.segurado@elcatex.com)

Date Contacted: November 23, 2012

Nature of Request: Inquiry to ability to supply subject fabric.

Sample Provided: No

Additional Contact: November 29, 2012: Elcatex responded with certain technical questions and proposed an alternative fabric, which contained different yarns, a different fiber content and a different weight.

Additional Contact: December 5, 2012: Garan advised that alternative fabric was not acceptable noting that the weight and tie yarn size were incorrect. Garan also provided revised specifications.

December 7, 2012: Elcatex advised that the issued was transferred to their product development team.

December 11, 2012: Garan provided additional clarification of revised specifications and requested an update.

December 12, 2012: Elcatex advised that it would need additional equipment to make the fabric as specified; was looking into sourcing the correct yarns and stated that it believed its proposed fabric weight was within tolerances. The stated fabric weight included allowable tolerances; Elcatex assumed that an additional 5% tolerance would be allowed, but this is not the case.

January 8, 2013: Garan requested an update regarding the status of obtaining the proper equipment and tie yarns and advised that the proposed weight was not within the tolerances.

January 10, 2013: Company advised that it was looking into the comments regarding fabric weight and the possibility of obtaining the necessary equipment to make the subject fabric. The company did not make reference to any efforts to source the appropriate tie yarn.

January 22, 2013: Company advised that it could not make the fabric in the required weight and was still looking into purchasing the required equipment. The company did not make reference to any efforts to source the appropriate tie yarn.

January 29, 2013: Company advised that it was still trying to determine feasibility of project including potential investment in new equipment and asked if Garan could accept a fabric outside of the stated weight parameters. The company did not make reference to any efforts to source the appropriate tie yarn.

February 1, 2013: Garan reiterated that the proposed weight was not acceptable and requested information on the investment plans and the amount of time required to begin producing the subject fabric.

February 1, 2013: Company stated that it was still analyzing the potential investment in new equipment and acknowledged that it could not meet the weight specification. Company also asked for comments. The company did not make reference to efforts to source the appropriate tie yarn.

February 1, 2013: Garan noted that there were several issues which needed to be resolved in order for Elcatex to produce the subject fabric: obtaining proper equipment, sourcing the appropriate tie yarns, and the fabric weight. Garan noted that there had been no movement on any of them for over six weeks.

February 1, 2013: Elcatex stated that it “could not meet the specific requirement”. The company did not make reference to its efforts to source the appropriate tie yarn or the necessary equipment.

February 8, 2013: Garan clarified that the target weight of the fabric was 7.3 ounces/square yard, with a tolerance of up to 7.8 ounces and explained why heavier fabrics would not be acceptable.

February 8, 2013: Elcatex replied that they had an interest in the program and noted that their proposed weight was not acceptable. They did not make any statements regarding the sourcing of the correct tie yarn.

February 15, 2013: Garan reiterated that the target weight was 7.3 ounces and the reasons heavier fabrics would not be substitutable. Garan also suggested exploring opportunities for later seasons.

February 15, 2013: Elcatex stated they would be interested in any future opportunities.

**(17) Company: Grupo Imperial**

Address: Calzada Roosevelt 34-21 Zona 11  
Phone: 502.238.667700  
Contact: Roberto Zaid,  
[textiles@imperialtex.com](mailto:textiles@imperialtex.com)  
Romeo Rodriguez, Manager  
[romeo.rodriguez@imperialtex.com](mailto:romeo.rodriguez@imperialtex.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(18) Company: Hilos Y Telas**

Address: 34 Calle 7-42 Zona 11; Guatemala  
Phone: 502.2423.7400  
Contact: Ray Malouf, Title Unknown  
[ramalouf@hilosytelas.com](mailto:ramalouf@hilosytelas.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(19) Company: Icitex**

Address: 12 Calle “A” 2-37 Zona 3 de Mixco Colonia El Rosario; Guatemala  
Phone: 502.342.0658  
Contact: Guillermo Zaid, Sales Contact  
[ribbons@tejidospolitex.com](mailto:ribbons@tejidospolitex.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.

Reply and Date: No reply received.

**(20) Company: Industria Textile (INDUTEX)**

Address: 29 Calle 3-03 Zona 12, Guatemala  
Phone: (502) 2204-5959  
Contact: Federico Zimeri, Operations Manager  
[operaciones@toallasfaxel.com](mailto:operaciones@toallasfaxel.com)  
Gustavo Guzman, Title Unknown  
[gustavo.indutex@gmail.com](mailto:gustavo.indutex@gmail.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Reply and Date: Indutex advised that it only made up to 16 gauge fleece.

**(21) Company: Industrias Continental**

Address: Km 12, Carretera A  
Tegucigalpa, 300 Mts., Al Sur De Pronorsa  
Buffalo, Villaneuva  
San Pedro Sula, 2197  
Honduras  
Phone: 504.574.8172  
Contact: Roberto Diban Canahuati, Manager, 'rdibaninco@sigmanet.hn'  
[juancarlos@industriascontinental.com](mailto:juancarlos@industriascontinental.com),  
[antonior@industriascontinental.com](mailto:antonior@industriascontinental.com)  
Latter two email addresses were obtained from company website.  
Actual identities of persons and their titles are not known.  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(22) Company: Jung Woo Textiles**

Address: Km. 37.5 Carretera al Pacifico Palin Escuintla, Guatemala  
Phone: 502.7838.9406  
Contact: Ines Lee, Title Unknown

[Guatemala@jungwootextile.com](mailto:Guatemala@jungwootextile.com), [rnilove@hanmail.net](mailto:rnilove@hanmail.net)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(23) Company: Liztex**

Address: Km 30.5 Ruta al Pacifico Amatitlan, Guatemala  
Phone: 502.6633.6550  
Contact: Saul Mishan, Sales Manager  
[saul@liztex.com](mailto:saul@liztex.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Reply and Date: November 27, 2012: Company advised that it did not make three thread fleece.

**(24) Company: Megatextil's**

Address: Km. 36 Carretera al Pacifico Lotificación Los Sauces Palín Escuintla, Guatemala  
Phone: 502.6633.0549  
Contact: Sung Deok Kim, Title Unknown  
[megatextiles@hanmail.net](mailto:megatextiles@hanmail.net)  
Min Young Hong, Title Unknown  
[myhong@megatilsa.com](mailto:myhong@megatilsa.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(25) Company: MJ Soffe**

Address: One Soffe Drive; Fayetteville, NC 28312  
Phone: Unknown



Contact: customerservice@mjsoffe.com  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(26) Company: Monte Textile**

Address: Km. 18.5 Carretera al Mayan Golf Club Villa Nueva, Guatemala  
Phone: 502.6628.0800  
Contact: Juan Carlos, Export Manager  
[Castanedajuancarlos@textisur.com](mailto:Castanedajuancarlos@textisur.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: December 6, 2012: Monte advised that they do not make fleece.

**(27) Company: Parktland**

Address: 17 Calle 5-36 Zona 1, Guatemala  
Phone: 502.2251.3539  
Contact: Bryan Quan, General Manager  
[parktland@apparel.com.gt](mailto:parktland@apparel.com.gt), [info@parktland.com](mailto:info@parktland.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(28) Company: Pettenati Centro America S.A. de C.V.**

Address: KM 42 Carretera a Santa Ana, Coatepeque, Santa Aria El Salvador  
Phone: Unknown  
Contact: Jose Denys, General Director  
[jdenys@pettenati.com.sv](mailto:jdenys@pettenati.com.sv)

Francesco Pilenga, Title Unknown  
[fpilenga@pettenati.com.sv](mailto:fpilenga@pettenati.com.sv)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(29) Company: RLA Manufacturing**

Address: Unknown  
Phone: 504.606.4800  
Contact: Philip Holloway, Title Unknown  
[garciaedy@russellcorp.com](mailto:garciaedy@russellcorp.com), [rodriguezerik@russellcorp.com](mailto:rodriguezerik@russellcorp.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(30) Company: Rosazu**

Address: Lote 55 Monte Maria El Pajon Santa Catarina Pinula, Guatemala  
Phone: 502.6634.1144-43  
Contact: Francisco Goenz, General Manager  
[francisco.goenz@imerlet.com](mailto:francisco.goenz@imerlet.com)  
Luis Guzman, Title Unknown  
[luis.guzman@imerlet.com](mailto:luis.guzman@imerlet.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(31) Company: Sky Textile Honduras**

Address: ZIP Río Blanco, San Pedro Sula, Cortés, Honduras

Phone: 504.551.4556  
Contact: Ken Tai, Title Unknown  
[ken\\_tai@oceanskyintl.com](mailto:ken_tai@oceanskyintl.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(32) Company: Supratextiles**

Address: 3<sup>a</sup>. Calle 7-53 A Zona 2 San Jose Villa Nueva, Guatemala  
Phone: (502) 66298080, 66298079, 66299239  
Contact: Raul Ibarguen Garcia-Salas, Title Unknown  
[rigs@itelgua.com](mailto:rigs@itelgua.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(33) Company: Textilera Santa Emilia**

Address: Km. 19.5 Carretera a San Jose Pinula, Guatemala  
Phone: (502) 66342508, 66346428, 66346429  
Contact: Alberto Zimeri Gandara, Sales Contact  
[textiles@textilesperfecta.com](mailto:textiles@textilesperfecta.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(34) Company: Textiles Capuano/Textiles Catania**

Address: 1 Avenida 3-86 Zona 1 Boca del Monte, Guatemala  
Phone: (502) 24480566-67

Contact: Alejandro Ortega, Title Unknown  
[aob@textilescapuano.com](mailto:aob@textilescapuano.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(35) Company: Textiles Del Pacifico**

Address: 13 Avenida 32-53 Zona 13, Colonia Santa Fe, Guatemala  
Phone: (502) 23332822, 23332812  
Contact: Rene Castaneda, Title Unknown  
[rcastaneda@texpasa.com](mailto:rcastaneda@texpasa.com), [aguerra@texpasa.com](mailto:aguerra@texpasa.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(36) Company: Textufil, S.A. de C.V.**

Address: 12 Avenida Sur Contiguo a Industrias Caribe, Soyapango, San Salvador, El Salvador, C.A.  
Phone: (503) 2277.0066  
Contact: Hector Rico, Title Unknown  
[hector@textufil.com](mailto:hector@textufil.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(37) Company: Volunteer Knit Apparel**

Address: 403 Old Knoxville Highway; New Tazewell, TN 37825  
Phone: Unknown

Contact: Nora Wolsenbarger, Office Manager  
[nora@volknit.com](mailto:nora@volknit.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(38) Company: Pro Dept El Salvador, S.A. de C.V**

Address: Edif #18 Calle Tazumal, Zona Franca San Bartolo, San Salvador, El Salvador  
Phone: Unknown  
Contact: Mario Zavaleta, Manager  
[mario@prodept.com](mailto:mario@prodept.com)  
Date Contacted: November 27, 2012  
Nature of Request: Inquiry to ability to supply subject fabric.  
Sample Provided: No  
Additional Contact: December 5, 2012: Resent original inquiry, with modifications to certain specifications.  
Reply and Date: No reply received.

**(39) Company: Woongchun Honduras, S.A.**

Address: Unknown  
Phone: (504) 672-1800  
Contact: JT Kim, Marketing and Planning  
[jtkim@woongchun.com](mailto:jtkim@woongchun.com)  
Sunny Lee, Marketing Department  
[sunnylee@woongchun.com](mailto:sunnylee@woongchun.com)  
Date Contacted: January 21, 2013  
Nature of Request: Honduran Manufacturers Association forwarded initial inquiry to Woongchun.  
Sample Provided: No  
Additional Contact: January 23, 2013: Company advised Garan that it could produce the subject fabric.  
January 24, 2013: Company requested conference call.

January 24, 2013: Sunny Lee of Woongchun and Mark Haney discussed possible production of the subject fabric. Mr. Lee advised that it could not obtain the tie yarns and that it only had 18 gauge knitting machines.

January 25, 2013: Mr. Lee acknowledged the different gauge machinery and proposed supplying alternative fabrics with different yarns and of a different gauge.

February 8, 2013: Anthony Raffa of Garan contacted Mr. Lee directly and requested verification that Woonchung did not have 18 gauge machinery.

February 8, 2013: Mr. Lee confirmed that Woonchung did not have 21 gauge machinery and that none of its subcontractors had 21 gauge machinery.

Feb 15, 2013 – Anthony Raffa contacted Mr. JT Kim, President of Woong Chun directly and he confirmed they did not have the proper equipment to do the program at this time.

February 15, 2013: Mr. Lee reiterated that they did not have 21 gauge machinery.

As a result of the above inquiries and the thorough engagement and good faith efforts to procure the subject fabric, SS&A and Garan do not believe that the subject fabric is commercially available in the CAFTA-DR region in a timely manner and we request that it be added to Annex 3.25.

### **III. Substitutable Products**

The subject fabric, as stated in this Request, provides specifications which were devised to meet the particular demands of Garan's customers, including, but not limited to: look, hand, feel, drape, torque, shrinkage, stretch, comfort, warmth, and flammability. Garan is not aware of any fabrics made outside of the stated parameters which would be substitutable for the subject fabric. Fleece other than three thread fleece, fleece not made on 21 gauge machines, or fleece of any other weight or fiber content would not permit Garan to continue to service its customers.

The subject fabrics will be used in the production of children's playwear. The correct weight is very important on the finished product for the child's comfort and proper look and performance of the garments. Heavier fabrics could restrict the movements of a child

wearing the finished garment. Further, Garan has learned from direct contact with consumers in its focus groups that purchasers of children's fleece playwear differentiate between fleece products made from different weight fabrics and prefer garments made from lighter weight fabrics. The finished garments will be worn by children for indoor activities. Heavier fleece tends to be too warm and bulky for these activities. In addition, the garments are marketed nationwide. Garments made from heavier weight fabrics are too heavy and warm for warm weather regions which do a majority of the sales.

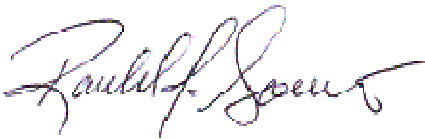
Garan previously made these garments from 285 gram fabric (8.4 oz.). In response to comments from its customers described above, Garan switched to a 250 gram (7.37 oz.) fabric. Thus, a fabric weighing considerably more than 7.37 ounces (i.e. one weighing more than 7.8 ounces) is not substitutable for the subject fabrics.

Further, it is important to have 21 gauge fabrics for the clean, even and fine knit appearance of the fabric face. Fabrics made from 21 gauge fleece have more needles per inch and therefore has a finer gauge and will have a smoother, cleaner, more even appearance on the fabric face. These fabrics will also have a tighter appearance since the wales are closer together (less space between the needles) than the 18 gauge knit. The 18 gauge face has a more ruff appearance. Finally, 21 gauge fleece fabrics help better control shrinkage because the needles are closer together than on 18 gauge.

### **Closing**

If you have any questions or require further information with regard to this request, please contact Megan Costello at (202) 393-4481, or [mcostello@ssa-dc.com](mailto:mcostello@ssa-dc.com).

Sincerely,



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Ron Sorini  
Co-Founder & Principal