

**SAI Commercial Availability Request (Public) - September 1, 2017**



SAI

401 Knoss Avenue ♦ Star City, AR 71667 ♦ Phone: 870.628.4232 ♦ Fax: 870.628.3211

## COMMERCIAL AVAILABILITY REQUEST

--PUBLIC VERSION--

September 1, 2017

Chairman, Committee for the Implementation of Textile Agreements,  
Room H3100, U.S. Department of Commerce,  
14th and Constitution Ave., N.W.,  
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**

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"), School Apparel, Inc. ("SAI") respectfully requests that the fabric described herein ("subject fabric") be added to the list in Annex 3.25 of CAFTA-DR in an unrestricted quantity.

After an engagement of potential suppliers from the due diligence process, SAI has determined that the subject fabric is not available in commercial quantities in a timely manner from a supplier in the CAFTA-DR countries. It is following a good faith effort to secure the fabric that SAI submits this Commercial Availability Request.

### **I. Detailed Product Description**

The fabric in question is a twill fabric made of ring spun two-ply yarns of a unique blend of piece dyed staple fibers and a combination of finishing processes that are critical for the end-use of bottoms intended for school uniforms. For the end-use described, other fabrics of different fibers, yarn types, thread counts or weaves, and without the exact combination of finishing processes, cannot substitute the requested fabric.

Fabric Type	Woven Flannel
Fiber Content	49-54% Polyester/22-27% Acrylic/22-27% Rayon
Yarn Size (Warp)	28-34S /2 (Nm) composed of combined Polyester/Acrylic/Rayon fibers
Yarn Size (Weft)	28-34S /2 (Nm) composed of combined Polyester/Acrylic/Rayon fibers
Weave Type	Twill
Fabric Weight	240-260 g/m <sup>2</sup>
Fabric Width	148-152 cm
Coloration	Dyed, Composed of yarns of different colors
Finishing Processes	Desized, preshrunk, dyed, brushed, hot-flattened, softened, and decatized
HTSUS	5515.11.0005, 5515.11.0040

### **II. Quantity**

SAI requires on average approximately [\*\*\*\*\*] yards ([\*\*\*\*\*] meters) per year.

### **III. Due Diligence**

The potential suppliers from the current request were compiled through SAI's experience doing business in the CAFTA-DR region and through the contact mechanisms of U.S. and Central American textile associations. These efforts did not result in identifying any parties that were able to supply the subject fabric in the parameters, time and/or quantities required by SAI. We attempted to identify possible CAFTA-DR suppliers using several sources, including but not limited to previous petitions, company websites, textile associations suggested by the Otexa CAFTA-DR website and other fabric supplier lists.

Over the course of the due diligence process of this request, the following companies / associations were contacted about their ability to supply the subject fabric: Milliken & Co., Mount Vernon Mills, Carr Textile, Monte Textile S.A., Liztex, Guatemalan Apparel And Textile Committee (Vestex), the Honduran Association of Maquiladoras, Nicaraguan Textile Association (Anitec), National

Council of Textile Organizations (NCTO), Camtex, and Insinca, S.A. Although ITG Global (Burlington Group) is a member of NCTO, it was suggested by the contact at NCTO to also contact ITG directly. Mount Vernon Mills is a vendor that we currently source several fabrics from and are in regular communication with. We note that in our efforts to provide contact names, titles, addresses, and phone numbers, in some circumstances we were unable to find or verify some of this information since the communications were made entirely via email or fax based on the best information available. All that responded expressed that they either do not supply the fabric, could not supply the subject fabric, or will forward the request to other members of their organization to see if the fabric, or similar fabric was available. Details of the communications are listed below. Some conversations were by phone only, i.e. Mount Vernon Mills; for those with available written supportive documentation/email, the reference to the confidential communication is provided in brackets.

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### **Milliken & Co.**

**Company 1:** Milliken & Co.

**Address:** P.O. Box 1926, Spartanburg, SC 29304

**Email:** [brand@milliken.com](mailto:brand@milliken.com)

**Phone:** 1-866-503-2020

**Contact:** Mike Corbin, Performance Product Sales

**Method of Contact:** Telephone, Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** February 10, 2016; Phone conversation with a representative of SAI; Details were provided about the subject fabric. Had discussion on whether the company produces or are able to supply the subject fabric. Contact responded that they currently do not and will not produce the subject fabric.

July 14, 2017; sent out revised request by email [brand@milliken.com](mailto:brand@milliken.com) to with updated description of subject fabric. No response was received. {C01-1}

## **Mount Vernon Mills**

**Company 2:** Mount Vernon Mills

**Address:** 91 4<sup>th</sup> Street, P.O. Box 7, Trion, GA 30753

**Phone:** 1-706-734-2311

**Contact:** Frank Clements

**Method of Contact:** Phone

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** February 6, 2016; Phone conversation with a representative of SAI; Provided details of the subject fabric. Had discussion on whether the company produces or are able to supply the subject fabric. Contact responded that they do not produce the subject fabric and have no plans to make the subject fabric.

## **Carr Textile**

**Company 3:** Carr Textile

**Address:** 243 Wolfner Drive Fenton, MO 63026

**Phone:** 1-800-432-6620 ext 623

**Contact:** Tom Krebs, tom@carrtextile.com

**Method of Contact:** Email

**Date Contacted:** March 7, 2017

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric or if aware of any domestic supplier that does.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent. {C03-1}

March 7, 2017; Does not produce subject fabric and is not aware of any domestic suppliers of subject fabric.

July 14, 2017; sent out revised request with updated description of subject fabric. {C03-2, C03-3}

July 17, 2017; Response received from Tom Krebs – “Their supplier for this style of fabric is located in China and would not be eligible for the CAFTA-DR

program.” {C03-4}

### **Textiles del Sur Internacional, S.A. (Monte Textile S.A.)**

**Company 4:** Textiles del Sur Internacional, S.A. (Monte Textile S.A.)

**Address:** Km. 18.5 Carretera al Mayan Golf.

Villa Nueva, Guatemala. C. A.

**Phone:** 00(502) 6628-0883

**Contact:** Abigail Pineda, Export Account Manager, [ventas\\_1@textisur.com](mailto:ventas_1@textisur.com)

**Method of Contact:** Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 6, 2017; Request sent. {C04-1}

March 6, 2017; Responded - Company does not work with acrylic or rayon. {C04-2}

### **Industrias Liztex**

**Company 5:** Industrias Liztex

**Address:** Lake Parks Km. 30.5 Carretera al Pacífico, Amatitlán, Guatemala, Guatemala.

**Phone:** PBX: (502) 6633-6550 - FAX: (502) 6633-5747

**Contact:** Saul Mishaan, [saul@liztex.com](mailto:saul@liztex.com)

**Method of Contact:** Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric or if aware of any domestic supplier that does.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent. {C05-1}

April 3, 2017: Vendor responded to the request sent via the Guatemala Apparel and Textile Association, indicating that they cannot make the fabric, according to the provided specs.

July 14, 2017; sent out revised request with updated

description of subject fabric. No response was received.  
{C05-2}

## **ITG Global / Burlington Group**

**Company 6:** ITG Global / Burlington Group

**Address:** 804 Green Valley Road, Suite 300, Greensboro, NC 27408

**Phone:** (336) 379-6220

**Contact:** Jeff Peck, President, [jeff.peck@burlington.com](mailto:jeff.peck@burlington.com)

**Method of Contact:** Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric or plan to in the near future.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** April 4 2017; Request sent. No response received. {C06-1}

April 26, 2017: Second attempt to contact. {C06-2}

April 26, 2017; Phone call received to clarify details of request. Waiting for vendor to return communication with findings.

May 22, 2017; sent out 2nd request for update on findings. No response received. {C06-3}

July 14, 2017; sent out revised request with updated description of subject fabric. No response was received. {C06-4}

## **Insinca, S.A.**

**Company 7:** Insinca, S.A.

**Address:** Carretera Troncal del Norte,  
Km 12.5, Apopa, San Salvador, El Salvador, Centroamerica.

**Phone:** +503 2216 0055, Fax: +503 2216 0062

**Contact:** Henry Campos, Chief of Logistics

**Method of Contact:** Email

**Date Contacted:** May 5, 2017

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** May 5, 2017; Request sent.

May 5, 2017; Have the ability to produce the fabric but do not have the capacity to provide, will check with company president and advise.

May 11, 2017; follow up email; inquired if any new developments; contact responded that president of the company has not responded but states that the fabric is probably not in their plans. {C07-1}

### **Phillipp Textiles, Inc. (Phil-Tex)**

**Company 8:** Phillipp Textiles, Inc.

**Address:** 2314-16 North Moore Ave. Moore, OK 73160

**Phone:** East Coast Office 215-297-8851

**Contact:** Hank Dunn, Sales Contact: [hankmktgroup@comcast.net](mailto:hankmktgroup@comcast.net)

**Method of Contact:** Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent. {C08-1}

May 22, 2017; Second request sent; cannot provide the subject fabric but will check with other sources.

No other response was received in interest of manufacturing the subject fabric. {C08-6}

### **Guatemalan Apparel & Textile Committee - Vestex**

**Association #1:** Guatemalan Apparel & Textile Committee - Vestex

**Address:** 14 Calle 14-30 zona 13 2do.nivel Guatemala , Guatemala

**Phone:** (502) 24108323

**Contact:** Karin De Leon, [kdeleon@apparel.com.gt](mailto:kdeleon@apparel.com.gt)

**Method of Contact:** Email

**Subject:** Subject fabric or similar fabric availability or production capability within textile mills in Guatemala



**Sample Requested:** No  
**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent. {A01-1}

March 3, 2017, Replied that she would forward School Apparel's information to their fabric producers. {A01-2}

April 3, 2017, Replied that only LIZTEX responded, indicating that they could not make the fabric according to our specifications. {A01-2(1)}

July 14, 2017; sent out revised request with updated description of subject fabric. {A01-3}

July 17, 2017; Response received from Karin De Leon – will send out to members and will notify if anyone answers. No other response received. {A01-4}

### **Honduran Association of Maquiladoras (AHM)**

**Association #2:** Honduran Association of Maquiladoras (AHM)

**Address:** Altia Business Park, 12th Floor, Armenta Boulevard.  
San Pedro Sula, Honduras ·

**Phone:** +(504) 2516 9100

**Contact:** Jose' Geovani Lara , [utp4@ahm-honduras.com](mailto:utp4@ahm-honduras.com)

**Method of Contact:** Email

**Subject:** Subject fabric or similar fabric availability or production capability within textile mills in Honduras

**Contact:** Edgar Guerra, [informatica@ahm-honduras.com](mailto:informatica@ahm-honduras.com)

**Method of Contact:** Email

**Subject:** Subject fabric or similar fabric availability or production capability within textile mills in Honduras

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent to Jose' Geovani Lara. No response received. {A02-1}

March 27, 2017; Request sent to Edgar Guerra. No response received. {A02-2}

July 14, 2017; sent out revised request with updated description of subject fabric. {A02-3}

July 18, 2017: received response from Astrid Barnica, [servicioalcliente@ahm-honduras.com](mailto:servicioalcliente@ahm-honduras.com); Astrid Barnica supplied a contact list of AHM members to SAI for future reference and then sent an email out to the AHM members asking for a response if they could supply the subject fabric and copied SAI in the email. No further response has been received from AHM or its members. {A02-4}

### **Nicaraguan Textile Association (Anitec)**

**Association #3:** Nicaraguan Textile Association (Anitec)

**Address:** Zona Franca Las Mercedes Bldg. 29 KM 12-1/2 North Highway, Managua, Nicaragua

**Phone:** + 505 277 2955, Fax + 505 852 2409

#### **1<sup>st</sup> Attempt**

**Contact:** Dean Garcia, [director@anitec.net](mailto:director@anitec.net)

**Method of Contact:** Email

**Subject:** Subject fabric or similar fabric availability or production capability within textile mills in Nicaragua

**Date and Reply:** no response received

#### **2<sup>nd</sup> Attempt**

**Contact:** Claudia Salame , [director@anitec.net](mailto:director@anitec.net)

**Method of Contact:** Fax

**Date Contacted:** March 27, 2017

**Subject:** Subject fabric or similar fabric availability or production capability within textile mills in Nicaragua

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent to Dean Garcia via email. No response received. {A03-1}

March 27, 2017; Request sent to Claudia Salame via email and fax. No response received. {A03-2}

July 14, 2017; sent out revised request with updated description of subject fabric. No response has been received. {A03-3}

## **National Council of Textile Organizations (NCTO)**

**Association #4:** National Council of Textile Organizations (NCTO)

**Address:** 1701 K St. NW, Suite 625, Washington, DC 20006

**Phone:** 1- (202) 822-8028; Fax: 1-(202) 822-8029

### **1<sup>st</sup> Attempt**

**Contact:** Michael Hubbard, [mhubbard@ncto.org](mailto:mhubbard@ncto.org)

**Method of Contact:** Email

**Subject:** fabric or similar fabric availability or production capability within textile mills in the organization

### **2<sup>nd</sup> Attempt**

**Contact:** Hardy Poole, [hpoole@ncto.org](mailto:hpoole@ncto.org)

**Method of Contact:** Email

**Subject:** fabric or similar fabric availability or production capability within textile mills in the organization

**Subject:** fabric or similar fabric availability or production capability within textile mills in the organization

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** March 3, 2017; Request sent to Michael Hubbard; email bounced back {A04-1}

March 27, 2017; 2nd Request sent to different contact; Hardy Poole {A04-1}

April 3, 2017; Sara Beatty ([sbeatty@ncto.org](mailto:sbeatty@ncto.org)) replied that she would forward School Apparel's information to their fabric producers with instruction to contact SAI directly if interested. {A04-3}

April 3, 2017; Sara Beatty suggested reaching out to ITG directly. {A04-5}

April 12, 2017; Followed up via email to ask if she had received any responses with interest; no reply. {A04-6}

April 28, 2017; Followed up via email to ask if she had

also contacted ITG, no reply. {A04-7}

July 14, 2017; sent out revised request with updated description of subject fabric. {A04-8}

July 17, 2017; Sara Beatty responded that she would circulate the modified request among the members. No other response has been received. {A04-9}

## **Camtex**

**Association #5:** Camtex

**Address:** Calles Liverpool y Roma, Col. Roma, Edif ASI, segundo Nivel, San Salvador, El Salvador

**Phone:** (503) 2267-9243, **FAX:** (503) 2298-3508

**Contact:** Mauricio Ernesto Rodríguez Durón, Director, mrodriguez@camtex.com.sv

**Method of Contact:** Email

**Subject:** Inquiry to whether or not the company can manufacture the subject fabric.

**Sample Requested:** No

**Sample Provided:** No

**Date and Response:** April 3, 2017; Request sent. {A05-1}

April 3, 2017, Advised that CAMTEX represents companies from the local and international textile and clothing sector and will forward the request to the mills in its association. Will advise if any response is received. {A05-2}

April 12, 2017; sent follow-up request via email. {A05-3}

April 14, 2017; Contact responded that the companies are in Holy Easter Week and that companies can hardly answer at this time. He will see who has expressed interest in the following week. {A05-4}

May 22, 2017; Sent follow-up email to see if any responses have been received. {A05-5}

May 22, 2017; contact responded that partner companies were in consultation with their production departments and would provide an answer in a few

days. {A05-6}

June 8, 2017; Sent follow up email. No response.  
{A05-7}

July 14, 2017; sent out revised request with updated  
description of subject fabric. {A05-8}

July, 24 2017; Received response from Mauricio  
Duron – to date, some companies have responded that  
they cannot produce the product. Will notify if there  
are changes. No other responses received. {A05-9}

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We note that during the business dialogue outlined above, one potential supplier stated that they could possibly produce the requested fabric: Insinca. Insinca expressed that they have the ability to produce the fabric but do not have the capacity, thereby being unable to provide the subject fabric. We sent out a revised request with updated fabric specifications including ranges that would be sufficient for use by U.S. Customs on July 14, 2017, with a deadline of July 21, 2017 to respond, and sent to those that we had previously communicated with except Mount Vernon Mills, Textiles del Sur Internacional, S.A. and Phil-Tex because Mount Vernon Mills had already expressed that they have no plans to produce the fabric, Textiles del Sur Internacional, S.A. does not work with the rayon and acrylic, materials that are used to produce the subject fabric and Phil-Tex who had already received the revised specs on May 22, 2017.

From July 24, 2017, until the day of this submission, there has been no further communication received with an interest in supplying the subject fabric. As a result of the above inquiries, lack of positive interest received and the current existence of a very similar fabric already on the short supply list, SAI does 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.

#### **IV. Substitutable Products**

The fabric in question is a flannel fabric made of two ply yarns of a unique blend of fiber-dyed fibers and a combination of finishing processes that are critical for the end-use of bottoms intended for school uniforms. For the end-use described, other fabrics of different fibers, yarn types, thread counts or weaves, and without the exact combination of finishing processes, cannot substitute the

requested fabric.

**V. Closing**

If you have any questions or require further information with regard to this request, please contact Stephanie Smith at (870) 628-4232, ext. 3268, or by email at [ssmith@apluseveryday.com](mailto:ssmith@apluseveryday.com) .

Sincerely,

Date: 9/1/2017

*Stephanie D. Smith*

Stephanie D. Smith,  
Administration Dept.  
School Apparel Inc.