2018-2019 IMPD Challenge with Herbalife Nutrition

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About Me...



My name is Peyton Newell and I am from Ortonville, Michigan. In high school, I was very involved with STEM, Advanced Placement courses, varsity sports, yearbook, and student leadership. I moved to Los Angeles, California when I was seventeen to pursue my dreams in fashion.

I am a Merchandise Product Development graduate from the Fashion Institute of Design and Merchandising (FIDM). Currently, I am continuing my education at FIDM in International Manufacturing of Product Development (IMPD). Throughout these nine months, the fifteen students, including myself, are paired with Herbalife Nutrition as a mentor company. We are designing their debut apparel line for Spring 2020. After receiving my second Associates Degree in IMPD, I plan to get my bachelor's degree in Business Management by the end of 2019.

I have experience in the industry with Lou & Grey as a sales associate, Weslin & Grant as a design room intern, and Paper Crown as a production assistant. Currently, I am a server at SOHO Little Beach House Malibu and merchandising assistant intern at Boardriders with Roxy.

Throughout my short time in L.A., I have gained a wealth of industry experience and knowledge and forged countless meaningful relationships both personal and professional. I hope to use these factors to continue to grow as a person, student and an employee.

Market Research

- Challenge Overview
- Company Profile
- Analysis of Competitors
- Consumer Data & Research
- Target Consumer
- •Future Trends







Challenge Overview

International Manufacturing & Product Development (IMPD), is an advanced third year program where 12-15 students are accepted. Students from Merchandise Product Development, Fashion Design, and Apparel Industry Management come together for nine months with a mentor company of FIDM's choosing. As a program, students travel to Paris and Milan for trend research and Mainland China and Hong Kong for manufacturing. Throughout the nine months, the students attend corporate brand meetings with their mentor company and discuss trends, theme, colors, fabrics, and designs. When all is in agreement, each student will have three garments to put into sampling, produce for the company, and present at the end of the year showcase.

The 2018-2019 challenge is with Herbalife Nutrition, where the fifteen students are working to design their inaugural 2020 apparel line. The IMPD group collectively decided to divide and conquer in three different apparel categories. The first is Wear to Work, targeting the corporate level employee, the second is Athleisure, targeting those that need a versatile wardrobe, and the third is Performance, targeting the ones who really enjoy working out. They also had the option to participate in the Cycling Kit design challenge, where one design was chosen to be worn by cyclists in 2020. The students have had the opportunity to travel to Houston, Texas for Herbalife Nutrition's annual Extravaganza to gain insight on the consumers and company as a whole. During that time, they were able to chat with professional athletes Samantha Clayton and Heather Jackson, as well as the former Herbalife CEO, Rich Goudis.



Company Overview

Founded by Mark Hughes, Herbalife Nutrition is a global multi-level marketing corporation focused solely on nutrition aspiring to make the world live both a healthier and happier lifestyle. Since 1980, their mission has been to change people's lives with nutritional products and programs. They have products targeting those who seek guidance in nutrition, weight management, energy/ fitness, and personal care.

Herbalife Nutrition stands behind the statement "Great Products Start with Great Ingredients," meaning that shakes and supplements come from the fields of farmers straight to consumer intake, also known as "Seed to Feed." Leading research and advanced nutrition goes into every Herbalife Nutrition product followed by quality, adequacy, and safety testing to ensure that the label is truthful and the product is healthy. Products are monitored throughout production to meet the highest regulatory

Herbalife's independent distributors are supplied with tools providing solutions to obstacles in health and the opportunity of becoming an entrepreneur. Herbalife Nutrition is not only a company, but a supportive community inspiring consumers to embrace an active lifestyle centered around nutrition and success. Herbalife Nutrition hosts Extravaganzas once a year throughout regions of the world for distributors to travel and gain insight on bettering their entrepreneurship, be introduced to new products, and come together as a community recognizing those who have attained goals, throughout the company.

Herbalife Nutrition supports the Herbalife Family Foundation (HFF) and Casa Herbalife aiding good nutrition to children in need. They sponsor more than 190 worldclass athletes, teams, and events such as Cristiano Ronaldo, LA Galaxy, and numerous Olympic teams around the world. Herbalife Nutrition is traded on the New York Stock Exchange (NYSE: HLF) with net sales of \$4.4 billion for the year 2017.

Furthermore, Herbalife Nutrition gives everyone an equal chance at health and success. With much involvement around the globe, the company is proud to support and recognize their distributor's efforts in making lives healthier and happier through the use of natural, nutritional products. Innovative, versatile, and functional apparel is the next logical and lucrative step in success for this company and its distributors.

Competitors



In the year of 2018, Herbalife Nutrition made a net revenue of \$1.2 billion

Herbalife Nutrition is a global multi-level marketing corporation that develops, markets, and sells dietary supplements, weight management, sports nutrition, and personal-care products.



In the year of 2018, Shaklee made a net revenue of \$256 million

Shaklee Corporation is an American manufacturer and distributor of natural nutrition supplements, weight-management products, beauty products, and household products.

the**Vitamin** Shoppe

In the year of 2018, the Vitamin Shoppe made a net revenue of \$277 million

The Vitamin Shoppe is an American, New Jersey-based retailer of nutritional supplements.



In the year of 2018, GNC made a net revenue of \$580 million

GNC Holdings Inc. is a Pittsburgh, Pennsylvania-based American company selling health and nutrition related products, including vitamins, supplements, minerals, herbs, sports nutrition, diet, and energy products.



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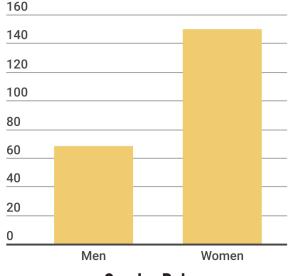
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Consumer Research

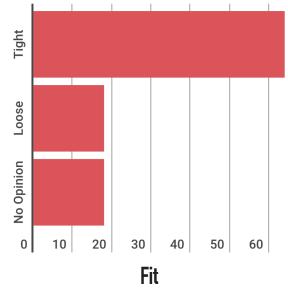
MILLENIALS (22-37) form the LARGEST generation 30% of the global population's favorite color is BLUE 50% of the retail shopping will be done via mobile in 2020 (estimated \$250 billion) CHINA has the LARGEST population per country (1,384,688,986) INDIA has the SECOND LARGEST population per country (1,296,834,042) The UNITED STATES has the THIRD LARGEST population per country (329,256,465) CAUCASIANS will be the minority in 2040 ISLAM is the fastest growing religion and is predicted to be the world's largest by 2060 NIKE is the LARGEST sportswear manufacturer in the world ADIDAS is the SECOND LARGEST sportswear manufacturer in the world

Consumer Data

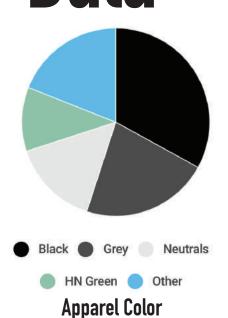


Gender Role

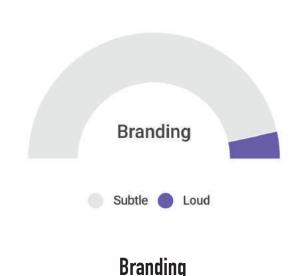
The 15 students had the opportunity to travel to Houston, Texas to gather data at Herbalife Nutrition's annual Extravaganza event. Out of the 218 distributors interviewed, 68 were men while the other 150 were women.



Whether you are working out, headed into work, or just running errands, the main idea is to look good and to be comfortable. Silhouettes that were more fitted to the body were preferred by the distributors.



Color is very important when it comes to apparel. Based on surveys from Extravaganza, most distributors preferred to wear clothing that was black. 100% of the distributros did say they enjoyed pops of color.



Every company has a way of showing their brand. The surveys resulted in distributors preferring more subtle rather than lound branding.

Universal Consumer

The Herbalife Nutrition universal consumer is located in urban areas within 94 countries across the globe. Throughout the United States, the consumer base is predominantly located in four main areas: Miami, Houston, Los Angeles and New York.

There are both male and female consumers ranging from children to the elderly, going beyond the independent distributor. Based on surveys handed out at Extravaganza and scheduled focus groups, males primarily range between 22-32 and 33-55+ years old, while females range between 25-35 and 36-50+ years old.

Depending on the status of the Herbalife Nutrition consumer, income can range between \$40,000-\$100,000+ a year. Some use Herbalife Nutrition as their main source of income while others choose to use it as a supplemental income when choosing to do the business. Regardless of location, age and income, every Herbalife consumer is considered to be active, passionate, health conscious, entrepreneurial and social. They are very ambitious, network regularly, and care about their appearance.

Each Herbalife Nutrition consumer has their own reasons for being a part of the company. Some use it for weight loss while others use it for muscle building (also known as H24), but the connection is that everyone who works to attains their goals, has an opportunity to provide for their families, support their overall nutrition and well-being, and have a sense of belonging through community involvement.

To better market and brand themselves and Herbalife Nutrition, the universal consumer needs apparel that can be versatile, innovative, and suitable for many climates whether they are wearing it to work, running errands, or taking time to train in the gym.

Target Consumer

This consumer focus is primarily the female between the ages of 22-32. She most likely has a college degree. Herbalife Nutrition is a main component in her lifestyle, giving her an aspect of an entrepreneurial standpoint, but also has an everyday 9-5 career to attend to. With both professions on her plate, she is able to bring in an income near \$65,000/ year.

Her interests are "limitless" when it comes to her lifestyle. Being active, going to the gym, and being health conscious when making meal choices are vital in her weekly routines. She is passionate about her hobbies, community involvement, fit clubs and well-being. Her ambitions are high when it comes to achieving personal goals. Hanging out with friends, spending time with family, and personal growth are all very crucial for this consumer.

Surveys filled out at Extravaganza and focus groups allowed apparel needs and price points to be clear. Innovative design, customization/style, and comfort are key elements for this Herbalife Nutrition consumer. Shopping habits include brands such as Nordstrom Rack, lululemon Athletica, Adidas, Victoria's Secret, and Target. This age group appeals more to discounted/lower prices over full priced apparel.

2020 – 2021 Forecasted Trends...

Silhouettes

Some simple silhouettes coming into 2020 are swing tanks, joggers, power tights, and power bras. The whole idea WGSN portrayed was "Sports Formal", "The Home Office", and "On the Move" meaning athleisure wear is wear that people can function in regardless of their daily activities. Designers are taking the idea of performance wear and giving it a more formal purpose. Physical comfort and flexibility are key components for the consumer in 2020.

Colors

Inspired by the 80's, tinted neutrals, power pastels, primary brights, hyper brights, saturated midtones, and summer darks are palettes that suit everyone's needs going into 2020. According to Pantone, the color of the year is Bleached Coral.

Fabrics

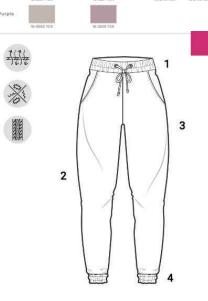
"How can you take a basic and remaster it?" This is the underlying question in the fashion industry. Some textile trends for 2020 include technology based fabrics, natural fibers, body-mapping compression, light weight textiles, and mesh constructions. Panels of mesh will appear often, making a futuristic and bold statement.

Finishes

The speed of technology is forever growing and the fashion industry is applying that in their designs, processes, and fabric finishes. Active stretch for easy movement and comfort, weather resistant to stay dry and comfortable at all times, and UV to protect from harmful sunrays are just a few fabric finishes used in 2020 to enhance every day performance for the consumer.

Sustainability

With the fashion industry being the second most harmful to the environment, companies are starting to turn to nature for more sustainable solutions, fabrics, and materials. The idea is to use fabrics that have compostable fibers that can be recycled and made into something new. Making a change and being transparent throughout all processes is a huge trend for 2020.



Rec

Hyper Brights

Bright

1. Drawcord 2. Flat front 3. Relaxed fit 4. Elasticated Cuffs

Can you eat old sportswear?

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|----------------------|---------------|--------------------|--------------|------------|------------------------|---|
| Active Stretch | Insulation | Lightweight | Smart Fabric | Waterproof | Water Resistant | Thermoregulation |
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| Barefoot | Downfilled | Quickdry | uv | Wool | Breathable | Stay Fresh |





PANTONE® P 115-1 U Bleached Coral

...From WGSN



July 28th - July 29th



Concept Shopping

September 9th - September 21st

Trend Forecasting

September 9th - September 21st



Manufacturing

January 12th - January 25th

Line Plan

- Theme Direction & Inspiration
- •Color Palette
- •Fabric, Finishes, & Trim
- Product Line
- Accessories
- •Cycling Kits

JOURNEY

The Journey...

Herbalife Nutrition is not only a nutrition company to their distributors and consumers, but a community that contributes tools and provides support to benefit their healthy, happy lifestyles. The opportunity of success for individuals within the company are unlimited. Whether you are in it for the adventure of weight loss or becoming an entrepreneur, it is a legitimate expedition.

Each and every distributor comes from a different background story and has created their own exclusive expedition using Herbalife Nutrition as a platform to jumpstart their adventure. 'Journey' is a theme that serves as the roadway Herbalife Nutrition consumers have taken to conquer their goals. It reflects motivation, passion, and ambition of each and every Herbalife distributor and their personal growth within their company and their life. Under the universal theme 'Journey', are three subthemes that better categorize the Herbalife Nutrition consumers.



INVIGORATE - Performance

An infinite journey. Always excelling and becoming stronger, while reaching new milestones along the way. A healthy rejuvenation for the mind and body. A cohesive performance collection, combining structure, geometrics, and innovative textiles. Manifest your inner athlete and invigorate your lifestyle.



LIMITLESS - Athleisure

Where performance wear meets fashion. An innovative movement of perpetual progression. Highlighting comfort, trend, and simplicity, pieces in this versatile collection can be worn to the gym, but also in your everyday. Incorporate your healthy, happy mindset into limitless aspects of your life.



STRIVE - Wear-to-Work

A dynamic energy, versatile from the street scene, to the office. Designed for the active, on-the-go professional. A wear-to-work collection, integrating essential silhouettes with innovative, ground-breaking components. Strive for success in your 9-5 and beyond.



Fabric



Ponte Fiber Content: 90% Polyester 5% Rayon 5% Spandex Weight: 8.73 oz/sq yd Color: Charcoal 19-3910 TCX Mesh Fiber Content: 80% Nylon 20% Spandex Weight: 2.01 oz/sq yd Color: Black 19-400C TCX Sweatshirt Fleece Fiber Content: 100% Cotton Weight: 6.78 oz/sq yd Color: Omega-3 PQ-16-1624 TCX



2x2 Rib Knit Fiber Content: 95% Acrylic 5% Spandex Weight: 7.60 oz/sq yd Color: Charcoal 19-3910 TCX Omega-3 PQ-16-1624 TCX Neoprene Fiber Content: 86% Polyester 14% Spandex Weight: 8.32 oz/sq yd Color: Black 19-400C TCX

Finishes

UV Protection Protects skin against harmful cancer causing sun rays Wicking Windows

Repells moisture from the body keeping the fabric dry

Water Resistant Helps repell water from harming the fabric

Antimicrobial Fibers Prevents stain and order causing bacteria from reproducing



Herbalife Nutrition Patch Fiber Content: 100% PVC Color: Black 19-400C TCX

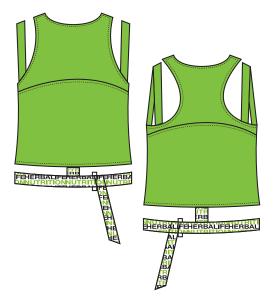


Separating Zipper Fiber Content: 100% Nylon Color: Black 19-400C TCX

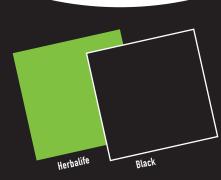
Original Product Line...

Success Tank

#HN-T1111



Description: Cropped tank with industrial belt **Fabric:** Lycra Jersey- 89% Micro Polyester 11% Spandex **Trims:** Industrial Belt, plastic slider & screen printed Herbalife Nutrition Logo

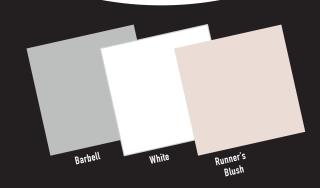


Business Tee

#HN-T2222



Description: Short sleeve tee with mesh accents & ventilation
 Fabric: Jersey- 95% Polyester 5% Spandex
 Mesh- 80% Nylon 20% Spandex
 Trims: Back neck tape & screen printed
 Herbalife Nutrition logo

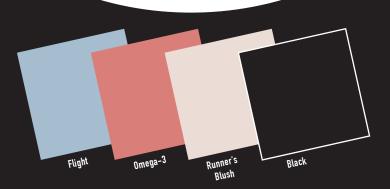


Passion Tank

#HN-T3333

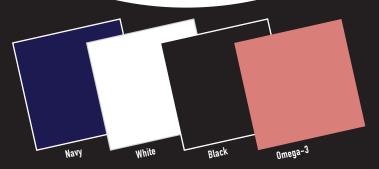


Description: 2" tank with overlapping mesh back
 Fabric: Jersey- 95% Polyester 5% Spandex
 Mesh- 80% Nylon 20% Spandex
 Trims: Screen printed Herbalife Nutrition logo



Opportunity Top #HN-T4444

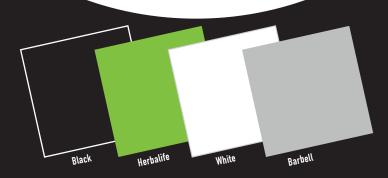
Description: Long sleeve scoop neck with overlapping back Fabric: Lycra Jersey- 89% Micro Polyester 11% Spandex Trims: Back neck tape & screen printed Herbalife Nutrition logo



Tri Tank #HN-T5555



Description: Double strap tank with paneling Fabric: Jersey- 95% Polyester 5% Spandex Trims: None

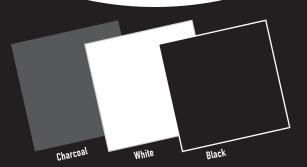


Healthy Tank

#HN-T6666

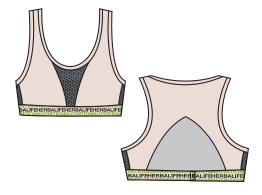


Description: Tank with cinched bottom & drawcord Fabric: Interlock- 70% Rayon 25% Polyester 5% Spandex Trims: Back neck tape, eyelets, drawcord, aglets & screen printed Herbalife Nutrition logo

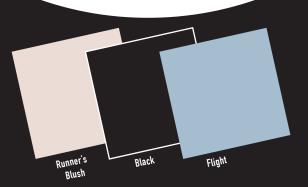


Dreamer Bra

#HN-B1111



Description: Sports bra with mesh accents & back cutout Fabric: Compression- 84% Polyester 16% Spandex Mesh- 80% Nylon 20% Spandex Trims: Elastic & hook & eye

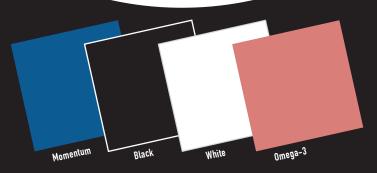


Driven Bra

#HN-B2222



Description: Sports bra with crossed straps & hidden pocket Fabric: Compression- 84% Polyester 16% Spandex Trims: Elastic & closed end zipper

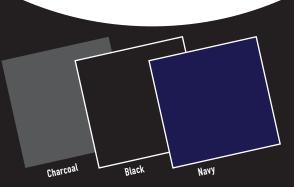


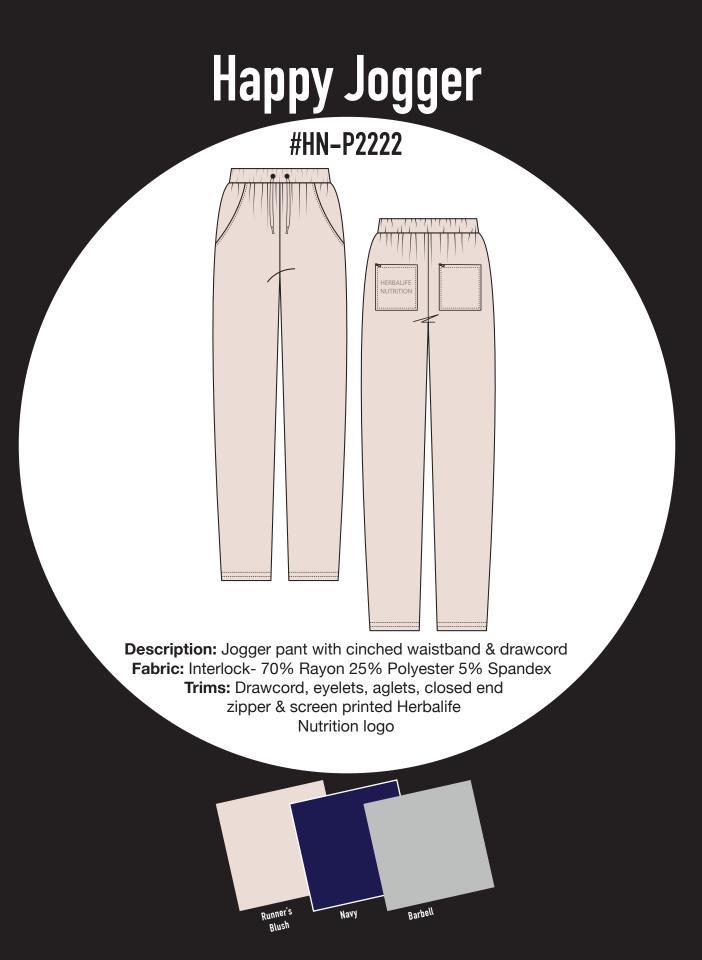
Entrepreneurial Jogger

#HN-P1111



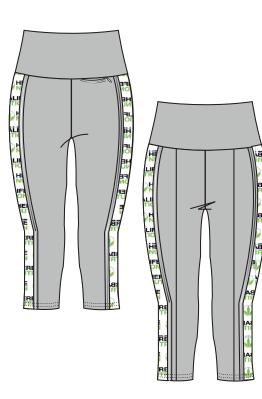
Description: Cropped jogger pant with tie waistband & rib accents Fabric: Ponte- 90% Polyester 5% Rayon 5% Spandex 2x2 Rib Knit- 95% Acrylic 5% Spandex Trims: Herbalife Nutrition patch



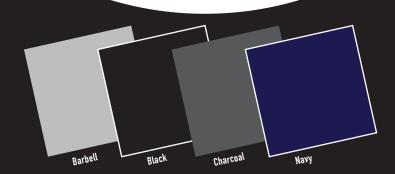


Weight Loss Legging

#HN-P3333



Description: Cropped legging with hidden pocket & side paneling Fabric: Compression- 85% Nylon 15% Spandex Trims: Closed end zipper



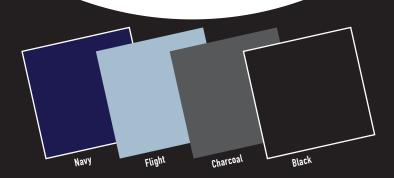


Worldwide Short

#HN-S1111



Description: Elastic waistband shorts with ventilation Fabric: ITY- 96% Polyester 4% Spandex Mesh- 80% Nylon 20% Spandex Trims: Herbalife Nutrition patch



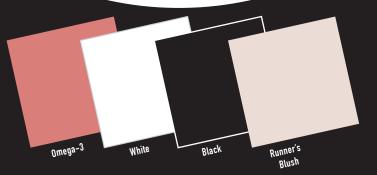
Feel Good Crewneck

#HN-01111



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Description: Asymmetrical crewneck with ribbing & drop shoulders Fabric: Sweatshirt Fleece- 100% Cotton 2x2 Rib Knit- 95% Acrylic 5% Spandex Trims: Herbalife Nutrition patch

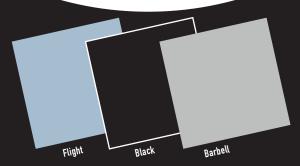


Community Crewneck

#HN-02222



Description: Crewneck with reflective piping and smartphone pocket Fabric: Sweatshirt Fleece- 100% Cotton 2x2 Rib Knit- 95% Acrylic 5% Spandex Mesh- 80% Nylon 20% Spandex Trims: Back neck tape, closed end zipper & reflective piping



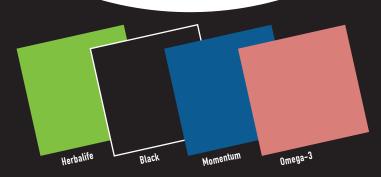
Universal Hoodie

#HN-03333





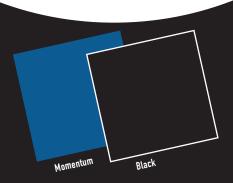
Description: Double hood sweatshirt with zipper & kangaroo pockets
 Fabric: Sweatshirt Fleece- 100% Cotton
 2x2 Rib Knit- 95% Acrylic 5% Spandex
 Trims: Closed end zipper, eyelets, drawcord,aglets
 & screen printed Herbalife Nutrition logo



Ask Me How Bomber

#HN-04444

Description: Bomber jacket with diagonal zipper & zipper pocket
 Fabric: Neoprene- 86% Polyester 14% Spandex
 Mesh- 80% Nylon 20% Spandex
 Trims: Separating zipper, closed end zipper, zipper pull
 & screen printed Herbalife Nutrition logo



Final Collection

Herbalife Nutrition chose three garments from each student to put into the sample process. In addition, the company added certain garments to make the collection look and feel complete. Based on feedback from Herbalife Nutrition, students made edits to branding, color, silhouettes, and details for the final collection before sampling.

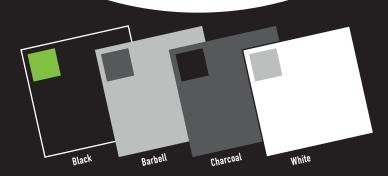


Universal Card Holder

#HN-A1111



Description: Sticker pocket card holder for cell phones Fabric: 100% Vegan Leather Trims: Metal HN emblem

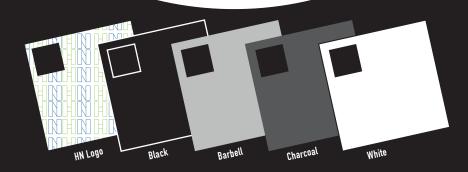


Lifestyle Fanny Pack

#HN-A2222



 Description: Fanny pack with adjustable buckle clasp Fabric: 100% Polyester
 Trims: Closed end zipper, plastic buckle & slider & screen printed Herbalife Nutrition logo

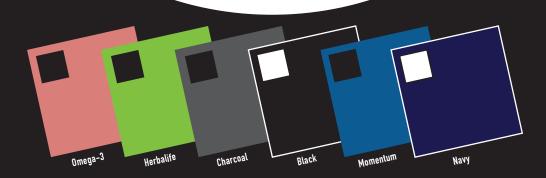


Opportunity Headband

#HN-A3333



Description: 1 1/2" headband with stretch Fabric: 86% Nylon 14% Lycra Trims: Screen printed Herbalife Nutrition logo

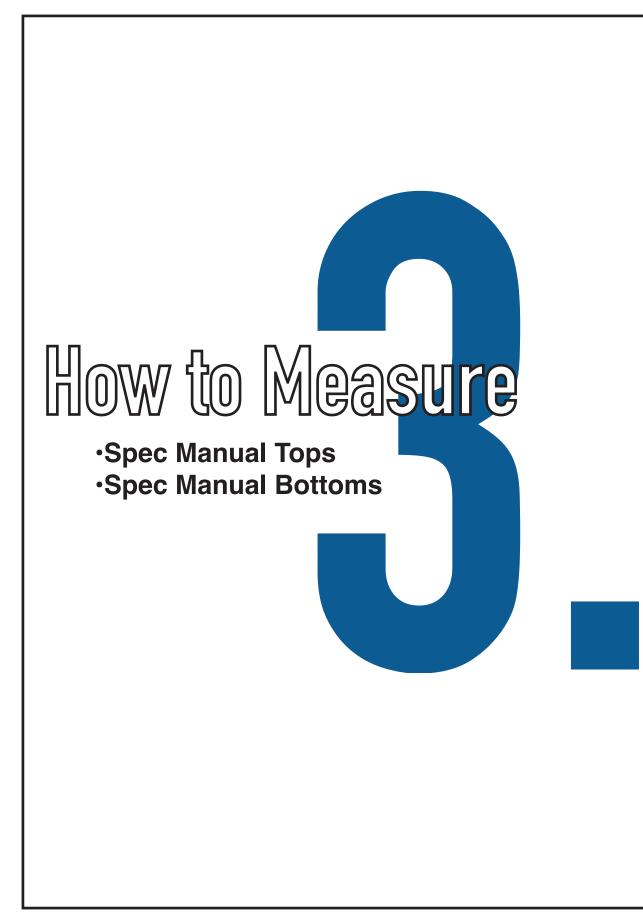


HERB 2020 Cycling Kits...

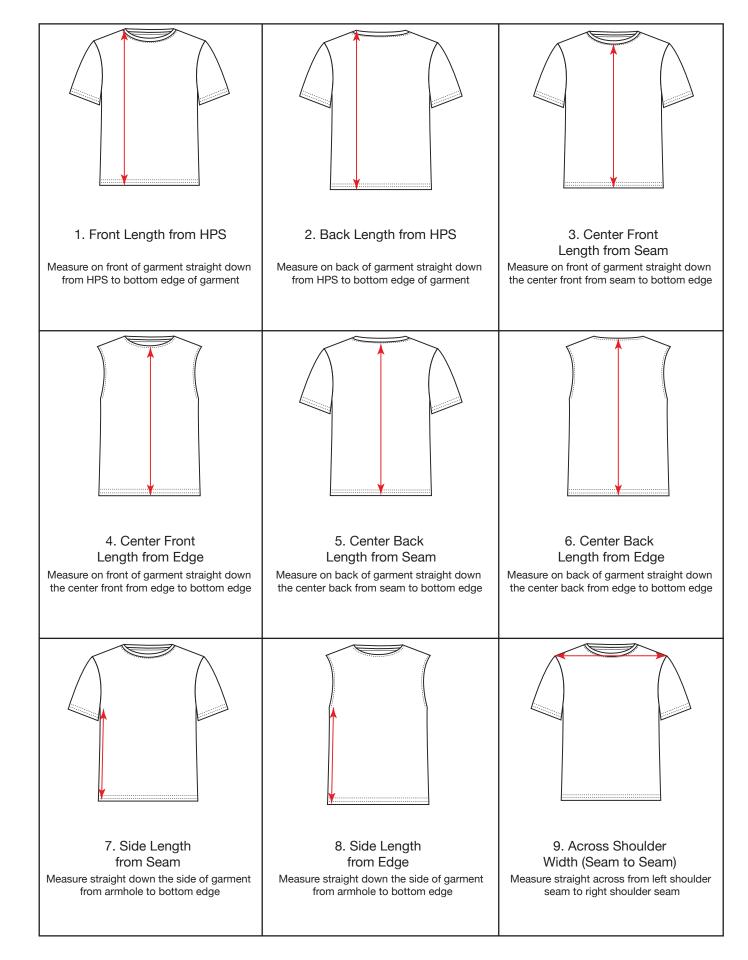


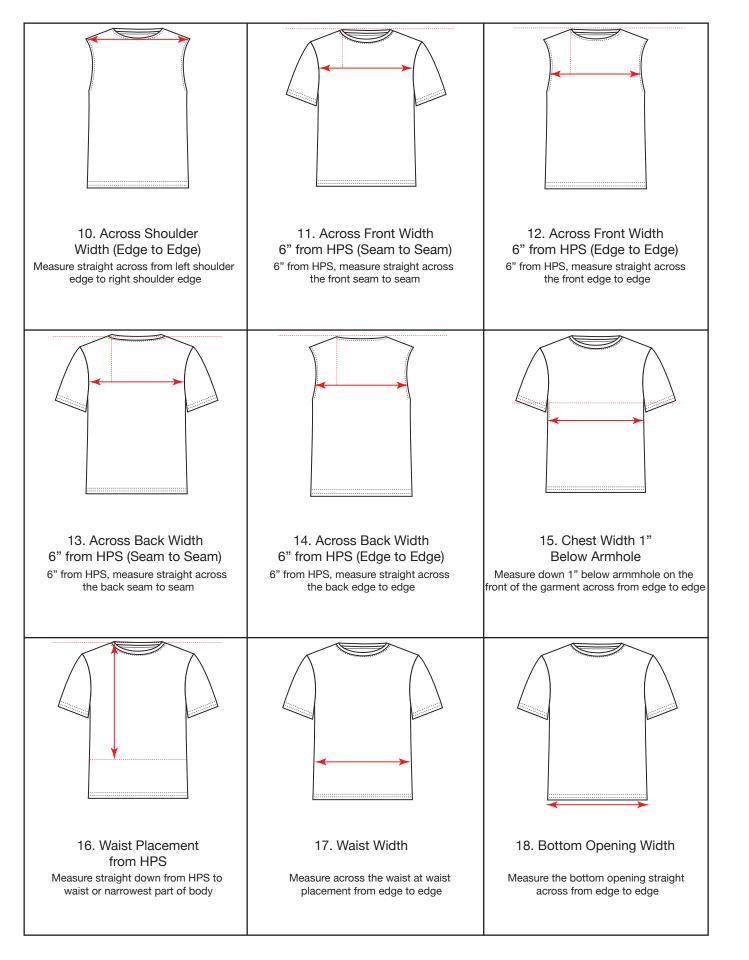


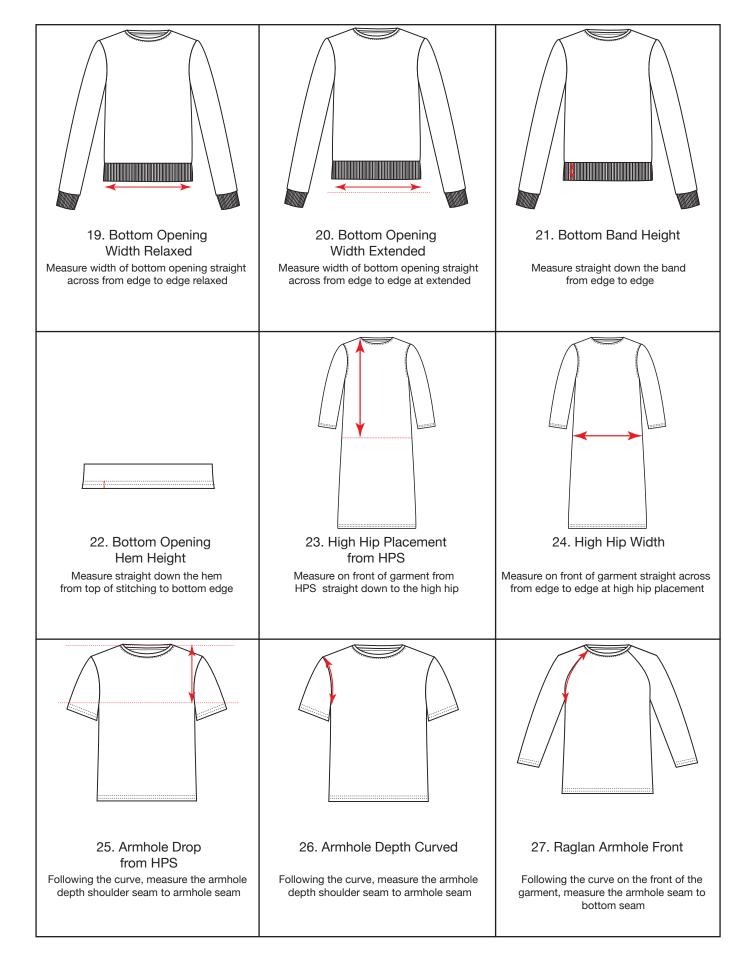


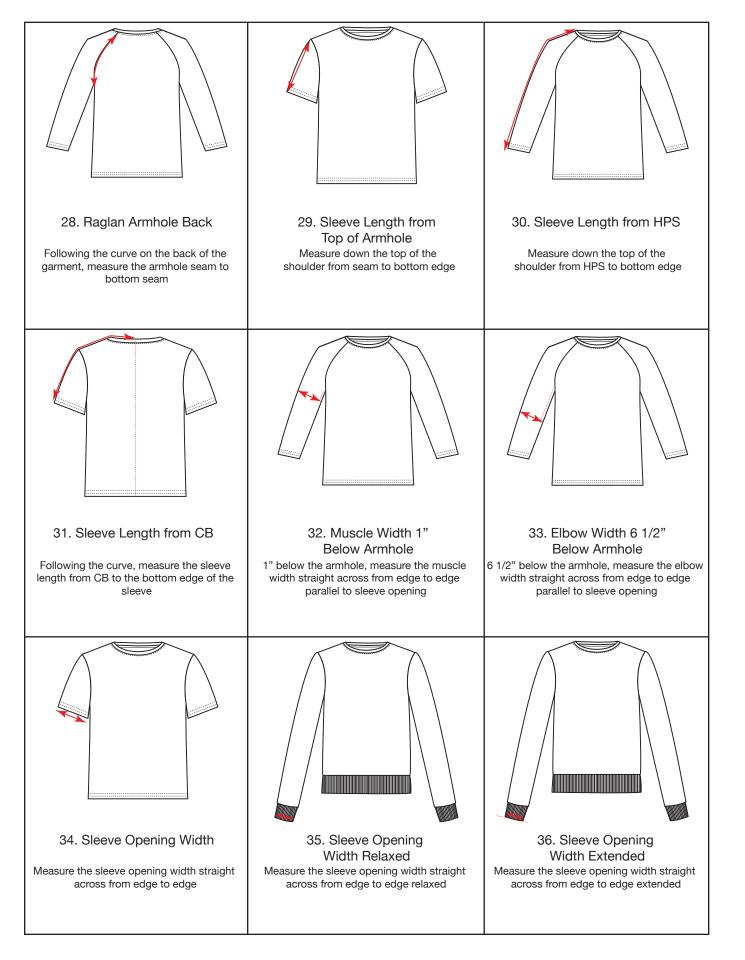


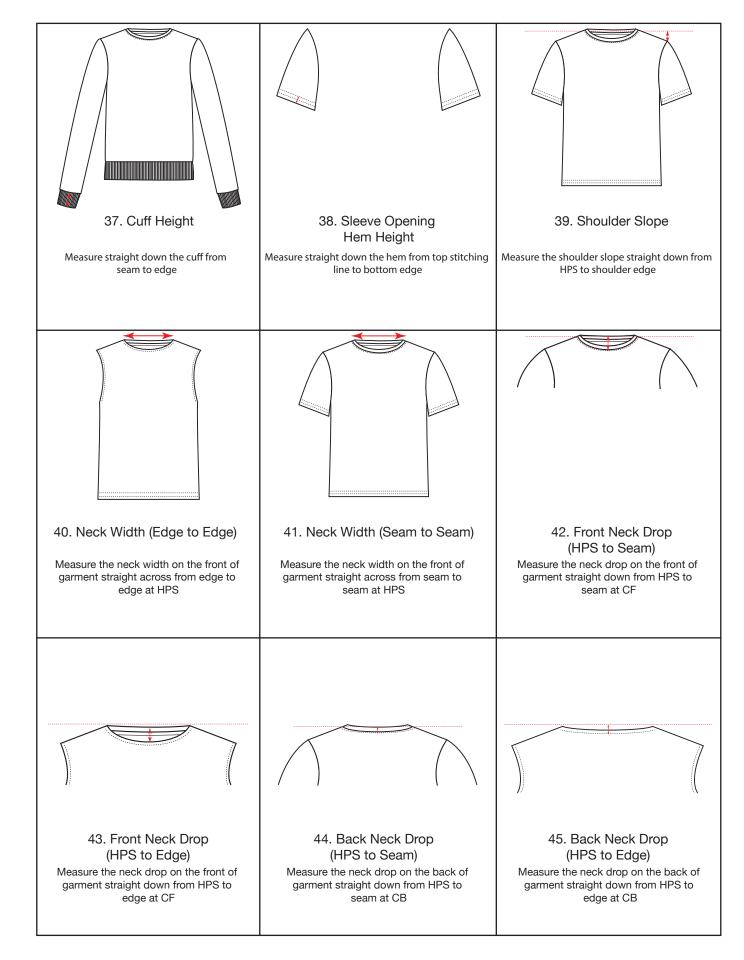


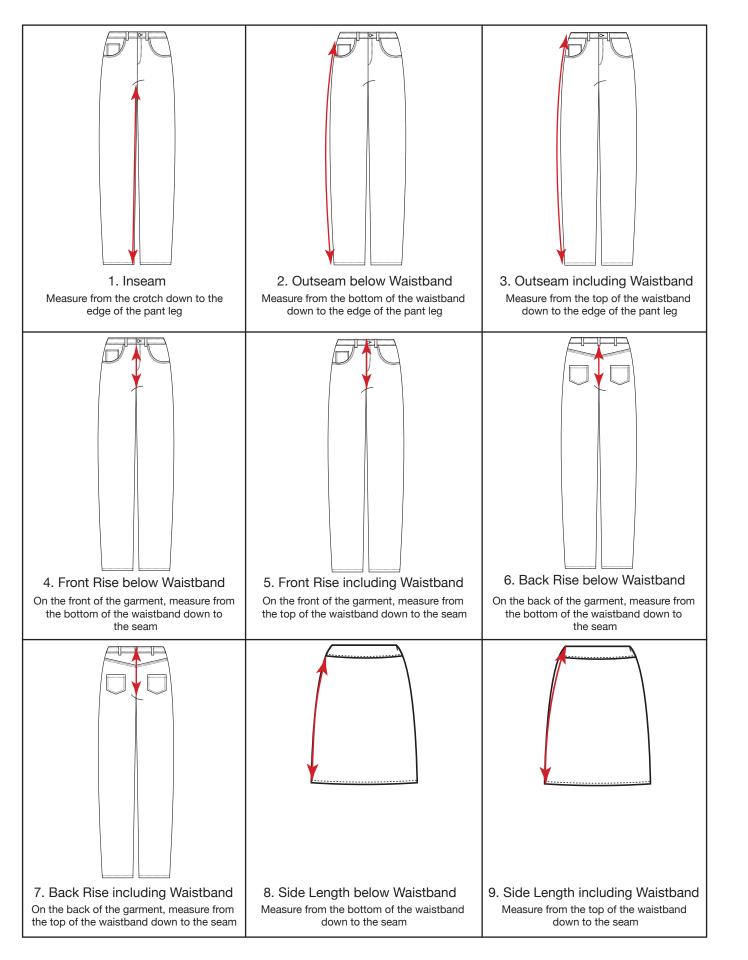


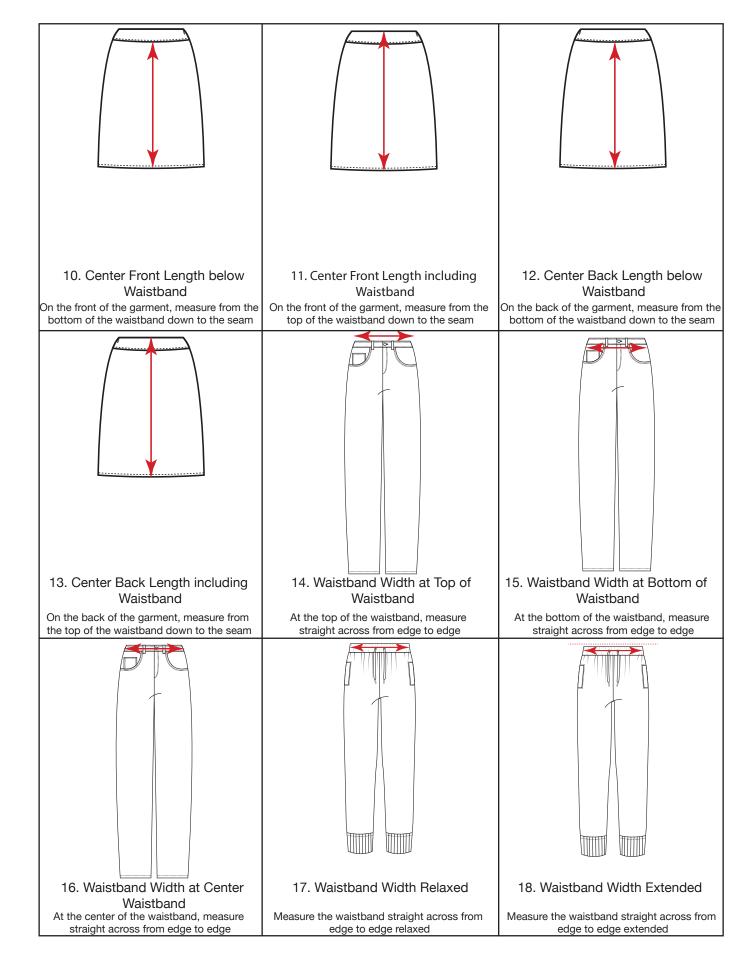


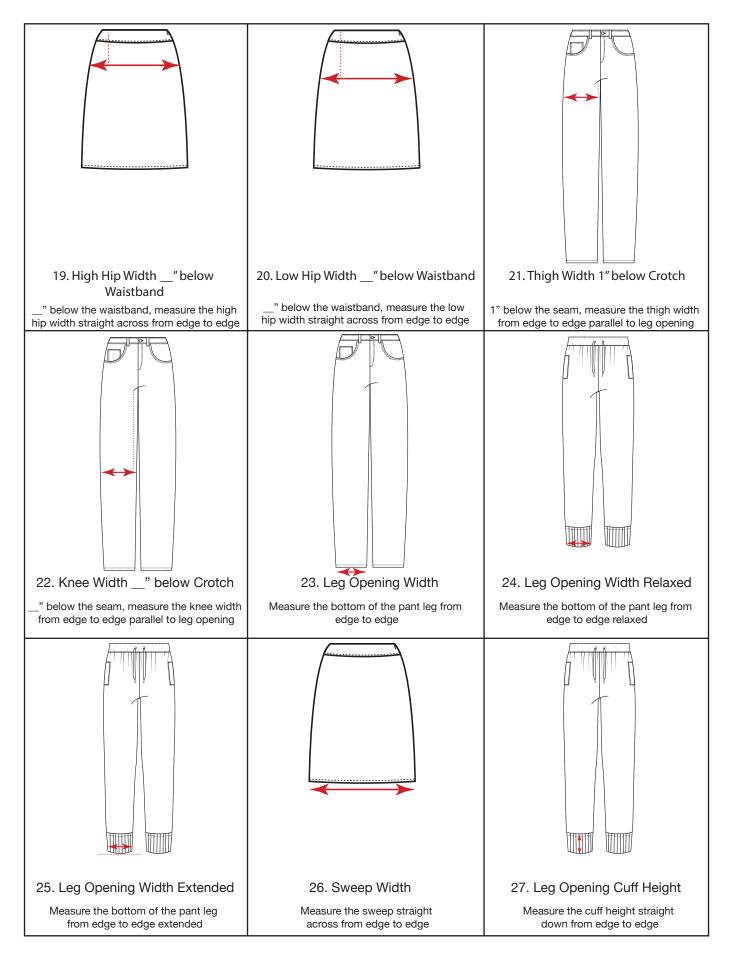


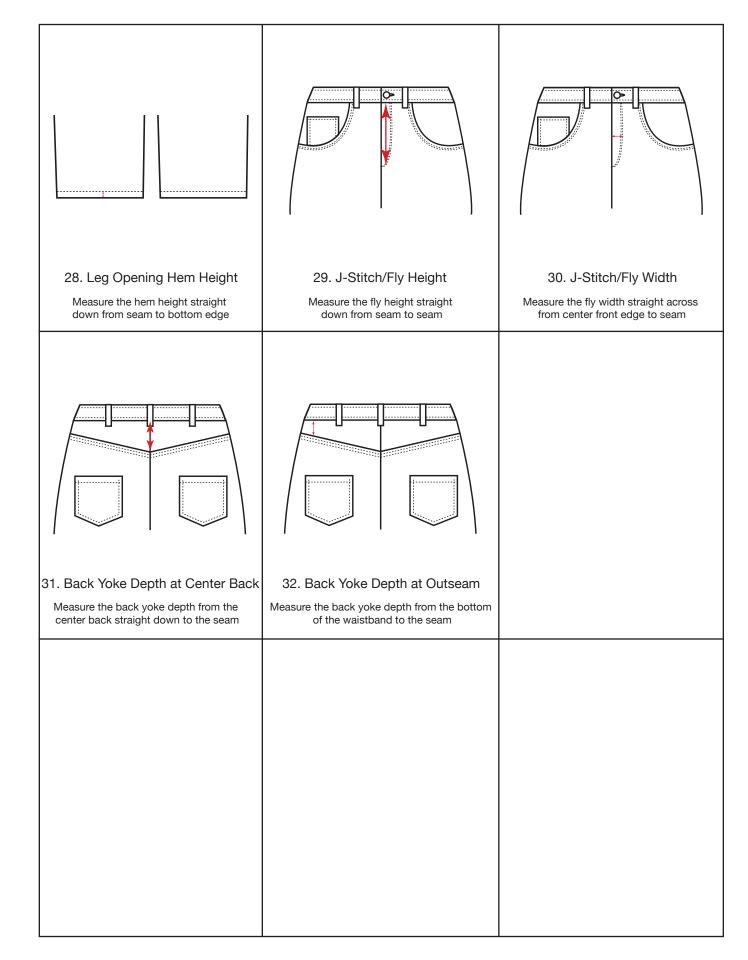


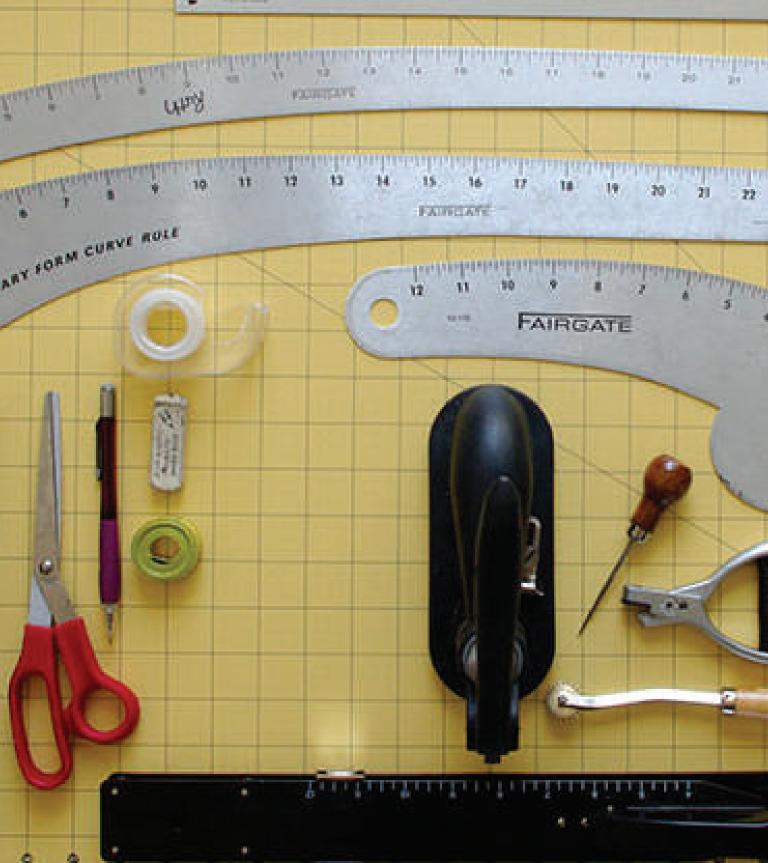












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Technical Packages

- Pom Sheet
- Construction Details
- Graphic Placement
- Sample Fit Approval
- •Fit Analysis
- Graded Specs
- Label Placement
- Fold Instructions
- Packaging Requirements



Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

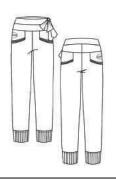
Description: Cropped jogger pant with tie waistband

Product Category: Women's Knit Bottoms

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019



| Sample Size: | | | EXTRA SMALL | | | | 1st Fit Comments |
|--------------|----------------------------------|---------------|-------------|---------|--------|--------|------------------|
| Measured In: | | INCHES (flat) | | | | | |
| # | Points of Measuremen | ts | +/- | Request | Actual | PP | |
| 1. | Inseam | | 1/2 | 22 | 23 1/2 | 23 1/2 | Keep Spec |
| 2. | Front Rise Including Waistband | | 1/2 | 11 1/2 | 11 1/2 | 11 1/2 | Keep Spec |
| 3. | Back Rise Including Waistband | | 1/2 | 13 1/2 | 12 1/2 | 12 1/2 | Keep Spec |
| 4. | Waistband Width Relaxed | | 1/8 | 14 | 14 | 14 | Keep Spec |
| 5. | Waistband Width Extended | | 1/8 | 14 1/2 | 14 1/2 | 14 1/2 | Keep Spec |
| 6. | Waistband Height | | 1/8 | 2 | 2 | 2 | Keep Spec |
| 7. | Low Hip 8" Below Waistband | | 1/2 | 10 1/4 | 8 3/4 | 8 3/4 | Keep Spec |
| 8. | Thigh Width 1" Below Crotch | | 1/4 | 11 3/4 | 10 | 10 | Keep Spec |
| 9. | Knee Width 11 1/2" Below Crotch | | 1/4 | 8 3/4 | 8 | 8 | Keep Spec |
| 10. | Leg Opening Width Relaxed | | 1/8 | 4 | 4 1/2 | 4 1/2 | Keep Spec |
| 11. | Leg Opening Width Extended | | 1/8 | 5 | 5 1/2 | 5 1/2 | Keep Spec |
| 12. | Leg Opening Cuff Height | | 1/8 | 2 1/4 | 2 | 2 | Keep Spec |
| 13. | Pocket Opening Width | | 1/8 | 4 | 3 1/4 | 3 1/4 | Keep Spec |
| 14. | Pocket Opening Below Waistband | | 1/8 | 4 | 3 1/2 | 3 1/2 | Keep Spec |
| 15. | Pocket Rib Height | | 1/4 | 1 | 1 | 1 | Keep Spec |
| 16. | Tie Belt Length From Seam | | 1/2 | 27 | 27 1/4 | 27 1/4 | Keep Spec |
| 17. | Tie Belt Width From Edge to Edge | | 1/4 | 2 | 1 3/4 | 1 3/4 | Keep Spec |
| 18. | Pocket Bag Length | | 1/4 | 6 | 5 1/2 | 5 1/2 | Keep Spec |
| | | | | | | | |





Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

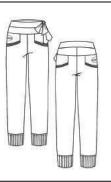
Description: Cropped jogger pant with tie waistband

Product Category: Women's Knit Bottoms

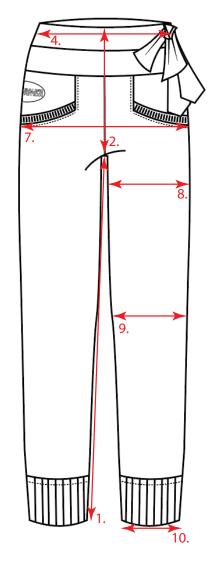
Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019



Front





HERBALIFE

Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

Description: Cropped jogger pant with tie waistband

Product Category: Women's Knit Bottoms

Designer: Peyton Newell

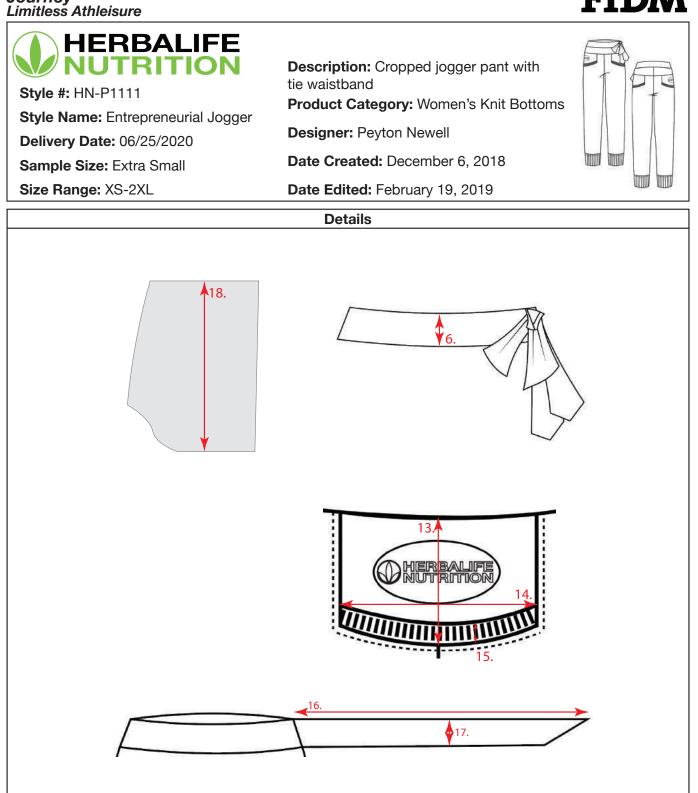
Date Created: December 6, 2018

Date Edited: February 19, 2019

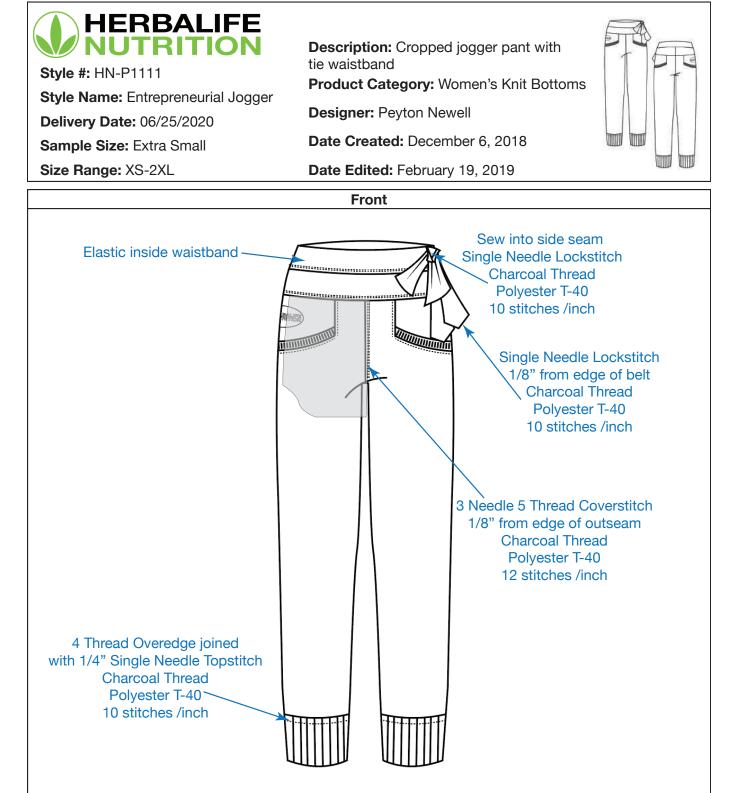


Back Extended 77.50 Extended

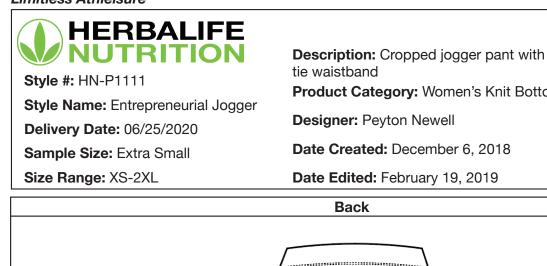


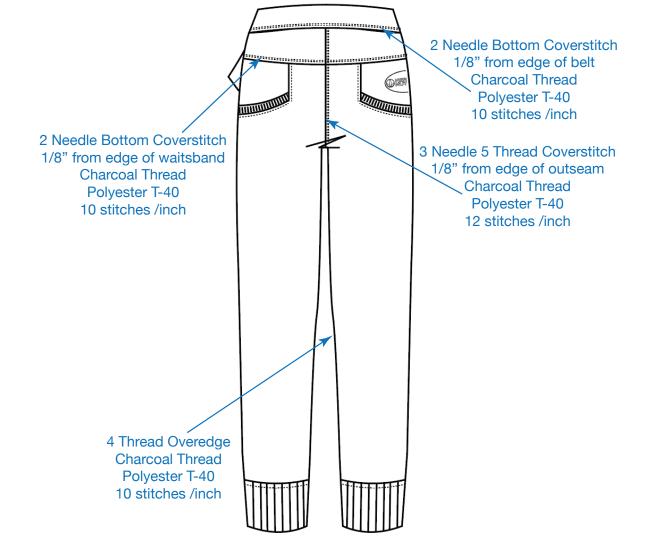












Product Category: Women's Knit Bottoms

Designer: Peyton Newell

Date Created: December 6, 2018







Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

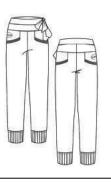
Size Range: XS-2XL

Description: Cropped jogger pant with tie waistband **Product Category:** Women's Knit Bottoms

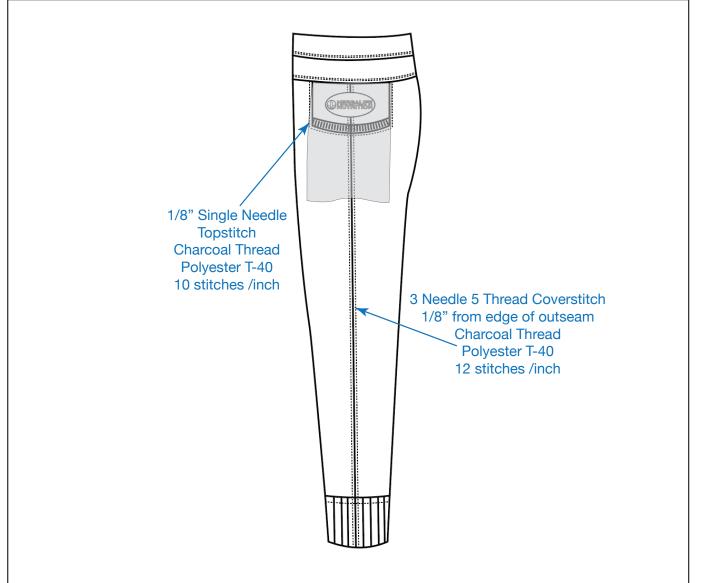
Designer: Peyton Newell

Date Created: December 6, 2018

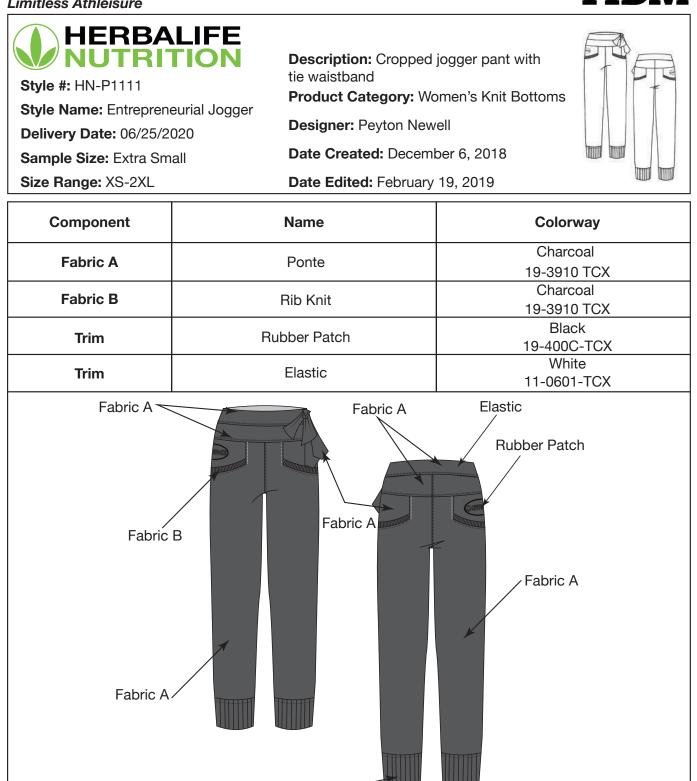
Date Edited: February 19, 2019



Details







Fabric B⁻



Style #: HN-P1111

Description: Cropped jogger pant with tie waistband

Product Category: Women's Knit Bottoms

Style Name: Entrepreneurial Jogger

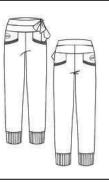
Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

Date Created: December 6, 2018

Designer: Peyton Newell



| Name | Fiber Content | Color Name Pantone # | Size/Width | UOM | QTY |
|---------------|--------------------------------------|-------------------------|------------|-------|-----|
| Ponte | 90% Polyester 5% Rayon 5% Spandex | Charcoal 19-3910 TCX | 53" | YD | 1.5 |
| Rib Knit | 95% Acrylic 5% Spandex | Charcoal 19-3910 TCX | 54" | YD | 0.5 |
| Rubber Patch | 100% PVC | Black 19-400C-TCX | 4"x3/8" | PC | 1 |
| Elastic | 100% Nylon | White 11-0601-TCX | 1.5" | IN | 25 |
| Sewing Thread | 100% Polyester | Charcoal 19-3910 TCX | T-40 | SPOOL | 1 |
| | | | | | |



| imitless Athleisure | | | |
|---------------------|----------------------|---|--|
| | 5/2020 Small | Description: Cropped jogger pant with tie waistband Product Category: Women's Knit Bottoms Designer: Peyton Newell Date Created: December 6, 2018 Date Edited: February 19, 2019 | |
| | | Artwork Placement | |
| Name | | Herbalife Nutrition Patch | |
| Color | | Black 19-400C-TCX | |
| Application | Rubber Patch Sewn On | | |
| Location | | Right Pocket | |
| | 1/2" | 1/2" HERBALIFE NUTRITION 4" | |
| | | | |



HERBALIFE

Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

Description: Cropped jogger pant with tie waistband **Product Category:** Women's Knit Bottoms

_ _ _ _

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019

6, 2018 , 2019

Prototype 1 Fit Pictures



Front

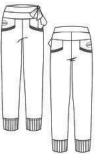




Right



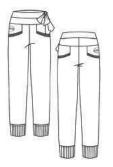






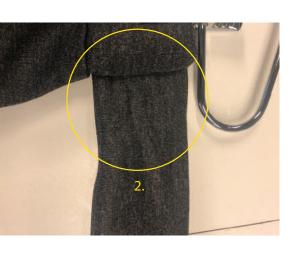
| Style #: HN-P1111 |
|------------------------------------|
| Style Name: Entrepreneurial Jogger |
| Delivery Date: 06/25/2020 |
| Sample Size: Extra Small |
| Size Range: XS-2XL |
| |

Description: Cropped jogger pant with tie waistband
Product Category: Women's Knit Bottoms
Designer: Peyton Newell
Date Created: December 6, 2018
Date Edited: February 19, 2019









Sample Notes:

- 1. Both belt ties were sewn on the same side
- 2. Should have been one on each side

Fit Notes:

A bit tight Add 1" to waistband Maybe change sample to size XS Need extra room in leg opening near cuffs at the seam

HERBALIFE

Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

Description: Cropped jogger pant with tie waistband

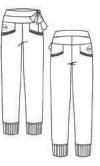
Product Category: Women's Knit Bottoms

Designer: Peyton Newell

Graded Specs

Date Created: December 6, 2018

| Nint Dottoms | |
|--------------|--|
| 2018 | |
| 19 | |
| | |

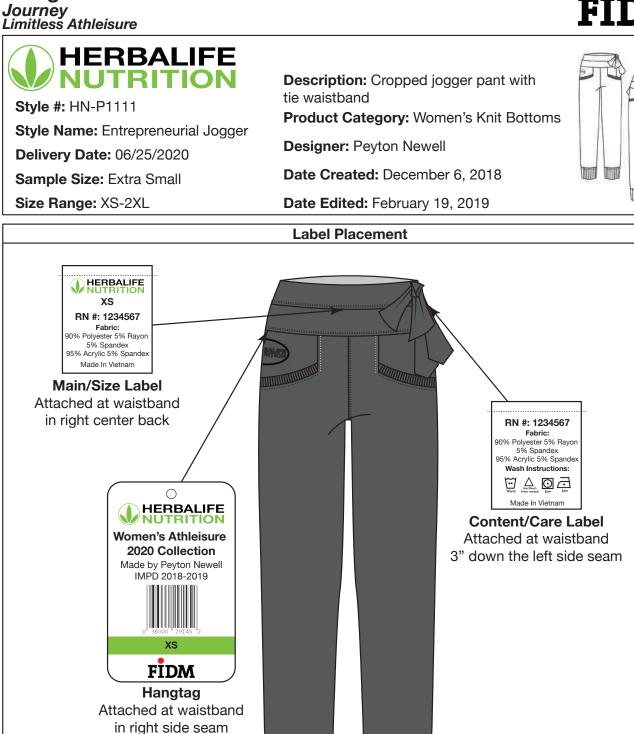


| # | Points of Measurements | +/- | XS | S | М | L | XL | 2XL |
|-----|----------------------------------|-----|--------|--------|--------|--------|--------|--------|
| 1. | Inseam | 1/2 | 23 1/2 | 24 | 24 1/2 | 25 | 25 1/2 | 26 |
| 2. | Front Rise Including Waistband | 1/2 | 11 1/2 | 12 1/4 | 13 | 13 3/4 | 14 1/2 | 15 1/4 |
| 3. | Back Rise Including Waistband | 1/2 | 12 1/2 | 13 1/4 | 14 | 14 3/4 | 15 1/2 | 16 1/4 |
| 4. | Waistband Width Relaxed | 1/8 | 14 | 15 | 16 | 17 1/2 | 19 1/2 | 21 1/2 |
| 5. | Waistband Width Extended | 1/8 | 14 1/2 | 15 1/2 | 16 1/2 | 18 | 20 | 22 |
| 6. | Waistband Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 7. | Low Hip 8" Below Waistband | 1/2 | 8 3/4 | 9 3/4 | 10 3/4 | 12 1/4 | 14 1/4 | 16 1/4 |
| 8. | Thigh Width 1" Below Crotch | 1/4 | 10 | 10 3/4 | 11 1/2 | 12 1/2 | 13 1/2 | 14 1/2 |
| 9. | Knee Width 11 1/2" Below Crotch | 1/4 | 8 | 8 3/8 | 8 3/4 | 9 1/2 | 10 1/2 | 11 1/2 |
| 10. | Leg Opening Width Relaxed | 1/8 | 4 1/2 | 4 3/4 | 5 1/2 | 5 7/8 | 6 1/8 | 6 1/2 |
| 11. | Leg Opening Width Extended | 1/8 | 5 1/2 | 6 3/4 | 6 1/2 | 6 7/8 | 7 1/8 | 7 1/2 |
| 12. | Leg Opening Cuff Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 13. | Pocket Opening Width | 1/8 | 3 1/4 | 3 1/4 | 3 1/4 | 3 1/4 | 3 1/4 | 3 1/4 |
| 14. | Pocket Opening Below Waistband | 1/8 | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 | 3 1/2 |
| 15. | Pocket Rib Height | 1/4 | 1 | 1 | 1 | 1 | 1 | 1 |
| 16. | Tie Belt Length From Seam | 1/2 | 27 1/4 | 27 1/2 | 27 3/4 | 28 | 28 1/4 | 28 1/2 |
| 17. | Tie Belt Width From Edge to Edge | 1/4 | 1 3/4 | 1 3/4 | 1 3/4 | 1 3/4 | 1 3/4 | 1 3/4 |
| 18. | Pocket Bag Length | 1/4 | 5 1/2 | 5 3/4 | 6 | 6 1/4 | 6 1/2 | 6 3/4 |
| | | | | | | | | |



Evergreen 2020







Style #: HN-P1111

Style Name: Entrepreneurial Jogger

Delivery Date: 06/25/2020

Sample Size: Extra Small

Size Range: XS-2XL

Description: Cropped jogger pant with tie waistband Product Category: Women's Knit Bottoms Designer: Peyton Newell Date Created: December 6, 2018 Date Edited: February 19, 2019



Folding & Packaging Requirements







Step 2: Fold outseam to outseam



Step 3: Fold bottom opening up to crotch seam



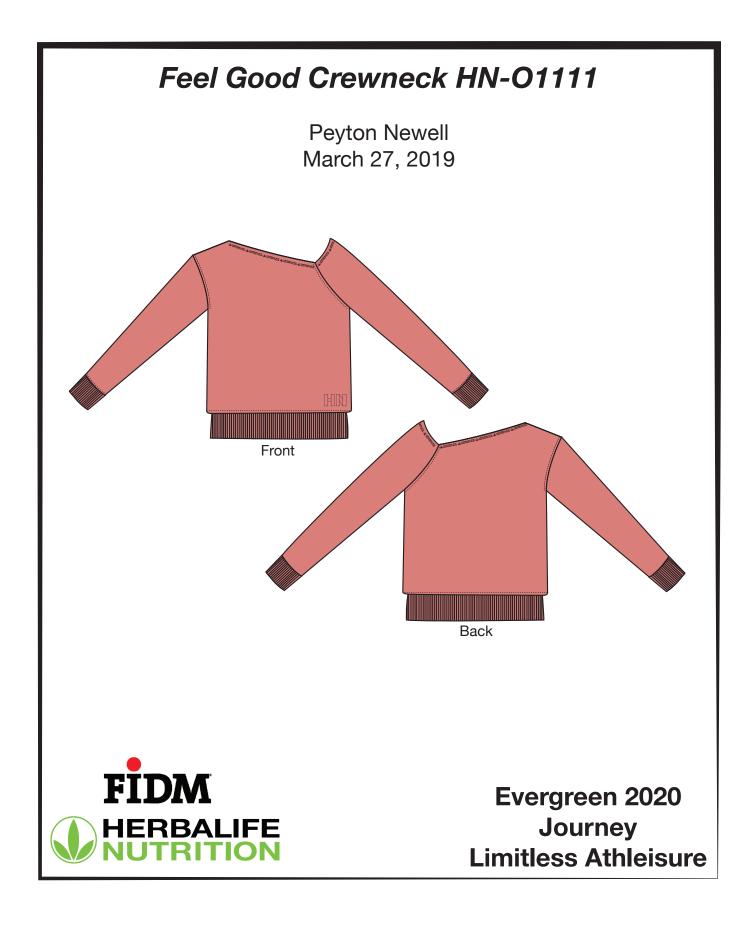
Step 4: Fold bottom opening up to waistband



Step 5: Put into poly bag front facing up & prepare for packaging









HERBALIFE

Style #: HN-01111

Style Name: Feel Good Crewneck

Delivery Date: 06/25/2020

Sample Size: Small

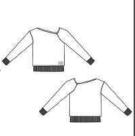
Size Range: XS-2XL

Description: Asymmetrical crewneck with drop shoulder

Product Category: Women's Sweatshirts

Designer: Peyton Newell

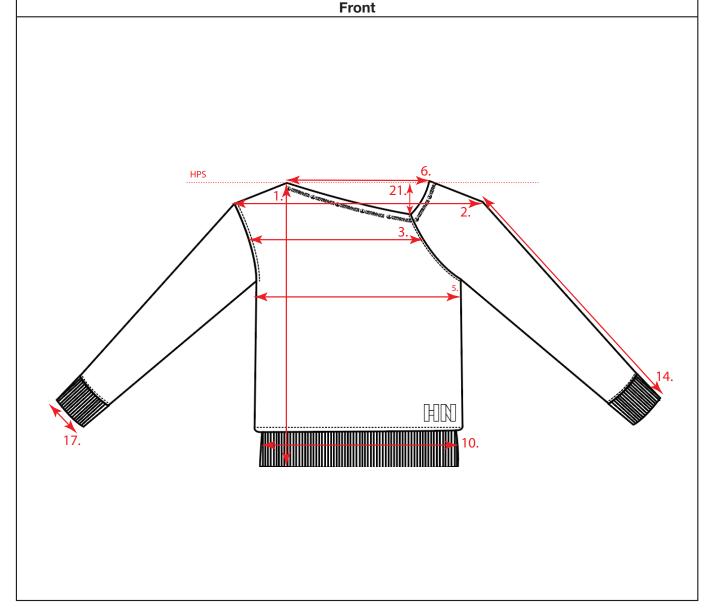
Date Created: December 6, 2018



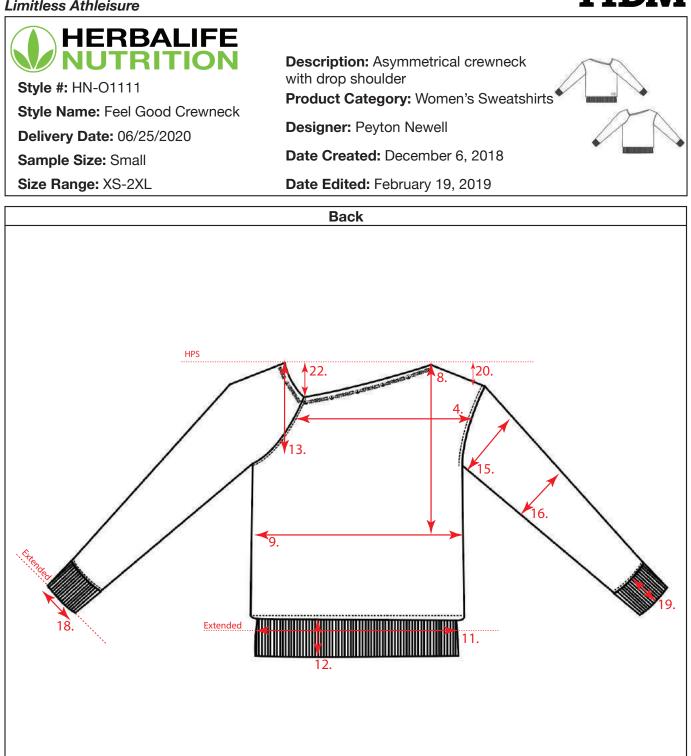
| Sample Size: | | | SMAL | L | | 1st Fit Comments |
|--------------|--|---------------|---------|--------|--------|--------------------|
| Measured In: | | INCHES (flat) | | | | |
| # | # Points of Measurements | | Request | Actual | PP | |
| 1. | Front Length From HPS | 1/2 | 23 1/2 | 24 3/4 | 24 3/4 | Keep Spec |
| 2. | Across Shoulder Width Seam to Seam | 1/4 | 21 | 19 | 19 | Keep Spec |
| 3. | Across Front Width 6" From HPS Seam to Seam | 3/8 | 12 3/4 | 14 3/4 | 14 3/4 | Keep Spec |
| 4. | Across Back Width 6" From HPS Seam to Seam | 3/8 | 12 1/4 | 14 1/4 | 14 1/4 | Keep Spec |
| 5. | Chest Width 1" Below Armhole | 3/8 | 20 | 20 | 20 | Keep Spec |
| 6. | Neck Width Edge to Edge | 1/8 | 12 | 11 1/2 | 11 1/2 | Keep Spec |
| 7. | Neck Trim Height | 1/8 | 3/4 | 3/4 | 3/4 | Keep Spec |
| 8. | Waist Placement From HPS | 1/4 | 14 1/2 | 16 | 16 | Keep Spec |
| 9. | 9. Waist Width | | 19 | 19 3/4 | 19 3/4 | Keep Spec |
| 10. | D. Bottom Opening Width Relaxed | | 16 1/2 | 18 1/4 | 18 1/4 | Keep Spec |
| 11. | . Bottom Opening Width Extended | | 18 | 20 1/2 | 20 1/2 | Keep Spec |
| 12. | Bottom Band Height | 1/8 | 2 | 2 | 2 | Keep Spec |
| 13. | Armhole Drop From Top of Armhole | e 1/2 | 9 | 10 | 8 | Revise Measurement |
| 14. | Sleeve Length From Top of Armhol | e 3/8 | 24 | 26 | 26 | Keep Spec |
| 15. | Muscle Width 1" Below Armhole | 1/4 | 6 1/2 | 6 | 6 | Keep Spec |
| 16. | Elbow Width 7" Below Armhole | 1/4 | 6 | 5 1/2 | 5 1/2 | Keep Spec |
| 17. | Sleeve Opening Width Relaxed | 1/4 | 3 3/4 | 4 | 4 | Keep Spec |
| 18. | Sleeve Opening Width Extended | 1/4 | 4 1/2 | 5 1/2 | 5 1/2 | Keep Spec |
| 19. | | 1/8 | 2 | 2 | 2 | Keep Spec |
| 20. | Shoulder Slope | 1/8 | 1 1/2 | 2 1/2 | 2 1/2 | Keep Spec |
| 21. | (Lowest Point) | 1/8 | 3 | 2 3/4 | 4 3/4 | Revise Measurement |
| 22. | Back Neck Drop HPS to Seam (Lowest Point) | 1/8 | 3 | 2 3/4 | 2 3/4 | Keep Spec |



| Style #: HN-O1111 Style Name: Feel Good Crewneck Delivery Date: 06/25/2020 Sample Size: Small Size Range: XS-2XL | Description: Asymmetrical crewneck with drop shoulder Product Category: Women's Sweatshirts Designer: Peyton Newell Date Created: December 6, 2018 Date Edited: February 19, 2019 |
|---|--|
| 1 | Frant |







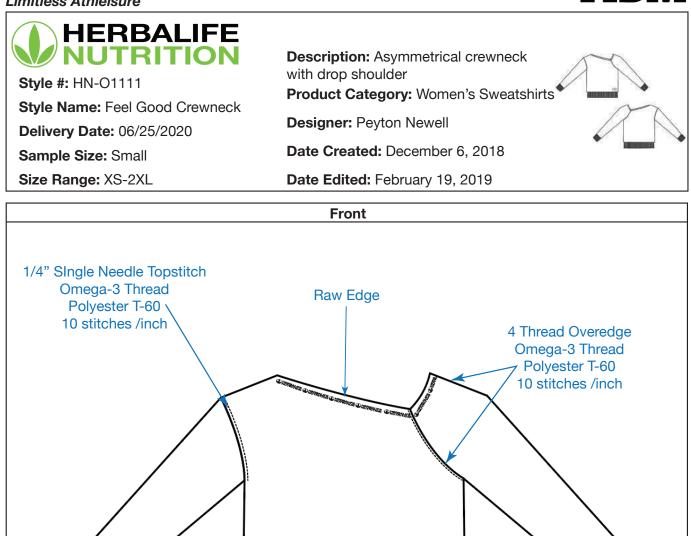


| HERBALIFE | |
|--------------------------------|---|
| | Description: Asymmetrical crewneck |
| Style #: HN-O1111 | with drop shoulder Product Category: Women's Sweatshirts |
| Style Name: Feel Good Crewneck | |
| Delivery Date: 06/25/2020 | Designer: Peyton Newell |
| Sample Size: Small | Date Created: December 6, 2018 |
| Size Range: XS-2XL | Date Edited: February 19, 2019 |

Details



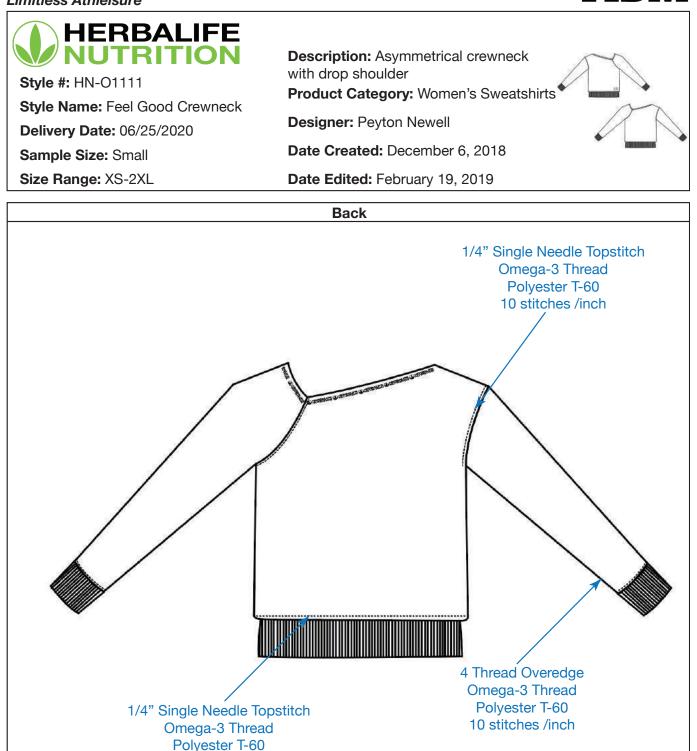




1/4" Single Needle Topstitch Omega-3 Thread Polyester T-60 10 stitches /inch 4 Thread Överedge Omega-3 Thread Polyester T-60 10 stitches /inch

HIN



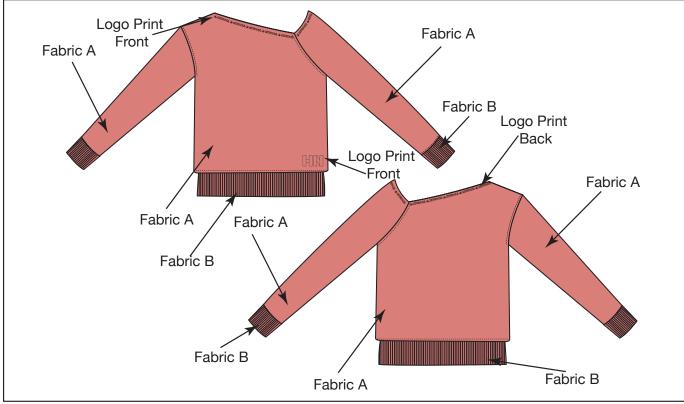


10 stitches /inch



| | Description: Asymmetrical crewneck |
|--------------------------------|---|
| Style #: HN-O1111 | with drop shoulder Product Category: Women's Sweatshirts |
| Style Name: Feel Good Crewneck | 1 |
| Delivery Date: 06/25/2020 | Designer: Peyton Newell |
| Sample Size: Small | Date Created: December 6, 2018 |
| Size Range: XS-2XL | Date Edited: February 19, 2019 |

| Component | Name | Colorway |
|--------------|--------------------------|----------------------------|
| Fabric A | Sweatshirt Fleece | Omega- 3 PQ-16-1624 TCX |
| Fabric B | 2x2 Rib Knit | Omega- 3 PQ-16-1624 TCX |
| Screen Print | Herbalife Nutrition Logo | Black 19-400C-TCX |
| Screen Print | 4 Pillars Logo | Black 19-400C-TCX |





Style Name: Feel Good Crewneck

Style #: HN-01111

Description: Asymmetrical crewneck with drop shoulder

Product Category: Women's Sweatshirts

Designer: Peyton Newell

Date Created: December 6, 2018

Size Range: XS-2XL

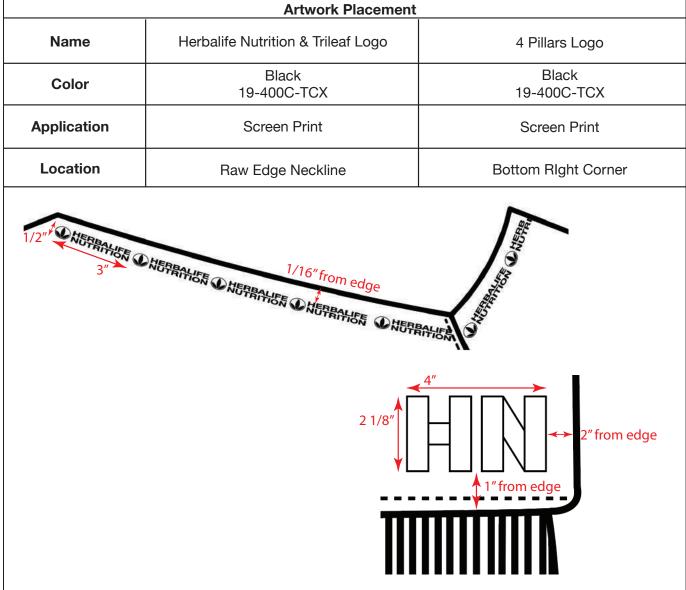
Sample Size: Small

Delivery Date: 06/25/2020

| Name | Fiber Content | Color Name Pantone # | Size/Width | UOM | QTY |
|----------------------|------------------------|----------------------------|-------------|--------|-----|
| Sweatshirt Fleece | 100% Cotton | Omega- 3 PQ-16-1624 TCX | 64" | YD | 2 |
| 2x2 Rib Knit | 95% Acrylic 5% Spandex | Omega- 3 PQ-16-1624 TCX | 54" | YD | 0.5 |
| Sewing Thread | 100% Polyester | Omega-3 PQ-16-1624 TCX | T-40 | SPOOL | 1 |
| Application | Screen Print | Black 19-400C-TCX | 3" x 1/2" | Inches | 1 |
| Application | Screen Print | Black 19-400C-TCX | 4" x 2 1/8" | Inches | 1 |
| | | | | | |



| | Artwork Placement |
|--------------------------------|---|
| | |
| Size Range: XS-2XL | Date Edited: February 19, 2019 |
| Sample Size: Small | Date Created: December 6, 2018 |
| Delivery Date: 06/25/2020 | |
| Style Name: Feel Good Crewneck | Designer: Peyton Newell |
| | Product Category: Women's Sweatshirts 🔪 📟 |
| Style #: HN-01111 | with drop shoulder |
| | Description: Asymmetrical crewneck |
| | |





HERBALIFE

Style #: HN-01111

Style Name: Feel Good Crewneck

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Asymmetrical crewneck with drop shoulder Product Category: Women's Sweatshirts **Designer:** Peyton Newell Date Created: December 6, 2018

Date Edited: February 19, 2019

Prototype 1 Fit Pictures



Front









HERBALIFE

Style #: HN-O1111

Style Name: Feel Good Crewneck

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Asymmetrical crewneck with drop shoulder

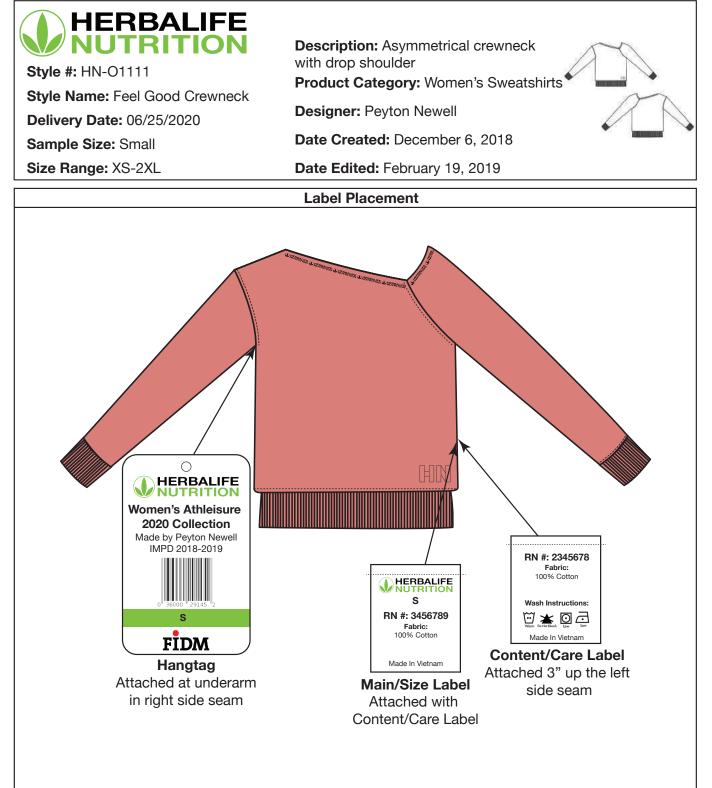
Product Category: Women's Sweatshirts

Designer: Peyton Newell

Date Created: December 6, 2018

| Graded Specs | | | | | | | | |
|--------------|--|-----|--------|--------|--------|--------|--------|--------|
| # | Points of Measurements | +/- | XS | S | м | L | XL | 2XL |
| 1. | Front Length From HPS | 1/2 | 24 1/2 | 24 3/4 | 25 | 25 1/4 | 25 1/2 | 25 3/4 |
| 2. | Across Shoulder Width Seam to Seam | 1/4 | 18 1/2 | 19 | 19 1/2 | 20 1/4 | 21 1/4 | 22 1/2 |
| 3. | Across Front Width 6" From HPS Seam to Seam | 3/8 | 14 1/4 | 14 3/4 | 15 1/4 | 16 | 17 | 18 |
| 4. | Across Back Width 6" From HPS Seam to Seam | 3/8 | 13 3/4 | 14 1/4 | 14 3/4 | 15 1/2 | 16 1/2 | 17 1/2 |
| 5. | Chest Width 1" Below Armhole | 3/8 | 19 | 20 | 21 | 22 1/2 | 24 1/2 | 26 1/2 |
| 6. | Neck Width Edge to Edge | 1/8 | 11 1/8 | 11 1/2 | 11 7/8 | 12 1/4 | 12 3/4 | 13 1/4 |
| 7. | Neck Trim Height | 1/8 | 3/4 | 3/4 | 3/4 | 3/4 | 3/4 | 3/4 |
| 8. | Waist Placement From HPS | 1/4 | 15 3/4 | 16 | 16 1/4 | 16 1/2 | 16 3/4 | 17 |
| 9. | Waist Width | 1/4 | 18 3/4 | 19 3/4 | 20 3/4 | 22 1/4 | 24 1/4 | 26 1/4 |
| 10. | Bottom Opening Width Relaxed | 1/2 | 17 1/4 | 18 1/4 | 19 1/4 | 20 3/4 | 22 3/4 | 24 3/4 |
| 11. | Bottom Opening Width Extended | 1/2 | 19 1/2 | 20 1/2 | 21 1/2 | 23 | 25 | 27 |
| 12. | Bottom Band Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 13. | Armhole Drop From Top of Armhole | 1/2 | 7 1/2 | 8 | 8 1/2 | 9 1/4 | 10 1/4 | 11 1/4 |
| 14. | Sleeve Length From Top of Armhole | 3/8 | 25 3/4 | 26 | 26 1/4 | 26 1/2 | 27 | 27 1/2 |
| 15. | Muscle Width 1" Below Armhole | 1/4 | 5 3/4 | 6 | 6 1/4 | 6 5/8 | 7 3/8 | 8 1/8 |
| 16. | Elbow Width 7" Below Armhole | 1/4 | 5 1/4 | 5 1/2 | 5 3/4 | 6 1/4 | 7 | 7 3/4 |
| 17. | Sleeve Opening Width Relaxed | 1/4 | 3 3/4 | 4 | 4 1/4 | 4 1/2 | 5 | 5 1/2 |
| 18. | Sleeve Opening Width Extended | 1/4 | 5 1/4 | 5 1/2 | 5 3/4 | 6 | 6 1/2 | 7 |
| 19. | Cuff Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 20. | Shoulder Slope | 1/8 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 |
| 21. | Front Neck Drop HPS to Seam (Lowest Point) | 1/8 | 4 1/2 | 4 3/4 | 5 | 5 1/4 | 5 1/2 | 5 3/4 |
| 22. | Back Neck Drop HPS to Seam (Lowest Point) | 1/8 | 2 1/2 | 2 3/4 | 3 | 3 1/4 | 3 1/2 | 3 3/4 |
| | | | | | | | | |







HERBALIFE NUTRITION Style #: HN-01111

Style Name: Feel Good Crewneck

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Asymmetrical crewneck with drop shoulder Product Category: Women's Sweatshirts Designer: Peyton Newell Date Created: December 6, 2018 Date Edited: February 19, 2019

Folding & Packaging Requirements







Step 1: Lay flat front facing down Step 2: Fold right side 3" toward center Fold sleeve at elbow aligned to side at fold

Step 3: Do step 2 for the left side

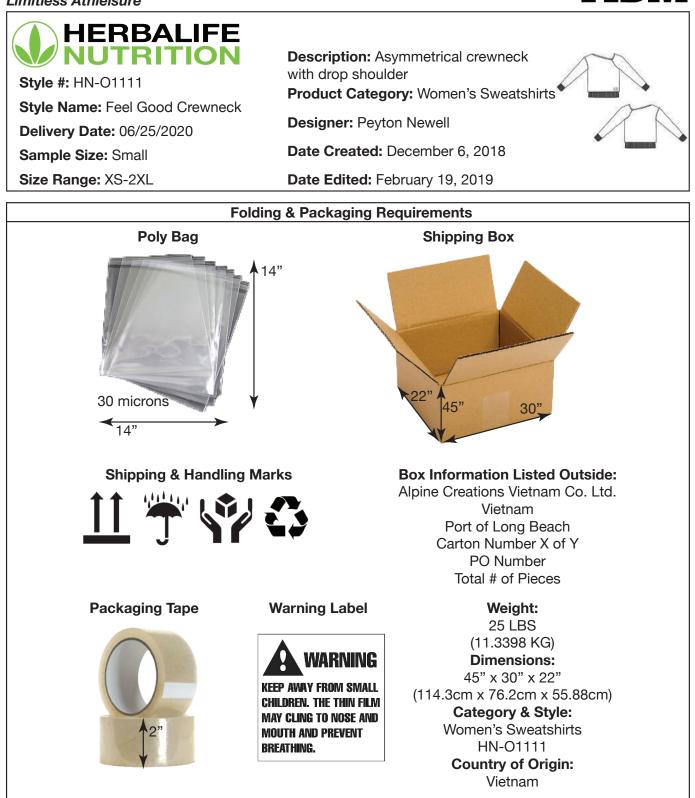


Step 4: Fold bottom opening up to neckline



Step 5: Put into poly bag front facing up & prepare for packaging









Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size:

Measured In:

1. Front Length From HPS

14. Sleeve Opening Width

17. Neck Width Seam to Seam

18. Front Neck Drop HPS to Seam

19. Back Neck Drop HPS to Seam

23. Back Yoke Placement From HPS

15. Cuff Height

16. Shoulder Slope

20. Collar Stand Height

24. Side Panel Width

21. Pocket Height at Side 22. Pocket Width at Top

Points of Measurements

Sample Size: Small

Size Range: XS-2XL

#

2.

3.

4.

8. |

Description: Bomber jacket with diagonal zipper and pocket Product Category: Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019

SMALL **INCHES** (flat) PP +/- Request Actual 1/2 23 1/4 23 23 1/4

Across Shoulder Width Seam to 17 1/2 17 1/2 17 1/4 Keep Spec 1/4 Seam 15 1/4 Across Front Width 6" From HPS 3/8 15 1/4 15 1/4 Keep Spec Seam to Seam Across Back Width 6" From HPS 3/8 16 16 15 3/4 Keep Spec Seam to Seam 5. Chest Width 1" Below Armhole 18 1/2 Keep Spec 3/8 20 18 1/2 6. Waist Placement From HPS 1/4 15 1/2 16 16 Keep Spec 7. Waist Width 1/4 19 18 1/4 18 1/4 Keep Spec **Bottom Opening Width** 1/2 17 1/2 17 1/2 Keep Spec 17 1/2 1/8 2 Keep Spec 9. Bottom Opening Hem Height 2 2 10. Armhole Drop From HPS 11 1/2 11 11 Keep Spec 3/8 23 1/2 23 1/4 Keep Spec 11. Sleeve Length From Top of Armhole 23 1/4 12. Muscle Width 1" Below Armhole 1/4 7 1/2 8 7 1/2 Keep Spec 13. Elbow Width 7" Below Armhole 6 1/4 1/4 6 1/4 Keep Spec 6 1/2

4 1/2

2

2

7 1/4

2 1/2

1 1/4

 $1 \frac{1}{2}$

5 1/2

5 1/2

11

2

4 1/2

2

2 1/2

8 1/2

2

3

1 1/2

5 1/2

5 1/2

10 3/4

2

1/4

1/8

1/8

1/8

1/8

1/8

1/8

1/4

1/4

1/4

1/4

4 1/2

2

2 1/2

8 1/2

2

3

1 1/2

5 1/2

5 1/2

10 3/4

2



1st Fit Comments

Keep Spec







Delivery Date: 06/25/2020

Sample Size: Small

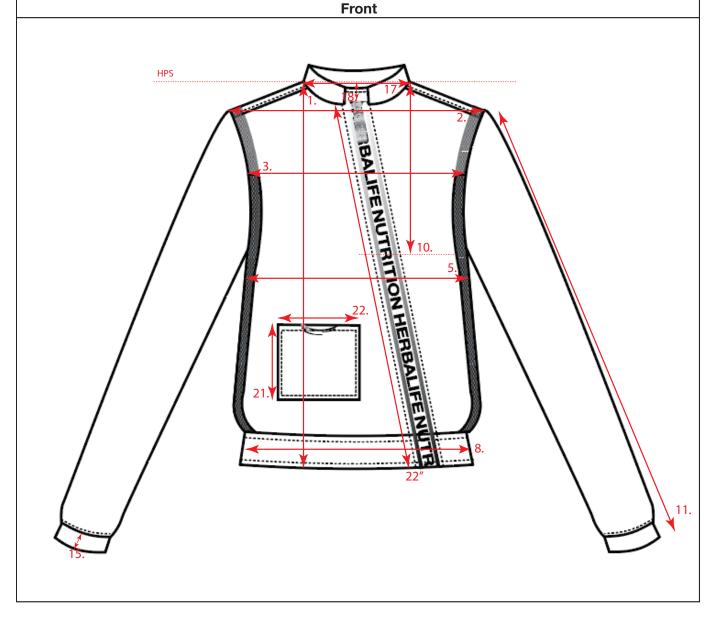
Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

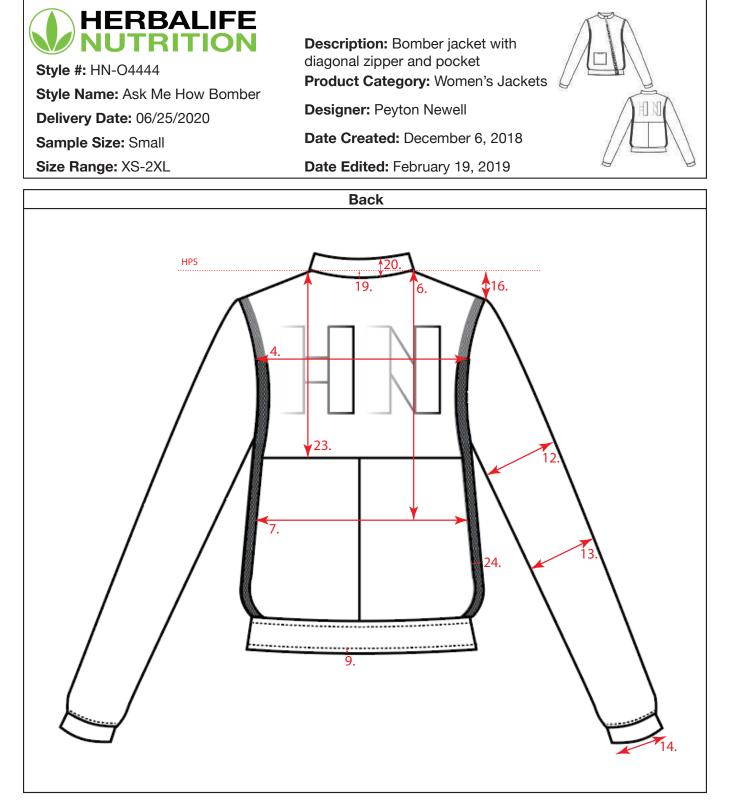
Designer: Peyton Newell

Date Created: December 6, 2018











HERBALIFE

Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

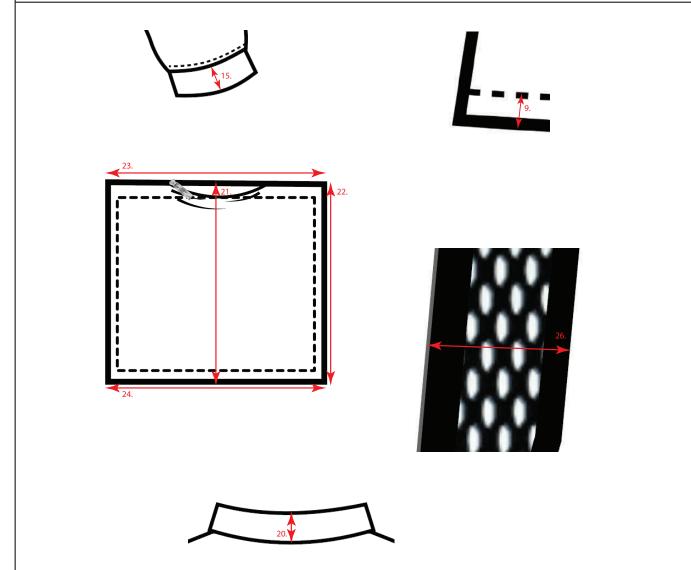
Designer: Peyton Newell

Date Created: December 6, 2018

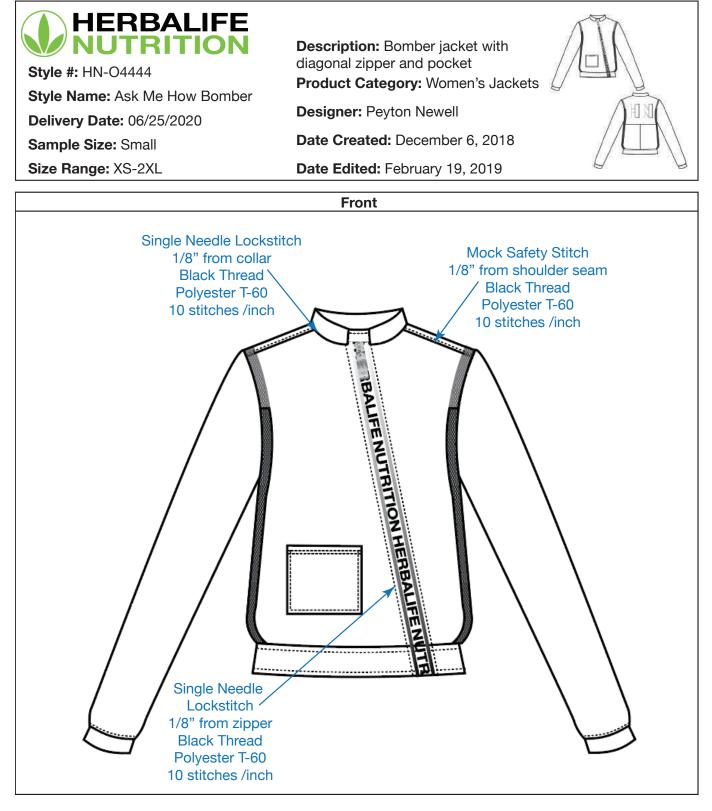
Date Edited: February 19, 2019



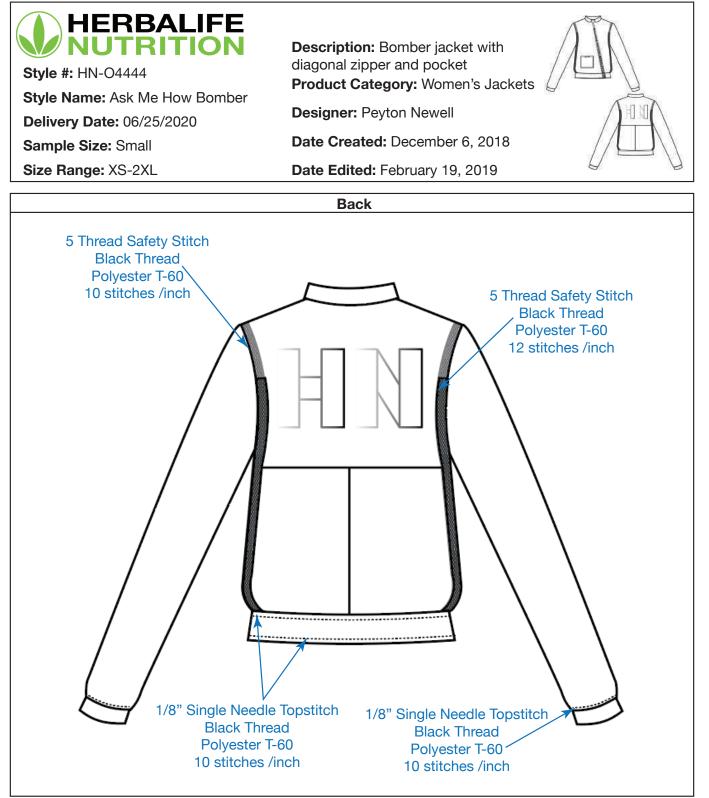
Details



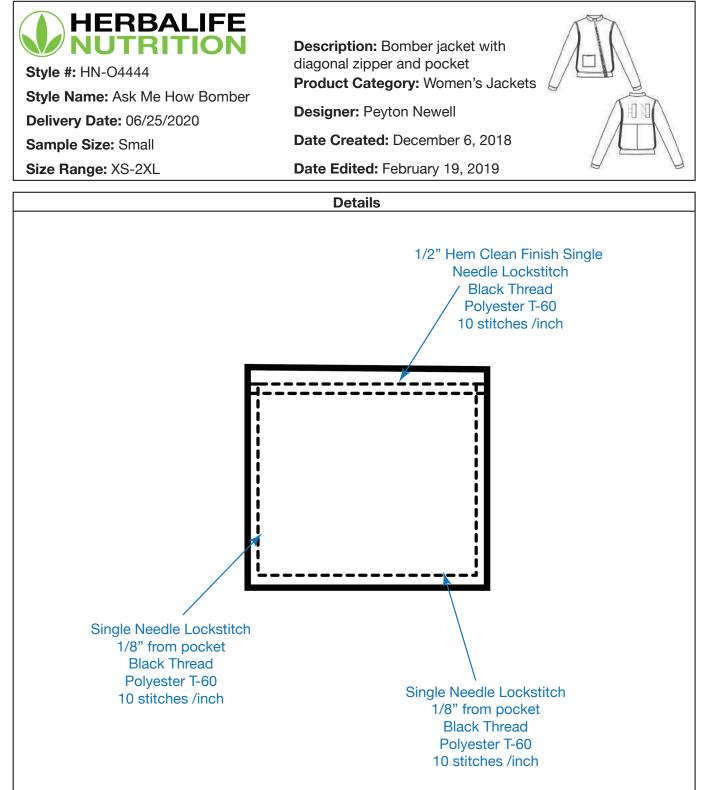














HERBALIFE

Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size: Small

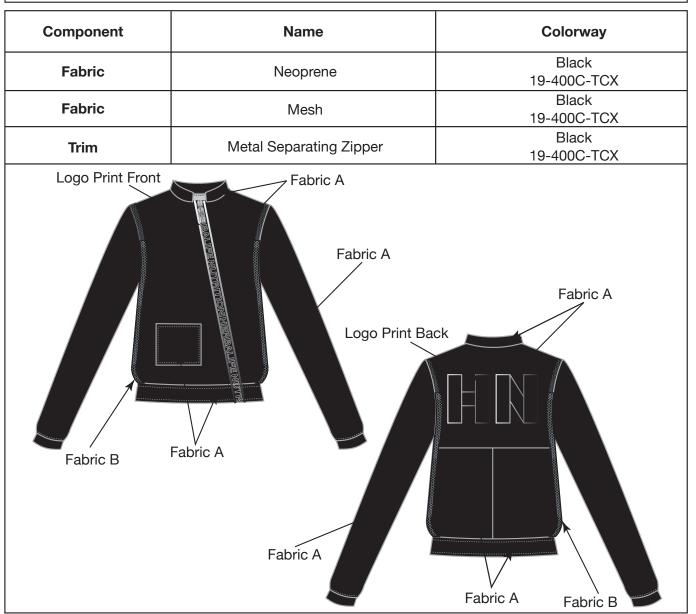
Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018







| HERBALIFE | |
|------------------------|--|
| HERBALIFE NUTRITION | |

Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018



| Name | Fiber Content | Color Name Pantone # | Size/Width | UOM | QTY |
|---------------|------------------------------|-------------------------|-------------|--------|------|
| Neoprene | 86% Polyester 14% Spandex | Black 19-400C-TCX | 59" | YD | 2 |
| Mesh | 80% Nylon 20% Spandex | Black 19-400C-TCX | 58" | YD | 0.25 |
| Metal Zipper | 100% Nylon | Black 19-400C-TCX | 22" | PC | 1 |
| Sewing Thread | 100% Polyester | Black 19-400C-TCX | T-60 | SPOOL | 1 |
| Application | Heat Transfer | Reflective | 0.5" x 3" | Inches | 1 |
| Application | Heat Transfer | Reflective | 9 1/4" x 5" | Inches | 1 |
| | | | | | |



Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

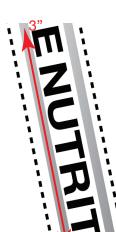
Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

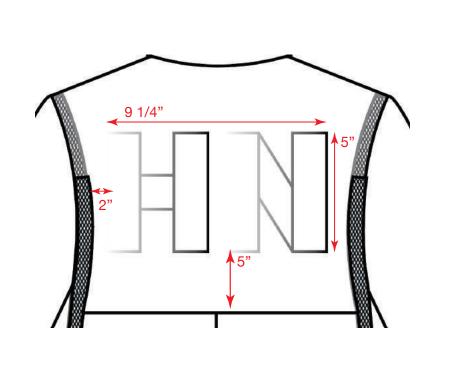
Designer: Peyton Newell

Date Created: December 6, 2018



| | Artwork Placement | | | | | | | | | | | |
|-----------------------------|--------------------------|--------------------------|--|--|--|--|--|--|--|--|--|--|
| Name | Herbalife Nutrition Logo | 4 Pillars Logo | | | | | | | | | | |
| Color Reflective Reflective | | | | | | | | | | | | |
| Application | Heat Transfer | Heat Transfer | | | | | | | | | | |
| Location | Center of Zipper | Center of Top Back Panel | | | | | | | | | | |







HERBALIFE Style #: HN-O4444 Style Name: Ask Me How Bomber Delivery Date: 06/25/2020 Sample Size: Small Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018

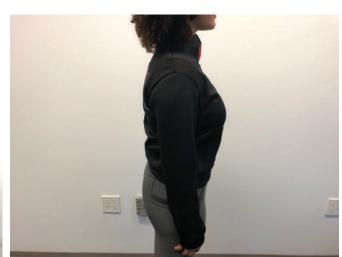
Date Edited: February 19, 2019



Prototype 1 Fit Pictures



Front



Right





| HERBALIFE |
|-------------------------------|
| Style #: HN-O4444 |
| Style Name: Ask Me How Bomber |

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

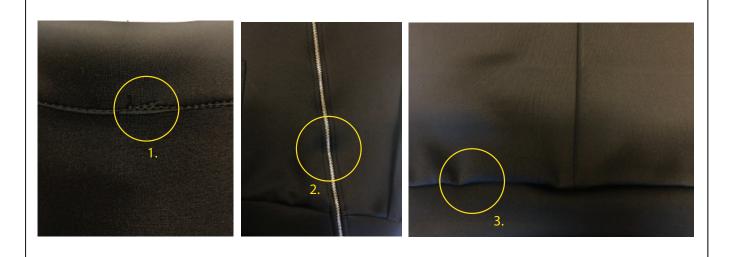
Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019

Comments



| Sample Notes: | Fit Notes: |
|--|----------------|
| Bad stitching on back of collar Zipper doesn't lay flat Awkward puckering on bottom band | Fits very well |





Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

Sample Size: Small

Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018



| | | | Graded S | pecs | | | | |
|-----|---|-----|----------|--------|--------|--------|--------|--------|
| # | Points of Measurements | +/- | XS | S | М | L | XL | 2XL |
| 1. | Front Length From HPS | 1/2 | 22 3/4 | 23 1/4 | 23 3/4 | 24 1/4 | 24 3/4 | 25 1/4 |
| 2. | Across Shoulder Width Seam to | 1/4 | 17 | 17 1/2 | 18 | 18 3/4 | 19 3/4 | 20 1/2 |
| | Seam | | | | | | | |
| 3. | Across Front Width 6" From HPS | 3/8 | 14 3/4 | 15 1/4 | 15 3/4 | 16 1/2 | 17 1/2 | 18 1/4 |
| 4. | Seam to Seam Across Back Width 6" From HPS | 3/8 | 15 1/2 | 16 | 16 1/2 | 17 1/4 | 18 1/4 | 19 1/4 |
| | Seam to Seam | 5/0 | 13 1/2 | 10 | 10 1/2 | 17 174 | 101/4 | 13 1/4 |
| 5. | Chest Width 1" Below Armhole | 3/8 | 17 1/2 | 18 1/2 | 19 1/2 | 21 | 23 | 25 |
| 6. | Waist Placement From HPS | 1/4 | 15 3/4 | 16 | 16 1/4 | 16 1/2 | 16 3/4 | 17 |
| 7. | Waist Width | 1/4 | 17 1/4 | 18 1/4 | 19 1/4 | 19 3/4 | 21 3/4 | 23 3/4 |
| 8. | Bottom Opening Width | 1/2 | 16 1/2 | 17 1/2 | 18 1/2 | 19 | 21 | 23 |
| 9. | Bottom Opening Hem Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 10. | Armhole Drop From HPS | 1/2 | 10 1/2 | 11 | 11 1/2 | 12 | 12 1/2 | 12 3/4 |
| 11. | Sleeve Length From Top of Armhole | 3/8 | 23 | 23 1/4 | 23 1/2 | 23 3/4 | 24 1/4 | 24 3/4 |
| 12. | Muscle Width 1" Below Armhole | 1/4 | 7 1/4 | 7 1/2 | 7 3/4 | 7 7/8 | 8 3/8 | 8 3/4 |
| 13. | Elbow Width 7" Below Armhole | 1/4 | 6 | 6 1/4 | 6 1/2 | 6 3/4 | 7 1/2 | 8 1/4 |
| 14. | Sleeve Opening Width | 1/4 | 4 1/4 | 4 1/2 | 4 3/4 | 5 | 5 1/2 | 6 |
| 15. | Cuff Height | 1/8 | 2 | 2 | 2 | 2 | 2 | 2 |
| 16. | Shoulder Slope | 1/8 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 | 2 1/2 |
| 17. | Neck Width Seam to Seam | 1/8 | 8 1/8 | 8 1/2 | 8 5/8 | 9 | 9 1/2 | 10 |
| 18. | Front Neck Drop HPS to Seam | 1/8 | 1 3/4 | 2 | 2 1/4 | 2 1/2 | 2 3/4 | 3 |
| 19. | Back Neck Drop HPS to Seam | 1/8 | 2 3/4 | 3 | 3 1/4 | 3 1/2 | 3 3/4 | 4 |
| 20. | Collar Stand Height | 1/8 | 1 1/2 | 1 1/2 | 1 1/2 | 1 1/2 | 1 1/2 | 1 1/2 |
| 21. | Pocket Height at Side | 1/4 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 |
| 22. | Pocket Width at Top | 1/4 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 | 5 1/2 |
| 23. | Back Yoke Placement From HPS | 1/4 | 10 1/2 | 10 3/4 | 11 | 11 1/4 | 11 1/2 | 11 3/4 |
| 24. | Side Panel Width | 1/4 | 2 | 2 | 2 | 2 | 2 | 2 |
| | | | | | | | | |
| | | | | | | | | |







Style #: HN-O4444

Style Name: Ask Me How Bomber

Delivery Date: 06/25/2020

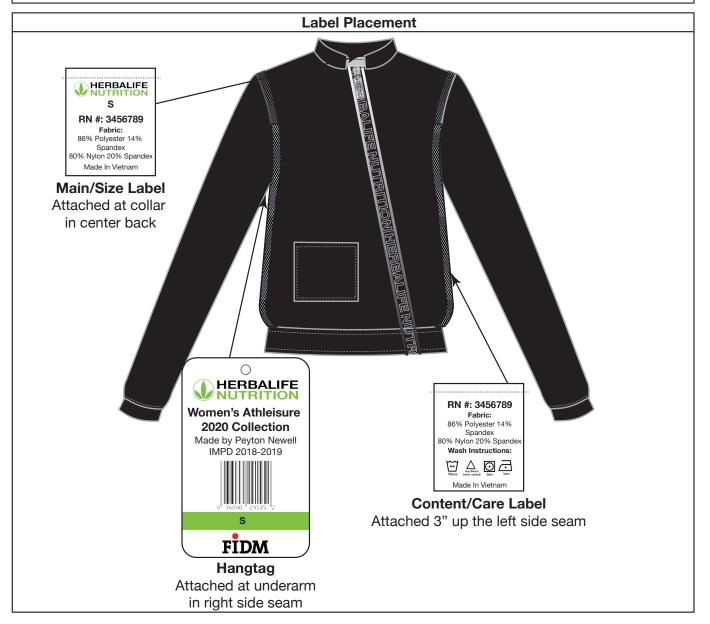
Sample Size: Small

Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018





HERBALIFE Style #: HN-O4444 Style Name: Ask Me How Bomber Delivery Date: 06/25/2020 Sample Size: Small Size Range: XS-2XL

Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019

Folding & Packaging Requirements

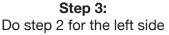






Step 1: Lay flat front facing down

Step 2: Fold right side 3" toward center Fold sleeve at elbow aligned to side at fold



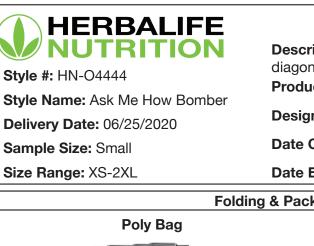


Step 4: Fold bottom opening up to neckline



Step 5: Put into poly bag front facing up & prepare for packaging





Description: Bomber jacket with diagonal zipper and pocket **Product Category:** Women's Jackets

Designer: Peyton Newell

Date Created: December 6, 2018

Date Edited: February 19, 2019



Folding & Packaging Requirements

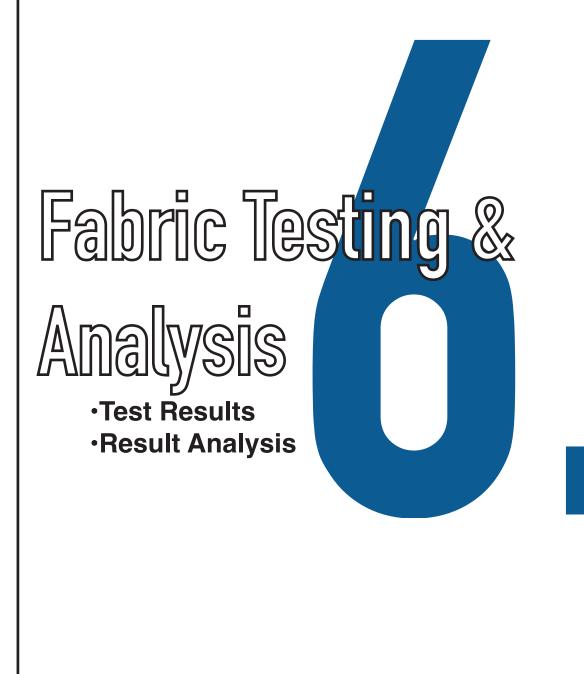




Merchandising & Production Calendar

Complete Calendar

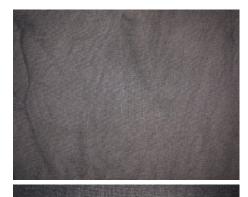
| | | Ju | ne 2 | 019 | | | | | | | | | | | | Aug | | 2019 |) | |
|-----------------------------|-----------|----------|----------|---------|-----|--------------------|------------|-----------------------|------------|------------|--|----------|----------------|----------|--|--|-----------------|--|---------------|---------------|
| S | Μ | | W | | F | S 1 | S | M 1 | 2 | W 3 | 4 | F5 | <u>S</u> | S | _M_ | T | W | $\begin{bmatrix} T \\ T \end{bmatrix}$ | $\frac{F}{2}$ | $\frac{S}{3}$ |
| 2 | 3 | 4 | 5 | 6 | 7 | 8 | 7 | 8 | 9 | 10 | 4 | 12 | 13 | 4 | 5 | 6 | 7 | 8 | 9 | 10 |
| 2 | 10 | 4 | 12 | 13 | 14 | 15 | 14 | 15 | 16 | 17 | 18 | 12 | 20 | 11 | 12 | 13 | 14 | 15 | 9 16 | 17 |
| 16 | 17 | 18 | 19 | 20 | 21 | 22 | (21) | 22 | 23 | 24) | 25 | 26 | 27) | 18 | 19 | 20 | 21 | 22 | 23 | 24 |
| 23 | 24 | 25 | 26 | 27 | 28 | 29 | 28 | (29) | 30 | (31) | | | | 25 | 26 | 27) | 28 | 29 | (30) | (31) |
| 30 | | | | | | | | | | | | | | | | | | | | |
| | S | epte | mbe | er 20 | 19 | | | | Octo | ber | 2019 | 9 | | | N | ove | mbe | r 20 [.] | 19 | |
| S | Μ | .т. | W | _T_ | F | S | S | М | T | W | T | F | S | S | M | Т | W | T | E | S |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | | -7 | (1) | (2) | (3) | (4) | (5) | | | | \bigcirc | | (1) | (2) |
| <mark>8</mark> 15 | 9 16 | 10 17 | 11 18 | 12 | 13 | 14 21 | 6 13 | 7 | 8 15 | 9 16 | 10 | 11 18 | 12 19 | (3) | (4) | (5) 12 | (6) 13 | (7) 14 | (8) | (9) |
| 15 | 23 | 24 | 25 | 19 | 20 | 21 | 20 | <mark>14</mark> 21 | 22 | 23 | 24 | 25 | 26 | (17) | 11 (18) | 12 | 20 | 21 | 15 | 16 |
| 29 | 30 | | 29 | 20 | | 20 | 27 | 28 | 22 | 30 | 31 | 23 | 20 | (1) | (25) | 26 | 27) | 28 | 29 | 30 |
| | 00 | | | | | $\left - \right $ | <u>-</u> ' | | | | | | | | | | | | | |
| December 2019 January 2020 | | | | | | | | | | | | | | | | | | | | |
| S | Μ | Т | W | _T_ | E_ | S | S | M | T | W | | F | S | S | M | T | W | | F | S |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | | | | \sim | | | | | | | | | | 1 |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 | (5) | (6) | \bigcirc | (8) | (g) | (10) | | 2 | 3 | 4 | 5 | 6 | | 8 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 | 12 | 13 | 14 | 15 22 | 16 | 17 | 18 | 9 | 10 | 11 | 12 | 13 | 14 | 15 |
| | | | | Ø | V | | 19 | 20 | 21 | | 23 | 24 | 25 | 16 23 | 17 24 | 18 25 | 19 26 | 20 27 | 21 28 | 22 29 |
| S | 30 | 9 | | | | | 26 | 27 | 28 | -29 | 30 | 31 | | 23 | 24 | 20 | 20 | 21 | 20 | 29 |
| | | Mo | rch 2 | 020 | | | | | <u> </u> | | | | | | | | | | | |
| S | М | | Cn 2 | <u></u> | F_ | S | | | | | | | LIST I | Per D | epa | | | τινιτι | ES: | |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | | | | 1st 1st | Fabric Trim A | Approva | oval al | | | Trend Desig | Shopp n & Sk | oing etching | 3 | |
| 8 | 9 | 10 | 11 | 12 | 13 | 14 | | | | Str | ike-off | , | .ab Dip, | | | Initial | Desigr | me Pre 1 Meeti | ng | ion |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 | | | | 2n | d Fabri | c Appr | | S | | Desig | n Hand | Meetii d-off to | | ical |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 | | | | 2no | d Knit I ike-off | | Lab Dip |), | | | vaganz | a New a Paris | | is |
| 29 | <u>30</u> | X | | | | | | | | 3rc 3rc | l Fabrio I Trim A | Approv | al | | | Tend | Shopp | ing | | |
| | | | | | | | | | | Str | ike-off | | ab Dip | | | | | GN AC ack Ci | | ES: |
| Pro | duct | ion | Key: | | (|) s | ample | e & Fi | it | Ap | proval | | nade Ba val | uu | | | | | | ES: |
| | De | sign | Dept | | | P | roduc | tion | | PR | Bulk Trim Approval PRODUCTION: Production | | | | | SAMPLE & FIT ACTIVITIES: 1st Prototype Arrives Initial Sample Review 1st Prototype Fitting Sessions | | | | |
| | Тес | ch De | esign | Dept | t. | TI | ransit | | | Sh | TRANSIT: Ships from Vendor via Boat Product Arrives at Distribution | | | | 2nd prototype 3rd prototype Pre-production Sample Top of Production Arrives | | | | | |
| | Sa | mple | & Fit | I | 7 | P | roduc | t Lau | inch | Ce | nter | | | | | DEVE | | | | |
| | De | velop | omen | t Dep | ot. | Н | oliday | /S | | Tha | anksgiv ristmas | /ing | / Years ar | | | LAUN | | 0 | | |



Fabric Performance Testing

| Fiber/Fabric Confirmation: | Purpose: | Apparatus Used: | | | |
|-----------------------------------|--|--|--|--|--|
| Mass (Weight) | To determine the weight of textile fabric | Balance, forceps, weighing paper | | | |
| Appearance & Care: | Purpose: | Apparatus Used: | | | |
| Colorfastness to Bleach | To determine the colorfastness when exposed to bleach types | Petri dishes, chlorine bleach, non-chlorine bleach | | | |
| Colorfastness to Light | To determine the colorfastness to sunlight exposure | Suntest CPS Xenon Arc Tester, AATCC color change, Macbeth light | | | |
| Colorfastness to Crocking | To determine the degree of color transferred by rubbing | Crock meter, crocking squares, AATCC stain & color change, Macbeth light | | | |
| Colorfastness to Perspiration | To determine the fastness of colored textiles to the effects of perspiration | Acid perspiration solution, crocking squares, multifiber strips, AATCC stain & color change, Macbeth light | | | |
| Dimensional Stability (Quickwash) | To determine the dimensional changes subjected to laundering & drying | Quickwash, template, marking pen, quickwash ruler | | | |
| Durability: | Purpose: | Apparatus Used: | | | |
| Abrasion Resistance | To determine the abrasion resistance of textile fabrics | Martindale abrasion tester, foam backing, sample cutter, AATCC color change, balance, Macbeth light | | | |
| Bursting Strength | To determine the bursting strength of knit fabrics | Universal tester | | | |
| Safety: | Purpose: | Apparatus Used: | | | |
| Flammability | To evaluate the flammmability of textile fabrics as they reach the consumer | AFC Auto 45 Degree Flame Chamber | | | |

Fabric Tested





Ponte

Construction: Knit Fiber Content: 90% Polyester 5% Rayon 5% Spandex Weight: 8.73 oz/sq yd Coloration: Piece dyed Garment: Entrepreneurial Jogger (HN-P1111)



Neoprene Construction: Knit Fiber Content: 86% Polyester 14% Spandex Weight: 8.32 oz/sq yd Coloration: Piece dyed Garment: Ask Me How Bomber (HN-O4444)

Swear Construct Fiber Co Weight: (Coloration

Sweatshirt Fleece

Construction: Knit Fiber Content: 100% Cotton Weight: 6.78 oz/sq yd Coloration: Piece dyed Garment: Feel Good Crewneck (HN-O1111)

Test #5: Mass

Results:

 Mesh: 0.88 (45.72) / 20 = 2.01oz/sq yd Light weight
 Ponte: 3.82 (45.72) / 20 = 8.73 oz/sq yd Heavy weight
 Neoprene: 3.64 (45.72) / 20 = 8.32 oz/sq yd Heavy weight
 Sweatshirt Fleece: 2.96 (45.72) / 20 = 6.78 oz/sq yd Medium weight

PASSED

All fabrics are used for the appropriate garments based on their weight

Test #6: Colorfastness to Bleach

Results:

Chlorine Bleach: Mesh: Colorfast to chlorine bleach Ponte: Colorfast to chlorine bleach Neoprene: Colorfast to chlorine bleach Sweatshirt Fleece: Not colorfast to chlorine bleach Non-Chlorine Bleach: Mesh: Colorfast to non-chlorine bleach Ponte: Colorfast to non-chlorine bleach Neoprene: Colorfast to non-chlorine bleach Sweatshirt Fleece: Colorfast to non-chlorine bleach

FAILED

Do not bleach Omega-3 Sweatshirt Fleece. Use Non-Chlorine Bleach when needed.

Test #7: Colorfastness to Light

Results: Mesh: Scale 5 Ponte: Scale 4 Neoprene: Scale 4-5 Sweatshirt Fleece: Scale 1-2 **FAILED**

Omega-3 Sweatshirt Fleece is not colorfast to light.

Test #8: Colorfastness to Crocking

Results:

Staining Class: Mesh: Dry- Scale 5 Wet- Scale 5 Ponte: Dry- Scale 5 Wet- Scale 5 Neoprene: Dry- Scale 4 Wet- Scale 3-4 Sweatshirt Fleece: Dry- Scale 5 Wet- Scale 5 Color Change: Mesh: Dry- Scale 5 Wet- Scale 5 Ponte: Dry- Scale 5 Wet- Scale 5 Neoprene: Colorfast to non-chlorine bleach Sweatshirt Fleece: Dry- Scale 4-5 Wet- Scale 4

PASSED

All fabrics are colorfast to crocking.

Test #9: Colorfastness to Perspiration

Results:

Mesh: Nylon Scale 4-5, Spun Silk Scale 4-5 Ponte: No change, all Scale 5 Neoprene: No change, all Scale 5 Sweatshirt Fleece: Bleached Cotton Scale 4-5, Nylon Scale 4-5, Spun Rayon Scale 4-5 PASSED

All fabrics are colorfast to perspiration.

Test #10: Dimensional Stability

Results: Mesh: Warp- 4% Weft- 0% Ponte: Warp 2% Weft 2% Neoprene: Warp 4% Weft 4% Sweatshirt Fleece: Warp 2% Weft 2% PASSED

All fabrics are desirable for garments worn by the consumer.

Test #13: Abrasion Resistance

Results:

Mesh: No pilling Class 5 Ponte: Slight pilling at 4,000 rubs Class 4 Neoprene: No pilling Class 5 Sweatshirt Fleece: Pilling at 1,000 rubs Class 1

FAILED

Omega-3 Sweatshirt Fleece is not abrasion resistant. Pills quickly.

Test #14: Bursting Strength

Results:

Mesh: 47.71 LBF Ponte: 193.20 LBF Neoprene: 191.93 LBF Sweatshirt Fleece: 77.50 LBF FAILED

Black Mesh does not meet the standard of 50 LBF.

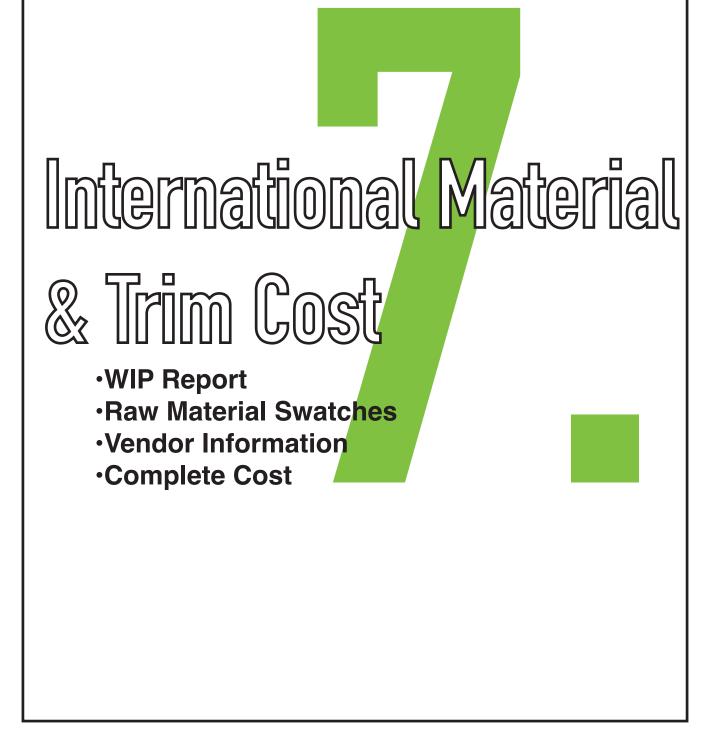
Test #18: Flammability

Results:

Mesh: 17 seconds Class 1a Ponte: 26 seconds Class 1a Neoprene: 21 seconds Class 1a Sweatshirt Fleece: 15 seconds Class 1a

PASSED

All fabrics are considered acceptable for apparel, Class 1.



| Style Name: | Style #: | Garment: | Category: | Description: | Reference: | Size/Width/ Weight: | Color Name: | Pantone: | Fiber/Make: |
|---------------------------|----------|----------|-----------|----------------------|------------|------------------------|-------------|-------------------|---|
| Entrepreneurial Jogger | HN-P1111 | | Fabric | Ponte | | 53" | Charcoal | 19-3910 TCX | 90% Polyester 5% Rayon 5% Spandex |
| Entrepreneurial Jogger | HN-P1111 | R | Fabric | Ponte | | 53″ | Charcoal | 19-3910 TCX | 90% Polyester 5% Rayon 5% Spandex |
| Entrepreneurial Jogger | HN-P1111 | | Fabric | 2x2 Rib Knit | | 54" | Charcoal | 19-3910 TCX | 95% Acrylic 5% Spandex |
| Entrepreneurial Jogger | HN-P1111 | | Fabric | 2x2 Rib Knit | | 54" | Charcoal | 19-3910 TCX | 95% Acrylic 5% Spandex |
| Feel Good Crewneck | HN-01111 | | Fabric | Sweatshirt Fleece | | 64" | Omega-3 | PQ-16-1624 TCX | 100% Cotton |
| Feel Good Crewneck | HN-01111 | | Fabric | Sweatshirt Fleece | | 64" | Omega-3 | PQ-16-1624 TCX | 100% Cotton |
| Ask Me How Bomber | HN-04444 | | Fabric | Neoprene | | 59" | Black | 19-400C-TCX | 86% Polyester 14% Spandex |
| Ask Me How Bomber | HN-04444 | | Fabric | Neoprene | | 59" | Black | 19-400C-TCX | 86% Polyester 14% Spandex |

| Quantity: | Factory/Mill: | Contact: | Specialties: | MOQ: | Origin: | FOB: | Lead Time: | Link: | Final Cost: |
|--------------|--|--------------------------------|--|--------------|---------|--------------|------------|--------------------------------------|-------------|
| 10,000 units | Shaoxing Keqiao East Silk Import & Export Co. | tina@eastsilk coltd.com | Loose knitting, jacquard, jersey, embroidery | 1,000 meters | China | \$2.30/meter | 29 days | eastsilkcoltd. en.alibaba. com | \$23,200 |
| 10,000 units | Tran Hiep Thanh Textile Corporation | liemlt@thttexti le.com.vn | Knit & woven fabrics | 5,000 meters | Vietnam | \$2.10/meter | 40 days | trungtamvai. com | \$21,000 |
| 10,000 units | Yangzhou Longjiang Weaving Factory | 86-025-58782 932 | Knitted rib, dyed nylon, cotton, blended & fancy fabrics | 500 kgs | China | \$3.80/kg | 32 days | yzlongjiang.en .alibaba.com | \$38,000 |
| 10,000 units | Ngoi Sao Khue Co. Ltd. | 84-902-212956 | Knitwear, toy cars | 1 meter | Vietnam | \$0.10/meter | 15 days | inavinahy.fm. alibaba.com | \$1,000 |
| 6,000 units | Suzhou Victory Textile Co. | victor@victory textiles.com | Textiles, knitting, fabric, home, blankets, bathrobes | 1,000 yds | China | \$3.20/yd | 30 days | szwtr.en.aliba ba.com | \$19,200 |
| 6,000 units | Phu Hong Hai Service & Trading Production Co. Ltd. | 84-90-4308989 | Cotton, nylon, spandex, polyester fabrics | 500 kgs | Vietnam | \$4.00/kg | 28 days | vn104537943 9.fm.alibaba. com | \$24,000 |
| 6,000 units | Shaoxing Zhongzhu Knitting Textile Co. | 86-575-8110 3230 | Textile products | 25 kgs | China | \$2.70/kg | 30 days | cloudtextile. en.alibaba. com | \$16,200 |
| 6,000 units | Dongguan Goodtop Rubber Limited | info@goodto prubber.com | Neoprene fabric, gloves, socks, bikinis, lunch bags, sports safety | 100 yds | China | \$1.99/yd | 5 days | goodtop.en. alibaba.com | \$11,940 |

| Style Name: | Style #: | Garment: | Category: | Description: | Reference: | Size/Width/ Weight: | Color Name: | Pantone: | Fiber/Make: |
|---------------------------|----------|----------|-----------|----------------------|------------|------------------------|-------------|-------------|--------------------------|
| Ask Me How Bomber | HN-04444 | | Fabric | Mesh | | 58″ | Black | 19-400C-TCX | 80% Nylon 20% Spandex |
| Ask Me How Bomber | HN-04444 | Ń | Fabric | Mesh | | 58″ | Black | 19-400C-TCX | 80% Nylon 20% Spandex |
| Entrepreneurial Jogger | HN-P1111 | Ĩĵ | Trim | Elastic | | 1.5″ | White | 11-0601-TCX | 92% Spandex 8% Nylon |
| Entrepreneurial Jogger | HN-P1111 | | Trim | Elastic | | 1.5″ | White | 11-0601-TCX | 92% Spandex 8% Nylon |
| Ask Me How Bomber | HN-04444 | | Trim | Separating Zipper | | 22″ | Black | 19-400C-TCX | 100% Nylon |
| Ask Me How Bomber | HN-04444 | | Trim | Separating Zipper | | 22" | Black | 19-400C-TCX | 100% Nylon |
| Entrepreneurial Jogger | HN-P1111 | F | Trim | Sewing Thread | | T-40 | Charcoal | 19-3910 TCX | 100% Polyester |
| Entrepreneurial Jogger | HN-P1111 | T | Trim | Sewing Thread | | T-40 | Charcoal | 19-3910 TCX | 100% Polyester |

| Quantity: | Factory/Mill: | Contact: | Specialties: | MOQ: | Origin: | FOB: | Lead Time: | Link: | Final Cost: |
|------------|---|-------------------------|---|--------------|---------|--------------|------------|---------------------------------------|-------------|
| 6,000 yds | Changle Youyuan Textile Co. | admin@clyy- tex.com | Garment, lingerie, sportswear, swimwear, underwear, bras | 1,000 meters | China | \$1.25/meter | 26 days | youyuantextile .en.alibaba. com | \$7,500 |
| 6,000 yds | Shaoxing Venucia Textile Co. Ltd. | 86-0575-8411 8139 | Mesh, burnout velvet, velvet, tricot | 500 yds | China | \$1.05/yd | 15 days | plumay.en. alibaba.com | \$6,300 |
| 10,000 yds | Jinjiang Jinjing Dahong Industrial & Trading Co. | 86-595-8539 3149 | Shoelace, elastic, drawcord, aglet, zipper pulls | 5,000 meters | China | \$0.28/meter | 9 days | cndahong.en. alibaba.com | \$2,800 |
| 10,000 yds | Pro-ITC Textiles | sakhone@pro -itc.net | Heat transfer, logos, aglets, labels, sewing thread, elastic, hang tags | 500 pcs | Vietnam | \$0.15/pc | 2 weeks | proitctextiles .com | \$1,500 |
| 6,000 pcs | Dongguan Pingia Zipper Co. | 86-135-4697- 1983 | Zippers | 200 yds | China | \$0.48/yd | 15 days | tshn.en.aliba ba.com | \$2,880 |
| 6,000 pcs | ҮКК | 1-650-581- 5254 | Zippers | 100 pcs | USA | \$0.60/pc | 1 week | ykknorthamer ica.com/ | \$3,600 |
| 30,000 yds | Huamei Thread Co. | 86-574-86698 637 | Sewing thread | 10,000 yds | China | \$0.12/yd | 3 weeks | www.huameit hread.com | \$3,600 |
| 30,000 yds | A&E Threads | sales@amefird .com | Industrial sewing thread, embroidery thread, technical textiles | 1 cone | USA | \$0.40/cone | 5 days | www.amefird. com | \$12,000 |

| Style Name: | Style #: | Garment: | Category: | Description: | Reference: | Size/Width/ Weight: | Color Name: | Pantone: | Fiber/Make: |
|---------------------------|----------|----------|-----------|---------------|-----------------------|------------------------|-------------|-------------------|-------------------|
| Feel Good Crewneck | HN-01111 | | Trim | Sewing Thread | · Manager and | T-40 | Omega-3 | PQ-16-1624 TCX | 100% Polyester |
| Feel Good Crewneck | HN-01111 | | Trim | Sewing Thread | · Manager and a | T-40 | Omega-3 | PQ-16-1624 TCX | 100% Polyester |
| Ask Me How Bomber | HN-04444 | | Trim | Sewing Thread | | T-60 | Black | 19-400C-TCX | 100% Polyester |
| Ask Me How Bomber | HN-04444 | | Trim | Sewing Thread | | T-60 | Black | 19-400C-TCX | 100% Polyester |
| Entrepreneurial Jogger | HN-P1111 | | Sendout | Application | | 3 3/8" 2 mm | Black | 19-400C-TCX | Rubber Patch |
| Entrepreneurial Jogger | HN-P1111 | F | Sendout | Application | | 3 3/8″ 2 mm | Black | 19-400C-TCX | Rubber Patch |
| Feel Good Crewneck | HN-01111 | | Sendout | Application | Oliosanusa Oliosanusa | 3″x 0.5″ | Black | 19-400C-TCX | Screen Print |
| Feel Good Crewneck | HN-01111 | | Sendout | Application | CHEMINAN CHEMINAN | 3″x 0.5″ | Black | 19-400C-TCX | Screen Print |

| Quantity: | Factory/Mill: | Contact: | Specialties: | MOQ: | Origin: | FOB: | Lead Time: | Link: | Final Cost: |
|------------|---|--------------------------------------|---|------------|---------|-------------|------------|--------------------------------------|-------------|
| 30,000 yds | Huamei Thread Co. | 86-574-86698 637 | Sewing thread | 10,000 yds | China | \$0.12/yd | 3 weeks | www.huameit hread.com | \$3,600 |
| 30,000 yds | A&E Threads | sales@amefird .com | Industrial sewing thread, embroidery thread, technical textiles | 1 cone | USA | \$0.40/cone | 5 days | www.amefird. com | \$12,000 |
| 30,000 yds | Huamei Thread Co. | 86-574-86698 637 | Sewing thread | 10,000 yds | China | \$0.12/yd | 3 weeks | www.huameit hread.com | \$3,600 |
| 30,000 yds | A&E Threads | sales@amefird .com | Industrial sewing thread, embroidery thread, technical textiles | 1 cone | USA | \$0.40/cone | 5 days | www.amefird. com | \$12,000 |
| 10,000 pcs | Dongguan City Beijia Silicone Rubber Products Co. | 86-769-23322 669 | Rubber zipper pull, clothing patch, keychain, garment label, silicone pads | 500 pcs | China | \$0.86/pc | 13 days | dgbeijia.en.ali baba.com/ | \$8,600 |
| 10,000 pcs | Everest Embroidery Co. Ltd. | sales@embroi dered-emblem .com | | 100 pcs | Taiwan | \$0.67/pc | 30 days | www.embroid ered-emblem. com | \$6,700 |
| 6,000 pcs | Sao Viet Screenprinters | info@vietnam shirtprinter .com | Screen prints | 1,000 pcs | Vietnam | \$0.30/pc | 12 days | www.vietnamt shirtprinter. com | \$1,800 |
| 6,000 pcs | Pro-ITC Textiles | sakhone@pro -itc.net | Heat transfer, logos, aglets, labels, sewing thread, elastic, hang tags | 500 pcs | Vietnam | \$0.20/pc | 2 weeks | proitctextiles. com | \$1,200 |

| Style Name: | Style #: | Garment: | Category: | Description: | Reference: | Size/Width/ Weight: | Color Name: | Pantone: | Fiber/Make: |
|--|----------------------------------|----------|-----------|------------------------|------------|------------------------|-------------|-------------|----------------|
| Feel Good Crewneck | HN-01111 | N | Sendout | Application | HN | 4" x 2 1/8" | Black | 19-400C-TCX | Screen Print |
| Feel Good Crewneck | HN-01111 | ţ, | Sendout | Application | HN | 4" x 2 1/8" | Black | 19-400C-TCX | Screen Print |
| Ask Me How Bomber | HN-04444 | | Sendout | Application | NUTRITION | 3″ x 0.5″ | Black | 19-400C-TCX | Screen Print |
| Ask Me How Bomber | HN-04444 | | Sendout | Application | NUTRITION | 3″ x 0.5″ | Black | 19-400C-TCX | Screen Print |
| Ask Me How Bomber | HN-04444 | | Sendout | Application | | 9 1/4" x 5" | Reflective | | Heat Transfer |
| Ask Me How Bomber | HN-04444 | | Sendout | Application | | 9 1/4″ x 5″ | Reflective | | Heat Transfer |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Content/ Care Label | Anna Cal | 1.5″x 1″ 1 mm | White | 11-0601-TCX | 100% Polyester |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Content/ Care Label | | 1.5″ x 1″ 1 mm | White | 11-0601-TCX | 100% Polyester |

| Quantity: | Factory/Mill: | Contact: | Specialties: | MOQ: | Origin: | FOB: | Lead Time: | Link: | Final Cost: |
|------------|--|--------------------------------------|--|-----------|---------|-----------|------------|--|-------------|
| 6,000 pcs | Sao Viet Screenprinters | info@vietnam shirtprinter .com | Screen prints | 1,000 pcs | Vietnam | \$0.35/pc | 12 days | www.vietnamt shirtprinter. com | \$2,100 |
| 6,000 pcs | Pro-ITC Textiles | sakhone@pro -itc.net | Heat transfer, logos, aglets, labels, sewing thread, elastic, hang tags | 500 pcs | Vietnam | \$0.30/pc | 2 weeks | proitctextiles. com | \$1,800 |
| 6,000 pcs | Sao Viet Screenprinters | info@vietnam shirtprinter .com | Screen prints | 1,000 pcs | Vietnam | \$0.30/pc | 12 days | www.vietnamt shirtprinter. com | \$1,800 |
| 6,000 pcs | Pro-ITC Textiles | sakhone@pro -itc.net | Heat transfer, logos, aglets, labels, sewing thread, elastic, hang tags | 500 pcs | Vietnam | \$0.20/pc | 2 weeks | proitctextiles. com | \$1,200 |
| 6,000 pcs | JinJiang Fan Brilliant Co. Ltd. | 15160775286 -151-60775 286 | Heat transfer paper, vinyl, hot flix film, reflective heat transfer, adult clothes, baby clothes | 20 meters | China | \$0.48/pc | 2 weeks | fanbrilliant.en. made-in-china .com | \$2,880 |
| 6,000 pcs | Rudholm Printing & Packaging Co. Ltd. | 84-8-38164 271 | Packaging, printing, woven bag, heat transfer, label care | 100 units | Vietnam | \$0.50/pc | 8 days | vn110725356 9klvr.fm.alibab a.com | \$3,000 |
| 21,000 pcs | Dongguan Winnus Fashion Co. | winnus01@ winnus.com | Packaging, labels, tape | 1,000 pcs | China | \$0.10/pc | 5 days | winnus.en.alib aba.com | \$2,100 |
| 21,000 pcs | Song Nian Vietnam Packaging Co Ltd. | 0084-8-38490 588 | Hang tag, woven label, printed label, plastic seal tag, adhesive label sticker | 5,000 pcs | Vietnam | \$0.16/pc | 10 days | vn132955050 3aplk.trustpa ss.alibaba. com | \$3,360 |

| Style Name: | Style #: | Garment: | Category: | Description: | Reference: | Size/Width/ Weight: | Color Name: | Pantone: | Fiber/Make: |
|--|----------------------------------|----------|-----------|-------------------|--|--|-------------|-------------|--|
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-01111 HN-04444 | | Packaging | Hang Tag | Women's Athleisure 2020 Collection Maak by Physion Nerver IMPO 2016-2019 | 4″ x 2″ 1 mm | White | 11-0601-TCX | 100% Recycled Paper |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Hang Tag | Women's Athleisure 2020 Colection Made by Physion Nervell IMPD 2015-2019 | 4″ x 2″ 1 mm | White | 11-0601-TCX | 100% Recycled Paper |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Poly Bag | a and a second s | 12" x 12" 14" x 14" 16" x 16" 30 micros | Transparent | | 100% Polyethylene |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Poly Bag | - | 12" x 12" 14" x 14" 16" x 16" 30 micros | Transparent | | 100% Polyethylene |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Cardboard Box | | 45″ x 30″ x 22″ | Khaki | 14-1038 TCX | 100% Recycled Paper |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Cardboard Box | | 45″ x 30″ x 22″ | Khaki | 14-1038 TCX | 100% Recycled Paper |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Packaging Tape | 0- | 2" | Transparent | | 100% Natural Rubber Adhesive Tape PVC |
| Entrepreneurial Jogger Feel Good Crewneck Ask Me How Bomber | HN-P1111 HN-O1111 HN-O4444 | | Packaging | Packaging Tape | 0- | 2" | Transparent | | 100% Natural Rubber Adhesive Tape PVC |

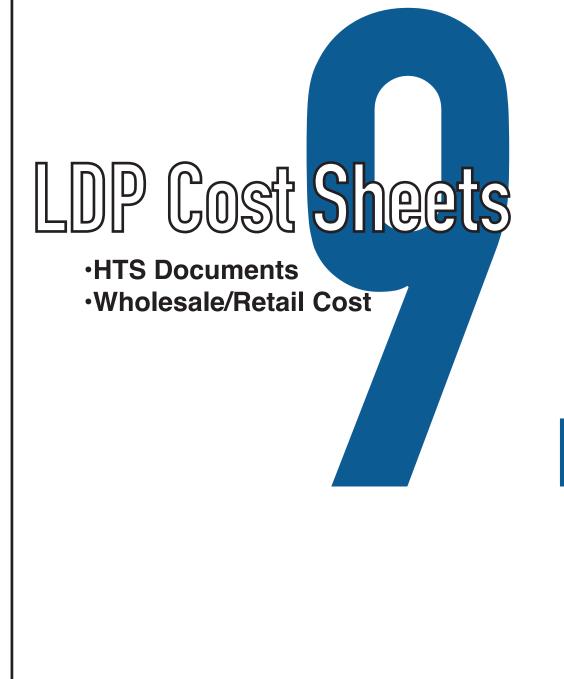
| Quantity: | Factory/Mill: | Contact: | Specialties: | MOQ: | Origin: | FOB: | Lead Time: | Link: | Final Cost: |
|--------------|--|-------------------------|---|--------------|---------|-------------|------------|--|-------------|
| 21,000 pcs | Dongguan Winnus Fashion Co. | winnus01@ winnus.com | Packaging, labels, tape | 1,000 pcs | China | \$0.20/pc | 5 days | winnus.en.alib aba.com | \$4,200 |
| 21,000 pcs | Song Nian Vietnam Packaging Co Ltd. | 0084-8-38490 588 | Hang tag, woven label, printed label, plastic seal tag, adhesive label sticker | 5,000 pcs | Vietnam | \$0.20/pc | 10 days | vn132955050 3aplk.trustpa ss.alibaba. com | \$4,200 |
| 30,000 pcs | Dongguan Winnus Fashion Co. | winnus01@ winnus.com | Packaging, labels, tape | 500 pcs | China | \$0.01/pc | 1 week | winnus.en.alib aba.com | \$3,000 |
| 30,000 pcs | Vietnam Packaging Production & Import Export JSC | 84-24-3872- 9798 | Packaging | 500 pcs | Vietnam | \$0.15/pc | 1 week | vietnampolyb ags.com | \$4,500 |
| 5,000 pcs | Xiamen Heng-Xing Color Printing & Packing Co. | 84-24-3872- 9798 | Packaging | 1,000 pcs | China | \$0.30/pc | 2 weeks | xiamenhengxi ng.company. weiku.com | \$1,500 |
| 5,000 pcs | Vinawoco International Co. Ltd. | 84-936-38-39 -98 | Packaging, corchet toys, pop-up cards, bamboo straws | 1,000 pcs | Vietnam | \$0.60/pc | 1 week | vinawoco.trus tpass.alibaba. com | \$3,000 |
| 20,000 rolls | Jiaxing Liying Package Co. | 86,0573-8211 1265 | Packaging, tape | 1 roll | China | \$0.10/roll | 18 days | jxlypackage. en.china.cn/ about.html | \$2,000 |
| 20,000 rolls | Hanopro Vietnam Co. Ltd. | 84-4-6275888 | Electrical tape, packaging tape, stetch film | 10,000 rolls | Vietnam | \$0.20/roll | 10 days | vn151794128 7maaa.trustp ass.alibaba. com | \$4,000 |





Full Package Costing

| Style Name: | Style #: | Quantity: | Factory: | Contact: | Location: | Factory Profile: | Lead Time: | Cost: |
|---------------------------|----------|-----------|--|-----------------|-----------|--|------------|---------|
| Entrepreneurial Jogger | HN-P1111 | 10,000 | Dongguan Yimeng Garment Co. Ltd. | 84-0988-369-818 | China | Founded by Thygesen Textile Group in 1931. Produces activewear, workwear, casual fashion, underwear, children's wear, bandage, hospital wear, and knitted garments. Offers "One-Stop- Shop". Offers knitting, dyeing, and sewing services. | 8-12 weeks | \$12.80 |
| Entrepreneurial Jogger | HN-P1111 | 10,000 | Alpine Creations Vietnam Co. Ltd. | 84-72-3765929 | Vietnam | Founded in 1981 along side Paraside Textiles. Offers end-to-end production and innovative textiles. Offers fabric finishes with antimicrobial, water- repellent, and moisture mgmt. Monitors the process from design and fabric testing to production and manufacturing. Factory uses six- sigma to check production errors. | 4-5 weeks | \$10.25 |
| Feel Good Crewneck | HN-01111 | 6,000 | Dongguan Yimeng Garment Co. Ltd. | 84-0988-369-818 | China | Founded by Thygesen Textile Group in 1931. Produces activewear, workwear, casual fashion, underwear, children's wear, bandage, hospital wear, and knitted garments. Offers "One-Stop- Shop". Offers knitting, dyeing, and sewing services. | 8-12 weeks | \$9.10 |
| Feel Good Crewneck | HN-01111 | 6,000 | Alpine Creations Vietnam Co. Ltd. | 84-72-3765929 | Vietnam | Founded in 1981 along side Paraside Textiles. Offers end-to-end production and innovative textiles. Offers fabric finishes with antimicrobial, water- repellent, and moisture mgmt. Monitors the process from design and fabric testing to production and manufacturing. Factory uses six- sigma to check production errors. | 4-5 weeks | \$7.30 |
| Ask Me How Bomber | HN-04444 | 6,000 | Dongguan Yimeng Garment Co. Ltd. | 84-0988-369-818 | China | Founded by Thygesen Textile Group in 1931. Produces activewear, workwear, casual fashion, underwear, children's wear, bandage, hospital wear, and knitted garments. Offers "One-Stop- Shop". Offers knitting, dyeing, and sewing services. | 8-12 weeks | \$15.40 |
| Ask Me How Bomber | HN-04444 | 6,000 | Alpine Creations Vietnam Co. Ltd. | 84-72-3765929 | Vietnam | Founded in 1981 along side Paraside Textiles. Offers end-to-end production and innovative textiles. Offers fabric finishes with antimicrobial, water- repellent, and moisture mgmt. Monitors the process from design and fabric testing to production and manufacturing. Factory uses six- sigma to check production errors. | 4-5 weeks | \$13.65 |



Harmonized Tariff Schedule of the United States (2019) Annotated for Statistical Reporting Purposes

| Heading/ Subheading | Stat. Suf- | Article Description | Unit of | | Rates of Duty | 2 |
|---------------------------|---------------|--|------------------|---------|--|-------|
| oublicading | fix | Aldoo bosciption | Quantity | General | Special | - |
| 6104 (con.) | | Women's or girls' suits, ensembles, suit-type jackets, blazers, dresses, skirts, divided skirts trousers, bib and brace overalls, breeches and shorts (other than swimwear), knitted or crocheted: (con.) | | | | |
| | | Trousers, bib and brace overalls, breeches and shorts: (con.) | | | | |
| 6104.63 (con.) | | Of synthetic fibers: (con.) | | | | |
| 6104.63. <mark>1</mark> 5 | | Other: Containing 23 percent or more by weight of wool or fine animal hair | | 14.9% | Free (AU, BH, CA, CL, CO, IL, JO, | 54.5% |
| | 10 | Trousers and breeches (448) | doz. kg | | KR, MA, MX, OM, P, PA, PE, SG) | |
| | 20 | Shorts (448) | doz. ka | | | |
| 6104.63.20 | | Other | | 28.2% | Free (AU, BH, CA, | 72% |
| | | Trousers and breeches: | | | CL, CO, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | |
| | 06 | Women's: Containing 5 percent or more by weight of elastomeric yarn or rubber thread (648) | doz. | | | |
| | 11 | Other (648) | kg doz. kg | | | |
| | 16 | Girls': Imported as parts of playsuits: Containing 5 percent or more by weight of elastomeric yarn or rubber thread (237) | doz. | | | |
| | 21 | Other (237) | kg doz. kg | | | |
| | 26 | Other: Containing 5 percent or more by weight of elastomeric yarn or rubber thread (648) | doz. kg | | | |
| | 28 | Other (648) | doz. kg | | | |
| | 30 | Shorts: Women's (648) | doz. kg | | | |
| | 50 | Girls': Imported as parts of play suits (237) | doz. kg | | | |
| | 60 | Other (648) | doz. kg | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

XI 61-34

| | Category: | FP: | Math Configuration: |
|--|----------------------|----------|--|
| Style #: HN-P1111 | Trim/Hardware: | | \$/Units |
| Description: Women's Jogger Pants | CM/CMT: | • | |
| Ponte 90% Polyester 5% Rayon 5% Spandex | Packaging Materials: | \$10.25 | FP price given |
| 2x2 Rib Knit 95% Acrylic 5% Spandex | Fabric/Materials: | | |
| Total Units: 10,000 | REP (10%): | \$1.03 | \$10.25(10%)=\$1.03 |
| | FOB Price (Terms): | \$11.28 | \$10.25+\$1.03=\$11.28 |
| Delivery Date: 02/14/2020 | Duty 28.2%: | \$2.90 | \$10.25(28.2%)=\$2.90 |
| | Freight (Insurance): | \$0.35 | \$3,500/10,000=\$0.35 |
| Country of Origin: Vietnam | Finance 5% on FOB: | \$0.37 | \$10.25(5%)=\$0.37 |
| Front & Back Sketches: | Entry Fee: | \$0.04 | \$350/10,000=\$0.04 |
| Front & Back Sketches. | Domestic Trucking: | \$0.07 | \$650/10,000=\$0.07 |
| | LDP Price: | \$15.16 | \$11.28+\$2.90+\$0.35+ \$0.37+\$0.04+\$0.07=\$15.16 |
| | Overhead Fees 25%: | \$3.79 | \$15.16(25%)=\$3.79 |
| | Terms Net 6%: | \$0.91 | \$15.16(6%)=\$0.91 |
| | Total Cost: | \$19.86 | \$15.16+\$3.79+\$0.91=\$19.86 |
| | | | |
| | **Wholesale price is | what the | e Distributor pays** |
| | Wholesale Price: | \$55.00 | |
| | Net Margin: | 63.9% | \$55.00-\$19.86=\$35.14/\$55.00 =0.6389 |
| Original Date: Revised Date: | Retail Markup: | 63.6% | \$90.00/\$55.00=1.636 |
| 02/19/2019 03/07/2019 | Retail Price: | \$90.00 | \$55.00(65%)=\$35.75+\$55.00 =\$90.75 |

Harmonized Tariff Schedule of the United States (2019) Annotated for Statistical Reporting Purposes

| Heading/ Subheading | Stat. Suf- | Article Description | Unit of | | Rates of Duty | 2 |
|------------------------|-----------------|---|------------|---------|--|------|
| | fix | | Quantity | General | Special | 1 |
| 10 (con.) | | Sweaters, pullovers, sweatshirts, waistcoats (vests) and similar articles, knitted or crocheted: (con.) | | | | |
| 10.20 | | Of cotton: (con.) | | | | |
| on.) | | Other | | 10.50 | - (11) | 500/ |
| 10.20.20 | | Other | | 16.5% | Free (AU, BH, CA, CL, CO, IL, JO, MA, MX, OM, P, PA, PE, SG) 3.3% (KR) | 50% |
| | 05 | Boys' or girls' garments imported as parts of playsuits (237) | doz. kg | | | |
| | | Other: | | | | |
| | 10 | Sweaters: Men's (345) | dan | | | |
| | 10 | Men's (345) | doz. kg | | | |
| | 15 | Boys' (345) | doz. | | | |
| | | 20,0 (0.0) | kg | | | |
| | 20 | Women's (345) | doz. | | | |
| | | | kg | | | |
| | 25 | Girls' (345) | doz. | | | |
| | | Vests, other than sweater vests: | kg | | | |
| | 30 | Men's or boys' (359) | doz. | | | |
| | | | kg | | | |
| | 35 | Women's or girls' (359) | doz. | | | |
| | | Our stability | kg | | | |
| | 41 | Sweatshirts: Men's (338) | doz. | | | |
| | | | kg | | | |
| | 44 | Boys' (338) | doz. | | | |
| | | | kg | | | |
| | 46 | Women's (339) | doz. | | | |
| | | | kg | | | |
| | 49 | Girls' (339) | doz. | | | |
| | <mark>67</mark> | Other: Men's or boys': Knit to shape articles described in statistical note 6 to this chapter (338) | kg doz. | | | |
| | | (000) | kg | | | |
| | 69 | Other (338) | doz. | | | |
| | 77 | Women's or girls': Knit to shape articles described in statistical note 6 to this chapter | kg | | | |
| | | (339) | doz. | | | |
| | 70 | Other (000) | kg | | | |
| | 79 | Other (339) | doz. kg | | | |
| | | | | | | |

XI 61-54

| | | Category: | FP: | Math Configuration: | |
|-------------------------|---------------------|--|------------------------------|---|--|
| Style #: HN-01111 | | Trim/Hardware: | | \$/Units | |
| Description: Women's | Crownack Swaatshirt | CM/CMT: | Ф 7 00 | | |
| Sweatshirt Fleece 100% | | Packaging Materials: | \$7.30 | FP price given | |
| | | Fabric/Materials: | | | |
| Total Units: 6,000 | | REP (10%): | \$0.73 | \$7.30(10%)=\$0.73 | |
| | | FOB Price (Terms): | \$8.03 | \$7.30+\$0.73=\$8.03 | |
| Delivery Date: 02/14/20 | 020 | Duty 16.5%: | \$1.21 | \$7.30(16.5%)=\$1.21 | |
| | | Freight (Insurance): | \$0.59 | \$3,500/6,000=\$0.59 | |
| Country of Origin: Viet | nam | Finance 5% on FOB: | \$0.37 | \$7.30(5%)=\$0.37 | |
| Front & Bac | k Skatabaai | Entry Fee: | \$0.06 | \$350/6,000=\$0.06 | |
| | k Skelches. | Domestic Trucking: | \$0.11 | \$650/6,000=\$0.11 | |
| | | LDP Price: | \$10.37 | \$8.03+\$1.21+\$0.59+\$0.37 +\$0.06+\$0.11=\$10.37 | |
| | | Overhead Fees 25%: | \$2.60 | \$10.37(25%)=\$2.60 | |
| | | Terms Net 6%: | \$0.63 | \$10.37(6%)=\$0.63 | |
| | | Total Cost: | \$13.60 | | |
| | | **Wholesale price is Wholesale Price: Net Margin: | what the \$32.00 57.5% | \$32.00-\$13.60=\$18.40/\$32.00 | |
| 1 | | | | =0.575 | |
| Original Date: | Revised Date: | Retail Markup: | 62.5% | \$52.00/\$32.00=1.625 | |

Harmonized Tariff Schedule of the United States (2019) Annotated for Statistical Reporting Purposes

| | | | Unit of | | Rates of Duty | | |
|-----------------------|-----|--|------------|---------------------|---|---------------------|--|
| Subneading | fix | Article Description | Quantity | General | 1 Special | 2 | |
| 6102 (con.) | | Women's or girls' overcoats, carcoats, capes, cloaks, anoraks (including ski-jackets), windbreakers and similar articles, knitted or crocheted, other than those of heading 6104: (con.) | | | | | |
| 6102.30 6102.30.05 | 00 | Of man-made fibers: Containing 25 percent or more by weight of leather (635) | doz | 5.3% | Free (AU, BH, CA, | 35% | |
| | | Other: | kg | 5.5 /0 | CL, CO, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | 33 % | |
| 6102.30.10 | 00 | Containing 23 percent or more by weight of wool or fine animal hair (435) | doz kg | 64.4¢/kg + 18.8% | Free (AU, BH, CA, CL, CO, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | 68.3¢/kg + 54.5% | |
| 6102.30.20 | | Other | | 28.2% | Free (AU, BH, CA, | 72% | |
| | | | | | CL, CO, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | | |
| | 10 | Women's (635) | doz. kg | | .,, | | |
| | 20 | Girls' (635) | doz. kg | | | | |
| 6102.90 6102.90.10 | 00 | Of other textile materials: Containing 70 percent or more by weight of silk or silk | | | | | |
| | | waste (735) | doz kg | 0.9% | Free (AU, BH, CA, CL, CO, E, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | 45% | |
| 6102.90.90 | | Other | | 5.7% | Free (AU, BH, CA, CL, CO, E*, IL, JO, KR, MA, MX, OM, P, PA, PE, SG) | 45% | |
| | 05 | Subject to cotton restraints (335) | doz. kg | | 1,17,12,00 | | |
| | 10 | Subject to wool restraints (435) | doz. kg | | | | |
| | 15 | Subject to man-made fiber restraints (635) | doz. kg | | | | |
| | 30 | Other (835) | doz. kg | | | | |
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XI 61-6

| | | Category: | FP: | Math Configuration: | | | |
|--|----------------------------|--|------------|--|--|--|--|
| Style #: HN-O4444 | | Trim/Hardware: | | \$/Units | | | |
| Description: Women's | ter 14% Spandex Spandex | CM/CMT: | • · | | | | |
| Neoprene 86% Polyest | | Packaging Materials: | \$13.65 | FP price given | | | |
| Mesh 80% Nylon 20% | | Fabric/Materials: | | | | | |
| Total Units: 6,000 | | REP (10%): | \$1.37 | \$13.65(10%)=\$1.37 | | | |
| | | FOB Price (Terms): | \$15.02 | \$13.65+\$1.37=\$15.02 | | | |
| Delivery Date: 02/14/20 | | Duty 28.2%: | \$3.85 | \$13.65(28.2%)=\$3.85 | | | |
| | | Freight (Insurance): | \$0.59 | \$3,500/6,000=\$0.59 | | | |
| Country of Origin: Viet | nam | Finance 5% on FOB: | \$0.69 | \$13.65(5%)=\$0.69 | | | |
| Front & Bac | k Skotobooj | Entry Fee: | \$0.06 | \$350/6,000=\$0.06 | | | |
| From & Bac | K Skelches. | Domestic Trucking: | \$0.11 | \$650/6,000=\$0.11 | | | |
| | | LDP Price: | \$20.32 | \$15.02+\$3.85+\$0.59+ \$0.69+\$0.06+\$0.11=\$20.32 | | | |
| | | Overhead Fees 25%: | \$5.08 | \$20.32(25%)=\$5.08 | | | |
| | | Terms Net 6%: | \$1.22 | \$20.32(6%)=\$1.22 | | | |
| | | Total Cost: | | | | | |
| | | **Wholesale price is what the Distributor pays** | | | | | |
| | | Wholesale Price: | \$40.00 | \$40.00-\$26.62=\$13.38/\$40.00 | | | |
| Original Date: | Revised Date: | Net Margin: | 33.5% | =0.3345 | | | |
| J. J | 03/07/2019 | Retail Markup: | 65% | \$66.00/\$40.00=1.65 \$40.00(65%)=\$26.00+\$40.00 | | | |
| | | Retail Price: | \$66.00 | =\$66.00 | | | |



Sourcing & Production Strategy Full Production Strategy Summary

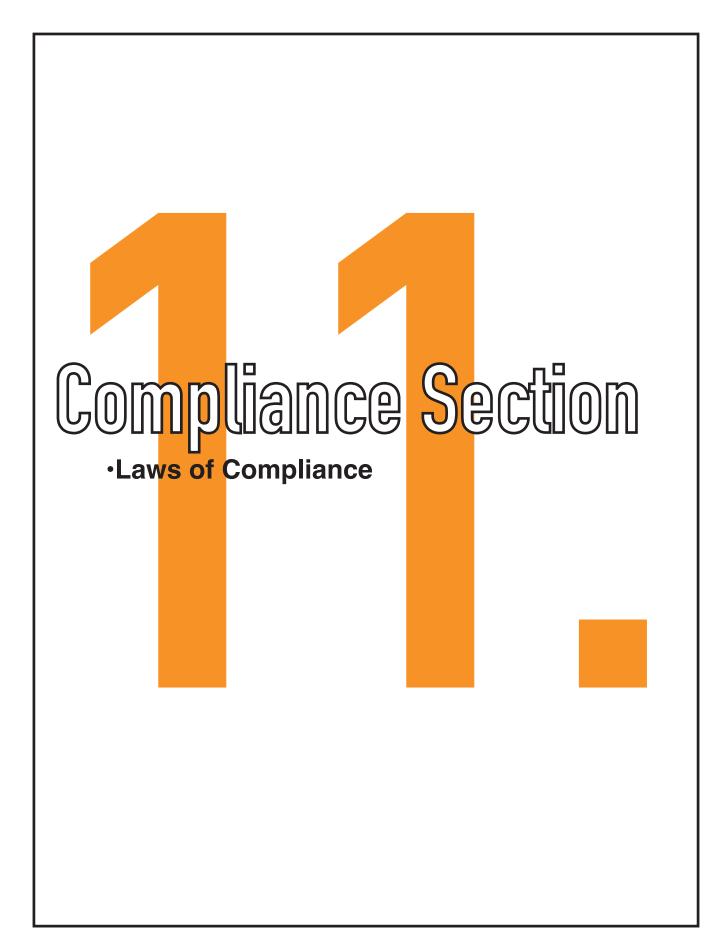
Why Vietnam?

When it comes to international sourcing and manufacturing, not only should you think about sustainability and compliance, but overall cost of the raw materials and process as a whole. After traveling to Asia and much research, it makes the most sense for Herbalife Nutrition to source and produce out of Vietnam. Vietnam is excelling over China in this scenario for four main reasons: lower costs, bureaucracy, market access, and a productive workforce.

In the past 10 years, salaries of factory workers in China have almost doubled. Entrepreneurs are taking this as an opportunity to explore other countries and factories for better costs. This gives Vietnam an advantage because their wages are two times lower, making manufacturing costs considerably lower as well.

Years ago, people struggled with communication between international factories because of the lack of English speaking representatives. Now, English is relatively common making communications much smoother. Although China's sourcing and manufacturing seems like the obvious choice due to lead times and resources, they have three times more restrictive regulations on foreign investments. It's extremely difficult and expensive to maneuver through the Chinese legal system. When it comes to beginning production on one's clothing line, the opportunity in Vietnam in comparison to China is much greater. Due to current government relations and regulations changing as of 2018, Vietnam is playing out to be the more logical choice when putting your full production into someone else's hands. Vietnam has increased their market access through bilateral and multilateral free trade agreements proving a benefit to all

It is known that China has an incredible amount of skilled factory workers, however, because there is so much opportunity in Vietnam, their factory workers are truly willing to learn quickly and work hard. There is still ample room for improvement within Vietnam, but they are becoming the key component to lowering costs and forging productive international relationships. This makes them a substantial competitor within the fashion industry.



Laws of Compliance

Compliance refers to how a company treats their employees, the environment, and their perspective on social responsibility. To ensure that a company meets standards of social compliance, it may be necessary to conduct a social compliance audit. Compliance laws are now in affect around the globe and are strictly monitored by the FTC. The state of California passed the California Transparency in Supply Chain Act of 2010, which was then executed in 2012. This law requires any company that sells products in California with a gross revenue that goes beyond \$100 million worldwide to publish an annual statement stating the efforts to remove social issues like slavery, human trafficking, fair labor, and more from their direct supply chains.

About 1,100 employees were killed while about 2,500 were left with non-fatal injuries after the eight-story commercial building known as the Rana Plaza garment factory, collapsed in Bangladesh back in 2013. This tragic event made people aware of the ethical and environmental issues that have happened at the beginning of many supply chains, most of which were fast fashion. Governments, consumers, and companies acknowledged the issue by demanding more information about the countries, systems, and factories that create products sold to consumers. The worry was based around quality, safety, ethics, and environmental impact of the factories as well as the processes used within global supply chains.

According to Supply Chain Link, 66% of consumers are willing to pay more for a product if the company shows dedication to social or environmental awareness and change, and it is clear that companies that have been more transparent are performing better than those who don't have a hard focus on it. Each and every day companies are working to better communicate their values and provide transparency into the whole entire supply chain process. After companies connect with supply chain providers, they can help compile data on vendors and suppliers working with the company. With the help of available, it is easier to keep track of processes and make sure that companies are aware of social compliance standard through documentation requirements.



OSHA, also known as The Occupational Safety and Health Administration, establishes a safe and healthy work environment by implementing the Occupational Safety and Health Act of 1970, which was amended in 2004. This act was created to prevent workers from being harmed or killed in the work area. Two specific job categories in the textile and apparel industry that are closely connected to cumulative trauma disorders (CTDs) are sewing machine operators and extended computer use positions. To avoid compensation claims and OSHA fines, apparel manufacturers focus on ergonomics. It will be mandatory that the factory keeps the temperature between 68 and 76 degrees Fahrenheit, all doors must remain unlocked during operating hours, and documentation of compensation claims must be kept. This will be monitored by a quality control inspector semiannually (twice a year).



Fair Labor Standards Act (FLSA) of 1938 provides good working conditions by governing minimum wage, overtime pay, record keeping, and youth employment. Minimum wage, overtime pay, and youth employment ages vary depending on the state or country and job position the employee is working in. In the state of California, minimum wage is \$11.00 as of July 2018 and the minimum legal age to work is 14 with a permit to work and employ. This will be monitored by requiring the factories to sign the compliance contract stating that they cannot out-source the product to another vendor that is not in compliance. A quality control inspector will also visit quarterly (every three months) to ensure that child labor is not taking place and all employees are being paid minimum wage or higher.



EEOC, also known as The Equal Employment Opportunity Commission, enforces federal law mandated by the Civil Rights Act of 1964. The EEOC makes sure that employers do not discriminate against those who are applying for a job or employees' due to a person's race, color, religion, sex, pregnancy, national origin, age, disability or genetic information. Herbalife Nutrition is found all over the world and they promote many cultures, EEOC laws are very important when it comes to the work place. Factories that promote inclusive culture in the workplace will be considered over those that do not. A list of interview questions will be evaluated by a quality control inspector semi-annually (every 6 months).



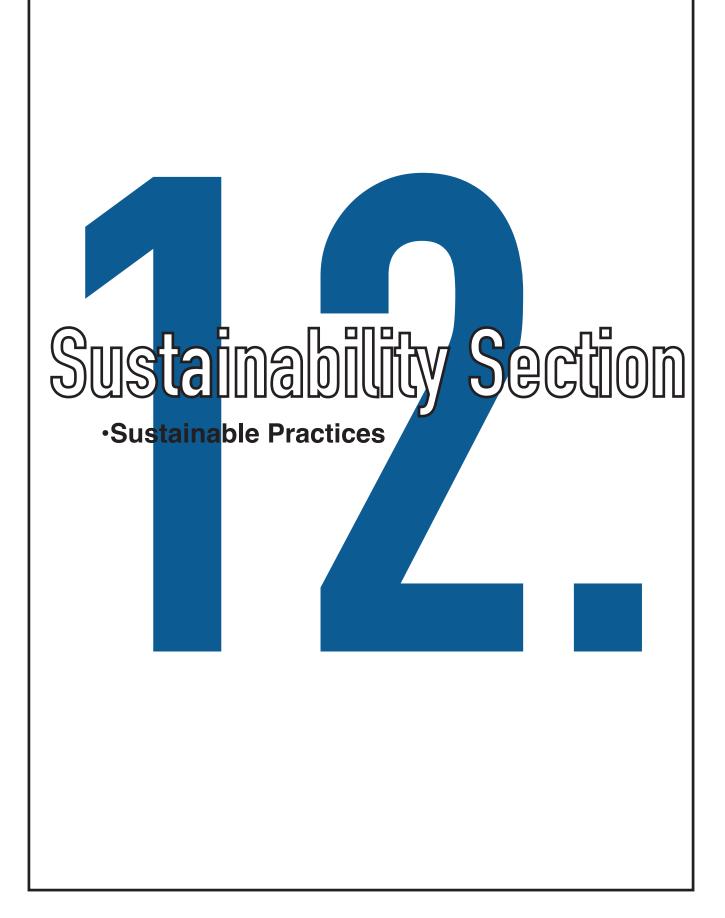
Textile Fiber Products Identification Act

TFPIA, also known as The Textile Fiber Products Identification Act, became effective in 1939 and was last amended in 2009. This law requires all garment labels to state the fiber content, manufacturer or importer, and country of origin which must be visible to the consumer at the purchasing stage. TFPIA labeling is mandatory for all garments sold in the United States. This specific product will have a label made from recycled materials and it will include fiber content for self-fabric (85% nylon 15% spandex) and accent fabric (77% nylon 23% elastane), RN # (TBD), and COO (USA). It will be placed inside the product on the center back along with the brand label.



The Environmental Protection Agency (EPA) enforces compliance of the industry with laws such as The Pollution Prevention Act of 1990 and The Secondary Materials and Recycled Textiles Association, also known as SMART. EPA was made to reduce pollution from businesses to help keep the planet safe and green. The Textile Resource Conservation initiative is an attempt to establish resource-efficient manufacturing processes that use less natural resources and pardon waste to the environment. SMART was put into place to boost the amount of textile waste that can be reborn while discovering new uses. This will reduce chemical emission from herbicides and pesticides used to grow natural fibers to the ingredients used in dyeing, finishing, wet processing, laundry detergents, and dry-cleaning. Using less water, reducing the packaging of finished goods are all things that the EPA suggests and oversees. All textiles used in the product are made from recycled materials and all chemicals used in the process of dyeing and finishing were tested and appeared to be safe for the environment. Any left-over material shall be used in another way or recycled. The focus of using less water and electricity when making the product plays a large role in production.

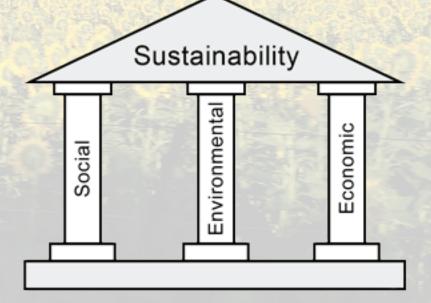




Sustainable Practices

Sustainability is the ability to develop processes and systems which not only meet current needs of the members but support the needs of future generations to maintain a healthy community. It can be broken down into three tiers; social, environmental, and economic. Although they have three different focuses, they all correlate to the same idea, being sustainably aware. The importance of sustainability is growing each day from raw materials and manufacturing, to production and business practices. The main idea is surrounded by the creation, use, and post end use of the product.

The multi-trillion-dollar textile and apparel industry is the second largest polluter in the world after oil. When it comes to natural and human resources, this industry is one of the most resource-intensive. According to Environmental Leader, roughly 20 pieces of clothing per person are manufactured each year. This industry continues to grow because of fast fashion, a concept of making clothing fast and cheap, and then selling it with a low-price tag. Fast fashion uses innovative production and distribution models to shorten fashion cycles substantially, meaning that a product can go from the designer's hands to the consumers within a few weeks instead of a few months. Starting out, the fashion industry had season collections twice a year, spring/summer and fall/winter. Now, there are as many as 50-100 micro seasons depending on the brand including 'holiday' and 'cruise'. Because trends are changing and rolling over at such a fast pace for such a low price, people are consuming more.



Social Sustainability

Social Sustainability is centered around the quality of life which includes human rights, fair labor practices, living conditions, health, safety, and wellness. This is the least quantifiable part of sustainability. If there is poor Social Sustainability in the factory, poor quality products will be produced. It is essential that companies focus on this because it means they are focusing on their employee's needs, wants, and wellbeing. It will create a better and safe working environment. Herbalife Nutrition is very sustainable socially, always providing their distributors with the best tools to have a successful business within their company. Social Sustainability will be monitored when making a product by checking in semiannually (twice a year) with the factories. Fair labor practices and safety will be closely looked at.

Environmental Sustainability

Environmental sustainability is the main focus, working to save the environment in which we work and live in. The Sustainable Apparel Coalition (SAC) was created to transform the industry through standardized measurement. Factories around the world can use the Higg Facility Social & Labor Module to size social impacts throughout the supply chain. The Environmental Module includes management systems, water use, waste management, energy use, and more while the Social & Labor Module includes tools that focus on recruitment and hiring, working hours, wages, and treatment. This program focuses on the three parts of sustainability: social, environmental, and economic. Other companies working to improve the environment are the Environmental Protection Agency (EPA), Forest Mapper, and C&A Foundation.

The factory must be BLUESIGN certified, meaning that they participate in resource productivity, consumer safety, water emission, air emission, and occupational health & safety. It is important that the factory is also LEED certified, which provided an independent third-party verification that a building was designed to achieve high performance in key areas of human and environmental health, sustainable site development, water savings, energy efficiency, and has materials selection. The product will be tested with the Standard 100 by OEKO-TEX, a worldwide consistent independent testing certification system. When producing the Herbalife Nutrition product, Environmental Sustainability will be practiced inside the entire supply chain: design, sourcing, production, logistics, stores, and consumers. The platform for being more sustainable throughout the entire supply chain has a spotlight on water, energy emissions, chemicals, and waste.

Water is an important element in the textile and apparel industry. Cotton is the #1 natural fiber used to make clothing, making up for about 33% of all fibers found in materials. About 2,700 liters are required for this crop to make one cotton shirt. To put that in perspective, one person on average drinks that amount of water in two-and-a-half years. Cotton production is quite hurtful to the environment due to water stress. About 20% of industrial water pollution comes from garment manufacturing while fabric dyeing uses 1.3 trillion gallons of water alone.

Environmental Sustainability

The processing stages of the textile and apparel industry account for 10% of global energy emissions. It is thought that using a synthetic fiber like polyester would be more beneficial because it has a lower impact on water and land, but it emits more greenhouse gasses. In fact, a polyester shirt has more than twice as much of a carbon footprint than a cotton shirt. In 2015, polyester material production released about 1.5 trillion pounds of greenhouse gases. According to Business for Social Responsibility, when creating a garment 18% of carbon emissions are from fiber production, 16% is from yarn production, and 39% comes from consumer use which includes washing, drying, and disposing.

Chemicals are a part of the agricultural, dyeing, and processing stages. They are in fertilizers, pesticides, dyes, and processing agents. Exactly 24% of insecticides and 11% of pesticides come from cotton farming alone while using 3% of the world's arable land. The dyeing of textiles is the second highest cause of water pollution. Although dynamic colors, prints, and finishes are appealing to the consumer's eye, it is very harmful to the environment because of the high level of toxic chemicals.

Fast fashion seems great because they are trendy pieces with lower prices, but it is actually contributing to waste in the environment. This idea has consumers buying more clothes and keeping them for shorter time periods. According to the EPA, 13.1 million tons of textiles are thrown away in the United States alone each year. Only 15% of that is recycled or donated. Most synthetic fibers, like polyester, do not decompose which harms the environment. Circular fashion models are more ideal because materials would be reused.

Economic Sustainability

Economic sustainability has to do with countries and their wealth. Some countries remain poor because there is a lack of natural resources and/or skills, they are overpopulated, or a capitalist class that consumes the entire surplus product. To grow a sustainable economy, countries can look to agriculture and food systems, fisheries, forestry and wood products, manufacturing, industry, business, and technology. To monitor Economic Sustainability, the factory should be in a country that is not overpopulated and somewhere that has multiple natural resources and skills. The product is 100% cotton and should support a local cotton farm. Within that cotton farm, it is important that it minimizes energy use and waste from watering the crop to cleaning the cotton in the gin, to shipping it to consumers.

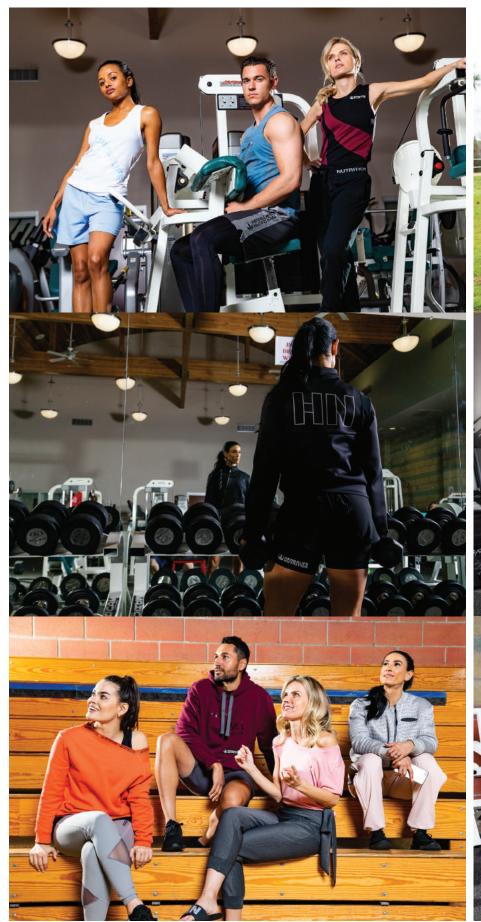


A Special Thanks...

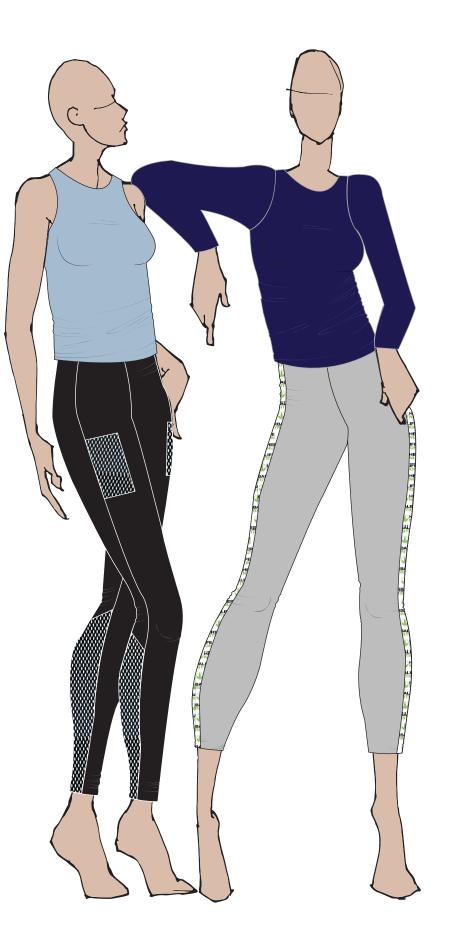
Herbalife Nutrition - Mentor company FIDM - College Barbara Bundy - Vice President of FIDM Amanda Starling - Instructor Tricia Edwards - Instructor Missy Kehoe - Instructor Angie Lee - Instructor Jeffery Streader - Instructor Gabrielle Goldaper - Instructor 14 other students - Classmates **Unsplash Photos - Images** Adobe Programs - Templates & designs Blurb Publishing Company - Book

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Peyton Newell