



**Apparel
Textile
Sourcing**

MIAMI

POST SHOW REPORT

Miami | May 27-29, 2020

Mana Wynwood Conference Center



Produced by



ATSM 2019 Highlights

Apparel Textile Sourcing Miami (ATSM) 2019 marked the second edition of the sourcing exhibition that functions as the gateway event where 3000 buyers from the Southeast US, Latin America, and the Caribbean connected with textile mills and apparel, accessory, and footwear manufacturers from 16 countries around the world.

Kicking off the first show of the year in the Apparel Textile Sourcing exhibition cycle, ATSM 2019 set a new standard as the crossroads of product sourcing, business education, and networking under one roof.

3000 Attendees

150+ Exhibitors

16 Exhibiting Countries

45 Countries Represented

30+ Keynotes and Panel Discussions

3 Fashion Shows

100+ VIPs including Ambassadors, Trade Commissioners, Association Directors, Export Promotion Offices and more



Reshoring Fashion Initiative



The purpose of the ReShoring Fashion Initiative is to create jobs for the US fashion manufacturing industry by creating a New Modern Model Factory that redefines the production of sewn goods.



Trade Show Stats

"Miami has been identified at the gateway to Latin America, but we really are also the gateway to all of North America."

Michael Finney, President and CEO of the Miami-Dade Beacon Council



Visitor Profile

- 74%** Owner, Partner or Founder
- 7%** Executive Management
- 5%** Student or Instructor



4/5 Attendees Represented Decision Makers

What Attendees Were Looking For

- 60%** Clothing & Apparel
- 13%** Fabrics & Textile
- 12%** Footware
- 8%** Fashion Accesories
- 7%** Home Textiles



By the Numbers

- 3000** Attendees to ATSM
- 1300** Visitors to Seminars and Fashion Show
- 150** Manufacturers, Mills, and Service Providers
- 36** Countries attended
- 30+** Keynotes and Panels
- 40+** Speakers
- 16** Exhibiting Countries
- 2** Conference Series: Main Stage + FashionLab

Notable Businesses in Attendance



PERRY ELLIS



ZARA



Exhibiting Countries

China, United States
Bangladesh, Brazil, Canada,
Colombia, Ghana, Guatemala,
Haiti, Hong Kong, India,
Japan, Mongolia, Pakistan
and Peru



Product Categories

Readymade Garments,
Fashion Textiles, Footware,
Home Textiles, Fashion
Accessories



Education

International Trade Policy,
Fashion Law, Influencer
Marketing, Technology,
Product Development,
eCommerce, Trade Finance,
Costing, Supply Chain,
Sustainability, Near-Sourcing,
Reshoring, Trend Forecasting
and Branding

Who Visits

Attendees

Designers, Boutiques, Retailers, Brands, eCommerce Stores, Importers, Buying Offices, Theme Parks and Cruise Lines



Sourcing Partners



Who Exhibits

Exhibitor Types

- Readymade Garment Factories
- Textile Mills
- Open Stock Fabric Vendors
- Labels, Trims, Notions, Hardware
- Machinery
- Trade Promotion Offices
- Cash & Carry Suppliers
- Private Labelers
- Digital Service Providers
- Wholesalers

Categories

At Apparel Textile Sourcing Miami, the product categories cover the whole world of apparel and textiles from fashion to function, from leather to lace. Don't miss the pavilions of manufacturers and factories from more than a dozen countries.



Exhibiting Countries



Domestic & International Partners and Media

Press | Government Associations
 Academic Institutions

Numerous partners from the media, government offices, the private sector, and academia has enabled the event to address all facets of the apparel and textile industry for current and future trends.

ATSM 2019 experienced unprecedented documentation through 207 identified articles and press releases from industry and media outlets that totaled over 32,000,000 impressions in the months leading into the event. These channels included WWD, Miami Herald, California Apparel News, Fashioning World, Fibre2Fashion, Just-Style.com, Retail Minded, Sourcing Journal, and dozens more.

Local support of ATSM included Enterprise Florida, Miami-Dade County, Broward County, the South Florida Manufacturers Association, Miami-Dade Beacon Council, Florida Chamber of Commerce, and many others.



Runway Showcase

Miami Designers | Student Collections | Exhibitor Fashion Show

ATSM is leading the way as the readymade garment and fabric sourcing platform for brands and retailers.

With Florida hosting Swim Week and Miami Fashion Week, whose dates coincide with ATSM the southeast US is becoming a must-attend destination for industry, trade, and commerce.

The fashion show continues to be a hallmark to the ATS show experience and this year was no exception.

The runway event at ATSM 2019 was produced in partnership with the Miami International University of Art and Design through Fashion Department Director, Charlene Parsons. At the stage, attendees were able to see designs from students at the university then transition to a local brand segment which included styles from...

Perry Ellis, Rene Ruiz, Bianca Coletti, and several other brands. The final segment featured an exhibitor showcase with factories that displayed their latest garment trends, construction, and finishing techniques.



What They Say



I was incredibly impressed with the attendance and organization of ATSM 2019; we had a very successful show this year and I will be attending other ATS exhibitions. At the Fashion Lab stage we were inundated with questions after my presentation and it was very rewarding to be able many of the designers and entrepreneurs at the show.

Frances Harder, President of Fashion For Profit

ATS Miami is quickly becoming the goto Sourcing Show for the North East and Latin America. Buyers and Brands both recognize the value of an interim market sourcing show that is curated with factories that are best in class, helps with matchmaking and most importantly provides engaging content - all a few minutes from the beaches. I will definitely be back.

Sal Khokhar - CEO KOLLECTIVE.MODA



There are many industries that are attracted to the state of Florida; however, there are 7 industries most prominent in Miami and this show falls in our creative and design sector initiatives... The Port of Miami can accommodate some of the largest ships and the Miami international airport is the #1 freight airport in the US so our ability to move goods on sea and air is highly efficient for companies based in South Florida.

Michael Finney
President and CEO of the Miami-Dade Beacon Council

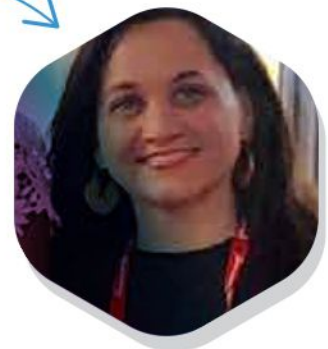


There are about 6000 manufacturing companies in South Florida... Getting connected to the talent is one of the most difficult tasks for businesses and ATSM is an example of where visitors can meet vendors and both students and other professionals to fill needs within their company.

Matthew Rocco
President of the South Florida Manufacturer's Association

Supplying to buyers in the Americas is a core initiative for CFI Haiti in the apparel sector due to the growth of the shift to near-sourcing from US based brands and the free trade zone benefits that exist with our factories. We've had dozens of meetings with major importers at ATSM and are in the process of helping many of them move their sourcing to Haitian manufacturers.

Gina Coles - Export Promotion with CFI Haiti



Matchmaking

The matchmaking component of the ATS shows organized by Manufacturer.com & TopTenWholesale.com continues to play an integral role for attendees from around the world to have a successful event.



The events are 3 days; however, trade and sourcing are ever changing 365 day per year tasks that are overseen by multiple departments from design to product development to finance.

Buyers maintain engagement with the ATS Group before, during, and after ATSM 2019 for matchmaking intros, relevant news articles, and sourcing research.

Buyers are given access to the entire extended exhibitor network at all ATS trade shows and 300,000+ suppliers on Manufacturer.com

100+ buyers with revenue over 10M USD and 20+ attendees with revenue exceeding \$250M USD were successfully matched with onsite exhibitors

One-third of registrations and attendees were brought in through the Manufacturer.com & TopTenWholesale.com platform databases

Education

Keynotes and Panel Discussions

The most significant aspect of ATSM 2019 in addition to meeting with suppliers is the educational series which doubled in size from the previous year.

Demand for addressing the important issues related to the fashion industry and sourcing in an open forum continues to grow and ATSM delivered on this through the introduction of the Fashion Lab conference series for start-ups and SMEs.

Businesses over \$50M per year joined the higher level presentations and discussions held at the ATSM Main Stage which address the factors relevant in companies that are faced with regular multi-million dollar purchasing decisions.

Major Industry Topics at ATSM 2019:

- Near Sourcing
- Brand Building & Licensing
- Sustainability & Compliance
- Trade Finance
- Influencer Marketing 2.0
- B2B + B2C eCommerce
- Technology in Fashion
- Navigating International
- Trade Policy

FASHION LAB

ATSM Introduces Fashion Lab Conference Series

Fashion Lab is an on-site educational conference series for Brands, Retail Stores, eCommerce Sellers and Designers in the apparel industry. Start-ups to attendees from established businesses gained access to key insights relevant to technologies and best practices influencing the way the apparel industry engages in commerce.



Keynotes / Panels Seminars

May 28, 2019

A New Era for Investing in Florida

Opportunities for Apparel Brands and Retailers
Sal Khokhar / Alice E. Ancona / Z. Joe Kulenovic /
Matthew R. Rocco / Michael Finney

Apparel Supply Chain Technologies B2B Trade & ERP Solutions

Fashion Lab
Sean Park / Shahrooz Kohan

Apparel Costing 101

Fashion Lab
Frances Harder

Navigating Global Trade Winds

Thomas G. Travis

Trade Policy Today and the Impact on Sourcing

Julia K. Hughes

Made in the USA: How to Produce a Fashion Line in America in 2019

Fashion Lab
Carla Lull Fonseca / Christine Daal / Claudia Regos

How Responsible Sourcing Impacts Your Bottom Line

Avedis Seferian

Imports, Exports, Trade Compliance and Customs

Everything you need to know for 2019 and beyond
Eric Olafson / Laura Siegel Rabinowitz / Robert
Barceló

A Fashion Designer's Guide to Brand & Design Protection

Using Trademarks, Copyrights & Patents in the
Apparel Industry
Fashion Lab
Laura Ganoza

Innovation Tailored

Crystal® Technology for the Perfect Cut
Fashion Lab
Giuseppe Cianci

Powering Retail Growth with a Responsive Supply Chain

Jeff Streader / Scott Conant / Wayne Buchen

Tricks of the Trade with Perry Ellis Marketing & Brand Recognition

Fashion Lab
Charlene Parsons / Luis Toro

How Local Industries Join Forces to Achieve Greater Goals

Changshu Garment Town

What's Trade Got To Do With It?

The United Nations Sustainable Development
Goals Made Easy
Fashion Lab
Magda Theodate, J.D., LL.M

May 29, 2019

How to drive TRAFFIC to your Online Store & BOOST Sales once They're There!

Fashion Lab
Christine Daal

Discovering Supply Chain Success and Winning on Today's Retail New Battleground

Jeff Streader

Color as Oasis for Autumn/Winter 20/21

Pantone Color Trend Forecast
Laurie Pressman

Fashion Talks

Why is Social Media so important
to the Fashion Industry?

Fashion Lab
Dayana Brown / Hector Garcia / Martu E.
Freeman-Parker / Valeria Orsini

Brand Creation 4 the Next Generation: How Factories Designers & Distributors Can Collaborate in the Future

Sal Khokhar

Discover CES Awarded Eureka Robotic Mannequin

Fashion Lab
Jeanine Milillo

ATSM 2019 Fashion Show

Creating a Brand Strategy

Fashion Lab
Frances Harder

The Power of Digital Influencer Marketing and Celebrity Partnerships

Sal Khokhar / Danielle Garo / Elie Maroun / Michael
Gonzalez / Valeria Orsini

The Business Side of Fashion Design:

Everything a Designer Needs to Know About
Launching a Successful Collection
Mercedes R. Gonzalez

Top Ten Mistakes Designers Make

Fashion Lab
Anna Livermore

How Can Technology Help a Company Save Both Time and Money to Meet Manufacturing Demands

Frances Harder / Ram Sareen

Navigating Florida's Tax Landscape

Fashion Lab
Amanda Levine

May 30, 2019

Building the Bridge for a Stronger US Supply Chain

Will Duncan

Optimizing your Supply Chain for Compliance, Waste Minimization & Sustainable Sourcing

Clay E. Hickson / Gabriella Smith / Katherine Stein

Incentives for North American Brands to Near Source from Latin America and the Caribbean

Catalina Sánchez / Lucia Palacios / Tessa Antoine

Introducing Technology into the Manufacturing Process

Randy Carr

A Practical Guide to Securing Working Capital to Finance your Apparel Supply Chain

Charles Brazier / Douglas Hale



Why Miami

Las Vegas, Hong Kong, Paris, and... Miami.

Miami is now a paramount exhibition destination alongside some of the worlds most famous international cities for B2B and B2C commerce.



"Miami has been identified as the gateway to Latin America, but we really are also the gateway to all of North America."

Michael Finney, President and CEO of the Miami-Dade Beacon Council

Gateway to the Americas



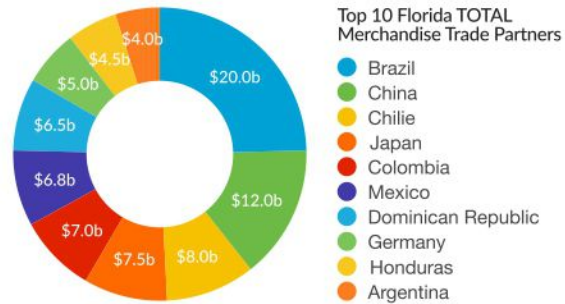
ATSM 2020 will grant 5000 attendees access to manufactures worldwide.

Attendees Include:

- Major Brands
- Private Labels
- Retailers Chains
- Designers
- Boutique Brands
- Wholesalers & many more

ATSM is the most significant B2B apparel trade show in South Eastern USA and The Americas.

70% of trade to Florida is from Latin American Countries



Sourcing Capital of the Americas

- #1 Logistics and Trade Hub for Central and South American Imports/Exports
- 91 million in population live in the Southeast US
- Apparel and textiles are top categories shipped through Port Miami and Port Everglades
- South Florida hosts Dozens of B2B and retail fashion brand events year-round
- Fashion headquarter hub to Perry Ellis, Rene Ruiz, Julian Chang, and more.
- Florida is the #1 state for Tourism in the US, home of Walt Disney
- Year-round trade and US Office location to 1000s of Latin American businesses
- 5000+ Attendees from Brands and Retailers projected for ATSM 2020

Logistics & Imports

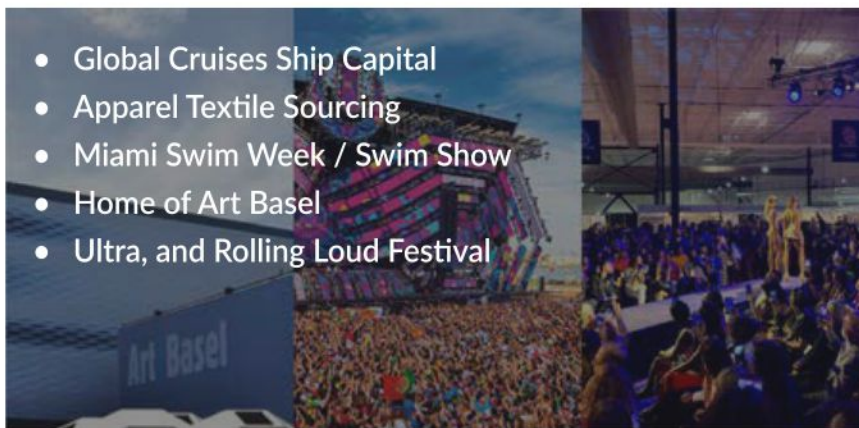
Built for Business - The Economic Center for The Americas

Florida has one of the world's most extensive multi-modal transportation systems, featuring international airports, deep-water shipping ports, extensive highway and rail networks and multiple hubs that allow for high-speed data transmission from around the U.S. to Europe, Latin America and Africa.



- Warehousing and Fulfillment Hub for the Americas 130M+ SQ FT of warehouse space in Jacksonville
- Largest Free Trade Zone for the Americas 160B+ Latin America Fashion Economy
- Port of Miami & Port Everglades - Central Hub for USA & The Americas
- Miami International Airport - USA Largest Air Freight Hub

B2B/B2C Events, Entertainment & Hospitality



- Global Cruises Ship Capital
- Apparel Textile Sourcing
- Miami Swim Week / Swim Show
- Home of Art Basel
- Ultra, and Rolling Loud Festival

Global Cruise & Hotel Capital for Hospitality Buying Offices

- \$90B in Tourism Revenue
- 3000 Tourism Industry Businesses
- Hotel and Casino Destination
- Disney and Universal Studios theme parks



Trade Florida is host to regional and hemispheric headquarters of companies from around the U.S. and all over the world, a vibrant international banking center and a diplomatic hub with a substantial Consular Corps. Many international firms base other facilities, such as warehousing, distribution and manufacturing, in Florida to take advantage of its easy access to global markets.

Regional Highlights

Miami-Dade County Rankings

- #1 Startup activity in the nation (Kauffman Index)
- #2 Tech job creation—Florida (EMSI and Dice)
- #1 Happiest City to Work In (CareerBliss 2015, 2016)
- Top 10 "most attractive metro areas for investment" (CBRE North America 2015 Investor Intentions Survey)
- Best City for Business in Latin America (América Economía)
- #1 East Coast port to be ready for Post-Panamax ships
- #2 Most connected city in US (FDI)
- #3 Job growth in financial services (Headlight Data)
- #3 Top emerging tech hub (Mashable)
- #8 Most business-friendly city (FDI)

Florida Rankings

- #2 Best state for business (Chief Executive Magazine)
- #3 Corporate tax environment (Area Development)
- #4 Lowest private sector unionization rate (unionstats.com)
- #4 Best tax climate (Tax Foundation, U.S. Chamber of Commerce)
- #8 Business friendliness (Major American Cities)

*stats as provided by the Miami-Dade Beacon Council

Global Connect at ATSM



Source 100s of manufactures worldwide in one destination



30+ Education Seminars & Workshops from global industry experts



Network with 5,000+ Attendees



Expand your market reach in new Joint Ventures



MIAMI

FASHIONLAB



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TopTenWholesale.com



Manufacturer.com

ATSM 2020

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What began in 2018 has now doubled in 2019 and we're excited to share what the show has in store next year.

Here is a snapshot of a few features you'll see at ATSM 2020:

- On-site Factory Production Line Machinery
- Additional African Producers
- Fashion Lab 2.0 Conference Series
- New Latin American and Caribbean Producers
- Home Textile Expansion
- Luxury Apparel and Textile Manufacturers
- Expanded Footwear Sourcing Pavilion
- Digital Service Provider Pavilion

On behalf of the executive team of Manufacturer.com and the Apparel Textile Sourcing trade shows, we would like to extend a Thank You to all of our partners both locally in South Florida and Worldwide for making ATSM 2019 a huge success and growing the region into sourcing capital for the US and Latin American markets. We look forward to hosting you all again next year and welcoming new partners, officials, and trade associations for the 3rd edition of ATSM in May 2020.



Exhibitor Booth Packages

All Booth Packages Include



6x10' (3x2m) Standard Booth Package Includes:

- One (1) 3m x 3m grey carpet
- Three (3) 3m long x 8ft high hardwalls
- One (1) 3m long x 10" front ID sign with company name
- Three (3) 1m hangbars or shelves
- Three (3) black armlights
- One (1) 30" square white table
- Three (3) black standard chairs
- One (1) rolling rack
- One (1) 1m reception counter with doors and lock
- One (1) trash bin with bags
- Option to change three (3) walls for 1m pegboard at no cost
- Directory Listing in Print Guide
- Directory Listing in Show App

10x10' (3x3m) Standard Booth Package

\$5,800

10x10' (3x3m) Standard Booth Package + B2B Platform Memberships

\$6,699

- Includes everything offered from Standard Package
- TopTenWholesale.com & Manufacture.com Annual ATSM Exhibitor Membership

6x10' (3x2m) Basic Booth Package

\$3,675

- 1 Rolling Rack
- 3 Arm Lights
- 1 Round Table with 3 Chairs
- ID sign

TopTenWholesale.com & Manufacture.com Annual ATSM Exhibitor Membership

\$1,798

- Manages all online promotion before and after event
- Directs all buyers back to exhibitor's website
- Assigned 24/7 account professional year-round
- Online matchmaking showroom with unlimited product uploads

Exhibition Booth Add-Ons

Corner Booth Upgrade	+\$300
Full Page Ad in Official Show Preview	\$2,500
Half Page Ad in Official Show Preview	\$1,450



SEE RECAP VIDEO HERE



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Contact

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