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July 2014

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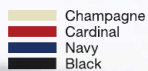
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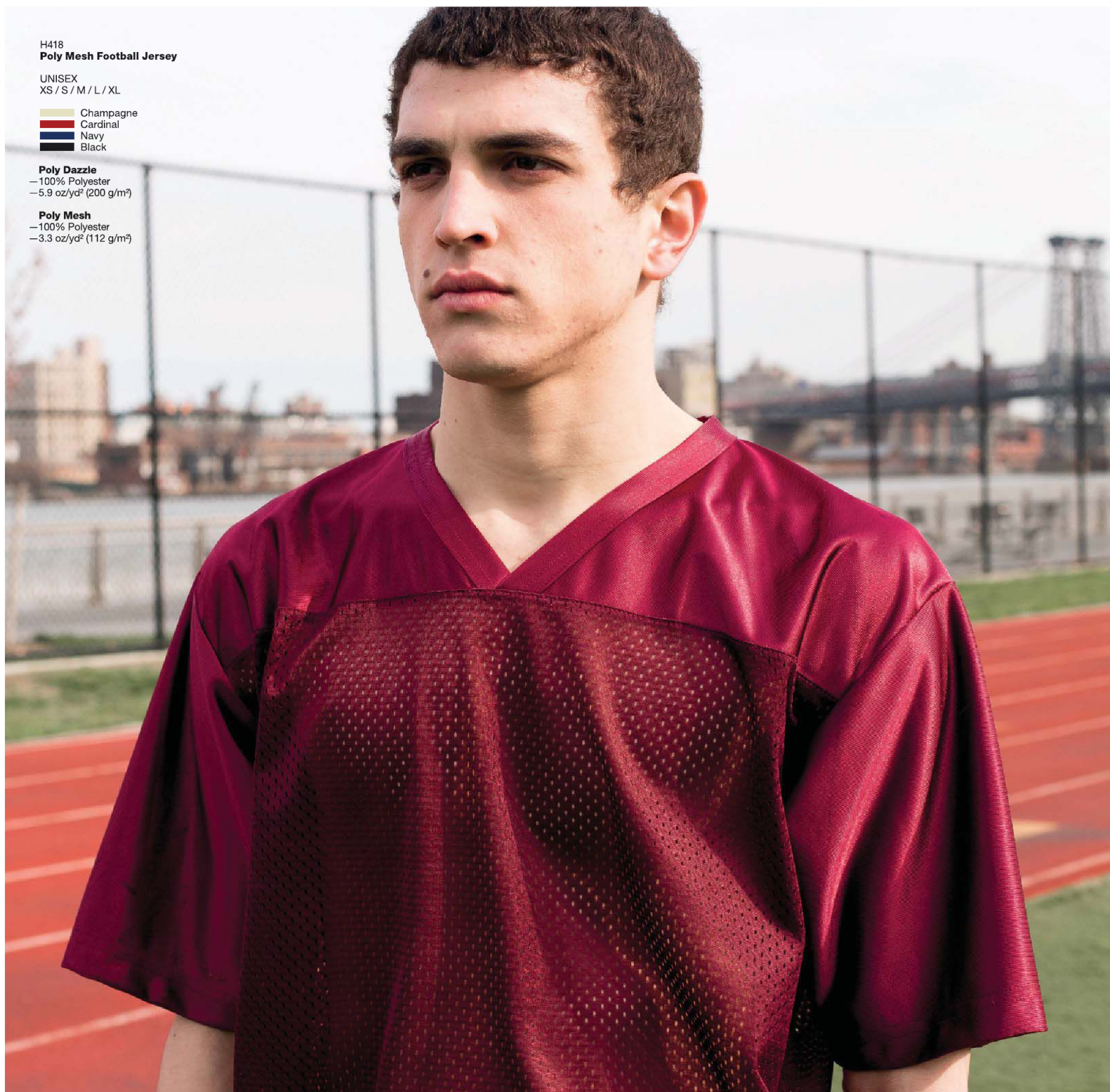
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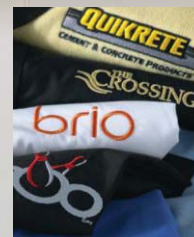
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# WEARABLES

JULY 2014 VOLUME 18, Number 6 [www.wearablesmag.com](http://www.wearablesmag.com)

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## Contest Material

For the first challenge of our Top Decorator contest in 2014, we tasked the competitors to print on a polyester shirt. Contest sponsor Hanes Branded Printwear (asi/59528; circle 105 on Free Info Card) provided its Hanes Cool DRI performance shirt (4820) not just for

our cover, but all the participants in the contest. Our cover shirt was decorated by A&P Master Images (asi/702505; circle 106 on Free Info Card) and designed by ASI designer Melissa Lascala.

**These Colors Don't Run**  
A&P Master Images excels at printing on performance products. While dye migration is a serious issue with red performance fabrics, CEO Howard Potter and his team had no problem when it came to printing the cover design. "You need to make sure," he says, "you are using a polyester white for your base to block out any possible dye migration."

**Contrasting Thoughts**  
Lascala designed our bold new logo for this year's *Wearables* Top Decorator contest. "I went for a more retro look," she says, "and wanted to make sure the colors contrasted well with red since it was determined it would be on a red shirt."

**Racing Wear**  
The Cool DRI is Hanes' leading performance shirt. It boasts several performance features, including rapid wicking and drying as well as 50+ UPF rating. It's ideally suited for events like charity walks and runs, the hypothetical setting of our first Top Decorator challenge. Hanes even attended the Race Directors College Workshop last year to show its performance gear to race directors across the Southeast. "The Hanes Cool DRI shirt is the perfect shirt for races because it delivers exceptional wicking performance, quality fabric and an excellent printing platform at a great price," says Andrew Verga, marketing manager for Hanes Branded Printwear.

**Decoration Tip**  
"Poly heats up a lot faster than cotton while flashing or curing in your dryer," says Potter. "When curing the shirt in your dryer, you want to warm the polyester piece up at the beginning with less heat, and at halfway through you want it to hit 250 degrees Fahrenheit and cure around 320 at the end. By doing this, you protect the garment from getting too hot."



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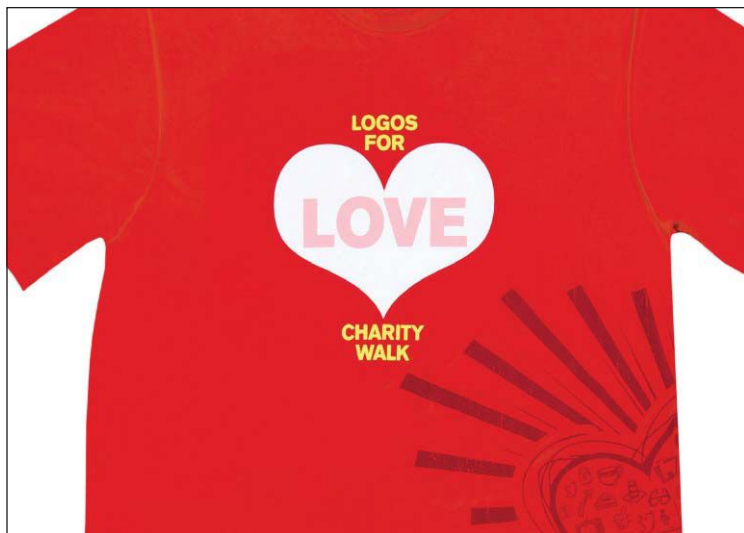
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## ONLINE EXCLUSIVE

### Rock the Vote

The first challenge of our *Wearables* Top Decorator contest has concluded, but there are still many more to come. Each month will bring a different challenge, and your vote could be the difference. Be sure to visit our website to vote and look at all the finalists.



## VIDEO

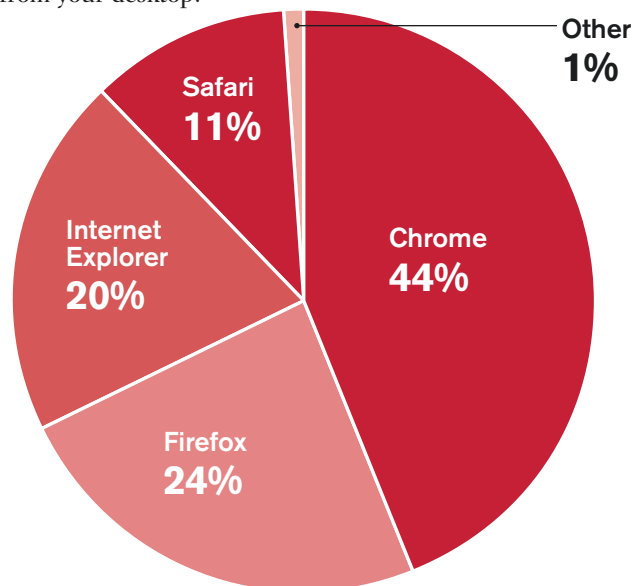
### The Right Call

We practically wear our cell phones, so it's no surprise that mobile accessories have become explosively popular. *Wearables* Editor C.J. Mittica looks at the coolest products in this growing category in this Trend Alert video.

## POLL

### Data Analysis

On ASICentral.com, we asked: "What web browser do you use most often from your desktop?"



## NEWSLETTER

### Tees, Please

The fashion T-shirt has exploded in popularity, becoming a versatile and stylish option that is worn by just about anybody anywhere. Our *Wearables* Style e-newsletter digs into the high demand for this item.

## SHOW COVERAGE

### Gone with the Windy City

Show season concludes with a bang with the ASI Show Chicago. Our show coverage will have leading sales and marketing strategies along with the top trends, straight from the show floor.





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## BACK ON TOP

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**S**creen printers don't lack for challenges. Learning new techniques, dealing with difficult fabrics, fixing bad art files, deciding whether to replace equipment, finding new customers, figuring out how to keep these customers, fighting off low-price competition ... the list goes on and on.

Like I said, they don't need another challenge. But we're giving them one anyway, with the return of our *Wearables* Top Decorator contest.

Thankfully, this is one challenge our readers welcome. Last year's contest started with eight top-notch decorators and whittled the field down little by little until a champion was crowned: Target Decorated Apparel (asi/90549), which prevailed through its creativity and technical expertise – not to mention a few show-stopping prints. “The competition was good for us as it challenged us,” says Steve Kanne, Target's president and owner. “We were able to do some R&D and have gotten better as a result.”

That is why we were eager to bring back our Top Decorator Contest for 2014. We will be running challenges in each issue starting now through the end of the year – five in total. Any company that screen prints – distributor, decorator or supplier – is welcome to enter.

The biggest change is that companies can enter into as many challenges they want.

We understand you're busy, and that some months you get really busy. We don't want that to preclude you from participating at all in the competition.

All five winners will win a Visa Gift Card courtesy of our contest sponsor, Hanes Branded Printwear (asi/59528). (In addition, Hanes is graciously supplying hundreds of shirts for our competitors to decorate on.) Each winning design will be put in the running for a Best In Show grand prize at the end of the year.



“Our goal is to test the technical and creative abilities of the best screen printers.”

Our goal is to test the technical and creative abilities of the best screen printers. The first challenge this month involves one of the most difficult tasks in the industry right now: printing on polyester. Dye migration is a constant problem, and the worst is printing

white on a red poly shirt. (The red ink of the shirt will leech during the curing process and turn that pristine white lettering into a blush pink.) It's no accident we tasked our competitors to print a shirt for a hypothetical charity walk that featured a large white heart logo on a red poly shirt. Yes, we are nefarious.

The good news is that our competitors passed without the flying colors. Turn to page 38 to see our winning entry (along with all the other submissions), and find out how the winning company nailed it.

There are more challenges coming up this year, and it's not too late to enter. E-mail me at [cmittica@asicentral.com](mailto:cmittica@asicentral.com) for all the details.

We've got plenty of great content in this issue. Check our annual SourceBook to find hundreds of companies for apparel and decoration equipment. Our Trends section features the hottest pattern in golf polos, while Screen-Printing Success spills the secret on one technique that is severely underutilized in the U.S. Challenge accepted.

Thanks for reading,

*Charles J. Mittin*



### WHAT'S IN MY CLOSET?

Each issue, we ask our readers a simple question: What is your favorite branded apparel item in your closet? Send in a photo of you and your favorite garment, and tell us in a paragraph why you love it. We run one submission each issue, and that lucky winner receives a \$25 Visa Gift card.

This issue, our submission comes from Dany Ochoa, president of Relik Ink: “This is my favorite shirt. It's actually a simple white 100% cotton tee (3600) from Next Level Apparel (asi/73867). On the back is our company logo for Relik Ink. After hearing a song from the Dropkick Murphys called

‘Rose Tattoo,’ I became obsessed about changing our logo to a skull and roses from the skull outlaw art we used to have. After much research and disappointment at times, we bumped into this artwork originally from a tattoo artist from Ireland. I knew right away we had a winner. We contacted the artist and he was very enthusiastic about our line of business. He allowed us to use the logo in exchange for some shirts for him with different pieces of his artwork, including this one. When we printed his shirts, I printed an extra one for me and have kept it on ever since.”



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# TRENDS

THE HOTTEST  
APPAREL AND  
ACCESSORIES

By Alissa Tallman

1



2



## FASHION TIP

Pairing gradient-themed polos with neutral separates is the key to their effectiveness. White is especially stunning when matched with these shirts; consider an all-white outfit, such as chinos and a sporty blazer.

## Making the Gradient

**GRADIENT DESIGNS HAVE** infiltrated not just high fashion by the likes of Emilio Pucci and Fendi, but also sportswear retailers such as Nike and Puma. Creating visual interest and introducing colors in “layers” as they make their way across a garment, gradient patterning is definitely enjoying its heyday.

“Gradient design takes advantage of the modern printing and manufacturing processes that have become available in the last two or three years,” says Jason Neve, art department director for Boardroom Eco Apparel (asi/40705). “Advances in textile manufacturing, digital printing, sublimation printing and color management have made it possible to dye fabrics in any color or pattern in significantly lower batches and at a lower cost.”

“It’s something different from the solids and stripes that have dominated corporate apparel over the years,” says Kevin Giron of Driving Impressions (asi/50864).

**1.** Men’s Puma golf polo (567544) from **Driving Impressions** (asi/50864; circle 77 on Free Info Card). **2.** Sublimated stripe polo (ST600) from **SanMar** (asi/84863; circle 76 on Free Info Card) Embroidered by Stitch Designers (asi/741145; circle 80 on Free Info Card). **3.** Women’s golf polo (410068) from **Boardroom Eco Apparel** (asi/40705; circle 87 on Free Info Card).

3





GIVE A SALUTE TO

## Army Green

**MILITARY FASHIONS CONTINUE** to be in vogue; as a result, army green has emerged as a true fashion contender on the runways. Fall/winter collections from Calvin Klein, Philip Lim and Prabal Gurung showcase this mainstay color in a variety of apparel types, from leather skirts to coats.

David Goldman, vice president of Philadelphia Rapid Transit (asi/77945), explains how the popular appeal of this color involves current trends in streetwear, which emphasize dark neutrals and feature army green as a black alternative. "While black has always been a highly versatile neutral," he says, "army green – which urban hipsters have brought into the limelight – can function very similarly." Not only is army green an ideal choice for logos and embellishments, it conveys many qualities as a muted hue in streetwear. "A subdued palette stresses a resourceful, functional and tough attitude that flashy or bright colors can't transmit," Goldman says.



**DECORATION TIP**  
White, black, orange and yellow will certainly work well against the backdrop of a solid army green garment. But don't be scared of how they will look on camo shirts and hats – the decorations will show up equally fine on the popular pattern.

Men's cotton canvas shirt (S296) from **Broberry Mfg. Inc.** (asi/42057; circle 81 on Free Info Card).

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6532

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## THE CHALLENGE

# “How Can I Convey That I’m Trustworthy?”

Here’s a puzzler: What’s something that’s hard to get, and once you have it, easy to lose? It’s not exactly the riddle of the Sphinx. Just about everyone knows that trust must be earned; what’s more difficult is figuring out how to do that. There’s no simple set of rules for cold-calling or attempting to woo a prospective client during that first sales presentation, but there are a few ways you can highlight your inherent trustworthiness.

Before you can begin earning their trust, however, you need some of your own. “If you do not trust the company that you’re working for, the deeper purpose that you’re representing, that conviction switch will just never turn on,” says author Rich Karlgaard. “It’s hard to sell something you don’t truly believe in.” Karlgaard, publisher of *Forbes* magazine, wrote the recently released book *The Soft Edge: Where Great Companies Find Lasting Success*.

It’s a matter of authenticity. “The insincere salesman that’s often portrayed doesn’t work in the age of social media. ... Authenticity comes from a deeply sincere place,” Karl-

gaard says.

That’s been the experience of Kevin Scharnek, owner of Waukesha, WI-based 14 West LLC (asi/197092). His small company’s salespeople don’t do their own sourcing or quoting, something of an anomaly in the industry, he says; instead, they rely on what Scharnek calls “a fantastic bullpen of client service folks.” When Scharnek and his salespeople talk up the services 14 West offers, they don’t have to exaggerate, and that pride and trust in the team shines through. “I think people can sense truth. It’s maybe in the tone of your voice, your body language,” he says.

So, you believe in your company and its mission. Now what?

**Do your homework.** With some basic research and minimal prep work, you can easily warm up a cold call. “If you just do a blind cold call, you just sound like a telemarketer,” says Reggie Gonzalez, vice president of product sales at supplier iClick Decorate (asi/63125). “That’s the worst thing to do.” Get some background on the client’s company and unique challenges before you pick up the phone. Even something as simple as a Google search could do the trick.

**Give prospects fair warning.** Gonzalez’s preferred method: a handwritten note telling them to expect his call. He would attach the note to spec samples – perhaps a notepad and pen – and put the little packet in the mail. As a salesman, he used to send out about 30 such notes every quarter. The majority of the people who received them would accept or return his call, and nearly half agreed to a subsequent in-person meeting, he says. “When I called, people would always remember that note,” Gonzalez says. It’s a tradition he encourages his current sales team to carry on.

**Ask questions (and listen to the answers).** Once you’ve connected with a



potential client, the temptation is often to launch directly into your pitch. But dominating the conversation is a mistake, experts say, and it fits right into the stereotype of the huckster salesperson. “By DNA, we’re high-drive, low-compliance, so we just want to take over the situation,” Scharnek says of salespeople. “Everyone needs to do a better job of just listening.”

Let the client tell you about their challenges, and then ask them thoughtful questions to help unearth their true needs, says Chris Vanderzyden, sales consultant and author of *7 Steps to Entrepreneurial Victory*. “They will know if you’re wasting their time,” she says. And don’t forget to take notes. Not only does it show you’re paying attention, those notes will come in handy when you need to recall your client’s specific concerns in the future.

**Follow up.** After that initial meeting or phone call, keep yourself top-of-mind by sending a handwritten thank-you note to potential clients. It’s what salespeople at iClick do to stand out, Gonzalez says: “That really solidifies that relationship. Nobody does handwritten cards anymore.”

– Theresa Hegel

## Relationships Aren’t Built in a Day

You’re probably not going to make a sale after one phone call or meeting. Complete trust doesn’t come right away – it must be built over time through successful sales and top-quality service. The persistence pays off: Statistically, 90% of sales are made after the fourth contact, Scharnek says. But only 10% of salespeople make more than three contacts with a prospect, he adds. As Vanderzyden notes: “It’s about developing a relationship, and it can’t be done overnight.” – TH





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MARKET SPOTLIGHT

# Back to School

New students mean new opportunities to sell decorated apparel.

Raise your hand if you still sometimes wear that comfy hooded sweatshirt with your alma mater's logo across the front, years after stepping into the real world. And just how many custom T-shirts did you amass over those four years on campus? With the new school year right around the corner, it's a good time to think about how many opportunities for decorated apparel a typical school year brings.

It's no secret that the education market remains an ideal target for distributors and decorators. (Education has been ranked the number-one market each and every year of the *Wearables Sales Forecast*.) But the timing is especially ripe now and into the fall because from college all the way down to grade school, each year brings in a brand-new batch of students, says Brad Graff, co-owner of Wall of

Fame, a screen printer in Sioux City, IA. "It's a fairly captive customer," he says.

It's not unusual for schools to give out T-shirts to the entire freshman class during orientation week, says Sue Wilcosky, marketing manager of Transfer Express (asi/91804). And that's often only the beginning. "When you think of all the different types of events that go on throughout campus, all of them involve T-shirts," she says. A number of bookstores have their own heat presses, printing shirts on demand using designs provided by Transfer Express.

With college bookstores selling fewer books, many are seeking to increase revenue by offering more custom apparel, Wilcosky says. Another factor indirectly helping the custom apparel market is higher-ed inflation, says Eric Hamlin, vice president of Kotis

Designs (asi/244898). Students are realizing that they need more than just a degree to land their dream job, so they join ever-more campus organizations to help with networking and to get an edge on their resume, he says. That translates to more custom T-shirts, with each group wanting to distinguish itself, or holding a fundraiser or having an event they want to commemorate.

Apparel at the high school level is also lucrative. Wilcosky works with one high school with just 400 students. The school buys about \$20,000 of materials from Transfer Express a year, translating that into hundreds of thousands of dollars in apparel sales, she says. The school expected to handle shirts for freshman orientation or for sports practices, but was surprised when smaller groups, like the physics club, ordered custom tees,

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Wilcosky says. "It's been a greater source of revenue than [the high school] expected," she adds. And the timing is especially important, as year-long clubs and fall sports teams get organized at the beginning of the school year.

Trends come and go with spirit apparel. A few years ago, Kotis saw an increased demand for neon-colored shirts, a trend that hasn't yet lost steam. "Neon is still very much alive," Hamlin says. Wilcosky has noticed interest in "a little bling" with rhinestones and glitter transfers gaining popularity. The classics, however, never go out of style. Brent Beatty, manager of the University of Calgary bookstores, says hoodies bearing the school logo are perennial best-sellers.

There are a few things to think about before getting into the college market, though. "It's pretty heavily regulated from a social standpoint, and there are a lot of hoops that you have to jump through," Hamlin says. Many schools belong to a licensing group, such as the Collegiate Licensing Co., which requires things like public disclosure of the factories that produce the items sold. Hamlin cautions distributors not to dive into the college market without first researching and understanding everything that might be involved. Clear that hurdle, though, and school can be the most fun it's ever been. — *Theresa Hegel*

## Product Pick

This wardrobe staple is sure to pass the test.



Kotis Design (asi/244898) designed this on-trend **Bella+Canvas** (asi/39590; circle 88 on Free Info Card) T-shirt to help the Washington State University Alumni Association attract student members.



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BEGINNER – 100

## Color Your Emotions

**If you associate** the color red with aggression, you might be a bit old-fashioned. A recent study from the University of Missouri Department of Textile and Apparel Management found consumers today view red differently. The research examined the impact of colors in a company's logo – in particular, the emotions each color invokes for the viewer. Generic logos of different colors for fake companies were presented to the study's participants.

"Of all the feelings associated with logo colors, the feelings associated with red logos were the most surprising," says Jessica Ridgeway, the MU doctoral student who conducted the research. "Traditional emotions based on red include aggression and romance, but red logos did not invoke those emotions in study participants. This can probably be attributed to the fact that red is used in logos of many well-established brands such as State Farm, McDonald's and ESPN, so consumers have pre-existing emotions associated with brands using that color."

**The lesson:** As a promotional apparel advisor and decorator, you cannot rely on

### Five Interesting Facts About Color

1. Men and women see color differently. Women see variations in red (a full spectrum of tones, tints and shades) while men typically see "just red."
2. Pink soothes the nerves.
3. Yellow and orange stimulate appetite.
4. Silver-colored cars are least likely to be in an accident.
5. Forty percent of people worldwide choose blue as their favorite color.

Source: listverse.com



Want to convey notions of expertise and self-assurance? Use a red logo, like this embroidery decoration by **StitchWise Embroidery Design** (circle 78 on Free Info Card).

Photo courtesy of Madeira USA and StitchWise Embroidery Design

traditional color associations alone. Ridgeway's advice is to "stay attuned to how colors are viewed and applied in popular culture such as in entertainment, as this tends to influence consumers' color associations."

What emotions did each logo color stir?

**Blue:** Confidence, success and reliability

**Green:** Environmental friendliness, toughness, durability, masculinity and sustainability

**Purple:** Femininity, glamour and charm

**Pink:** Youth, imagination and fashionable

**Yellow:** Fun and modernity

**Red:** Expertise and self-assurance

“Stay attuned to how colors are viewed and applied in popular culture.”

Jessica Ridgeway, University of Missouri



# Game On For Golf Apparel

**The golf-minded fashionistas** at [www.trendygolf.com](http://www.trendygolf.com) recently featured stripes as seasonal apparel trend for golfers. Not just any stripes, but bold horizontal stripes that make a statement on the green, as well as thinner traditional versions. They're appearing on golf pros' shirts in single or multicolor variations for a sporty look that is hard to miss.

Dunbrooke Apparel (asi/50930) offers an extensive line of polos in its house brand, as well as a collection of Reebok styles. "We're seeing more trends in the [market], instead of just your basic polo," says Angela Wong, merchandise manager at Dunbrooke. "There are more colors, details – it's a bit more stylish instead of your basic moisture-wicking polos. Both Dunbrooke and Reebok represent 'classic.' We stick to the basics, but we like to

come out with better fabric that is snag-resistant, different knit structures, etc."

Its Reebok PlayDry jacquard stripe polo, for example, picks up on this year's stripes trend while also delivering performance technologies for moisture management and breathability. The PlayDry base layer moves moisture, accelerates evaporation, ventilation and reduces abrasion. The polo achieves the smart balance of stylish form with practical function.

Of course, when you're sourcing for a golf club, boost your profit with value-added extras. Stylish golf ensembles include appropriate shorts, belts, visors and gloves.

## Swing With Style

- Sleeves should be approximately three-quarters of the way to the elbow, which should not be covered.
- Shorts should fall just above the kneecaps.
- Pants should kiss the top of the shoe.
- Consider twill khakis a must-have foundation garment.
- Rainwear or outerwear should be cut "trim" – nothing oversized or too loose.

Source: Golf Digest



Stripes are in for golf, and you can find them on this Reebok jacquard striped polo (7419) from **Dunbrooke Apparel** (asi/50930; circle 83 on Free Info Card). Photo courtesy of Dunbrooke Apparel (asi/50930)

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W14\_7



Our elite decoration competition returns for 2014. The first challenge: Conquer the dreaded task of printing on polyester.

BY C.J. MITTICA



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**S**creen printers across the country are consistently doing excellent work – creatively inventive and technically precise. But who really stands out? To answer that question, we’ve brought back our *Wearables* Top Decorator competition.

This year, we will have one challenge per issue starting now through the end of 2014. Every round is open to any company that offers screen printing. Each round’s winner will receive a prize courtesy of our contest sponsor, Hanes Branded Printwear (asi/59528), and all five winners will compete for a Best in Show grand prize of \$500.

## CHALLENGE #1: CHARITY WALK POLY SHIRT

ASI and *Wearables* have launched a hypothetical charity named Logos for Love that will benefit several worthy causes. Logos for Love plans to hold a 5K walk to raise money. Participants at the walk will receive a T-shirt printed with the name of the event – Logos for Love Charity Walk. Contestants were tasked to faithfully reproduce the supplied logo of the charity walk (right) while making creative additions.

The shirts were judged on these criteria:

**Ability to Print on Polyester:** Limiting dye migration, maintaining “whiteness” and matching the other Pantone colors in the design.

**Ability to Print the Supplied Artwork:** The precision and clarity of the print, the hand and reproducing the charity shirt logo as supplied.

**Ability to Demonstrate Creativity:** Demonstrating advanced print techniques, incorporating creative additions like extra design elements, off locations and multimedia techniques.

*Sponsored by*  
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(asi/59528)



### CONTEST RULES

*Wearables* Top Decorator was open to distributors, decorators and suppliers with screen-printing equipment. Participants must prominently use screen printing in their design. They are allowed to incorporate it into mixed media with other decoration methods.

The winner is determined by three expert judges and a popular vote by *Wearables* readers. Entries were judged based on the screen printer’s ability to print on polyester, the precision of the print and the creative additions to the design. The reader vote breaks all ties. One vote was allowed per reader per challenge round. The winning company received a \$100 Visa gift card and a \$200 donation to the charity of its choice from Hanes Branded Printwear (asi/59528).

# WINNER

## SILKWORM INC.

(asi/326835)

Circle 100 on Free Info Card  
The winning decoration featured a full-chest design with a hand-illustrated walking heart, with the charity walk logo placed on the back right shoulder.



T-SHIRT FRONT



T-SHIRT BACK

- + Expert use of performance inks with correct mesh that eliminated all dye migration.
- + Completely accurate reproduction of the supplied logo, including fonts and colors.
- + Demonstrated printing skill through highlight white and underbase with clean top prints.
- + Very light hand, even with a full center-chest design.
- + Creative illustrated front-chest logo with personality and high detail.
- + Use of advanced techniques such as halftone printing for front design background.



LOGO DETAIL – FRONT



**Q&A** Wearables spoke with the winning team at Silkworm Inc. (asi/326835) about its creative entry and how to print on poly.

**Q: What were your key tricks to printing on polyester and still keeping the design vibrant and the hand light?**

**Bob Chambers, President and Founder:**

There are no shortcuts when it comes to printing poly. Thoughtful graphics, the right mesh, ink and squeegees as well as a calibrated dryer go a long way to ensure a quality print with a reasonable hand of feel. We started with printing a white underbase with a poly ink through a 110 or 150 smart mesh. The smart mesh helped us lay the ink on the surface of the fabric. A true poly ink gives us the best possible defense against migration. We print our spot colors on the base with a 150 to 180 mesh screen. The maroon half-tone background color was printed through 220 mesh. We finished the print with a white highlight plate. Since we used a 150 mesh for the spot colors on the base, we flash-dried between all colors.

**Q: What was the most difficult part of this challenge?**

**Jaime Reynolds, Director of Sales and Marketing:**

Sorting out and including each piece of the puzzle was key to this challenge. Our systems did not locate the original font provided in the file, so we went the extra mile to extract the embedded font instead of accepting one that was close enough. Our team spent a great deal of time matching PMS colors and incorporating those into the design as a whole for a completely blended look.

**Q: How did you come up with the idea for the main design, and how did you go about creating it?**

**Tony Phillippe, Senior Graphic Designer and Illustrator:**

I wanted to approach the design with an illustrated icon. The central heart shape for the logo seemed like a good start, but how do I make it have a personality? For an event shirt, participants want to focus on competing, not the additional weight with heavy deposits of ink. I drew the character, investing most of my time in drawing his tennis shoes in Illustrator. Next I began trying out cool text arrangements that represented motion and complemented the heart's location, visually drawing attention to him.

## RUNNER-UP

### VISUAL IMPRESSIONS

Circle 98 on Free Info Card

This design features a creative side wrap that accents the main logo. The decorator printed four locations to create the logo and the wrap.



#### Decoration Tip

The tonal side wrap that Visual Impressions used may look like a simple one-color design, but there was much more effort involved. "We achieved the effect by printing it with different locations and screens, drying the ink each time," says COO Marshall Atkinson. "We did this part first, then cooled the shirts before printing the main image."

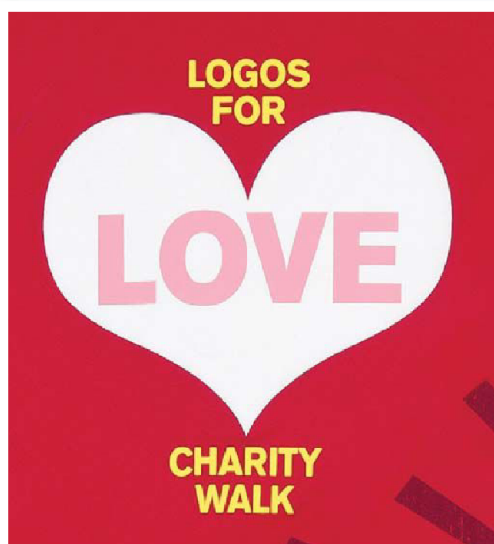
+ Reproduced supplied logo fonts and shape with precision.

+ Creative side wrap with funky detail. Sits light on the shirt.

- Minor amount of pink bleeding on the white heart.

- White heart has thicker hand, sits heavy on the chest.

T-SHIRT FRONT



LOGO DETAIL



LOGO DETAIL

# RUNNER-UP

## TRIMARK SPORTSWEAR GROUP

(asi/92122) Circle 89 on Free Info Card

This shirt features an oversized heart design created with a laser as well as text elements accented with puff inks.



+ Use of laser underlay completely eliminated dye migration.

+ Puff inks give wording extra dimensionality.

-Slight puckering of the fabric under imprint.

-Additional laser etched hearts too feminine for some male wearers.



LOGO DETAIL

### Decoration Tip

Trimark took a new approach to eliminating dye migration. "We built up an oversized laser pattern using the heart icons," says Nadia Baggetta, digital marketing coordinator. "The laser decoration in essence sealed the dye by the process of melting the top layer of the polyester, producing a new base to directly print on."

## FINALISTS



**AVENTA** (asi/31940; circle 101 on Free Info Card)



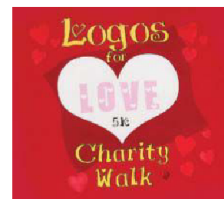
**AVENTA** (back of shirt)



**Boxercraft** (asi/41325; circle 99 on Free Info Card)



**Precision Imprint** (circle 102 on Free Info Card)



**Special T's** (asi/739250; circle 104 on Free Info Card)



**The Art Department** (circle 103 on Free Info Card)

## PRODUCT SPOTLIGHT

### Hanes Cool DRI T-Shirt (4820)

Available from Hanes Branded Printwear (asi/59528; circle 105 on Free Info Card), Hanes Cool DRI shirts feature rapid dry 100% polyester interlock fabric that is specifically designed to wick moisture away from the body quickly and efficiently. In recent performance tests, the Hanes Cool DRI shirt far outpaced other comparable shirts from leading brands. In addition, the Hanes Cool DRI shirts have a 50+ UPF rating and provide excellent UV protection. Engineered for optimal performance, the Hanes Cool DRI T-shirts are available in 15 colors, sizes XS-3XL. Also available in women's, youth and long-sleeve styles.

- Wicks and dries faster than the competition
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- Perfect for printing or sublimation
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- Narrow ribbed collar • Double-needle cover-seamed neck
- Double-needle sleeve and bottom hems





Scott Fresener is the director of T-Biz Network International and the co-author of *How to Print T-shirts for Fun and Profit*. He has been in the industry since 1970, producing dozens of video and DVD training programs. He has also created automated separation programs called T-Seps and FastFilms.

## INDUSTRY INSIGHT

# Time to Produce

You may have overlooked these technical time-wasters.

BY SCOTT FRESENER

**L**ast month we looked at policies and procedures that a manager can implement to save time and eliminate inefficiencies. This month, to conclude the article, here are some technical fixes and production floor changes.

**Use Job Carts For Better Staging:** Order staging is critical. You don't want employees looking around for screens and ink for the next job. A simple rolling cart should be used that has all of the ink, screens, clean squeegees and even shirts (if they will fit). If the order is too large, the shirts should be laid out on job carts by size. When a job is done, the cart is used for dirty screens, squeegees and ink.

**Do Regular Press Maintenance:** This does not have to be a big deal. If someone spends an hour every Monday morning checking registration guides, platens, dryer temperatures and other critical areas, there will be less downtime related to silly things like misprinted shirts because a little nylon bolt worked loose.

**Use an All-Arms-Down Press:** This will not help for short runs but can greatly increase production on runs of a few hundred shirts or more. By using a press that allows multiple arms to come down for printing, it means that you can have more than one person printing on a press at the same time. Not all presses have this feature, because a lot of shops have only one person operating a manual press at a time. But it can be well worth it; I have seen shops go from 100 four-color prints per hour to over 200 per hour by adding one more person to the production crew. Yes, it increased the

body count, but the idea here is to increase production. There is a lot of controversy over this and many manufacturers state you don't need it. And, in many cases you don't/won't need it until you have a large job with a tight deadline – and no automatic press. Plus, most equipment manufacturers charge extra for this feature.

**Know Your Mesh and Ink:** I like to say I can solve most problems with changes to “mesh and ink.” If you are hand printing, don't be afraid to get the ink smooth and creamy. An addition of a small amount of curable reducer (not soft hand) will make the ink easier to print and will also greatly reduce the amount of buildup on the bottom of the screens. Also, you can go to higher mesh counts with reduced ink to get a softer hand, use less ink, reduce buildup, hold halftone dots better and so on. For basic one-color, move higher than normal and use a 156 mesh. For simple multicolor prints, use 156 to 200 mesh. For a

detailed print with halftones, use 230 mesh. For a process print, use 305.

### Use a Push Stroke with the Squeegee:

Although the squeegee was designed to be pulled toward you, it is actually less fatiguing to push the squeegee away from you. It is a simple stroke that uses more of your body weight and allows for more shirts per shift. It is held at the same angle as when pulling.

**Use Helpers:** If you have more than one press, you should have a “rover” who helps stage shirts, acts as a runner, checks shirts coming off the dryer, helps unload and load shirts, etc.

**Speed Up Setup and Teardown:** This sounds so simple but it is one of the biggest time-loss areas – especially on short-run jobs where it may take longer to set up and teardown than to print the job. There's no magic secret to this. Working fast and efficiently will save time.

Start by making sure that all of the above is done. There are plenty of other things you can do. Standardize your screen sizes so there is very little press adjustment needed from job to job. If necessary, go to a pin register system even on the manual presses. Have good lighting over the press area and have all adjustment tools (if needed) chained to the press. Supply cut cardboard squares for scraping a screen clean and teach people to not spend too much time in teardown. Final cleanup can be done at the screen cleaning area later.

It's the little things that count in production. Work on these items every day and find your own little time savers that equate to “free” shirts that are over and above your normal production. Good luck.

“Work on these items every day and find your own little time savers that equate to ‘free’ shirts.”

## HOW TO

# Flock on Garments

BY CHARLIE TAUBLIEB

One of the things I tell my clients is to go where others aren't and you'll be able to name your price. Working with flock is one of those things.

Flock is popular in many parts of the world. The U.S. is not one of those places. There are some companies that do use flock, especially for companies that put out a line of garments (such as Nike and Affliction), but not many, and few on the custom side. There are several reasons, but the most common one is a lack of understanding of the procedures and exactly what can be created using the technique. Another reason is the need to purchase the supplies and equipment necessary, as well as the mess that is created when not done properly in a confined area. All in all, these are not very good reasons to avoid working with it.

Flock is a short cut textile fiber (Step 1). It is applied onto an adhesive on a fabric to create a print. It offers an upscale look that is incredibly unique in the marketplace. Top brands like Nike gravitate to it not only because of its look, but also because it's very difficult for others to copy (since the majority of screen printers don't have the proper equipment). It even offers a handy solution to common dye migration problems, such as white text on red performance fabrics.

For textile purposes, there are several types of flock that are available including polyester, rayon, cotton and nylon. (For this article, we talk about polyester and rayon.) The fiber lengths vary from .5 mm to 6 mm, but most textile applications use the .5 mm-1 mm and occasionally go up to 2 mm. The shorter fibers are recommended when first starting out because they are easier to work with and still provide a good result. It is also easier to cure the adhesive with the shorter fibers.

Let's start with the equipment. A handheld flock gun (Step 2) costs about \$1,500-\$2,500, depending on the size of the



Step 1



Step 3

canister(s) – not too bad to set yourself apart from the crowd. Heads to fit on an automatic press are another issue, but one to face only if your orders start getting to a massive level.

You will need to attach a wire from the main electrical unit to your press or a metal sheet to work with the charge that will shoot the flock from the hand-held generator into the adhesive. At the end of the hand-held generator is an applicator that holds the flock, which contains a strainer and electrode (Step 3). The hand-held generator has an on/off button and when pressed in, initiates the charge that sends the flock into the adhesive. To complete the charge, it is necessary to have metal pallets. If you don't have a metal pallet, lay a piece of metal onto it. You can also take the garment off of the press, lay it



Step 2



Step 4

on top of a metal sheet that has been wired and flock that way. The electrical charge is not strong and cannot hurt you.

A dryer is necessary to cure the ink. Gas-fired ones are best, but electric dryers will work.

The flock adhesive (Step 4) is very important and an area that requires a lot of attention. It has to be soft, flexible and able to hold up during a wash. Adhesives are available as plastisol types and waterbase. Since many companies are still not comfortable working with waterbase inks, we will address the plastisol type. The important thing to remember when working with the adhesive is to deposit a sufficient amount so the flock can embed itself deep enough and won't fall out when worn or washed.



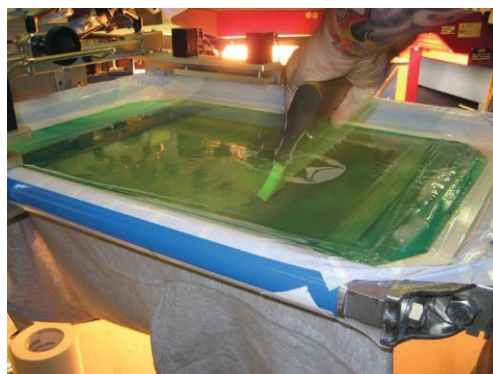
“The flock adhesive is very important and an area that requires a lot of attention.”

Getting the plastisol adhesive to fuse (cure) is the confusing thing. Since the flock is in and above the adhesive, it acts as an insulator. In order to cure the adhesive, the amount of heat needed is considerably higher than curing standard plastisol because it has to work its way through the flock. Plastisol inks require 275 degrees-325 degrees Fahrenheit through the entire ink layer to properly fuse. In order to get to those temperatures while working with flock, it will be necessary to increase the dryer temperature, slow down the dryer belt or both to allow for more time and temperature to get to the adhesive. One test to see if the adhesive is cured is to try to scratch off the flock with your fingernail once it comes out of the dryer and has cooled down.

The mesh for applying the adhesive should be very coarse so a sufficient deposit is made. I use a 60 mesh up to a 90 mesh with 71 micron threads and 200 micron capillary film for better detail.

The squeegee is also very important in order to get a sufficient amount of adhesive on the garment. A soft squeegee works best, with 60-70 durometer blades being the most common. I prefer a triple durometer 55/90/55 squeegee at a very deep angle to give me the even deposit I want.

For manual printing, flood the screen with a strong stroke to load it up with the adhesive and then print with a lot of pressure on the first stroke, followed by one to two softer strokes to achieve a high deposit (Step 5). After the adhesive has been printed, we are ready for the flock.



Step 5



Step 6



Step 7

There are several ways to print one-color flock. The easiest, and messiest, way is to print the adhesive and then shoot the flock into it (Step 6). This is messy because the flock goes everywhere. The other method is to shoot a screen of 60 mesh of the same image as the adhesive, and shoot the flock through the screen (Step 7). The flock will only be where the adhesive is and the mess will be minimal.

For multicolor flock designs, handle the adhesive as though it were an underlay for printing on dark-colored garments, meaning



Step 8



Step 9



Step 10

it needs to be made up of the entire design that will receive the flock. The flock colors are broken down the same way you would for a multicolor design where printing with inks on top of an underlay – each color has its own screen. Make sure you have enough off contact so the flock screens come close to the adhesive but don't touch it. Print the adhesive, do not flash, bring the first flock screen down (making sure not to touch the adhesive) and shoot the first color through the screen. Once done, bring down the next screen and shoot flock through it. Remove the garment



and send it through the dryer. Once the garment comes out of the dryer, let it cool and test to see if the flock is holding.

Make sure you have a hygrometer close to where you are working on flock, since the relative humidity is a critical part of working with it. If it is too high, the flock will clump together and become lumpy. If the relative humidity is too low, it will scatter everywhere. Ideal relative humidity is about 50%-70%. If the relative humidity is too high, having a dehumidifier near the press may help. If it's too low, have a mister near the press.

The best way to remove excess flock is with a special vacuum that has brushes on it (Step 8). The garment is held by hand

“Multicolor flock is fairly easy once you understand the basics.”

and scraped over the brushes to remove the unwanted flock. Unfortunately, these vacuums cost a lot (in the \$6,000 range). Another option is to use compressed air to blow off as much flock as possible into a container like a box where the flock can be reused or trashed (Step 9) and then use wide masking tape to remove the rest (Step 10).

Note that the artwork for flock should be handled very much like any other screen-printed garment, but without fine detail since the adhesive will be printed through a coarse mesh. Vector art works best – Illustrator or Corel Draw are the programs of choice. Halftones are possible, but will be a very coarse count. I use halftones in the 20 LPI range, which gives me some detail and is able to hold the flock.

Multicolor flock is fairly easy once you



Step 11



Step 12



understand the basics (Step 11). It's worth trying since most working with flock are only doing one-color work. Still, even one-color flock designs will stand out (Step 12). Get creative! (Step 13).

Charlie Taublieb is the founder of Taublieb Consulting and a member of the Academy of Screen & Digital Printing Technology. Contact him through [www.taubliebconsulting.com](http://www.taubliebconsulting.com) or call him at (303) 290-8009.



Step 13

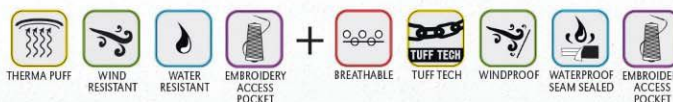


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THE INK KITCHEN

# FESPA's Digital World

Advice and secrets from the screen printing know-it-alls.

BY RICK ROTH

**IN MAY, THE INK KITCHEN** visited the big FESPA digital world show that was held in Munich. Make no mistake: DTG is here to stay and improving all the time.

To be sure, DTG is not a replacement for traditional screen printing, but it is a viable solution for small print runs, quick turns and more. The current quality of DTG is such that it can be used for online on-demand printing, which means no inventory is required. Also some shops are now even able to do sampling of designs that will ultimately

be screen printed, and DTG reduces the sampling costs.

A big innovation? Expanded color capabilities. The Avalanche Hexa unit by Kornit (asi/14972; circle 106 on Free Info Card) used a six-color system instead of the traditional CMYK printing, which allows for both a wider range of DTG color reproduction and more accuracy as well.

Decorators should definitely consider the benefits of having both screen printing and DTG in their shops.



## Innovation Central

Clearly we are going to see increased quality and increased speed in the realm of garment production by digital direct printing. On the other hand, transfers, sublimation and traditional screen printing aren't going away either. We definitely saw innovation and improvements in those realms as well.

The new iQ-Oval screen-printing press (above) was on display by MHM and available from Hirsch International (asi/14982; circle 108 on Free Info Card). It is expandable almost indefinitely; they told us they are currently constructing a 52-color machine.



Keeping up with new performance fabrics, Stahls' ID Direct (asi/88984; circle 109 on Free Info Card) was displaying its new CAD-COLOR SuperTEK Sublistop. It both stretches with the fabric and prevents potential dye migration issues, both rampant problems with current printing on performance garments.



## Bigger, Faster, Stronger

Besides accuracy of color, the speed of DTG machines is increasing. As a result, larger and larger print runs can be run efficiently on DTG units. This Aeoon (circle 107 on Free Info Card) machine and also machines by Kornit are printing up to 150 shirts per hour.



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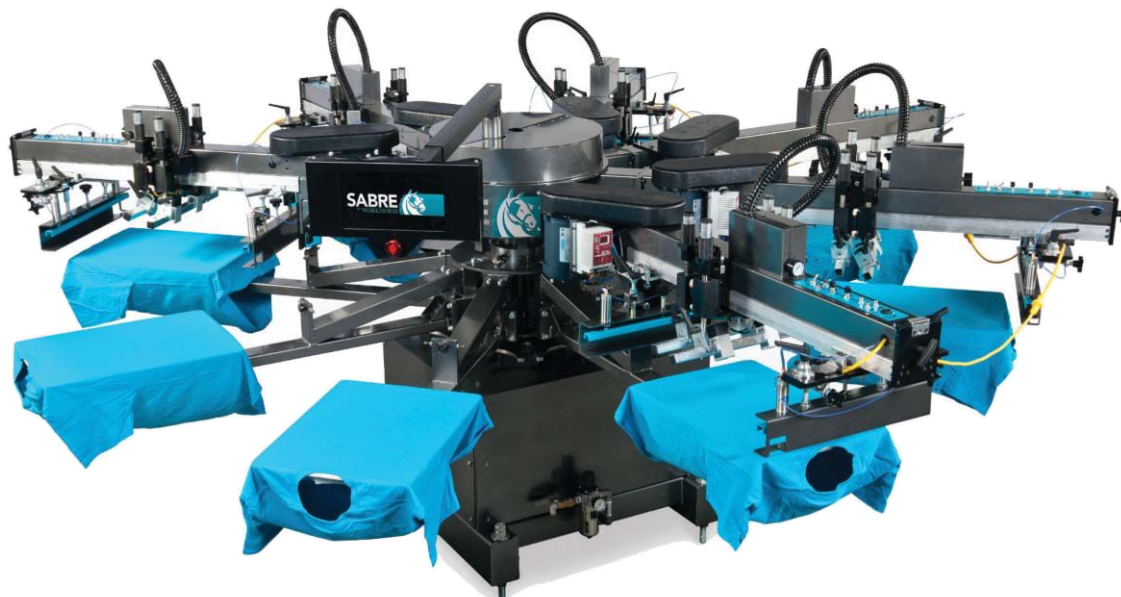
# EQUIPMENT CORNER

The latest in machines and decoration products

## PRESSES

### ▼ Red Clamshell Heat Press – Imprintables Warehouse

The new 16" x 20" Red Clamshell Heat Press from Imprintables Warehouse (asi/58475; circle 91 on Free Info Card) is designed for light- to medium-volume jobs, home use and as an emergency backup press. It features digital time and temperature controls, as well as over-the-center pressure adjustment and an upper floating platen for an even, flat surface when pressing.



## EXPOSING UNITS



### ▲ Pro Series E2-4131 LED Screen Exposing Unit – Vastex International

Vastex International (circle 92 on Free Info Card) carries the new Pro Series E2-4131 LED Screen Exposing Unit that can expose two 20" x 24" screens, one 41" x 31" screen, or one 25" x 36" screen in a registration fixture. Its taller enclosure accommodates a faster, more powerful vacuum pump for shorter cycle times, an ultra-heavy-duty hinge, reinforced lid and seven 31" LED light bars that quickly expose screens and produce high-resolution detail.

### ◀ Sabre Automatic Screen Printing Press – Workhorse Products

The new Sabre series of automatic screen-printing presses from Workhorse Products (circle 90 on Free Info Card) features an indexing system and touch-screen control panel on a pivoting base for full command of all press functions and diagnostics. Users can instantly check machine status, flash location, mode of operation, print head on/off and production rates. It also includes microregistration, independent squeegee and flood bar pressure adjustments, quick-release pallets and a standard 20" x 20" image area.



## INKS



### ▲ SubliJet-R Sublimation Ink – Sawgrass Technologies

Sawgrass Technologies (circle 93 on Free Info Card) offers the SubliJet-R sublimation ink for Ricoh Aficio SG Series inkjet printers. This high-viscosity, high-yield sublimation ink produces vibrant, high-resolution images from standard-capacity or extended-capacity cartridges and is specifically formulated for Ricoh Aficio SG Series printers' self-cleaning print heads.

## STOCK ART



### ◀ Wildlife Stock Art Designs – Great Dane Graphics

Great Dane Graphics (circle 97 on Free Info Card) has added new designs to its Wildlife Stock Art Design collection, including a cardinal, swordfish, crappies and wolves. Choose from animals in the African, tropical/resort and hunting categories. All designs are high-quality, pre-separated four-color process stock artwork that can be further customized with text,

logos or additional graphics, and they come in separate files for screen printing and digital printing.

## LETTERING AND TRANSFERS



### ▲ Neon Puff Stock Transfers – The Wild Side

Neon Puff Stock Transfers from The Wild Side (circle 95 on Free Info Card) feature the 3-D textured look of puff as well as eye-catching neon colors. These durable heat-applied graphics can be adhered to garments made of 100% cotton, 100% polyester, 50/50 cotton/polyester and nylon.



### ◀ Euro Pro Screen Printed Number Transfers – Transfer Express

The Euro Pro Screen Printed Number Transfers from Transfer Express (asi/91804; circle 96 on Free Info Card) feature super stretch, perfect for activewear apparel, and apply at low heat so users can avoid melted or scorched fabrics. They're available in 4", 6", 8" and 10", and in five colors, and they apply to any apparel piece made of cotton, polyester or cotton/poly blends.





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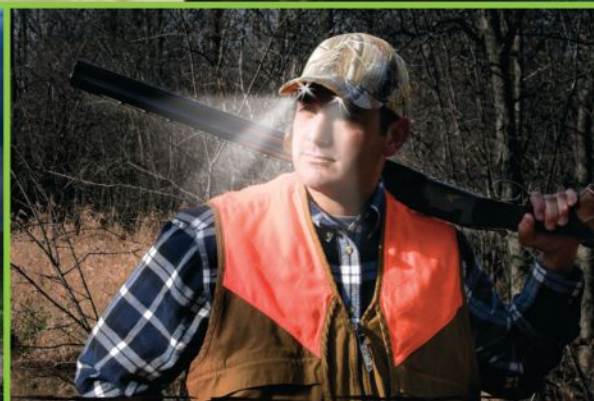
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# 2014-2015 SourceBook

Welcome to this special issue of *Wearables*, which contains our 2014-2015 SourceBook. Think of it as your comprehensive source for the wearables industry, containing all the product categories, suppliers and services you could ever want.

There are three main components to the SourceBook. The **Index** acts as a table of contents, listing the product categories and the pages on

which they appear. Next are the **Category Listings**. These are broken down by main category (Fleece, Outerwear) and then by sub-category (Pullovers) for your convenience. Lastly, there are the **Company Listings**, an alphabetical listing of all the suppliers that appear in this SourceBook. Once you find a specific company in the product category of your choice, turn to page 68 to find contact information for that supplier.

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# CATEGORY LISTINGS

## APPAREL AND ACCESSORIES

### APRONS

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& Wearables/Aresco Safety  
**Daystar (see ad on this page)**  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Otto International, Inc.  
S&S Activewear  
Tommy's T-Shirt Factory  
Wolfmark Neckwear  
WOV-IN (Universal Strap Inc.)

#### CARPENTER

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Daystar Apparel Inc.  
Tommy's T-Shirt Factory

#### CHILDREN'S

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Daystar Apparel Inc.  
Eva Sportswear  
Tommy's T-Shirt Factory

#### KITCHEN

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Campus Collection  
Daystar Apparel Inc.  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Wolfmark Neckwear  
WOV-IN (Universal Strap Inc.)

#### SMOCK

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Daystar Apparel Inc.  
Edwards Garment  
One Stop

S&S Activewear  
Tommy's T-Shirt Factory  
Wolfmark Neckwear

#### WAIST

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Daystar Apparel Inc.  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Otto International, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Wolfmark Neckwear  
WOV-IN (Universal Strap Inc.)

### ATHLETIC APPAREL/TEAM WEAR

#### AEROBICS/DANCE WEAR

American Apparel  
Americana Sportswear  
Eva Sportswear  
Holloway Sportswear, Inc.  
New Balance  
S&S Activewear

#### ARMBANDS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
S&S Activewear  
WOV-IN (Universal Strap Inc.)

#### BASEBALL/SOFTBALL

**A4**  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
New Balance  
One Stop  
S&S Activewear

#### BASKETBALL

**A4**  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
New Balance  
One Stop  
S&S Activewear

#### BICYCLING

New Balance  
S&S Activewear

#### CHEERLEADING

Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
WOV-IN (Universal Strap Inc.)

#### COACHES

**A4**  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
New Balance

#### ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
Vantage Apparel

#### FOOTBALL

**A4**  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
New Balance  
One Stop

#### HEADBANDS

One Stop  
Otto International, Inc.  
S&S Activewear  
WOV-IN (Universal Strap Inc.)

#### HOCKEY

Gildan Activewear SRL  
Holloway Sportswear, Inc.  
New Balance

#### JOGGING/TRACK & FIELD

A+ Career Apparel  
**A4**  
Americana Sportswear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
New Balance  
Panther Vision  
S&S Activewear

## PERFORMANCE WEAR

A+ Career Apparel

#### A4

Americana Sportswear  
Eva Sportswear  
Eversole Run  
FP Services Inc./FPS Apparel  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
**Holloway Sportswear, Inc. (see ad on this page)**



**New Balance (see ad on this page)**

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S&S Activewear  
SanMar



#### RACING

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New Balance

#### REFEREE/UMPIRE

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Heritage Sportswear + Virginia T's  
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#### VOLLEYBALL

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Heritage Sportswear + Virginia T's  
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#### YOUTH

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S&S Activewear  
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### BAGS

#### BACKPACKS

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## BARREL BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Americana Sportswear  
 Heritage Sportswear + Virginia T's  
 One Stop  
 S&S Activewear  
 Unionwear

## BEACH BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Americana Sportswear  
 Heritage Sportswear + Virginia T's  
 One Stop  
 S&S Activewear  
 Tommy's T-Shirt Factory  
 Towel Specialties  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## BRIEFCASES/ATTACHÉS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Americana Sportswear  
 Eva Sportswear  
**Nucom/Burk's Bay (see ad on this page)**  
 One Stop  
 Rothco  
 S&S Activewear  
 Unionwear

## CARRY-ON/TRAVEL BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's  
 Rothco  
 SanMar  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## CELLULAR PHONE CASES

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## COMPUTER CASES

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's

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 Rothco  
 S&S Activewear  
 SanMar  
 Unionwear

## COOLERS/LUNCH BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Eva Sportswear  
 Heritage Sportswear + Virginia T's  
 KC Caps  
 One Stop  
 S&S Activewear  
 SanMar  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## DIAPER BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 SanMar  
 Unionwear

## DRAWSTRING BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Americana Sportswear  
 Eva Sportswear  
 Heritage Sportswear + Virginia T's  
 Holloway Sportswear, Inc.  
 One Stop  
 Rothco  
 S&S Activewear  
 SanMar  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## DUFFEL BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Americana Sportswear  
 Heritage Sportswear + Virginia T's  
 Holloway Sportswear, Inc.  
 KC Caps  
 Nucom/Burk's Bay  
 One Stop  
 Rothco  
 S&S Activewear  
 SanMar  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## ECO-FRIENDLY/ORGANIC

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's  
 One Stop  
 S&S Activewear  
 SanMar

## FANNY PACKS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Rothco  
 Unionwear

## FOOTBALL BAGS

**A4**  
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## GARMENT BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's  
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 S&S Activewear  
 SanMar  
 Unionwear

## GOLF BAGS

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 Tommy's T-Shirt Factory

## GOLF BAG TRAVEL COVERS

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## GYM BAGS

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 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory  
 Unionwear  
 WOV-IN (Universal Strap Inc.)

## HANDBAGS

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 & Wearables/Aresco Safety  
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Unionwear

## LAPTOP BAGS

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 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's  
 Nucom/Burk's Bay  
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 Rothco  
 SanMar  
 Unionwear

## LAUNDRY BAGS

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 Rothco  
 SanMar  
 Tommy's T-Shirt Factory  
 Unionwear

## MESH BAGS

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 & Wearables/Aresco Safety  
 Heritage Sportswear + Virginia T's  
 SanMar  
 Unionwear

## MESSENGER BAGS

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 & Wearables/Aresco Safety  
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 Heritage Sportswear + Virginia T's  
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 Rothco  
 S&S Activewear  
 SanMar  
**Unionwear (see ad on this page)**  
 WOV-IN (Universal Strap Inc.)

## PORTFOLIOS

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 & Wearables/Aresco Safety  
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## SHOE BAGS

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 Unionwear  
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## SPORT BAGS

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 Holloway Sportswear, Inc.  
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 Rothco  
 S&S Activewear  
 Sportsman Cap & Bag  
 Tommy's T-Shirt Factory  
 Unionwear

## TENNIS BAGS

ADCAPITOL Aprons, Bags, Flags  
 & Wearables/Aresco Safety  
 Unionwear

## TOTES

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 & Wearables/Aresco Safety  
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S&S Activewear  
SanMar  
Unionwear

## BLANKETS

ADCAPITOL Aprons, Bags, Flags  
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Americana Sportswear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Rothco  
S&S Activewear  
SanMar  
WOV-IN (Universal Strap Inc.)

## SANDALS/FLIP-FLOPS

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Neet Feet Inc.  
Rothco  
S&S Activewear

## SWIMWEAR

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## BELTS/SUSPENDERS

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& Wearables/Aresco Safety  
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Holloway Sportswear, Inc.  
Rothco  
WOV-IN (Universal Strap Inc.)

### LEATHER

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& Wearables/Aresco Safety  
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## CUSTOM APPAREL MANUFACTURING

### ACCESSORIES

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& Wearables/Aresco Safety  
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Rothco  
SanMar  
Unionwear  
Vantage Apparel  
Wolfmark Neckwear

### BAGS, PACKS AND TOTES

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& Wearables/Aresco Safety**  
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Rothco  
Unionwear  
Vantage Apparel

### BIG AND TALL

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& Wearables/Aresco Safety  
Nucom/Burk's Bay  
SanMar  
Vantage Apparel

### BOXERS/SHORTS

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ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

### BUTTON-FRONT SHIRTS

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### DENIM

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Vantage Apparel

### ECO-FRIENDLY/ORGANIC

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Daystar Apparel Inc.

Vantage Apparel

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## GOLF SHIRTS

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## HEADWEAR

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& Wearables/Aresco Safety  
Capsmith, Inc.  
Panther Vision  
Rothco  
SanMar  
Vantage Apparel

## INFANT

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Vantage Apparel

## JACKETS

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Nucom/Burk's Bay  
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Tingley Rubber Corp.  
Vantage Apparel

## MATERNITY

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## PERFORMANCE WEAR

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Vantage Apparel

## PLUS SIZE

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SanMar  
Vantage Apparel

## PRIVATE LABEL

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& Wearables/Aresco Safety  
Daystar Apparel Inc.  
Rothco  
Tingley Rubber Corp.  
Vantage Apparel

## T-SHIRTS

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Campus Collection  
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(see ad on this page)  
J. America Wholesale Blanks  
Rothco  
SanMar  
Tingley Rubber Corp.  
Vantage Apparel

## TEAM WEAR

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Vantage Apparel

## TURTLENECKS/MOCK TURTLENECKS

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## UNIFORMS

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A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Daystar Apparel Inc.  
Unionwear

## YOUTH

A+ Career Apparel  
**A4**  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Campus Collection  
Vantage Apparel

## DRESSES/SKIRTS

### CASUAL

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Rothco  
S&S Activewear

### CORPORATE

A+ Career Apparel  
Americana Sportswear  
Edwards Garment

### INFANT/TODDLER

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
S&S Activewear

## FLEECE, OUTERWEAR

### 50/50

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### BIG AND TALL

A+ Career Apparel  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### CREWNECK

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
Tommy's T-Shirt Factory

### FASHION FLEECE

A+ Career Apparel

Anvil Knitwear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### FULL-FRONT ZIP

A+ Career Apparel  
**A4**  
Americana Sportswear  
Anvil Knitwear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### HENLEY

J. America Wholesale Blanks  
Tommy's T-Shirt Factory

### HIGH COTTON (75%-PLUS)

A+ Career Apparel  
Anvil Knitwear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

### HOODED

A+ Career Apparel  
**A4**  
Americana Sportswear  
Anvil Knitwear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### INFANT/TODDLER

A+ Career Apparel  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

### MICROFLEECE

A+ Career Apparel  
Colorado Trading & Clothing Company  
DRI DUCK  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### MIDWEIGHT

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
SanMar

Tommy's T-Shirt Factory  
Vantage Apparel

### OPEN BOTTOM

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
SanMar  
Vantage Apparel

### PATTERNED

A+ Career Apparel

### PERFORMANCE WEAR

A+ Career Apparel  
**A4**  
DRI DUCK  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory



### PLUS SIZE

A+ Career Apparel  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
Rothco  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### POLAR FLEECE/POLARTEC

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### PULLOVERS

A+ Career Apparel  
Charles River Apparel  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Trimark Sportswear Group  
Vantage Apparel

### SUPER HEAVYWEIGHT (11 OZ.-PLUS)

A+ Career Apparel  
DRI DUCK  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### VESTS

A+ Career Apparel  
Charles River Apparel  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tingley Rubber Corp.  
Vantage Apparel



# CATEGORY LISTINGS

## YOUTH

A+ Career Apparel  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## FLEECE, SWEATSHIRTS/PANTS

### 50/50

A+ Career Apparel  
Americana Sportswear  
Charles River Apparel  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
**JERZEES (see ad on this page)**  
One Stop  
S&S Activewear



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J. America has been the primary fashion resource to promotional products companies and apparel decorators for several years. Our focus is to provide high quality trendy styles at a great value. J. America offers four retail inspired collections to choose from: Better Basics, Sport, Vintage and Ladies. Award winning stylish products along with exceptional customer service position J. America at the top of our industry!

SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## BIG AND TALL

A+ Career Apparel  
Anvil Knitwear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## CREWNECK

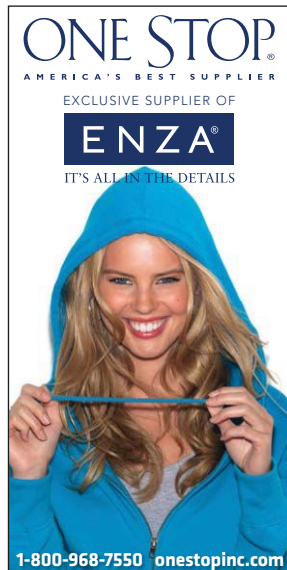
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Anvil Knitwear  
Eva Sportswear  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
S&S Activewear  
SanMar  
Tingley Rubber Corp.  
Tommy's T-Shirt Factory  
Vantage Apparel

## ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Hanes Branded Printwear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

## FASHION FLEECE

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
**J. America Wholesale Blanks**  
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S&S Activewear



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SanMar  
Tommy's T-Shirt Factory



## FULL-FRONT ZIP

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
Rothco  
S&S Activewear  
SanMar

## HENLEY

A+ Career Apparel  
J. America Wholesale Blanks  
Tommy's T-Shirt Factory

## HIGH COTTON (75%-PLUS)

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

## HOODED

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tingley Rubber Corp.  
Tommy's T-Shirt Factory  
Vantage Apparel

## INFANT/TODDLER

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
Tommy's T-Shirt Factory

## MIDWEIGHT (MORE OR LESS THAN 7 OZ.)

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES

One Stop  
Otto International, Inc.  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

## OPEN BOTTOM

A+ Career Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
SanMar  
Vantage Apparel

## PANTS

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## PERFORMANCE WEAR

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## PLUS SIZE

A+ Career Apparel  
Anvil Knitwear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Rothco  
SanMar  
Vantage Apparel

## QUARTER-ZIP/HALF-ZIP

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Vantage Apparel

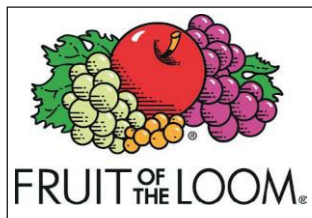
## RAGLAN SLEEVE

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

# CATEGORY LISTINGS

## SUPER HEAVYWEIGHT (11 OZ.-PLUS)

A+ Career Apparel  
DRI DUCK



Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel  
White Bear Clothing Co.

## TALL SIZES

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## V-NECK

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar

## YOGA PANTS

Americana Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar

## YOUTH

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## FOOTWEAR/SOCKS

### DRESS SHOES

Rothco

### FLIP-FLOPS/SANDALS

Heritage Sportswear + Virginia T's  
One Stop  
Rothco

### HOSIERY/TIGHTS

A+ Career Apparel

### LEGGINGS

A+ Career Apparel  
One Stop

## LEGWARMERS

A+ Career Apparel

## SHOE COVERS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

## SNEAKERS

A+ Career Apparel  
**A4**  
Rothco

## SOCKS

A+ Career Apparel  
**A4**  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
One Stop  
Rothco  
WOV-IN (Universal Strap Inc.)

## GLOVES/MITTENS

### FLEECE

A+ Career Apparel  
Rothco  
SanMar  
Wolfmark Neckwear  
WOV-IN (Universal Strap Inc.)

## KNIT

Holloway Sportswear, Inc.  
WOV-IN (Universal Strap Inc.)

## LEATHER

Nucom/Burk's Bay  
Rothco

## WORK

Rothco

## HEADWEAR

### BASEBALL, FITTED

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
DRI DUCK  
Eva Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
Kati Sportcap  
KC Caps  
One Stop  
Otto International, Inc.  
Paramount Apparel International, Inc.  
S&S Activewear  
Tommy's T-Shirt Factory  
Unionwear  
Vantage Apparel  
WOV-IN (Universal Strap Inc.)

### BASEBALL, WOOL

A+ Career Apparel  
Americana Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Paramount Apparel International, Inc.  
S&S Activewear  
Tommy's T-Shirt Factory  
Unionwear

## BATHING CAPS

Unionwear

## BEANIES

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
One Stop  
Otto International, Inc.  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Unionwear  
WOV-IN (Universal Strap Inc.)

## BERETS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Rothco

## BICYCLING CAPS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
KC Caps  
Paramount Apparel International, Inc.

## BUCKET HATS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
KC Caps  
Otto International, Inc.  
Paramount Apparel International, Inc.  
Philadelphia Rapid Transit  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Unionwear

## CAMOUFLAGE

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Daystone International  
Eva Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Unionwear  
Vantage Apparel  
WOV-IN (Universal Strap Inc.)

## CHEF HATS

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Daystar Apparel Inc.  
S&S Activewear  
Wolfmark Neckwear

## CORDUROY

Graffiti Inc.  
Otto International, Inc.

## CYCLING CAPS

ADCAPITOL Aprons, Bags, Flags

& Wearables/Aresco Safety  
Otto International, Inc.

## DENIM

Graffiti Inc.  
Heritage Sportswear + Virginia T's  
KC Caps  
Otto International, Inc.  
Paramount Apparel International, Inc.  
SanMar

## DO-RAGS/BANDANAS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Daystar Apparel Inc.  
Eva Sportswear  
One Stop  
Rothco  
S&S Activewear  
SanMar  
WOV-IN (Universal Strap Inc.)

## ECO-FRIENDLY/ORGANIC

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Heritage Sportswear + Virginia T's  
New Age, Inc.  
Otto International, Inc.  
Paramount Apparel International, Inc.  
S&S Activewear  
Vantage Apparel

## FISHING/SAILING

Americana Sportswear  
DRI DUCK  
Eva Sportswear  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
S&S Activewear

## FLEECE HATS

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Unionwear  
Vantage Apparel  
WOV-IN (Universal Strap Inc.)

## HUNTING

Americana Sportswear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## INFANT

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Heritage Sportswear + Virginia T's  
SanMar

## KNIT CAPS

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Eva Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's



# CATEGORY LISTINGS

Holloway Sportswear, Inc.  
KC Caps  
One Stop  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel  
WOV-IN (Universal Strap Inc.)

## LEATHER/SUEDE

Otto International, Inc.  
Paramount Apparel International, Inc.

## LOW PROFILE

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
**Graffiti Inc. (see ad on this page)**  
Headmost International, Inc.  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
**Otto International, Inc. (see ad on this page)**  
**Panther Vision (see ad on this page)**  
**Paramount Apparel International, Inc. (see ad on this page)**  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
**Unionwear (see ad on this page)**  
Vantage Apparel



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## NOVELTY

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Rothco

## PAINTER CAPS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Otto International, Inc.

## PANEL PROGRAMS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

## PERFORMANCE WEAR

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
S&S Activewear  
SanMar  
Vantage Apparel

## PIGMENT-DYED

Anvil Knitwear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
One Stop  
Otto International, Inc.  
Paramount Apparel International, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## PRO-STYLE

Cali-Fame/CF Headwear

## SCRUB CAPS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

## SKI CAPS

Paramount Apparel International, Inc.  
Unionwear

## STRAW HATS

Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Otto International, Inc.  
S&S Activewear



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## SUEDE BILL

Graffiti Inc.  
KC Caps  
Otto International, Inc.  
SanMar  
Unionwear

## TODDLER

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Heritage Sportswear + Virginia T's  
Rothco

## TRUCKER

Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Paramount Apparel International, Inc.  
S&S Activewear  
SanMar  
Unionwear  
WOV-IN (Universal Strap Inc.)

## TWILL

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
**KC Caps (see ad on this page)**  
One Stop  
Otto International, Inc.  
Outdoor Cap Company, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Unionwear  
Vantage Apparel



**VANTAGE**

## VISORS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

**Paramount Apparel**  
PROMOTIONAL PRODUCTS DIVISION

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SAGE: 62768  
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800.255.4287

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Anvil Knitwear  
Graffiti Inc.  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Unionwear  
Vantage Apparel

## WESTERN HATS

Otto International, Inc.  
Paramount Apparel International, Inc.  
WOV-IN (Universal Strap Inc.)

## WOMEN'S

A+ Career Apparel  
DRI DUCK  
Heritage Sportswear + Virginia T's  
Otto International, Inc.  
Panther Vision  
Paramount Apparel International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel



**This 3D design app changes everything (not just the logo)**

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- Caps
- Beanies
- Blankets
- Aprons
- Polos
- Camo
- Bags

**KC KC CAPS**

**ASI 58760**

# CATEGORY LISTINGS

## YOUTH

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Heritage Sportswear + Virginia T's  
KC Caps  
One Stop  
Otto International, Inc.  
Rothco  
S&S Activewear  
SanMar

## INFANTS & TODDLERS

### BIBS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar

### BLANKETS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
WOV-IN (Universal Strap Inc.)

## JACKETS/WINDSHIRTS

### AWARD/LETTERMAN

Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
SanMar

### BASEBALL

**A4**  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
S&S Activewear  
Tommy's T-Shirt Factory

### BIG AND TALL

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
SanMar  
Vantage Apparel

### BOMBER

Nucom/Burk's Bay  
SanMar

### COACHES

Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### CONVERTIBLE

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Vantage Apparel

### COTTON

A+ Career Apparel  
DRI DUCK  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
Pella Products, Inc.

SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### DENIM

SanMar

### ECO-FRIENDLY/ORGANIC

Americana Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear

### FLEECE

A+ Career Apparel  
Americana Sportswear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
**SanMar (see ad on this page)**  
Tommy's T-Shirt Factory  
Vantage Apparel

### FLEECE VESTS

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Vantage Apparel

### GOLF

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### HAIRCUTTING CAPES

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety

### JERSEYS/BASEBALL/SOFTBALL

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.

### JERSEYS/BASKETBALL

**A4**  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.

### JERSEYS/FOOTBALL

**A4**  
Heritage Sportswear + Virginia T's

### JERSEYS/HOCKEY

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.

### JERSEYS/LACROSSE

Heritage Sportswear + Virginia T's

### JERSEYS/SOCCER

Heritage Sportswear + Virginia T's

### LEATHER/SUEDE

**Nucom/Burk's Bay (see ad on this page)**  
Rothco

### MICROFIBER

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
Vantage Apparel

### NYLON

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Holloway Sportswear, Inc.  
One Stop  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### PARKAS

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel

### PATTERNED FLEECE

J. America Wholesale Blanks

### PERFORMANCE WEAR

A+ Career Apparel  
**A4**

Americana Sportswear  
DRI DUCK  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
**Holloway Sportswear, Inc.**  
(see ad on this page)  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar



### PLUS SIZE

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
Rothco  
SanMar  
Vantage Apparel

### POLYESTER

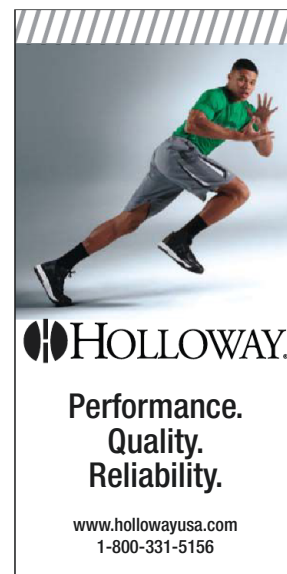
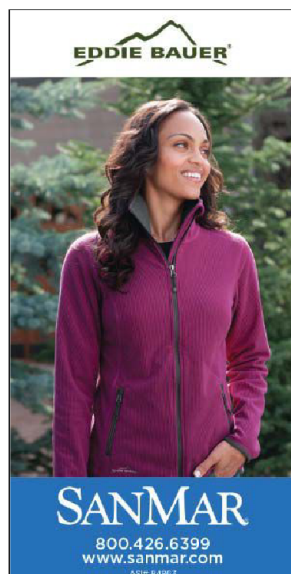
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**A4**  
Americana Sportswear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

### PONCHOS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear

### POPLIN

Heritage Sportswear + Virginia T's  
One Stop  
SanMar  
Vantage Apparel





# CATEGORY LISTINGS

## RAINWEAR

A+ Career Apparel  
Americana Sportswear  
Charles River Apparel  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Rothco  
S&S Activewear  
SanMar  
**Tingley Rubber Corp.**  
(see ad on this page)  
Vantage Apparel

## REVERSIBLE

Nucom/Burk's Bay  
Rothco  
SanMar  
Vantage Apparel

## TALL SIZES

A+ Career Apparel  
Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
S&S Activewear  
SanMar  
Vantage Apparel

## THREE-IN-ONE

Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
One Stop  
S&S Activewear  
SanMar  
Vantage Apparel

## URBAN/STREETWEAR

A+ Career Apparel

## VARSITY

Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
Rothco

## VESTS

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Nucom/Burk's Bay  
Rothco  
**S&S Activewear (see ad on this page)**  
SanMar  
Tingley Rubber Corp.  
Vantage Apparel

## WATERPROOF/BREATHABLE

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's

## TINGLEY

Tingley Rubber's Job Sight™ Full line of ANSI-Compliant High Visibility Apparel. Tingley Rubber Corporation, a leader in the manufacture of protective footwear and clothing for over 118 years, offers a full line of ANSI-compliant high-visibility safety apparel. Designed to meet the ANSI 107 standard, Job Sight apparel is engineered to provide excellent daytime and nighttime visibility, superior comfort and safety protection in the toughest work environments. Please visit [www.tingleyrubber.com](http://www.tingleyrubber.com) or call 800-631-5498.

Holloway Sportswear, Inc.  
One Stop  
S&S Activewear  
SanMar  
Tingley Rubber Corp.  
Trimark Sportswear Group



## WINDBREAKERS

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## WOMEN'S

A+ Career Apparel  
Americana Sportswear  
DRI DUCK  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel

## WOOL/WOOL BLEND

Holloway Sportswear, Inc.  
SanMar

## WORKWEAR JACKETS

A+ Career Apparel  
Americana Sportswear  
**DRI DUCK (see ad on this page)**  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## YOUTH

A+ Career Apparel



Heritage Sportswear + Virginia T's  
Holloway Sportswear, Inc.  
Rothco  
S&S Activewear  
SanMar

## JEWELRY

### BRACELETS

WOV-IN (Universal Strap Inc.)

### RINGS

Rothco

### WATCHES

Rothco

### ZIPPER PULLS

WOV-IN (Universal Strap Inc.)

### KNIT CASUAL SHIRTS (NON-POLOS, NON-T-SHIRTS)

### CREWNECK

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
S&S Activewear  
SanMar  
Vantage Apparel

### MOCK-NECK

A+ Career Apparel  
Vantage Apparel

### V-NECK

A+ Career Apparel  
Americana Sportswear  
S&S Activewear  
SanMar

## NECKWEAR

### BANDANAS

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Marathon/Prestige  
One Stop  
Rothco  
WOV-IN (Universal Strap Inc.)

## BOW TIES

Wolfmark Neckwear

## SCARVES

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Harstan Ties & Accessories  
Heritage Sportswear + Virginia T's  
Otto International, Inc.  
Rothco  
S&S Activewear  
**Wolfmark Neckwear (see ad on this page)**  
WOV-IN (Universal Strap Inc.)

## TIES

Buffalo Bay  
Edwards Garment  
Rothco

**WOLFMARK**  
**INFINITY**  
**SCARVES**

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**WOLFMARK**  
**TIES**

**STOCK & CUSTOM**

**800.621.3435**  
**wolfmarkties.com**

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EVA  
Bodek and Rhodes  
River's End  
Carolina Made

**driduck.com**

# CATEGORY LISTINGS

## TIES (CONTINUED)

**Wolfmark Neckwear** (see ad on pg 57)

## PANTS

### CARGO

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Rothco  
S&S Activewear

### CORDUROY

A+ Career Apparel

### DENIM

Americana Sportswear  
Eva Sportswear  
S&S Activewear

### DRESS

A+ Career Apparel  
Edwards Garment

### KHAKI

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Rothco  
S&S Activewear

## PET

### COLLAR

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
WOV-IN (Universal Strap Inc.)

### HOODIE

Creature Comforts Toys Inc.  
WOV-IN (Universal Strap Inc.)

### T-SHIRT

**Creature Comforts Toys Inc.** (see ad on this page)  
Heritage Sportswear + Virginia T's

S&S Activewear  
WOV-IN (Universal Strap Inc.)

## PLUSH/TOY APPAREL

**Creature Comforts Toys Inc.** (see ad on this page)

## SHIRTS, DRESSY KNIT

### BIG AND TALL

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Vantage Apparel

### COTTON

A+ Career Apparel  
Americana Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
SanMar

### INTERLOCK

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar

### JERSEY

A+ Career Apparel  
Americana Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Vantage Apparel

### LONG-SLEEVE

A+ Career Apparel

Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar

## MATERNITY

SanMar

## MICROFIBER

A+ Career Apparel  
Edwards Garment  
SanMar

## MOCK-NECK

A+ Career Apparel

## PERFORMANCE WEAR

A+ Career Apparel  
Edwards Garment  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel

## PLUS SIZE

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
Rothco  
SanMar  
Vantage Apparel

## POLY/COTTON

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar

## ROUND NECK

A+ Career Apparel  
Heritage Sportswear + Virginia T's

## SHORT-SLEEVE

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar

## SILK

SanMar

## SLEEVELESS

A+ Career Apparel  
Rothco  
SanMar

## THREE-QUARTER SLEEVE

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's

## V-NECK

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
SanMar

## SHIRTS, KNIT POLO/GOLF SHIRTS

### 50/50

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### BIG AND TALL

A+ Career Apparel  
Anvil Knitwear  
Edwards Garment  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
**SanMar** (see ad on this page)  
Tommy's T-Shirt Factory  
Vantage Apparel

## DENIM

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
SanMar

## ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Alternative Apparel  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## INFANT/TODDLER

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar

## INTERLOCK

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
SanMar

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**NIKE GOLF**

**SANMAR**

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# CATEGORY LISTINGS

Tommy's T-Shirt Factory

## JACQUARD

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## JERSEY

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Gildan Activewear SRL  
Hanes Branded Printwear  
Heritage Sportswear + Virginia T's  
JERZEES

## Next Level Apparel (see ad on this page)

One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel



## JOHNNY COLLAR

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop

## LONG-SLEEVE

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## MATERNITY

A+ Career Apparel  
Edwards Garment  
SanMar

## MERCERIZED

A+ Career Apparel  
Tommy's T-Shirt Factory

## PERFORMANCE

A+ Career Apparel  
**A4**  
Americana Sportswear  
Cutter & Buck  
Edwards Garment  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Gildan Activewear SRL

## Heritage Sportswear + Virginia T's (see ad on this page)

JERZEES  
**McCreary's Tees (see ad on this page)**

One Stop  
Otto International, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory



## Whispering Pines Sportswear (see ad on this page)

## PIMA LISLE

A+ Career Apparel  
S&S Activewear  
Tommy's T-Shirt Factory

## PIQUÉ

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Blue Generation  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
Otto International, Inc.  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## PLUS SIZE

A+ Career Apparel  
Anvil Knitwear  
Edwards Garment  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## POCKET

A+ Career Apparel  
Anvil Knitwear  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## WOMEN'S

A+ Career Apparel

Americana Sportswear  
Anvil Knitwear  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
Otto International, Inc.  
S&S Activewear  
SanMar  
Vantage Apparel

## YOUTH

A+ Career Apparel  
**A4**  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## SHIRTS, MISC.

## BOWLING

A+ Career Apparel  
CruisinUSA/BowlingShirt.com  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear

## CAMP/SAFARI

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
One Stop  
SanMar  
Vantage Apparel  
Wolfmark Neckwear

## ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## FISHING TOURNAMENT

FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's

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CREW SHIRTS

JERSEYS

CYCLING

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sublimation manufacturing  
**savicustoms.com**

# CATEGORY LISTINGS

## FISHING TOURNAMENT (CONTINUED)

S&S Activewear

### HAWAIIAN/NOVELTY

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Edwards Garment  
Wolfmark Neckwear

### HENLEY

Heritage Sportswear + Virginia T's  
SanMar  
Tommy's T-Shirt Factory

### RACING THEME

FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
**Savi Customs (see ad on page 64)**

### RUGBY

SanMar  
Vantage Apparel

### SCRUB SHIRTS

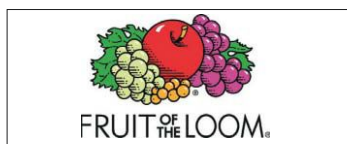
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Edwards Garment  
One Stop  
SanMar

### SOCCER

**A4**  
FP Services Inc./FPS Apparel

### TANK TOPS

**A4**  
Anvil Knitwear  
Campus Collection  
FP Services Inc./FPS Apparel  
**Fruit of the Loom**  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
New Balance  
**Next Level Apparel (see ad on this page)**  
One Stop  
Rothco



SanMar  
Tommy's T-Shirt Factory

### TURTLENECKS/MOCK TURTLENECKS

A+ Career Apparel  
**A4**  
Rothco  
Vantage Apparel

### SHIRTS, T-SHIRTS

**50/50**  
A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks



**Next Level Apparel (see ad on this page)**

One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### BABYDOLL

FP Services Inc./FPS Apparel  
Tommy's T-Shirt Factory

### BIG AND TALL

A+ Career Apparel  
Anvil Knitwear  
FP Services Inc./FPS Apparel  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Jensen Apparel  
One Stop  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel  
**CAMOUFLAGE**  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear

FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
Jensen Apparel  
One Stop  
**Rothco (see ad on this page)**  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

### COMPRESSED

**A4**  
FP Services Inc./FPS Apparel  
Tommy's T-Shirt Factory

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
American Apparel  
**Americana Sportswear (see ad on this page)**  
Anvil Knitwear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
One Stop

S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### GARMENT-DYED

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
Neon Tees  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel


### HEAVYWEIGHT (5 OZ. - 6.4 OZ.)

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Americana Sportswear  
Anvil Knitwear  
Carolina Made Inc.  
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**Fruit of the Loom** (see ad on page 60)  
**Gildan Activewear SRL** (see ad on page 60)

Hanes Branded Printwear  
**Heritage Sportswear + Virginia T's**  
 (see ad on this page)

Impress Ink  
 J. America Wholesale Blanks  
 Jensen Apparel  
 JERZEES  
 Keya  
 New Balance

**One Stop** (see ad on this page)

Otto International, Inc.  
 S&S Activewear  
 Thinc Actionwear

**Tommy's T-Shirt Factory** (see ad on this page)

Unique Apparel  
 Vantage Apparel

## INFANT/TODDLER

A+ Career Apparel  
 Americana Sportswear

Anvil Knitwear  
 Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Gildan Activewear SRL  
 Heritage Sportswear + Virginia T's  
 Jensen Apparel  
 One Stop  
 Rothco  
 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory

## IRREGULAR

A+ Career Apparel  
 ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
 FP Services Inc./FPS Apparel  
 Gildan Activewear SRL

## LONG-SLEEVE

A+ Career Apparel  
**A4**  
 Americana Sportswear  
 Anvil Knitwear

Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Fruit of the Loom  
 Gildan Activewear SRL  
 Heritage Sportswear + Virginia T's  
 J. America Wholesale Blanks  
 Jensen Apparel  
 JERZEES

**Next Level Apparel** (see ad on this page)

One Stop  
 Rothco  
 S&S Activewear  
 SanMar  
 Tingley Rubber Corp.  
 Tommy's T-Shirt Factory  
 Vantage Apparel

## PERFORMANCE WEAR

A+ Career Apparel  
**A4**  
 Americana Sportswear  
**Century Place Apparel** (see ad on this page)

Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Gildan Activewear SRL  
 Heritage Sportswear + Virginia T's  
 JERZEES  
**McCreary's Tees** (see ad on this page)  
 New Balance  
 One Stop  
 Rothco  
 S&S Activewear  
**SanMar** (see ad on page 62)  
 Tommy's T-Shirt Factory  
 Vantage Apparel

## PLUS SIZE

A+ Career Apparel  
 Anvil Knitwear  
 FP Services Inc./FPS Apparel  
 Gildan Activewear SRL  
 Heritage Sportswear + Virginia T's  
 One Stop  
 Rothco  
 SanMar  
 Tommy's T-Shirt Factory  
 Vantage Apparel

## POCKET

A+ Career Apparel  
 ADCAPITOL Aprons, Bags, Flags

& Wearables/Aresco Safety  
 Americana Sportswear  
 Anvil Knitwear  
 Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Fruit of the Loom  
 Gildan Activewear SRL  
 Heritage Sportswear + Virginia T's  
 Jensen Apparel  
 JERZEES  
 One Stop  
 Rothco  
 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory  
 Vantage Apparel

## RINGERS

A+ Career Apparel  
 Americana Sportswear  
 Anvil Knitwear  
 Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Heritage Sportswear + Virginia T's  
 One Stop  
 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory

## SCOOPNECK

A+ Career Apparel  
 Americana Sportswear  
 Anvil Knitwear  
 Eva Sportswear  
 FP Services Inc./FPS Apparel  
 Heritage Sportswear + Virginia T's  
 J. America Wholesale Blanks  
**Next Level Apparel** (see ad on page 62)  
 One Stop  
 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory  
 Vantage Apparel

## SUPER HEAVYWEIGHT (6.5 OZ.-PLUS)

A+ Career Apparel  
 Americana Sportswear  
 FP Services Inc./FPS Apparel  
 Heritage Sportswear + Virginia T's  
 J. America Wholesale Blanks  
 S&S Activewear  
 SanMar  
 Tommy's T-Shirt Factory  
 Vantage Apparel

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Eva Sportswear  
FP Services Inc./FPS Apparel  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

## V-NECK

A+ Career Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
New Balance  
**Next Level Apparel (see ad on this page)**  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## WOMEN'S

A+ Career Apparel  
**A4**  
Americana Sportswear  
**Anvil Knitwear (see ad on this page)**  
Blue Generation  
**Eva Sportswear (see ad on this page)**  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
New Balance  
**Next Level Apparel (see ad on this page)**  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## YOUTH

A+ Career Apparel

## A4

American Apparel  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Jensen Apparel  
JERZEES  
New Balance  
**Next Level Apparel (see ad on page 63)**  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## SHIRTS, WOVEN/BUTTON FRONT

### BANDED COLLAR

A+ Career Apparel  
Edwards Garment  
Tommy's T-Shirt Factory

### BIG AND TALL

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Vantage Apparel

### BUTTON-DOWN

A+ Career Apparel  
Americana Sportswear  
DRI DUCK  
Edwards Garment  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar



### DENIM/CHAMBRAY

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear

Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Vantage Apparel

### DRESS SHIRTS

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Blue Generation  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
River's End Trading  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Trimark Sportswear Group  
Vantage Apparel

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel

### LONG-SLEEVE

A+ Career Apparel  
Americana Sportswear  
DRI DUCK  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### MATERNITY

A+ Career Apparel  
Edwards Garment  
SanMar

### MICROFIBER

A+ Career Apparel  
Edwards Garment

### OPEN COLLAR

A+ Career Apparel

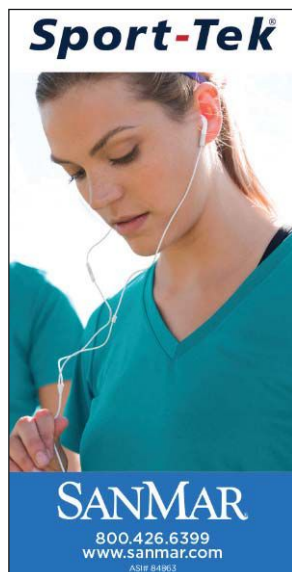
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One Stop  
SanMar  
Vantage Apparel

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Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Vantage Apparel

### PERFORMANCE

A+ Career Apparel  
DRI DUCK  
Edwards Garment  
FP Services Inc./FPS Apparel  
One Stop





# CATEGORY LISTINGS

Vantage Apparel

## PLUS SIZE

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
SanMar  
Vantage Apparel

## POLYNOSIC

A+ Career Apparel

## POPLIN

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Vantage Apparel

## RAYON

A+ Career Apparel  
SanMar

## SHORT-SLEEVE

A+ Career Apparel  
Americana Sportswear  
DRI DUCK  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel

## SLEEVELESS

A+ Career Apparel  
Rothco

## THREE-QUARTER SLEEVE

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
One Stop  
Vantage Apparel

## TUXEDO

Edwards Garment

## TWILL

A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel  
**Whispering Pines Sportswear (see ad on this page)**

## WOMEN'S

A+ Career Apparel  
Edwards Garment  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

## YOUTH

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
Rothco

## SHORTS

### ATHLETIC

A+ Career Apparel  
**A4**  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Eva Sportswear  
Hanes Branded Printwear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

### BICYCLING

A+ Career Apparel

Heritage Sportswear + Virginia T's

## BIG AND TALL

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's

## BOXER

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
SanMar  
Tommy's T-Shirt Factory

## CHEERLEADING

Americana Sportswear  
Heritage Sportswear + Virginia T's  
S&S Activewear

## ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Heritage Sportswear + Virginia T's

## GOLF/CASUAL

A+ Career Apparel  
Edwards Garment  
Rothco

## INFANT/TODDLER

A+ Career Apparel

## MATERNITY

A+ Career Apparel

## PERFORMANCE

A+ Career Apparel  
**A4**  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
SanMar

## PLUS SIZE

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
SanMar

## RUNNING

A+ Career Apparel  
**A4**  
Americana Sportswear  
Heritage Sportswear + Virginia T's

S&S Activewear

## WOMEN'S

A+ Career Apparel  
**A4**  
Americana Sportswear  
Edwards Garment  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco

## YOUTH

A+ Career Apparel  
**A4**  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar

## SLEEPWEAR/LOUNGEWEAR

### ROBES

One Stop  
Towel Specialties  
WOV-IN (Universal Strap Inc.)

### SLEEP PANTS

Americana Sportswear  
Eva Sportswear  
J. America Wholesale Blanks  
S&S Activewear

### YOUTH

Americana Sportswear  
S&S Activewear

## SWEATERS AND VESTS

### ACRYLIC

A+ Career Apparel  
Edwards Garment  
Rothco

### BIG AND TALL

A+ Career Apparel  
Edwards Garment  
SanMar  
Vantage Apparel

### CARDIGAN

A+ Career Apparel  
Blue Generation  
Edwards Garment  
Heritage Sportswear + Virginia T's  
SanMar  
Vantage Apparel

### COTTON

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory



**VANTAGE**

### CREWNECK

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Edwards Garment  
Heritage Sportswear + Virginia T's  
Rothco  
Vantage Apparel

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A+ Career Apparel



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# CATEGORY LISTINGS

## CUSTOM KNIT (CONTINUED)

Edwards Garment

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel

### GOLF

A+ Career Apparel  
SanMar  
Vantage Apparel

### HENLEY

SanMar

### INFANT/TODDLER

A+ Career Apparel

### PERFORMANCE

**A+ Career Apparel (see ad on this page)**  
SanMar

### PLUS SIZE

A+ Career Apparel  
Edwards Garment  
Rothco  
SanMar  
Vantage Apparel

### SHAWLS

Wolfmark Neckwear

### SHELLS

A+ Career Apparel  
Edwards Garment  
SanMar  
Vantage Apparel

### SWEATER SETS

A+ Career Apparel  
Edwards Garment  
Vantage Apparel

### TURTLENECKS

A+ Career Apparel  
Trimark Sportswear Group

### VESTS

A+ Career Apparel  
Daystar Apparel Inc.  
Edwards Garment  
Heritage Sportswear + Virginia T's  
Rothco

SanMar  
Tingley Rubber Corp.  
Vantage Apparel

### V-NECK

A+ Career Apparel  
Edwards Garment  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
SanMar  
Vantage Apparel

### WOOL

A+ Career Apparel  
Rothco

### WOVENS

A+ Career Apparel  
Edwards Garment  
SanMar  
Wolfmark Neckwear

### YOUTH

A+ Career Apparel  
SanMar

## SWEATPANTS

### COTTON

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
S&S Activewear  
SanMar

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel

### FLEECE

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
American Apparel  
Eva Sportswear  
Fruit of the Loom  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear

SanMar  
Tommy's T-Shirt Factory

### PERFORMANCE

A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
S&S Activewear  
SanMar

## SWEATSHIRTS

### BIG AND TALL

A+ Career Apparel  
Anvil Knitwear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### ECO-FRIENDLY/ORGANIC

A+ Career Apparel  
Heritage Sportswear + Virginia T's  
S&S Activewear  
Tommy's T-Shirt Factory

### FLEECE

A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### FULL-ZIP

A+ Career Apparel  
**A4**  
Americana Sportswear  
Anvil Knitwear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### HALF-ZIP/QUARTER-ZIP

A+ Career Apparel  
Americana Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### HOODED

A+ Career Apparel  
**A4**

ADCAPITOL Aprons, Bags, Flags  
& Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
FP Services Inc./FPS Apparel  
Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Otto International, Inc.  
Rothco  
S&S Activewear  
SanMar  
Tingley Rubber Corp.  
Tommy's T-Shirt Factory  
Vantage Apparel

### INFANT/TODDLER

A+ Career Apparel  
Americana Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
Tommy's T-Shirt Factory

### OPEN BOTTOM

A+ Career Apparel  
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Fruit of the Loom  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Tommy's T-Shirt Factory  
Vantage Apparel

### PERFORMANCE

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**A4**  
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Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Vantage Apparel

### PLUS SIZE

A+ Career Apparel  
Anvil Knitwear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
Rothco  
SanMar  
Vantage Apparel


### RAGLAN SLEEVE

A+ Career Apparel  
Americana Sportswear  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
S&S Activewear  
Tommy's T-Shirt Factory  
Vantage Apparel

### YOUTH

A+ Career Apparel  
Americana Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
J. America Wholesale Blanks  
JERZEES  
One Stop  
Rothco

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# CATEGORY LISTINGS

S&S Activewear  
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Tommy's T-Shirt Factory

## SWIMWEAR

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Rothco

**BOARD SHORTS**  
FP Services Inc./FPS Apparel

## TOWELS

**BATH**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
Rothco  
S&S Activewear  
WOV-IN (Universal Strap Inc.)

**BEACH**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
Terry Town  
**Towel Specialties (see ad on page 64)**  
WOV-IN (Universal Strap Inc.)

**GOLF**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Towel Specialties

WOV-IN (Universal Strap Inc.)  
**HAND**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Heritage Sportswear + Virginia T's  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Towel Specialties  
WOV-IN (Universal Strap Inc.)

**INFANT**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety

**KITCHEN**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Eva Sportswear  
WOV-IN (Universal Strap Inc.)

**SPIRIT/SPORT**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Anvil Knitwear  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory  
Towel Specialties

## UMBRELLAS

**GOLF BAG**  
Heritage Sportswear + Virginia T's  
WOV-IN (Universal Strap Inc.)

**POCKET/PURSE**  
Heritage Sportswear + Virginia T's

## UNDERWEAR

**BOXERS**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear

Rothco  
S&S Activewear  
SanMar  
Tommy's T-Shirt Factory

**LINGERIE**  
Heritage Sportswear + Virginia T's

## UNIFORMS

**FIRE-RESISTANT**  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Daystar Apparel Inc.  
S&S Activewear

**HEALTH/MEDICAL**  
A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Daystar Apparel Inc.  
Edwards Garment  
Gildan Activewear SRL  
Rothco

**HIGH VISIBILITY**  
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**ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety (see ad on this page)**  
Americana Sportswear  
Daystar Apparel Inc.  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear

**OVERALL/COVERALL**  
A+ Career Apparel  
Americana Sportswear  
Eva Sportswear  
Rothco  
S&S Activewear

**PANTS**  
A+ Career Apparel  
Americana Sportswear  
Edwards Garment  
Eva Sportswear  
One Stop

Rothco  
S&S Activewear

**POLICE/MILITARY**  
A+ Career Apparel  
Rothco  
Wolfmark Neckwear

**RESTAURANT**  
A+ Career Apparel  
Americana Sportswear  
Daystar Apparel Inc.  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
JERZEES  
One Stop  
S&S Activewear  
SanMar  
USAprons Inc.  
Vantage Apparel  
Wolfmark Neckwear

**SCHOOL**  
A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Daystar Apparel Inc.  
Gildan Activewear SRL  
JERZEES  
S&S Activewear  
Vantage Apparel  
Wolfmark Neckwear

**SERVICE INDUSTRIES**  
A+ Career Apparel  
ADCAPITOL Aprons, Bags, Flags & Wearables/Aresco Safety  
Americana Sportswear  
Daystar Apparel Inc.  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
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**WORKWEAR**  
A+ Career Apparel

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# CATEGORY LISTINGS

## WORKWEAR (CONTINUED)

Americana Sportswear  
Daystar Apparel Inc.  
Edwards Garment  
Eva Sportswear  
Gildan Activewear SRL  
Heritage Sportswear + Virginia T's  
One Stop  
Rothco  
S&S Activewear  
**SanMar** (see ad on page 65)

## EQUIPMENT, SERVICES & SUPPLIES

### ARTWORK

#### CUSTOM

A+ Career Apparel  
Campus Collection  
Panther Vision  
Tommy's T-Shirt Factory  
WOV-IN (Universal Strap Inc.)

#### STOCK DESIGNS/CLIP ART

A+ Career Apparel  
Action Illustrated  
ClipArtBoom  
Great Dane Graphics

#### STOCK EMBROIDERY DESIGNS

A+ Career Apparel

### DECORATION SERVICES

#### DIGITAL PRINTING

Gotta Have Products  
Tommy's T-Shirt Factory  
Vantage Apparel  
**WearMagic** (see ad on page 65)

#### DIGITIZING SERVICES

FP Services Inc./FPS Apparel  
Panther Vision  
Vantage Apparel  
WearMagic

#### DYEING, CUSTOM

A+ Career Apparel  
FP Services Inc./FPS Apparel  
Graffiti Inc.  
Panther Vision

#### EMBOSSING

A+ Career Apparel  
Panther Vision  
Wolfmark Neckwear

#### EMBROIDERY, CONTRACT

A+ Career Apparel  
Arrowhead Embroidery  
**Atlas Embroidery and Screen Printing**  
(see ad on page 65)

Black Dog Apparel  
Dark Star Printing & Embroidery  
Fawn Embroidery Services, Inc.  
FP Services Inc./FPS Apparel  
KC Caps  
Panther Vision  
Tommy's T-Shirt Factory  
Unionwear



WearMagic  
Wolfmark Neckwear

#### ETCHING

Vantage Apparel  
WearMagic

#### HEAT TRANSFERS

A+ Career Apparel  
Insta Graphic Systems  
Panther Vision  
Vantage Apparel  
WearMagic  
WOV-IN (Universal Strap Inc.)

#### LETTERING APPLIQUE

A+ Career Apparel  
Panther Vision  
Vantage Apparel  
WearMagic

#### PATCHES

A+ Career Apparel  
Panther Vision  
WearMagic  
WOV-IN (Universal Strap Inc.)

#### PRIVATE LABELING

A+ Career Apparel  
FP Services Inc./FPS Apparel  
Panther Vision



WearMagic  
WOV-IN (Universal Strap Inc.)

#### SCREEN PRINTING, CONTRACT

3JG Printing, LLC  
A+ Career Apparel  
**Atlas Embroidery and Screen Printing**  
(see ad on this page)  
Buttsup Duck Designs, LLC  
**Campus Collection** (see ad on this page)  
Corrigan Screen Printing  
**Custom Imprint Corp.** (see ad on this page)  
FP Services Inc./FPS Apparel  
Heritage Screen Printing Inc.  
HGFX, Inc.  
Huetone Imprints Inc.  
Oregon Screen Impressions  
Panther Vision  
Silver Eagle GPX, Inc.  
**Tommy's T-Shirt Factory** (see ad on this page)  
Vantage Apparel  
**WearMagic** (see ad on this page)

### EQUIPMENT

#### COMPUTER-TO-SCREEN/DIRECT-TO-SCREEN IMAGING SYSTEMS

Douthitt Corporation  
M&R Companies  
Nazdar SourceOne  
OmniPrint International  
XpresScreen Inc

#### EQUIPMENT-CUTTER EQUIPMENT/SUPPLIES/MEDIA

Graphics One LLC  
Nazdar SourceOne  
Roland DGA Corporation  
Stahls' ID Direct  
XpresScreen Inc.

#### DIGITAL DIRECT-TO-SUBSTRATE (D2) EQUIPMENT, SUPPLIES

Brother International Corporation

#### DRYERS, CONVEYOR

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
Graphic Parts International, Inc.  
GSG  
M&R Companies  
Nazdar SourceOne  
Ryonet  
Vastex International  
Workhorse Products  
XpresScreen Inc

#### DRYERS, FLASH (SPOT)

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
GSG  
Hirsch International  
M&R Companies  
Nazdar SourceOne  
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# CATEGORY LISTINGS

Vastex International  
Workhorse Products  
XpressScreen Inc.

## EMBROIDERY EQUIPMENT, CAPS

Barudan America Inc.  
ColDesi  
Hirsch International  
KC Caps  
Melco Embroidery Systems  
RiCOMA International  
ZSK Embroidery Systems

## EMBROIDERY EQUIPMENT, MULTI-HEAD

Barudan America Inc.  
Brother International Corporation  
Hirsch International  
Melco Embroidery Systems  
Pantograms Mfg. Co. Inc./Toyota  
RiCOMA International  
TEXMAC Inc.  
ZSK Embroidery Systems

## EMBROIDERY EQUIPMENT, SINGLE-HEAD

Barudan America Inc.  
Hirsch International  
Melco Embroidery Systems  
Pantograms Mfg. Co. Inc./Toyota  
RiCOMA International  
TEXMAC Inc.  
ZSK Embroidery Systems

## ENGRAVING EQUIPMENT, SUPPLIES

InkCups Now  
Roland DGA Corporation

## EQUIPMENT, USED

Hirsch International Corp.  
Ryonet

## EXPOSURE SYSTEMS

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
Douthitt Corporation  
Graphic Parts International, Inc.  
GSG  
InkCups Now  
M&R Companies  
Nazdar SourceOne  
Ryonet  
Workhorse Products

XpressScreen Inc.

## HEAT TRANSFER, PRESSES/EQUIPMENT

GSG  
Hotronix  
Ryonet

## MEASURING/TESTING EQUIPMENT

Douthitt Corporation  
GSG  
Nazdar SourceOne  
Ryonet

## NUMBERING/LETTERING EQUIPMENT, SUPPLIES

M&R Companies  
Nazdar SourceOne  
One Stop  
Ryonet  
Vastex International  
XpressScreen Inc.

## PAD-PRINTING EQUIPMENT, SUPPLIES

InkCups Now  
OmniPrint International

## PRESSES, SCREEN PRINTING, AUTOMATIC

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
Graphic Parts International, Inc.  
GSG  
Hirsch International  
InkCups Now  
M&R Companies  
Nazdar SourceOne  
OmniPrint International  
Ryonet  
Workhorse Products

## PRESSES, SCREEN PRINTING, CAP

Graphic Parts International, Inc.  
InkCups Now  
Nazdar SourceOne  
Vastex International

## PRESSES, SCREEN PRINTING, MANUAL

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
Graphic Parts International, Inc.  
GSG

M&R Companies  
Nazdar SourceOne  
OmniPrint International  
Ryonet  
Vastex International  
Workhorse Products  
XpressScreen Inc.

## REPAIR/MAINTENANCE EQUIPMENT

Atlas Screen Supply Company  
Graphic Parts International, Inc.  
GSG  
M&R Companies  
Nazdar SourceOne  
Ryonet  
Vastex International  
Workhorse Products

## SCREEN FRAMES

GSG  
M&R Companies  
Nazdar SourceOne  
One Stop  
Vastex International  
XpressScreen Inc.

## SINKS, WASH-OUT

Anatol Equipment Manufacturing Co.  
Douthitt Corporation  
Franmar  
GSG  
Nazdar SourceOne  
One Stop  
Ryonet  
Vastex International

## OTHER SERVICES-CUSTOM MANUFACTURING

A+ Career Apparel  
FP Services Inc./FPS Apparel  
Panther Vision  
Vantage Apparel

## SUPPLIES

## ADHESIVES

One Stop

## APPAREL HANG-TAG DECALS

Stouse, Inc. (see ad on this page)

## APPLIQUÉS/PATCHES/EMBLEMS

World Emblem International Inc.  
WOV-IN (Universal Strap Inc.)

## BADGES

Halls & Company  
Rothco  
World Emblem International

## BANNERS/FLAGS

Rothco

## CLEANERS/SOLVENTS

Franmar Chemical Inc.  
GSG  
Nazdar SourceOne  
One Stop  
Ryonet

## COMPUTER-TO-SCREEN/DIRECT-TO-SCREEN SYSTEMS

Douthitt Corporation  
M&R Companies  
Nazdar SourceOne  
OmniPrint International  
XpressScreen Inc.

## E-COMMERCE SOLUTIONS

DecoNetwork  
Inksoft  
Pulse Microsystems

## EMBLEMS/PATCHES

Rothco  
World Emblem (see ad on this page)  
WOV-IN (Universal Strap Inc.) (see ad on this page)

## EMBROIDERY SUPPLIES

Advon Incorporated  
Madeira USA  
One Stop

## EMBROIDERY-DIGITIZING EQUIPMENT/SOFTWARE

Barudan America Inc.  
Capital Resource Corp.

## EMULSIONS/FILMS

GSG  
Murakami Screen  
Nazdar SourceOne  
One Stop  
Ryonet  
Vastex International

## HEAT TRANSFER

Hotronix  
One Stop  
Ryonet

## HEAT TRANSFERS, DIGITAL, SUBLIMATION

Graphics One LLC  
One Stop

## HEAT TRANSFERS, STOCK

Stahls' ID Direct  
The Wildside  
Transfer Express

## INKS, SCREEN PRINTING, ECO-ALTERNATIVE

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PolyOne Corporation  
Rutland Plastic Technologies  
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PolyOne Corporation  
Rutland Plastic Technologies  
Ryonet

## INKS, SCREEN PRINTING, SPECIALTY

GSG  
International Coatings  
Nazdar SourceOne  
One Stop  
PolyOne Corporation  
Rutland Plastic Technologies  
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## INKS, SCREEN PRINTING, WATER-BASED

GSG  
International Coatings  
Nazdar SourceOne  
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Rutland Plastic Technologies  
Ryonet

## INKS, SUBLIMATION

Condé Systems Inc  
EPSON  
Graphics One LLC  
Nazdar SourceOne  
One Stop  
Sawgrass Technologies  
Roland DGA Corporation

## LABELS, GARMENT

WOV-IN (Universal Strap Inc.)

## LANYARDS

One Stop  
Rothco  
WOV-IN (Universal Strap Inc.)

## NUMBERING/LETTERING EQUIPMENT, SUPPLIES

ClipArtBoom  
Dalco Athletic  
One Stop  
Stahls' ID Direct  
Transfer Express

## ORGANIC/ECO-FRIENDLY SUPPLIES

One Stop

## PAD-PRINTING EQUIPMENT, SUPPLIES

InkCups Now  
OmniPrint International

## PRINTED/WOVEN LABELS

WOV-IN (Universal Strap Inc.)

## RHINESTONE EQUIPMENT/SUPPLIES, TRANSFERS

2 Dazzle U Custom Rhinestone Designs  
One Stop

## SCREEN-CLEANING/RECLAIMING EQUIPMENT, SUPPLIES

Douthitt Corporation  
Franmar  
GSG

Murakami Screen  
Nazdar SourceOne  
One Stop  
Ryonet  
Vastex International

## SCREEN-MAKING EQUIPMENT, SUPPLIES

Atlas Screen Supply Company  
GSG  
Murakami Screen  
M&R Companies  
Nazdar SourceOne  
One Stop  
Ryonet  
Vastex International  
Workhorse Products

## SCREEN-PRINTING SUPPLIES

Atlas Screen Supply Company  
M&R Companies  
One Stop  
Ryonet  
Vastex International  
Workhorse Products

## SOFTWARE, COLOR MANAGEMENT

Condé Systems  
Digital Art Solutions  
EPSON  
Graphics One LLC  
Nazdar SourceOne  
Roland DGA Corporation

## SOFTWARE, GRAPHICS/DESIGN

Pulse Microsystem

## SOFTWARE, SEPARATION SOFTWARE

Digital Art Solutions  
Great Dane Graphics  
T-Biz Network

## SPOT-CLEANING EQUIPMENT, SUPPLIES

Atlas Screen Supply Company  
GSG  
One Stop  
Ryonet

## SQUEEGEES/SQUEEGEE SHARPENERS

Anatol Equipment Manufacturing Co.  
Atlas Screen Supply Company  
GSG  
Hirsch International Corp.  
M&R Companies  
One Stop  
Ryonet  
Vastex International  
Workhorse Products

## TRADE ASSOCIATIONS

National Network of Embroidery Professionals (NNEP)  
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## #

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## A

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Web: [www.adcapitol.com](http://www.adcapitol.com)

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Web: [www.advon.com](http://www.advon.com)

### alphabroder (asi/34063)

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Web: [www.alphabroder.com](http://www.alphabroder.com)

### Alternative Apparel (asi/34850)

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### Anatol Equipment Manufacturing Company

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Web: [www.anvilknitwear.com](http://www.anvilknitwear.com)

### Arrowhead Embroidery (asi/700570)

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### Atlas Embroidery & Screen Printing (asi/37245)

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# COMPANY LISTINGS

## Atlas Screen Supply Company (asi/565000)

9353 Seymour Ave.  
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## B

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### Bishop the Garment Co. (asi/40585)

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Web: [www.bishopwear.com](http://www.bishopwear.com)

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Web: [www.bluegeneration.com](http://www.bluegeneration.com)

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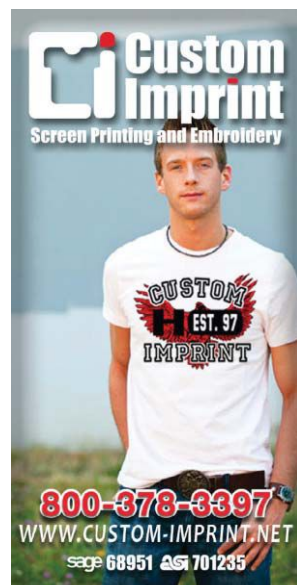
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Web: [www.coloradoclothing.com](http://www.coloradoclothing.com)

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## Surf Life

**The people of** ACK Surf live as though “every day is a Saturday,” and they proudly encourage everyone to do the same. The Nantucket Island surf school has been promoting their presence in the hang 10, super-laid-back surfer lifestyle since its inception, when they only offered logoed tees. But as business on the island continued to grow, they knew they had to expand their offerings to capitalize on the development.

How did they do it? It started with a Twitter message from Mike Welker, senior account manager at Touchstone (asi/345631), to the owner of ACK Surf. “I’ve worked with them for over a year, and I’ve never even met them in person!” he says. “When we first started discussing their needs, they were looking for ideas for a men’s clothing line. They wanted to further monetize the island visitors, and were looking to offer what they call a ‘radical’ line of merchandise. They saw a unique niche for preppy clothes that were also inspired by the

surfer lifestyle.”

Touchstone and ACK Surf got to work, and developed three lines of custom boardshorts made overseas. “We really studied the market,” says Welker. “They wanted unique items that were low-cost and high-quality, at low quantities, from a reliable supplier.” The line of boardshorts took off, and Touchstone was tapped to develop more items for the ACK Surf e-commerce store, including polos, croakies, koozies, stickers, hats, beanies, crewneck sweatshirts and custom pocket tees and tanks. Thanks to Touchstone, ACK Surf is now able to use its e-commerce store to promulgate the surfer lifestyle beyond the shores of Nantucket Island.

“Our goal is to have all the ACK Surf products made in the USA by the end of summer 2014,” says Welker. “We’d also like to offer more custom pocket items and give clients even more options to customize their apparel. With DTG, that’s a real possibility.” — *Sara Lavenduski*



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