UNITED STATES
FASHION INDUSTRY
ASSOCIATION

Sourcing Trends & Outlook for 2015

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1140 Connecticut Avenue NW, Suite 950, Washington, D.C. 20036 | 202-419-0444 | www.usfashionindustry.com | @usfashion

Removing barriers that impede the free movement of textile and apparel products to the United States and international markets

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INTRODUCTION

This year, we celebrate a special anniversary for the U.S. fashion industry: the 10th anniversary of the end of the global apparel quota system.

The quota system was a tremendous barrier to business and trade for fashion and apparel brands and retailers. Companies spent time and money worrying about quota fill rates and looking for new sourcing opportunities in case consumer demand outpaced the quotas. And even with all the investment costs, a company had a huge competitive advantage if it was the first to locate a new factory.

Luckily, the quota system was due to expire on January 1, 2005—but as the date approached, U.S. textile manufacturers filed petitions urging the U.S. Government to place new safeguards on certain key textile and apparel imports from China before the quotas expired. The Committee for the Implementation of Textile Agreements (CITA) accepted several petitions—which appeared to violate CITA's own requirement that safeguards should be based on concrete evidence of disruption to the U.S. market, not merely a threat.

With plans to source in the new, quota-free world in place, brands and retailers were anxious, to say the least, about the future of their companies if quotas were reinstated.

So, USFIA (then USA-ITA) sued the government—and delayed new quotas on China!

The industry rapidly globalized. Today, 10 years after the quotas, our members source product from all over the world—not because they have to, but because the industry is truly global. Many of our members are not just importing product into the United States, but also exporting products, too. Those companies that aren't yet selling globally are discussing when and how, whether through brick-and-mortar stores in key markets or e-commerce.

For the second year in a row, we're taking a look at the sourcing landscape of the fashion industry—what (and how much) companies are sourcing, where they're sourcing from, and the challenges that remain. We're also revisiting our "crystal ball" to determine what the future holds, and we've provided an expanded perspective on the outlook for sourcing and key policy initiatives. Finally, we checked back in with some of the executives who responded to last year's benchmarking survey and we've included some updates that add some context to the whole picture of our industry's sourcing.

We hope you will find this report useful as you plan your sourcing strategy in coming years.

With best regards,

Julia K. Hughes

Julia K. Hughes, President, United States Fashion Industry Association

OVERVIEW:
Sourcing Trends for 2014

Despite the many barriers to trade for the fashion industry, the year ending November 2014 was another strong year based on the volume and growth of textile and apparel imports.

Overall, total textile and apparel imports grew 2.2 percent in quantity. This increase is slightly less than last year's increase of 4.9 percent. Of these imports, approximately 43 percent were apparel products, which grew 3 percent to total 25.6 billion SME—a growth rate of 3 percent from the previous year and a record high for U.S. apparel imports.

Unlike last year, when apparel imports grew every month of the year, we saw ebbs and flows this year. For example, while U.S. apparel imports grew by 6 percent in October, U.S. apparel imports fell by 1 percent in November. The decrease affected all major apparel suppliers except Vietnam, which we'll discuss later in the report, and El Salvador.

Additionally, imports of fabrics, made-ups, and yarn grew at rates of 10.5 percent, 4.3 percent, and 2 percent, respectively. (See Addendum for these charts.)

If we take a deeper dive into the data, a few key trends emerge:

1. China remains the dominant supplier…
2. But Vietnam continues to grow.
3. Companies seem to be leaving Bangladesh…
4. And companies continue to look for sourcing opportunities closer to home.
5. Despite the high duty rates, companies aren't utilizing FTAs and other preference programs.

TREND #1:
China remains the dominant supplier...

China remains the dominant supplier of all textiles and apparel to the United States. In 2014, U.S. textile and apparel imports from China grew 5.6 percent, which equals an increase of 1513.6 million SME. The increase is only slightly smaller than total annual apparel imports from 7th-ranked Indonesia, which we consider a top supplier!

China is the dominant supplier in all categories, supplying 42 percent of apparel (an increase of 2.1 percent from last year), 36.5 percent of textiles, 20.4 percent of yarns, and nearly 68 percent of made-ups to the United States.

Despite the talk about rising costs in China, U.S. imports from China continue to grow, surging 12 percent in November 2014 alone. Why?

As we learned in our post-benchmarking survey interviews, there is simply no real replacement for China in terms of quality and capacity—yet—and companies have been able to leverage raw materials costs to realize savings with their long-term suppliers. As one executive explained, "We are planning to shift more sourcing from China to Vietnam, but it takes some time for factories in Vietnam to fully meet our standards for manufacturing."

TREND #2:
But Vietnam continues to grow.

Asia as a whole remains the fastest-growing supplier of textiles and apparel to the United States, but Vietnam stands out as the second-largest supplier of apparel with 10.7 percent of the market share and the fourth-largest supplier of fabrics with 7.2 percent of the market share. And Vietnam continues to grow, with apparel imports growing by double digits since May 2013 and up 13 percent during the 12 months ending November 2014. We don't expect to see Vietnam overtake China anytime soon, if ever, but companies are increasingly looking to Vietnam, and we only expect to see Vietnam's market share grow.

As previously noted, apparel imports grew every month of 2013, but we saw ebbs and flows in 2014. While U.S. apparel imports grew 6 percent in October, they fell 1 percent in November. This decrease affected all major apparel suppliers except Vietnam, which saw an increase of a whopping 9 percent, and El Salvador, which saw an increase of 2 percent.

We did see some declines in specific countries in Asia—drastically, in some cases. In 2014, U.S. imports of textiles and apparel fell 4 percent in Bangladesh (#6), 2.3 percent in Indonesia (#7), and 4.2 percent in Cambodia (#10). For apparel, U.S. imports from third-ranked Bangladesh fell nearly 6 percent—more on that later—and 3.2 percent in Indonesia (#4) and 4.3 percent in Cambodia (#6). We saw declines in Pakistan and the Philippines, too.

TREND #3:
Companies seem to be leaving Bangladesh...

In 2013, despite the tragedies due to fire and building safety challenges, Bangladesh ranked third for apparel imports to the United States, with 6 percent of the market share. In fact, U.S. apparel imports from Bangladesh increased 11 percent in 2013 from the previous year.

In December 2013, however, we did begin to see a slowdown of apparel imports from Bangladesh with growth of just 1 percent—and it appears the slowdown continued through 2014. Bangladesh is now on the decline. The country is still ranked #6 in total textile and apparel imports to the United States, but declined 4 percent in volume and 2.8 percent in value from the previous year. For apparel, the gap was even larger. Bangladesh still ranks third and supplies six percent of apparel imports to the United States, but declined in volume for ten consecutive months. For the year ending November 2014, U.S. apparel imports from Bangladesh declined nearly 6 percent in volume and 3 percent in value.

Since the April 2013 Rana Plaza factory collapse and subsequent formation of the Alliance for Bangladesh Worker Safety and the Accord on Fire & Building Safety in Bangladesh, apparel brands and retailers have committed money and resources to improve safety there. While the Bangladesh industry has made significant progress, much work remains and the country will need to continue to improve factory conditions and worker safety to reach its highest potential. Watch in 2015 to see if the ongoing remediation projects and worker training initiatives translate into Bangladesh regaining market share.

TREND #4:
And companies continue to look for sourcing opportunities closer to home.

IIn 2014, companies continued to look for sourcing opportunities in the Western Hemisphere, including the United States. There are several opportunities to source textiles and apparel closer to home, especially under the North American Free Trade Agreement (NAFTA), the Dominican Republic-Central America Free Trade Agreement (CAFTA-DR), and the Haiti HELP and Hope Acts.

In fact, Honduras, a CAFTA-DR partner, remains the fifth-largest supplier of U.S. apparel imports this year, with 4 percent of the market share and an increase of .6 percent this year, compared to a decline of 4 percent last year.

Mexico has also remained one of the top suppliers of apparel to the United States for more than 20 years, since NAFTA went into effect in 1994. The country ranks #5 for total textile and apparel imports to the United States with 4 percent of the market share, and #8 for apparel imports with 3.6 percent of the market share—though it was overtaken by India for the #7 rank this year. If the TPP is negotiated with rules that mirror the yarn-forward rules of origin in NAFTA, then it's not likely that TPP will have much impact on sourcing in Mexico. However, if there are more liberal exceptions to the strict rule of origin—as well as efforts to reduce the non-tariff barriers to trade among the TPP partners—there could be some very positive opportunities for the Mexican apparel industry.

Other opportunities for apparel sourcing include other CAFTA-DR partners El Salvador (#9), which was one of the few suppliers not to be affected by the sharp declines in November 2014, and Guatemala (#13), which saw an increase in apparel imports of 13 percent the same month and an increase of 6 percent for the year. Meanwhile, tenth-ranked Nicaragua saw a huge increase of 10 percent in apparel imports to the United States—but, since the Nicaragua TPL expired in December, we worry that trade will stall unless the important provision is renewed soon.

What about the United States? While we don't have official data on the value or volume made in U.S. factories, we do know that our members are increasingly looking to Western Hemisphere suppliers, including the United States, for fashion-focused and trendy clothing given the speed-to-market advantages. Companies are looking to the United States in particular for small-volume orders, especially products that they want to test in a few, select stores, and landed duty paid (LDP) products. The challenges to source these small orders are the same anywhere, so it can sometimes make sense to source them in the United States and avoid shipping costs and logistical challenges.

Interestingly, in our post-benchmarking survey interviews, no company cited U.S. government regulations or even pressure as a reason for sourcing in the United States—evidence that we need to work toward policies that continue to eliminate, not create, barriers to trade.

TREND #5:
Despite high duty rates, companies aren't utilizing FTAs and other preference programs.

USFIA supports the elimination of duties on textiles, apparel, and other fashion items, especially through the negotiation of FTAs and preference programs. But looking at the historical trends, a duty-free trade agreement does not guarantee that trade will expand.

Despite textiles and apparel having some of the highest duty rates in the Tariff Schedule, in 2014, 19.3 percent of U.S. apparel imports by value were duty-free under a FTA, QIZ, or other unilateral preference program. This represents an increase from 2013, when 16 percent of U.S. apparel imports by value entered duty free. However, it's still not a lot, especially when you consider the top three suppliers of textiles and apparel—China, India, and Vietnam, with 62 percent of market share—and the top four suppliers of apparel—China, Vietnam, Bangladesh, and Indonesia, with 64 percent of the market share—enter the United States with high duties.

In our post-survey interviews, we were not surprised to learn that companies don't use FTAs due to the cost of compliance and relevance of the FTAs to companies' supply chain.

In this era of global value chains, it can often be cheaper and easier to source from the trusted factories you know and ship your inputs and finished products all over the world, rather than try to find new factories and deal with the compliance issues to obtain the duty savings. Regarding the cost of compliance, one executive summed it up: "When I took the broker exam, the general notes to the HTS were just 35 pages. Today, the general notes are 425 pages, and predominantly all stipulations of the FTAs and preference programs."

Meanwhile, another executive said, "If there is a FTA with a country where we are already sourcing, such as Cambodia, we would probably use it, but otherwise, we are unlikely to use a FTA that requires establishing a new sourcing destination."

At the end of the day, FTAs and preference programs are only worthwhile if a company absolutely cannot get the same item at a comparable price anywhere else in the world. This is unfortunate, because there are many FTAs and preference programs that could potentially provide good opportunities—not to mention, all the time spent negotiating the agreements by the United States and expectation from the trading partners that the agreements will lead to new business opportunities. It's evident that we need to continue to educate policymakers on the industry and 21st century global value chains, and how future agreements can work for the industry.

The Crystal Ball:
The Sourcing & Policy Outlook for 2015 & Beyond

In January 2015, USFIA President Julia K. Hughes provided her perspective to just-style on what lies ahead for the industry. (You can find the article with her thoughts as well as the thoughts of other industry leaders at www.just-style.com/management-briefings/outlook-2015-apparel-industry-issues-in-the-year-ahead_id869.aspx.)

Below, we've published her entire interview, which provides insight into the outlook for sourcing, retail, and key policy initiatives.

Question #1
What do you see as the biggest challenges–and opportunities–facing the apparel industry in 2015, and why?

The biggest opportunity is the potential to truly open markets for textile and apparel products. We just celebrated the 10th anniversary of the end of the quotas. On January 1, 2005, the Multi-Fiber Arrangement (MFA) system of quotas officially expired, theoretically allowing fashion brands and retailers to manage their sourcing and supply chains without restrictions. While the United States Fashion Industry Association (USFIA) celebrates that victory, the fact is there has been very little action to open markets globally since then. Duties for textile and apparel remain exorbitantly high—and there has not been any serious discussion at the World Trade Organization (WTO) to lower duties and eliminate the remaining non-tariff barriers to trade. And frankly, from a U.S. perspective, the free trade agreements the United States has negotiated since the end of the quotas still are extremely limited by the restrictive yarn-forward rule of origin.

However, USFIA remains hopeful about ongoing global trade negotiations, especially the Trans-Pacific Partnership (TPP) between the United States and several Pacific nations, as well as the Transatlantic Trade & Investment Partnership (TTIP) between the United States and European Union. If these agreements include flexible rules for textile and apparel trade that reflect 21st-century global value chains, as well as harmonization of burdensome global regulations, we could open many of the most important markets for both imports and exports. In addition, the WTO Trade Facilitation Agreement could be another exciting opportunity, because while it would not eliminate duties, it could mark the beginning of a global commitment to remove administrative barriers at borders.

The biggest challenge for the fashion industry, and indeed the United States, is the political gridlock in Washington, D.C. Specifically, the gridlock inhibits our ability to have a real discussion about the benefits of free trade. President Obama and the Republican Congressional leadership believe trade is one of the policy areas where they can find consensus. Insiders think we'll see efforts to get congressional approval for Trade Promotion Authority (TPA) in early 2015—and trade might even be the very first issue the 114th Congress tackles! Once TPA is approved, the U.S. negotiators will move quickly to try to conclude TPP, and then the TTIP talks will begin in earnest. But how much time do we really have? While we just elected the new Congress in November, many observers predict there will only be six or eight months for Congress to pass legislation before they focus entirely on the 2016 presidential and congressional campaigns. Unfortunately, as we approach next fall, it may be almost impossible to get bipartisan agreement on any issue.

The second major challenge for the fashion industry remains how to expand ethical sourcing. The industry had many accomplishments in 2014—and the achievements of the Alliance for Bangladesh Worker Safety and the Accord on Fire & Building Safety are a testament to the commitment of brands and retailers to improve working conditions in their supply chains. But much work remains to be done to bring American expectations about workers' rights, factory conditions, and sustainability to the rest of the world. While we will continue to work on our mission to eliminate barriers to trade, we expect ethical sourcing will be an equally important focus for us this year.

Question #2
What's happening with sourcing? How is the sourcing landscape likely to shift in 2015, and what strategies can help apparel firms and their suppliers to stay ahead?

It's no surprise that Asia remains incredibly important for the industry—especially China. Whether you're looking at apparel, home furnishings, or even yarns and fabrics, China is the top supplier, and we don't expect this to change anytime soon. Last year, in conjunction with the University of Rhode Island, the United States Fashion Industry Association (USFIA) released our first benchmarking study, a survey of executives from 29 of the largest textile, apparel, and fashion brands, retailers, importers, and wholesalers. We will be conducting the survey again this year, but looking at the numbers as well as recent, one-on-one conversations with some of the respondents, we expect China to remain at the top of the list.

However, there are other countries in Asia that will likely continue to increase their market share, as well as some countries that will become important new suppliers in coming years. We've seen strong growth in Vietnam—as one executive at an apparel company explained, we won't necessarily see any decrease in sourcing from China, but we will continue to see growth in Vietnam. If the Trans-Pacific Partnership (TPP) goes into effect, with rules that work for the industry, this growth will continue—but given the political challenges in the United States, we'll be lucky if the agreement is concluded this year.

There is also a lot of talk about the future of Myanmar. While the country won't overtake China, Vietnam, or Bangladesh, Myanmar presents an exciting opportunity to build an apparel manufacturing industry from the ground up. Given the commitment by the brands and retailers to ethical sourcing following the tragedies in Bangladesh, I think we'll see companies invest in top-of-the-line factories, worker training, and sustainability initiatives before they even start shipping products to the United States. This is great news for the people of Myanmar, and also for American consumers, who will have access to even more affordable, quality products.

Going back to trade agreements, our 2014 survey found that free trade agreements and other preference programs are vastly underutilized—and based on our conversations with respondents, we don't expect to see companies rushing to use them more this year. Companies' reasons for not using trade agreements vary, from the fact that the United States does not have agreements with the top countries for sourcing (China, Vietnam, Bangladesh), to the fact that the complex rules and requirements to use an agreement make the savings "not worth it." Hopefully, TPP and TTIP will recognize the 21st-century global value chains and business realities, and in a few years, we will find that more companies are sourcing from our FTA partners.

There were a few surprises in our survey—such as the fact that a majority of respondents said they expect to increase sourcing from the United States next year. It remains to be seen whether this will be true, but we certainly welcome all fashion and apparel brands, retailers, and importers to let us know when we launch the survey in February.

Question #3
What's happening at retail? What key strengths and strategies are helping retailers and their supply chains to take the lead? What will separate the winners from the losers in 2015?

What is most important for retail is that companies continue to find the right product at the right price to meet the needs of consumers. Our members differ in their product mix and customer base, but every day they need to keep working to get it right—especially since in our benchmarking study, many executives said market competition in the United States is one of their top business concerns for this year.

What we are noticing today is that the globalization of retail means managing the supply chain and international compliance has grown exponentially tougher. When our association was founded in 1989, we were almost entirely focused on imports into the United States. Today, our members not only source product from around the world, but also have stores and e-commerce sites everywhere. This means we're not only watching regulations issued by the United States or European Union, but also the new monitoring requirements and programs to eliminate undervaluation in Mexico, the new testing requirements in Turkey, and customs requirements and post-importation audits in Japan and Taiwan.

PwC, USFIA's Premier Partner for 2015, recently published a report called Retailing 2020: Winning in a polarized world. They explain that retail trends--especially channel fragmentation and growth of the "wall-less" omnichannel retail world--will require retailers to make changes in where they sell, how they sell, and how they operate.

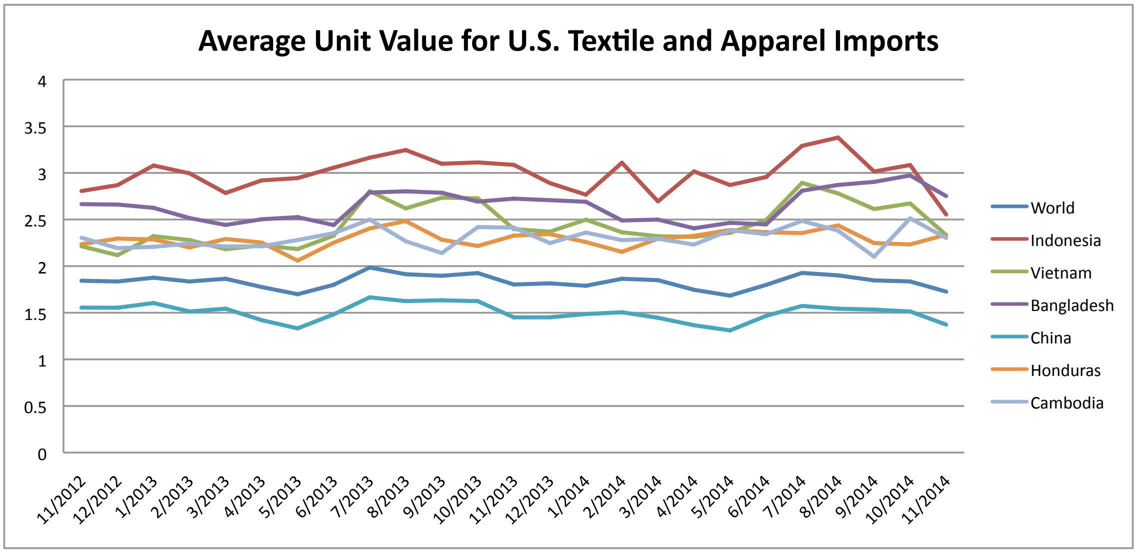
I found PwC's idea of a "consumer-centric supply chain and operating model" to be especially relevant to the fashion industry. "Active consumer interaction in the supply chain will cause a divergence of shoppers," says PwC. "Some shoppers will pay significantly more for specific ingredients, faster delivery, sustainable attributes, or higher product quality. On the other hand, some will trade down to lower cost products with none of those features. Retailers will need to understand where they sit on that continuum and how many consumer-centric opportunities they will need to leverage," they continue. For apparel and fashion retailers to grow and thrive, they will definitely need to figure out where they fit in the market and what their consumer wants.

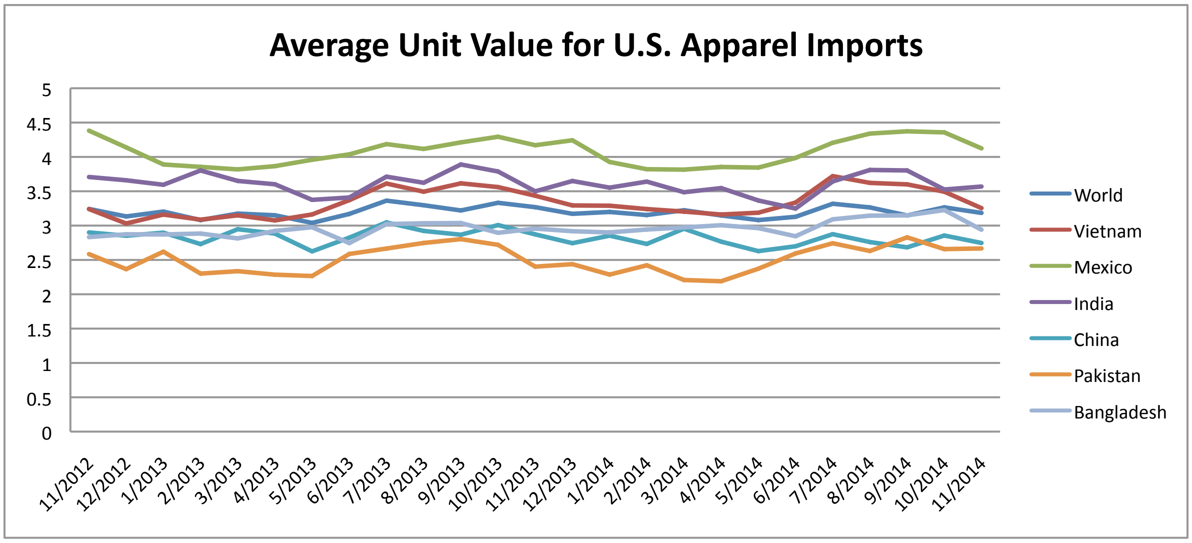
Question #4
What keeps you awake at night? Is there anything else you think the apparel industry should be keeping a close eye on in the year ahead? Do you expect 2015 to be better than 2014, and why?

Last year, I was most concerned about the industry's need to protect our reputation, as a whole and, of course, as individual companies. This still concerns me. Every time there is a disaster in a far-away land, we hear rhetoric about how fashion brands and retailers only care about finding the lowest-price products, no matter the human cost. We know these attacks are simply not accurate—and if anything, the opposite is true. Companies spend substantial amounts of time and money to develop and implement programs to improve working conditions and the rights of workers in factories around the world. Last year, I said it was hard to change the world—and it still is! Change takes time. We, and especially our members, are working hard to spread the highest-level working conditions possible to all apparel factories in all countries, but this can't happen in just one year. We will get there eventually—but until then, we have the constant challenge, and fear, that another disaster may strike.

And while I'm generally optimistic about the outlook for trade in the Congress, the outlook for the African Growth & Opportunity Act (AGOA) is another major concern. We need Congress to extend AGOA early. In fact, it should have already been extended. Most brands and retailers are making their sourcing plans at least nine months to two years in advance, which is well past the AGOA expiration date, and I've heard from a few small and medium-sized companies that they have already started to pull out of AGOA factories. This is incredibly unfortunate, because many of those factories were just getting back on their feet after we went through the last-minute AGOA renewal in 2012. The same is true of programs like the Nicaragua TPL, which expired on December 31st, and the Generalized System of Preferences (GSP), which expired in July 2013. These were some of the few trade preference programs utilized by a significant number of companies, but unfortunately, they, too, are stuck in the political gridlock.

ADDENDUM - UNIT VALUE

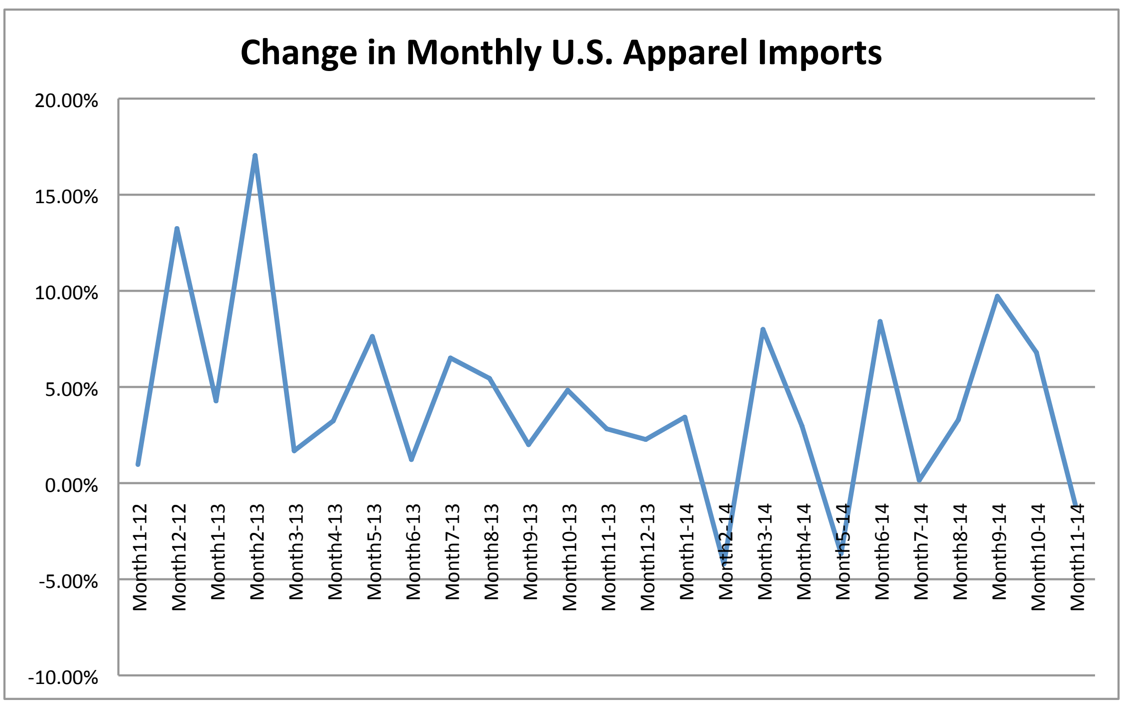




ADDENDUM - APPAREL

U.S. General Imports for Y/E November 2014 (In Millions) - Apparel

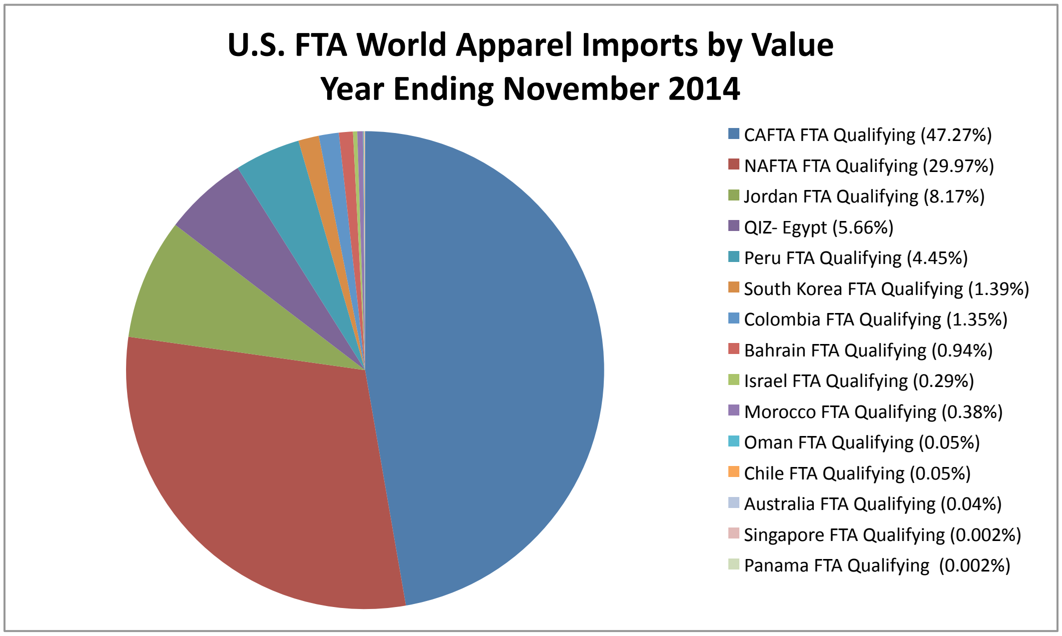
		Square Meter Equivalents (SMEs)				U.S. Customs Value			
Country	Rank	2014	2013	% Change	% Share	2014	2013	% Change	% Share
World		25,555.3	24,798.4	3.05	100.00	81,645.2	79,601.3	2.57	100.00
China	1	10,769.0	10,336.5	4.18	42.14	29,850.1	29,771.4	0.26	36.56
ASEAN		5,757.3	5,561.1	3.53	22.53	19,225.3	18,370.0	4.66	23.55
South Asia		3,532.0	3,548.9	-0.48	13.82	11,377.0	11,247.4	1.15	13.93
CAFTA		2,991.9	2,918.3	2.52	11.71	8,122.8	7,863.9	-2.41	3.13
Vietnam	2	2,727.7	2,413.7	13.01	10.67	9,219.2	8,025.8	14.87	11.29
Bangladesh	3	1,589.5	1,690.6	-5.98	6.22	4,784.5	4,937.8	-3.10	5.86
Indonesia	4	1,240.5	1,282.0	-3.24	4.85	4,828.1	5,037.3	-4.15	5.91
Honduras	5	1,082.6	1,075.9	0.62	4.24	2,569.4	2,499.6	2.79	3.15
Cambodia	6	1,025.4	1,070.9	-4.25	4.01	2,494.7	2,566.5	-2.80	3.06
NAFTA		963.9	952.4	1.21	3.77	4,292.6	4,178.6	2.73	5.26
India	7	950.4	880.1	8.00	3.72	3,383.3	3,193.3	5.95	4.14
Mexico	8	912.5	903.3	1.02	3.57	3,716.4	3,653.4	1.73	4.55
El Salvador	9	791.8	796.0	-0.52	3.10	1,900.0	1,854.2	2.47	2.33
Pakistan	10	580.2	581.9	-0.29	2.27	1,451.1	1,467.8	-1.14	1.78



ADDENDUM - APPAREL (CONTINUED)

Duty-Free Apparel Imports (In SME) in Y/E November 2014

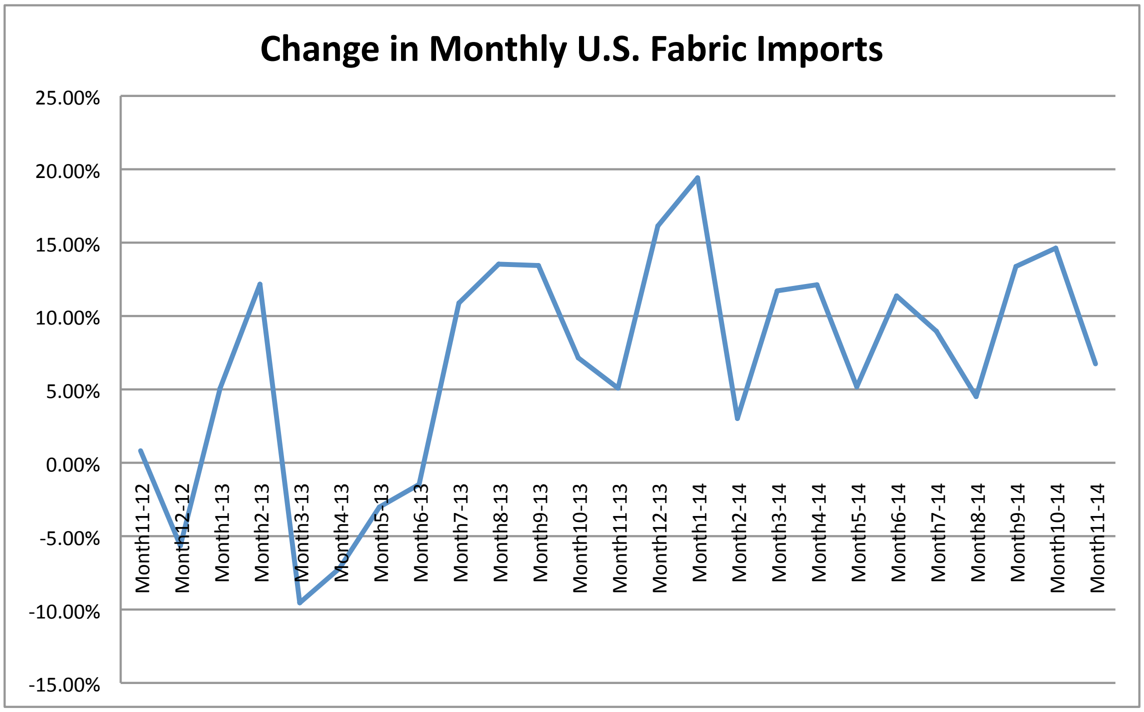
	Total 2014	Preference 2014	Preference Apparel Imports 2014		
			% Growth 2014	Share 2014	Share 2013
World	25,555,300,074	3,316,307,346	-16.86	12.98	17.61
AGOA	258,873,819	255,844,995	8.20	98.83	98.99
Australia	896,137	400,527	63.95	44.69	23.61
Bahrain	17,727,494	17,547,825	29.54	98.99	98.28
CAFTA-DR	2,991,916,194	2,134,748,423	-6.13	71.35	77.93
CBTPA	312,903,103	166,351,875	1.23	52.51	66.26
Chile	214,523	202,108	11.49	94.21	91.27
Colombia	30,461,989	27,162,033	-18.43	89.17	91.50
Egypt	205,989,023	195,248,964	8.44	94.79	91.47
Israel	20,775,059	5,456,470	-52.87	26.26	55.32
Jordan	205,846,432	201,802,121	10.8	98.04	99.01
Korea	69,132,320	50,669,146	3.66	73.29	66.46
Morocco	14,139,250	6,091,276	8.79	43.08	48.07
NAFTA	963,873,846	252,471,267	0.16	83.46	84.34
Oman	2,212,213	2,212,013	21.29	99.99	99.96
Panama	106,288	45,133	155.21	42.46	7.00
Singapore	2,122,148	53,170	-74.58	2.51	6.35



ADDENDUM - FABRICS

U.S. General Imports for Y/E November 2014 (In Millions) - Fabrics

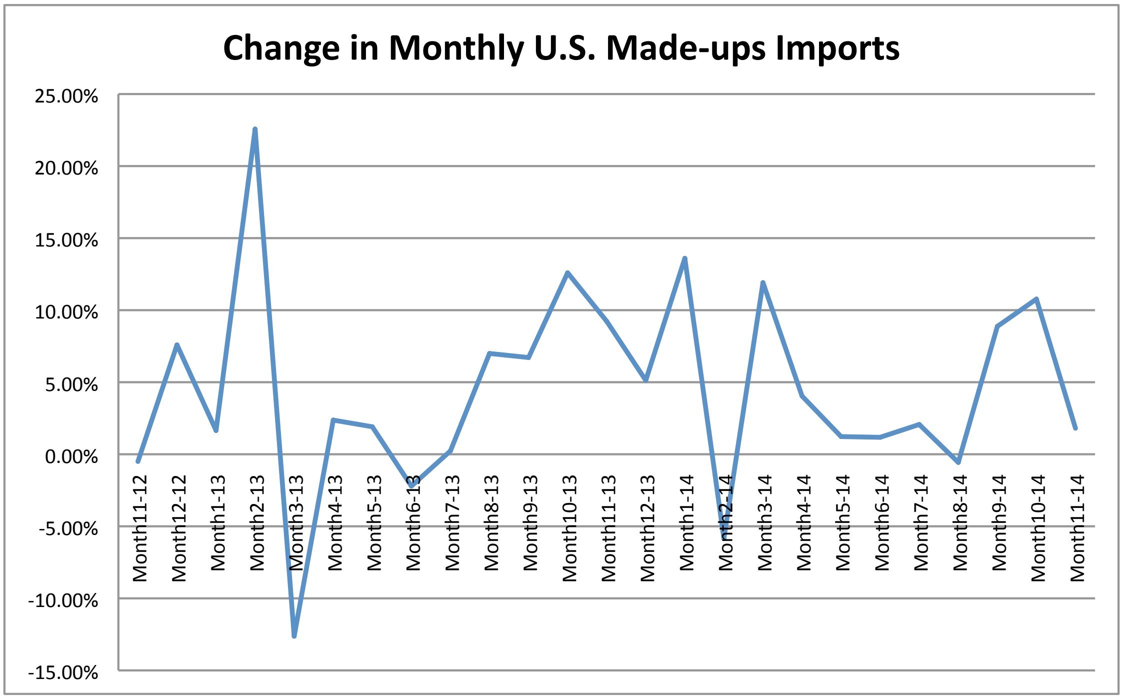
		Square Meter Equivalents (SMEs)				U.S. Customs Value			
		Current	Previous	Percent		Current	Previous	Percent	
Country	Rnk	Year	Year	Change	Share	Year	Year	Change	Share
World		11,125.9	10,070.7	10.48	100.00	6,201.9	5,878.8	5.50	100.00
China	1	4,065.2	3,526.4	15.28	36.54	1,793.0	1,678.9	6.80	28.91
NAFTA		1,182.2	1,140.0	3.70	10.63	718.0	703.9	2.00	11.58
South Asia		1,134.9	918.9	23.51	10.20	458.6	418.8	9.49	7.39
EU		1,060.0	1,074.3	-1.33	9.53	1,104.9	1,032.7	6.99	17.82
ASEAN		1,022.4	966.8	5.75	9.19	369.0	371.2	-0.59	5.95
India	2	990.5	778.2	27.28	8.90	342.3	304.7	12.33	5.52
Korea	3	843.1	790.5	6.65	7.58	525.7	504.6	4.18	8.48
Vietnam	4	804.0	752.7	6.81	7.23	221.5	211.8	4.62	3.57
Canada	5	676.7	659.8	2.56	6.08	398.2	398.8	-0.17	6.42
Mid. East		609.8	593.4	2.76	5.48	207.3	209.5	-1.05	3.34
Mexico	6	505.5	480.3	5.26	4.54	319.8	305.0	4.85	5.16
Taiwan	7	504.4	451.8	11.63	4.53	345.2	323.6	6.65	5.57
Israel	8	368.6	336.7	9.47	3.31	117.8	116.5	1.14	1.90
Germany	9	349.8	317.9	10.04	3.14	247.5	226.2	9.42	3.99
Turkey	10	275.8	237.1	16.31	2.48	163.5	146.1	11.89	2.64



ADDENDUM - MADE-UPS

U.S. General Imports for Y/E November 2014 (In Millions) - Made-Ups

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
		Current	Previous	Percent		Current	Previous	Percent	
Country	Rnk	Year	Year	Change	Share	Year	Year	Change	Share
World		19,403.0	18,595.2	4.34	100.00	17,955.1	17,447.4	2.91	100.00
China	1	13,021.9	12,547.2	3.78	67.11	10,008.0	9,947.1	0.61	55.74
South Asia		4,046.5	3,765.9	7.45	20.85	4,524.4	4,255.8	6.31	25.20
India	2	2,044.6	1,800.6	13.55	10.54	2,860.5	2,636.3	8.51	15.93
Pakistan	3	1,716.7	1,705.4	0.66	8.85	1,456.8	1,431.6	1.76	8.11
NAFTA		806.7	760.1	6.13	4.16	741.4	689.0	7.61	4.13
Mexico	4	709.6	660.9	7.37	3.66	535.1	477.2	12.13	2.98
ASEAN		641.7	652.2	-1.61	3.31	756.9	728.5	3.91	4.22
Vietnam	5	353.0	369.0	-4.31	1.82	439.4	413.5	6.26	2.45
Bangladesh	6	274.9	252.0	9.09	1.42	168.1	156.7	7.28	0.94
Middle East		235.3	185.2	27.02	1.21	368.4	349.0	5.55	2.05
Turkey	7	206.5	198.3	4.12	1.06	477.2	414.5	15.12	2.66
EU		192.0	182.3	5.31	0.99	714.1	650.3	9.81	3.98
Indonesia	8	135.7	123.8	9.63	0.70	84.2	81.1	3.78	0.47
Israel	9	120.1	77.2	55.59	0.62	99.4	79.1	25.72	0.55
Canada	10	97.1	99.2	-2.14	0.50	206.3	211.8	-2.59	1.15



ADDENDUM - YARN

U.S. General Imports for Y/E November 2014 (In Millions) - Yarn

		Square Meter Equivalents (SMEs)				U.S. Customs Value			
		Current	Previous	Percent		Current	Previous	Percent	
Country	Rnk	Year	Year	Change	Share	Year	Year	Change	Share
World		2,895.3	2,837.3	2.05	100.00	1,420.9	1,468.6	-3.25	100.00
China	1	591.4	523.7	12.93	20.43	209.5	205.2	2.07	14.74
NAFTA		530.2	593.8	-10.72	18.31	364.3	406.4	-10.37	25.64
ASEAN		418.5	429.9	-2.67	14.45	161.6	181.6	-11.03	11.37
Korea	2	391.4	411.6	-4.92	13.52	86.3	91.1	-5.23	6.08
Mexico	3	346.6	348.4	-0.53	11.97	175.7	178.0	-1.29	12.37
South Asia		269.4	269.3	0.03	9.30	114.6	114.7	-0.04	8.07
Indonesia	4	264.5	293.2	-9.80	9.13	99.3	119.3	-16.77	6.99
EU		261.8	246.6	6.16	9.04	236.8	228.8	3.50	16.66
India	5	223.0	225.5	-1.13	7.70	95.5	96.3	-0.76	6.72
Canada	6	183.6	245.4	-25.19	6.34	188.5	228.4	-17.45	13.27
Taiwan	7	155.8	134.5	15.83	5.38	54.6	50.3	8.60	3.84
Turkey	8	153.8	118.4	29.88	5.31	94.7	90.5	4.67	6.66
Portugal	9	68.2	60.0	13.61	2.36	28.6	23.8	20.10	2.01
Vietnam	10	62.1	54.3	14.41	2.14	23.1	21.3	8.53	1.63