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# DENIM SOLUTIONS

## FOREWORD

Denim Solutions aims to provide its branded and retail partners with the complete solution for their denim business.

Each client has a different organisational structure and so our own business model is adaptable. Clients can take advantage of all of our services, or just some of them. The solution will be bespoke to the client's needs.

We also recognise the global nature of the denim business. Each new season brings new trends. Often those trends require different attributes inherent in the fabric, and the fabric can be influenced by the region in which it is made.

That is why Denim Solutions has no boundaries or borders when it comes to sourcing fabric. We have no restrictions and can source fabric from any country.





## KEY STRENGTHS

Passionate about product

Small order trials possible

Factory fully compliant

Flexible fabric sourcing: India, China, Pakistan, Turkey, Egypt, Brazil (any denim producing area)

Europe-based sales team

Hong Kong showroom

Experienced merchandising team

Duty free production for competitive prices



## PRODUCTION

Denim Solutions recently consolidated its operation into one site in Phnom Penh, Cambodia, an area with skilled factory labour force.

The factory comprises three buildings making a total factory floor space of 21,000 square meters. More than \$10 million has recently been invested in new machinery consequently the factory facilities are a very high standard.

We are able to produce up to 350K pieces per month, 4.2 million pieces annually.

We have dedicated sewing lines to make small orders and specialist sewing lines available to make five pocket jeans, denim shirts and jackets.



## COMPLIANCE

Denim Solutions has approval from International Labour Organisation (I.L.O.) and the Better Factory Organisation (B.F.O.)

It has also passed audits from well known brands Levis, Next, Tesco, Uni Glo.

We have a dedicated team who ensure that compliance regulations are checked thoroughly and ensure our clients requirements are observed at all times. A culture of good compliance is embedded into the factory procedures.

Repetitive enforcement of procedure and good housekeeping ensures the staff are educated on the factory floor and this creates a culture of good compliance management.



International  
Labour  
Organization



12 PRINCIPLES





## MERCHANDISING

Denim Solutions has two distinct merchandising teams. The Hong Kong -based team liaise with clients and organise trims onto product developments.

When products translate into an order the details are passed to the Cambodia factory -based team who organise the import, purchasing and scheduling for the factory floor.





## DESIGN

We have a dedicated design and sourcing team who keep up to date on current trends. The major global fabric and trim shows are researched to make sure any denim product can be sourced for each new season.

Our Hong Kong showroom keeps copies of all the new developments. The team also produce a constantly updated range under the "Dry Cast" brand which Denim Solutions owns.

This means that ideas and designs are branded with new trim and labelling ideas to demonstrate a finished product for easy review.

It also means that our range is shown to new prospective clients using our own design suggestions.



## SALES

Our sales office is in London, England ,but our sales executives are available to visit client's offices anywhere in the world.

The sales team are also able to organise meetings at the Hong Kong design office and at the factory merchandising office in Cambodia.

Our sales team is experienced in dealing with many types of retail brand and are educated in product and factory processes.

They are our clients' main point of contact from the beginning and throughout the manufacturing process.

Each client is treated as a partner with the same aims as ourselves...to create increased sell through and market share for sustainable business growth.



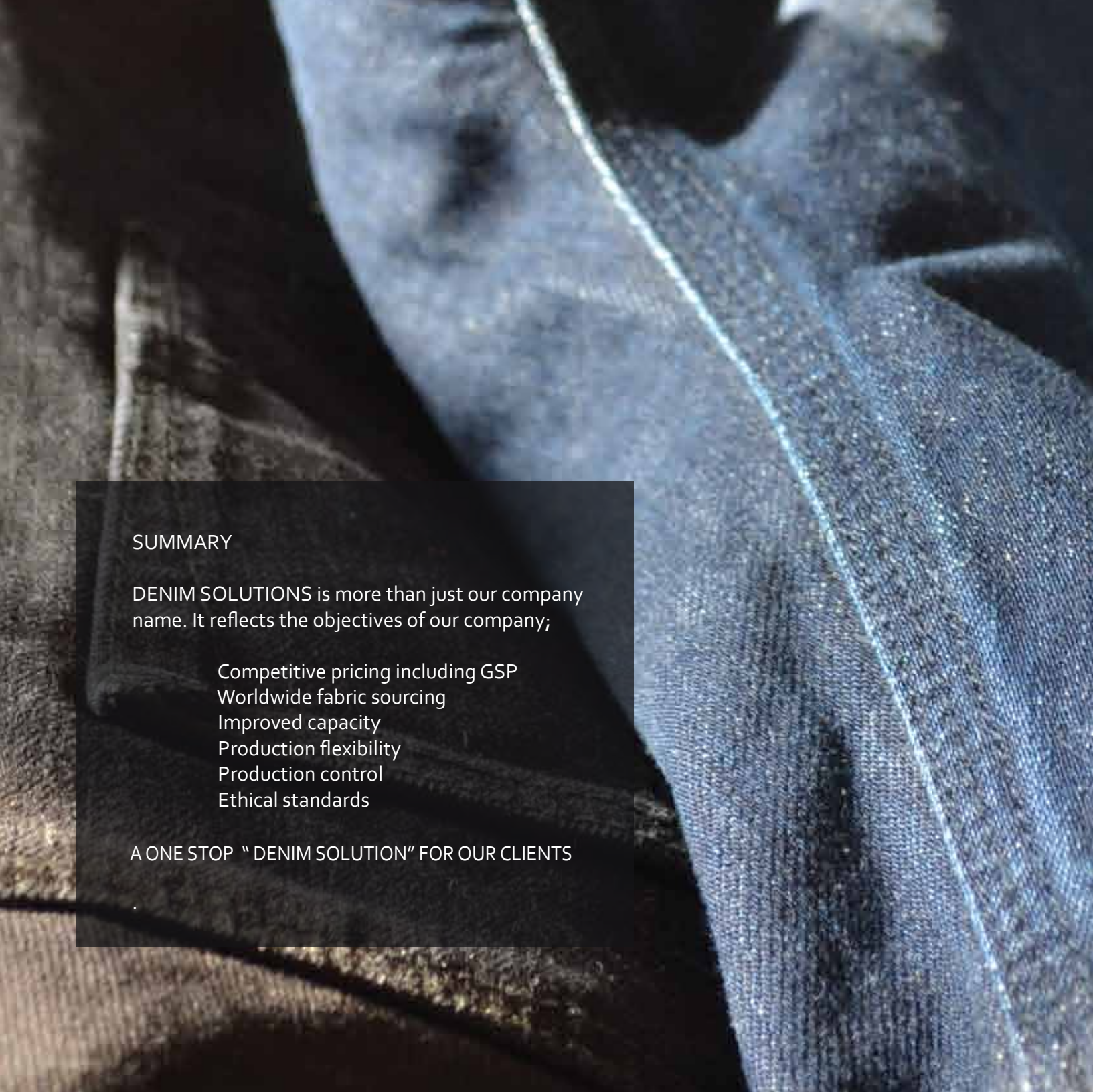


## LOGISTICS

Most of our clients require free on board service but we do retain the capability to deliver to clients on a landed duty paid basis. If that is required we have experienced team members who are able to handle all the details for delivery to final destination.

If the requirement is F.O.B. of C.I.F. our team manage all aspects according to specification from the client





## SUMMARY

DENIM SOLUTIONS is more than just our company name. It reflects the objectives of our company;

- Competitive pricing including GSP
- Worldwide fabric sourcing
- Improved capacity
- Production flexibility
- Production control
- Ethical standards

A ONE STOP "DENIM SOLUTION" FOR OUR CLIENTS



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