

# The National Textile & Apparel Team Newsletter

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<http://otexa.ita.doc.gov>  
[www.export.gov](http://www.export.gov)  
[www.ita.doc.gov/tic](http://www.ita.doc.gov/tic)



Pictured left to right: George Thomas, Charlotte U.S. Export Assistance Center, ITA's Deputy Assistant Secretary for Textiles and Apparel James Leonard, HTC President Dan St. Louis and Darrell Frye of Harris & Covington

The U.S. Department of Commerce's International Trade Administration has awarded \$397,000 in financial assistance to the Hosiery Technology Center (HTC). Based in Hickory, N.C., on the campus of Catawba Valley Community College, HTC helps U.S. hosiery firms compete internationally through training, research and development, testing, and new product development. James C. Leonard, III, Deputy Assistant Secretary of Commerce for Textiles and Apparel, announced the award at Harris & Covington Hosiery in High Point, N.C.

"The Commerce Department is pleased to partner with HTC on this project," said Leonard. "This partnership reflects our commitment to opening new markets, developing better American jobs and creating an environment for businesses to innovate, compete and prosper."

HTC will introduce U.S. hosiery producers to Japan's retail market. As part of the project, HTC will organize a marketing campaign and trade missions to Japan followed by similar activities targeted at consumers in Singapore, Eastern Europe and Scandinavia. HTC will help U.S. firms with several facets of exporting from translation and repackaging to developing e-commerce methods. HTC will also introduce innovative hosiery products and confirm product quality through testing and certification.

The U.S. Department of Commerce – with Washington D.C.-based industry experts, Japan-based trade specialists, and four Export Assistance Centers in North Carolina and Alabama – will work with HTC to help U.S. hosiery firms export to Japan. Other partners include the North Carolina Department of Commerce, the Hosiery Association, the Alabama International Trade Division, and the Small Business Development and Technology Center.

The financial awards and technical assistance are made available to HTC through the Commerce Department's Market Development Cooperator Program (MDCP), a public-private partnership developed to help small and medium-sized U.S. firms expand exports that support jobs. The program builds partnerships by providing financial and technical assistance to non-profit organizations involved in improving competitiveness and developing foreign markets. For every federal dollar received, HTC will contribute nearly two-and-a-half dollars.

For more information about the Market Development Cooperator Program, please visit [www.export.gov/mdcp](http://www.export.gov/mdcp). More information about HTC is available online at [www.legsource.com](http://www.legsource.com).

**The National Textile and Apparel Team of the U.S. Department of Commerce, U.S. Commercial Service, supports the U.S. textile and apparel industries export initiatives by offering a portfolio of international trade and counseling services.**

### ***OTEXA's Export Advantage***

Export Advantage is an information resource for companies exporting U.S.-made textile and apparel products. Export Advantage is maintained by the Office of Textiles and Apparel (OTEXA), which is part of the International Trade Administration at the U.S. Department of Commerce.

The primary goals of this website are to:

- Provide information on how to get products into foreign markets: Through Export Advantage, OTEXA provides invaluable information on the rules, regulations and requirements that U.S. companies face when exporting textile and apparel products to various markets.
- Provide assistance to U.S. exporters having problems getting their products into foreign markets: OTEXA specialists are available to assist with problems that may occur when exporting U.S. textile and apparel products.
- Provide access to foreign markets through trade shows and other trade events: To assist in the expansion of export sales of U.S.-made textile and apparel products, OTEXA sponsors U.S. companies' participation in international exhibitions abroad, U.S. Solo Exhibitions, Trade Missions, and Export Seminars.

In addition to the above, OTEXA oversees programs and strategies to improve the domestic and international competitiveness of the U.S. fiber, textile, and apparel industries. OTEXA also assists in the formulation of U.S. textile trade policy and is involved in administering many of the textile-related programs. For more information, visit <http://otexa.ita.doc.gov/>.

### **Upcoming Trade Events**

<b>INDEX</b>	11/28-12/02/05	Dubai, UAE	Contract Hospitality, Home Furnishings
<b>HEIMTEXTIL</b>	1/11-1/14/06	Frankfurt, Germany	Contract Hospitality, Home Furnishings
<b>INTL. FASHION FAIR</b>	1/18-1/20/06	Tokyo, Japan	Apparel
<b>DECOTEX</b>	4/4-4/7/06	Moscow Russia	Contract Hospitality
<b>DEFENSE SERVICES ASIA (DSA) 2006</b>	4/24/06	Kuala Lumpur, Malaysia	Military & Technical Textiles

For more information on any of the above trade events, go to: <http://web.ita.doc.gov/tacgi/otextshw.nsf/current?OpenView>



ITA's Deputy Assistant Secretary for Textiles and Apparel James Leonard, HTC President Dan St. Louis and Sally Kay, President, The Hosiery Association



DAS James Leonard and HTC President Dan St. Louis



Darrell Frye of Harris & Covington, DAS James Leonard and HTC President Dan St. Louis

## Mark Your Calendar!

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### CAFTA-DR & CHINA SAFEGUARDS

Tuesday, November 15

Greensboro High-Point Marriott Hotel

Presented by:

Piedmont Triad Chapter – NCWTA, USDOC Export Assistance Center - Greensboro

The hotly debated FTA, covering Central America and Dominican Republic, has been signed into law. Are you fully up to speed and in compliance with CAFTA requirements - avoiding possible penalties and profit threatening duty payments? Or are you missing out on the opportunity altogether because of the complexities of qualifying your goods? Do you want to be current on the status on on-going consultations with the Chinese relative to a broad agreement with China on textile quota issues?

Join us, along with Deputy Assistant Secretary for Textiles and Apparel Jim Leonard, Customs Attorney Jon Fee, Dr. Nancy Cassill, College of Textiles - NC State University, and Sally Kay, President - National Hosiery Association for a comprehensive conference in order to take full advantage of these issues.

8:00 a.m. - 8:30 am - Registration

8:30 am - 12:00 noon - Program

**12:00 noon - 1:00 pm - Lunch & NCWTA Awards Presentation**

GO TO: <http://www.ncwta-triad.org/cafta-dr.php> for details and registration form.

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### Customs Trade Partnership Against Terrorism (C-TPAT)

Wednesday, November 16 in Greensboro, NC

or

Thursday, November 17 in Raleigh, NC

Register to learn about the government's new Customs & Trade Partners Against Terrorism (C-TPAT) program. This seminar will walk you through the process of understanding the crucial need for every member of the international supply chain industry to become a member of the C-TPAT program, enable you to get certified quickly, and keep you abreast of changes in requirements.

**Registration Fee:** \$119 Before October 31; \$149 After October 31.

For more information, go to: <http://www.buyusa.gov/northcarolina/ctpat.html>.

For additional information on *The National Textile & Apparel Team* or any articles in this newsletter, contact:

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