

A VERTICAL INTEGRATED COMPANY



"Excellence is our commitment
and customer's satisfaction
our priority."



• EDI & REPLENISHMENT • DESIGN CAPABILITIES • SHORT LEADTIMES • YARN SPINNING • PIECE DYEING: FINISHING • GARMENT MANUFACTURING

COMPANY BACKGROUND

The company was founded in 1960 and by 1996 it became one of Guatemala's major knit supplier. It specializes in the production and sales of knitted fabrics and the supply of full package apparel to the US market .

Imperial is a Guatmalan based family company, employing 1,600 individuals with a manufacturing area of over half a million square feet. It has a strong financial stability and 50 years experience in the textiles industry.

The group is one of the few vertical manufacturers in the region that has its own spinning mill.

Imperial's operation involves six major activities:

1. Design Capabilities
2. EDI - Replenishment
3. Yarn Spinning
4. Knitting
5. Piece Dyeing: Finishing

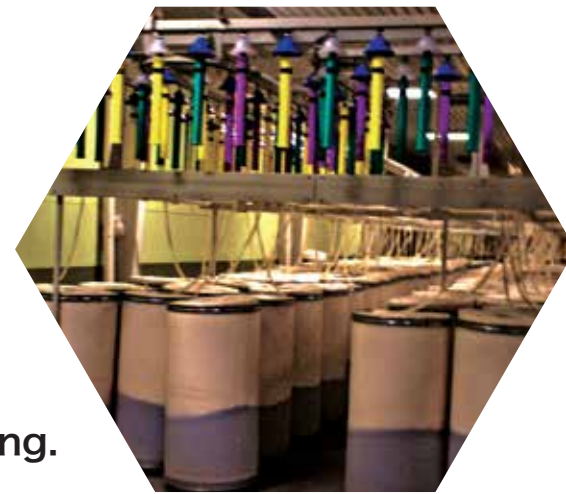


CAPABILITIES



Yarn Spinning

The group is involved in yarn spinning.
Its capacity is:

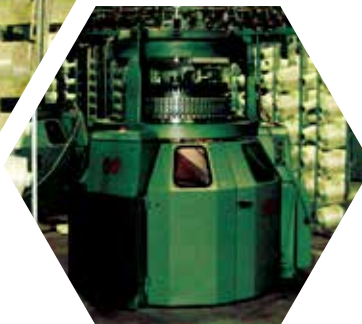
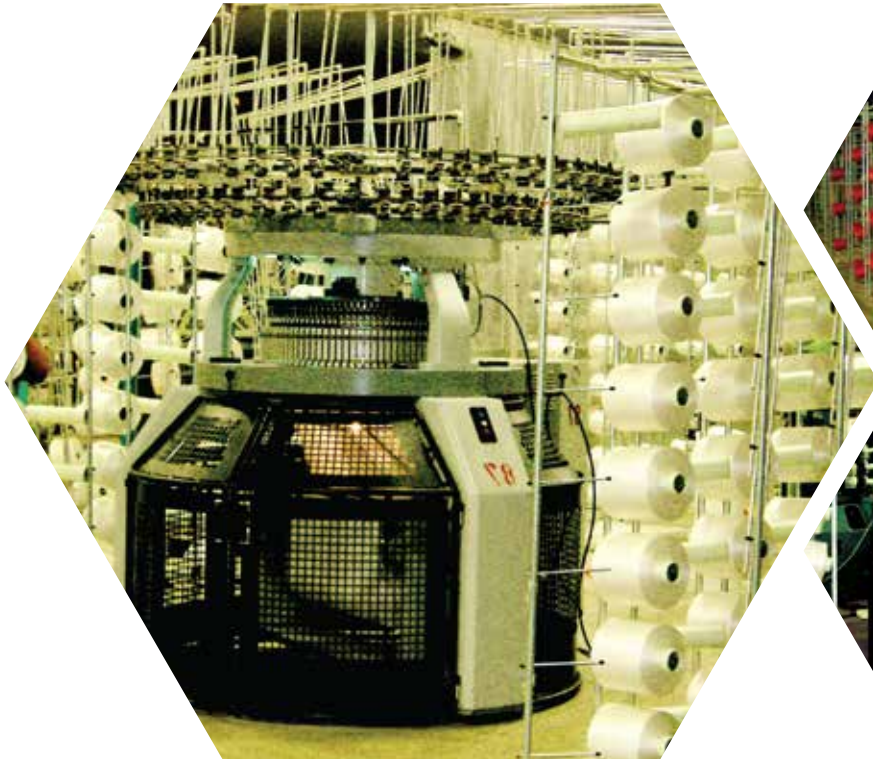


**Yarn Spinning
1,300 tons/month**

Knitting

Imperial Group has the capability and expertise in a wide variety of weft knitted fabrics. Our equipment is composed of major German brands, with the latest in Electronic Fault Detector Technology using quality needles and parts.

CAPABILITIES



Operation capabilities involve yarn dyeing, primarily used in stripped and engineering fabrics.

CAPABILITIES



Piece Dyeing: Finishing



Our Group invested in the world's most advanced fully automatic dyeing equipment. We have fully automatic operations, no manual interference, complete laboratory for testing (one of the best in Central America). We also have fully automated chemical dispense systems and semi-automatic dye stuff control system to assure consistency and repetitibility in color matching from batch to batch.

CAPABILITIES



Roller Printing

All the printing takes place in a fully electronic rotary printing Swiss machine. Fabrics are printed with pigment, reactive or discharge dyes.

Total capacity is 800,000 yds/month
In-house computer pattern adjustment and design is available.



Some weft knitted fabrics we produce:

- Jersey:

Single jersey, crepe jersey, spandex jersey, ottoman jersey, yarn dyed jersey, herringbone jersey, popcorn jersey, light-thermal jersey.

- Interlock:

Interlock, crepe interlock, yarn dyed interlock, 2-fold interlock.

- Rib:

Ribs, spandex rib, french rib, random drop-stitch rib, feeder rib, waffle rib (thermal), mini-waffle rib (mini-thermal), pointless rib, yarn dyed rib and other fashion ribs.

- Fleece:

2 end fleece, 3 end fleece, and french terry.

- Engineering:

Engineering stripes, single knit/double knit semi-jacquard, cross dyed, body size fabric, open or tubular finish, 2 different or same yarn in one feeder fabric, textured or flat polyester (or nylon), filament yarn (bright or semi-dull), engineering yarn (more than 2 fibers in blended yarns).

CAPABILITIES



In order to deliver low cost products Imperial Group is applying the following strategy:

STRATEGY

“Reduction of the cycle time of each process and between processes in which the group is involved”

Actions are being continuously taken in each area of the company:

1. Approvals:
 - a. Color labdip submission has been reduced to 3-4 days (94% 1st approval rate).
 - b. Shade bands (internal QC 7 years has history of every batch).
2. Yarn Spinning (RING SPUN CARDED AND LRS HEATHERS & EXOTIC BLENDS)
 - a. Machines rpm's have been increase without affecting the quality of the yarn.
 - b. The productivity of the raw materials has been increased by 3%.
 - c. Automatic machines have been incorporated to the process with european technology..



STRATEGY



3. Knitting

- a. A strong investment has been made in state of the art knitting machines from Germany. Our knit machines can produce up to 5 times more than similar Asian machines.
- b. Investment in electronic fault detection sensors so fabric complies with the exact knit specifications.
- c. The waste generated in the process, from yarn to greige fabric, has been reduced to 1.5%.

4. Dyeing:

- a. State of the art dyeing house with the best repetitibility at the first time. Therefore reducing re-works, re-dyes, color adjustments, and manual interference.
- b. A reduction of waste, from greige fabric to finished fabric, to 6% (we started at 11% and at this time we are working with an 8.25% waste).
- c. Reduction of dye lot time from 11 hrs to 6hrs average, and white (and heathers) from 3.5hrs to 2.25hrs.

5. General:

- a. Graduates have been incorporated to the staff during the past year. They have apparel and textile majors.
- b. Audits to every department are made monthly to control raw material waste and monitor overall production costs.

COMPETITIVE ADVANTAGES



1. Vertically Integrated (from own yarn)
2. Fast and accurate response:

Costing: one - two days.

Labdips: 3-4 days (1st. submit 94% approval rate)

PO Leadtime: 6 - 8 weeks

Own offices in Miami (no middle man)

3. 26 Years experience exporting to the USA market.

· VF. CORPORATION:

- MAJESTIC

- HARLEY DAVIDSON

- TIMBERLAND

- NAUTICA

· FISHMAN & TOBIN.

· CENTRAL T-SHIRT.

· INTRATEX.

· SANMAR.

· VAYOLA.

PRODUCTION CUSTOMERS



· BOXERCRAFT.

· WALMART.

· HANES BRANDS.

· CHAMPION.

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