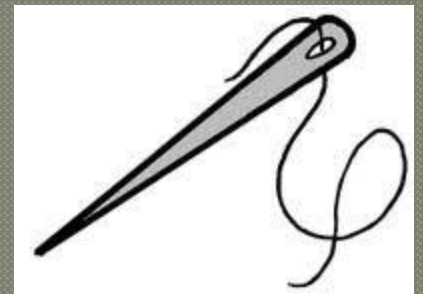


JB Martin

Cut & Sewn Home Fashions:

**An Opportunity in the
Making**



Our History

- ◉ **Private label home fashion vendor**
 - **Draperies, Pillows, Bedding, Throws, Pet beds, Table linens**
- ◉ **15 years building relationships with America's largest retail chains**
- ◉ **U.S. owned and operated mill in South Carolina**
- ◉ **Long-standing, strong relationships drive our business**



Our Clients

POTTERY BARN

RESTORATION
HARDWARE

Crate & Barrel

BALLARDS

RALPH  LAUREN

 macy's

LANDS' END

 HomeGoods®

Tuesday Morning
First Quality. Legendary Savings.

T.J. maxx®



What We're Known For

- ◉ **Quick turnaround time (1 month vs 4 months)**
- ◉ **Good value for luxury product**
- ◉ **First in quality (enabled us to weather the economic storm)**
- ◉ **Honest and reliable supplier with timely deliveries**
- ◉ **Respected industry leader in velvet (only U.S. velvet-only mill)**
- ◉ **Sell FOB USA = No international tariffs or transportation costs**

Current Landscape



- Set up current factory in Mexico
 - Proximity to U.S.
 - NAFTA
- Challenges with communication and supply of non-fabric materials
- Fluctuating currency and rising costs from Mexico
- Inability to respond quickly is a threat to competitive advantage
- Trust with core clients in jeopardy

Opportunity



- Backlog of orders
- Expand with client base if expand capacity
- Recent surge in interest from new clients
- Core programs receiving regular additions
- Velvet in upward trend
- Uptick in immediate turnaround orders from discount retailers (2-4 week turnaround)

What We're Looking For

- Reliable U.S. Cut and Sew Factory
 - Focus on quality
 - Home Fashion experience OR willingness to learn
 - Ability to offer full-package (but we are CMT ready)
- Partner Who Can Deliver
 - Immediate start
 - Capacity
- Long-Term Partnership
 - Communication is key
 - Can stick to deadlines
 - Enjoy working with
- Price

