PREMIÈRE VISION PARIS EXPANDS ITS RANGE OF RESOURCES FOR MANUFACTURING SOURCING

• A DEDICATED SHOW - PREMIERE VISION MANUFACTURING
• A SPECIALISED SPACE - THE SOURCING CONNECTION
• AN ENLARGED OFFER - BAG & SHOES MANUFACTURING
Alongside Première Vision Manufacturing, the show of fashion manufacturing specialists from the Euro-Mediterranean basin and the Indian Ocean, the group is bolstering its manufacturing sourcing proposals through 3 initiatives:

- A specialised space: THE SOURCING CONNECTION (Hall 2): The Asia Pacific Sourcing Show integrates Première Vision Paris as a specialized space. With a unique selection concept to guarantee brands that exhibiting companies have at least 65% compliance with the market standards as confirmed by an audit by Bureau Véritas.

- An offer broadened to include the leathergoods and footwear segment, BAG & SHOE MANUFACTURING (Hall 3): a new space for manufacturers of footwear and leather goods, to complement exhibiting tanners and manufacturers of technical components.

- A fashion area: BAG & SHOE ELEMENTS (Hall 3): a fashion area launched last February in the Première Vision Leather Trends Gallery, providing a 360° view of materials and technical components for leather goods and footwear collections.

The goal is to help international fashion brands save time in their indispensable sourcing research thanks to:

- a qualified, readable and structured offer
- a strong fashion/product orientation
- a physical organisation by product universe and lifestyle

Next 19-21 September, at the Parc des Expositions de Paris Nord Villepinte, one of the highlights of the next edition of Première Vision Paris will be the development of a transversal manufacturing offer, to meet the needs of changing markets seeking complementary and more diversified sourcing solutions: near-shore, volume and specialised sourcing.

The strategy is to enrich the sourcing offer in terms of geographic regions, as well as market segments and product specificities.
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SOURCING: UPDATE ON INTERNATIONAL SOURCING

INCREASE IN RAW MATERIAL PRICES AND A HIGH DOLLAR

After a strong 20% increase against the euro in 2015, the dollar stabilized at a high level in 2016. In the first four months of 2017, the greenback has continued its rise, gaining 4%.

Additionally, on the textile raw materials side, a certain strengthening of prices has been noted.

In the face of rising raw material prices or dollar, which increases the price of supplies, distributors have sought to preserve their margins.

PROXIMITY DYNAMICS

In an increasingly uncertain economic and consumer environment, order writers are committing themselves less in advance and are increasingly turning to Euro-Mediterranean sourcing.

In a very competitive market it is difficult to raise prices. Distributors will instead seek to limit sales and promotions by favouring proximity sourcing, which allows them to order the right quantities and the right fashions.

The Mediterranean countries (Morocco, Tunisia and Turkey) gained market share. Their relative importance in terms of imports to Europe has increased from 17.6% in 2015 to 17.9% in 2016.

THE STRENGTH OF ASIAN SOURCING

In 2016, European clothing imports totalled 81 billion euros, a figure equivalent to that of 2015 (+ 0.2% compared to 2015).

For a change, Asia’s market share fell slightly, but still largely constitutes the N°1 sourcing zone. It went from 76.9% in 2015 to 76.4% in 2016. Imports from China-Hong Kong as a whole decreased by 7.5% in value, while imports from Bangladesh and Cambodia climbed, 8.4% and 14.2% respectively.

Source: These figures were amassed and analysed by the Economic Observatory of the Institut Français de la Mode (IFM), in the framework of the IFM-Première Vision Chair dedicated to the Economy of Creative Materials launched in January 2016.
By launching THE SOURCING CONNECTION in September 2015, Première Vision expanded its clothing-manufacturing offer to meet the global sourcing needs of fashion brands, and cover all the world’s supply zones for textiles and apparel.

Today, this annual show has become a specialised seasonal space integrated in Première Vision Paris - Hall 2 of the Parc des Expositions de Paris Nord Villepinte.

A UNIQUE AND ORIGINAL CONCEPT

A TRANSPARENT OFFER

Exhibitors at The Sourcing Connection meet the same requirements for quality, reliability, creativity and innovation as found at all events organised by the Première Vision group.

Manufacturers, subcontractors and garment makers, whether developing private label collections or pre-established finished products, will all be vetted by a Selection Committee specific to the manufacturing activity sectors.

A Selection Committee whose expertise is complemented by an audit commissioned by Première Vision from BUREAU VERITAS, the world leader in compliance assessment and product certification, to guarantee a balanced offer from companies reaching a minimum of 65% compliance level with market standards: compliance of production units, production chains, the application of workforce and wage regulations ...

The brands will thus gain greater knowledge of their potential partners, while being assured of the quality, the transparency and the traceability of their own collections.

AN OFFER STRUCTURED AROUND 5 STYLE UNIVERSES AND PRODUCT DESTINATIONS

To improve the show’s readability and allow production heads and buying directors from fashion brands to work at maximum efficiency, the Sourcing Connection offer is structured in 5 style universes and product categories:

• **URBS AND SUBURBS**: the district of street and casual collections
• **OFFICE HOURS**: the district of chic citywear and tailoring
• **A FIT FRAME IN FASHION**: the district of sportswear and loungewear
• **ALL BUT BLUE**: the district of denim and jeanswear
• **DRESS FOR THE ELEMENTS**: the district of outerwear and performance
Located in Hall 6 north, Première Vision Manufacturing presents the techniques and know-hows of manufacturers from the Euro-Mediterranean basin and Indian Ocean.

Every season, this selection of fashion-manufacturing specialists provides solutions regarding fabrication, supply chains and services to fashion, lingerie, sports and accessories brands. They represent proximity sourcing, enabling rapid responses and greater control of manufacturing quality.

Since the February 2017 edition, the show has been reorganized. The offer is now broken down by activity sector so buyers can quickly grasp and locate the know-hows of the manufacturers they can work with, depending on their specialties:

- **Softwear** (fluid clothing, casualwear, citywear),
- **Suitwear** (Tailoring, suits and jackets),
- **Special Skills** (swimwear, outerwear, accessories, service),
- **Tee's & Co** (cut-sewn knits),
- **Shirts Up** (shirts),
- **Upper Jeanswear** (denim).

In September, Première Vision Manufacturing will feature a new, twin-faceted evolution:

- **In terms of market segment:** the show is developing its offer, and now opens up to selected manufacturers specialising in footwear and leathergoods.
- **In terms of regions:** for the first time, the show spotlights a country: Tunisia.
BAG & SHOE MANUFACTURING:
NEW SERVICES, NEW MARKETS

To broaden its offer of manufacturing services, this September Première Vision Paris is rolling out a new space for the leathersgoods and footwear markets: BAG & SHOE MANUFACTURING.

Located at the Première Vision Leather show (Hall 3), this selection of manufacturers and contractors specialized in these markets will offer solutions in terms of manufacturing techniques and know-how for non-specialised fashion brands looking for partners to develop their collections of bags, small leather goods and shoes.

These services complement the offers of materials offered by the Première Vision Leather tanners (Hall 3) and the manufacturers of Technical Components at Première Vision Accessories (Hall 4).

At the same time the BAG & SHOE ELEMENTS space, launched last February and dedicated to trends in fashion and materials for the footwear and leathersgoods market, will once again be found at the Première Vision Leather Trends Gallery.

A CONFERENCE CYCLE DEDICATED TO THE FOOTWEAR AND LEATHERGOODS INDUSTRIES

To help fashion and accessory brands develop their footwear and leathersgoods collections, Première Vision Leather is organising a new program of roundtable talks throughout the 3 days of the show (Hall 3 - Conference area).

- Consultant, footwear designer and IFM professor Nathalie Elharrar will share her experiences, and propose development directions for successful footwear collections via 3 conferences:
  - **Innovation** – the footwear industry and the 3D revolution;
  - **Consulting** - optimizing the customer / supplier relationship to build the right shoe collections;
  - **Know-how** - the process of manufacturing a shoe collection, production techniques, pitfalls to avoid...

- Le Conseil technique du Cuir (CTC) will organize 2 conference/workshops dedicated to manufacturing shoes and leathersgoods. Held daily next 19 and 20 September.

More details concerning schedules, speakers and topics will be announced shortly.
THE MANUFACTURING ECOSYSTEM OF THE PREMIÈRE VISION GROUP

Alongside the materials offered at its shows and events, Première Vision now also proposes an enriched ensemble of 16 annual rendezvous dedicated to sourcing and manufacturing solutions. Each year, these selective presentations propose manufacturing techniques and the latest innovations from 800 qualified manufacturers and workshops.

THE SHOWS

As part of the Première Vision Paris ensemble, the show dedicated to fashion manufacturing specialists presents techniques from specialised fashion manufacturers (ready to wear, accessories, leathers...) from the Euro-Med Zone and the Indian Ocean, two regions rich in fashion traditions, techniques and expertise.

Made in France Première Vision (in April at the Carreau du Temple in Paris):
Presenting proximity sourcing solutions and a full mapping of the French fashion industry to high-end and luxury fashion and accessory brands and designers: specific know-hows, French expertise, fabrication and manufacturing techniques, and production services.

Denim Première Vision (Paris Event Center, in November and April):
Beyond its offer of fabrics and components, the denim trade show presents the know-hows of the industry’s most important manufacturers.

Première Vision New York (in January and July):
An offer from manufacturers to complement the offer from the mills, tanners, accessories manufacturers and design studios at the show.

Première Vision Istanbul (in March and October):
A selection of manufacturing solutions is proposed to complement the materials on offer at the show.

THE SPECIALISED SPACES

The Sourcing Connection (in February and September - Première Vision Paris, Hall 2): Solutions for the sourcing needs of high-volume to mid-range European fashion and accessory brands, on a fully global scale. Production heads and sourcing professionals from these brands will find at the show manufacturers, sub-contractors and garment makers for their apparel and everyday fashion collections.

Bag & Shoe Manufacturing (in February and September - Première Vision Leather, Hall 3): A space dedicated to footwear and leathergoods manufacturers.

Maison d’Exceptions (in February only, as part of Première Vision Paris, Hall 3): An international selection of ateliers focused on traditional artisanal techniques or innovative technologies, for fashion brands and designers looking for exceptional products and special know-hows.

Knitwear Solutions (in February and September - Première Vision Manufacturing, Hall 6): A selection of knitters and manufacturers specialised in creative flatbed knits.