Get Ready for the Fashion Industry

With a Fashion Merchandising Management Bachelors Degree!
Get Ready for the Fashion Industry

Where can FMM take students in the Industry?

Several career paths with an FMM DEGREE
Get Ready for the Fashion Industry

**Strengths of the FMM program**

- FMM faculty are all professionals from the fashion industry
- FMM alumni
- Curriculum that includes Industry-specific technology
Get Ready for the Fashion Industry

3 Specializations within the FMM program

• Buying and Planning

• Apparel Product Development

• Fashion Management
Fashion Buying and Planning Specialization

Fashion Buyers use their sense of style, analytical skills and knowledge of fashion trends to select and purchase fashion apparel and accessories for retailers.

Career Paths Lead to:
Divisional Merchandise Manager (DMM), General Merchandise Manager (GMM)

Get Ready for the Fashion Industry
Get Ready for the Fashion Industry

Fashion Buying and Planning Specialization

Courses Include:
- FM 322 – Fashion Inventory Management
- FM 423 – Fashion Planning and Allocation
Get Ready for the Fashion Industry

Student Projects from FM423
ACTIVE BOTTOMS
DEPARTMENT 104 FALL 2009
SELLING REPORT FOR WEEK 10

Presented by: Annie Fitzgerald and Carrie Sammarco
BUYER DEPARTMENTAL OVERVIEW

- 833 units sold last week
- 9,092 beginning of week units on hand
- 8,259 units currently on hand
- 9.2% overall unit sell-through
- 9.9 future weeks of supply
- 3,480 units on order
- Our best selling style was the Velour Relaxed Pant, which generated 69.7% of our last week sales

Style Sales Penetration

- Velour & Satin Pant 30%
- Velour Relaxed Pant 70%
PLANNER DEPARTMENTAL OVERVIEW

- 581 units sold last week
- 5,753 beginning of week units on hand
- 5,172 units are currently on hand
- 10.1% overall unit sell-through
- 8.9 future weeks of supply for this style

VELOUR RELAXED PANT
## RESULTS BY STYLE

<table>
<thead>
<tr>
<th>Description</th>
<th>BOW OH</th>
<th>Sales LW</th>
<th>OH units</th>
<th>Sell-through</th>
<th>WOS</th>
<th>OO Units</th>
<th>LW Sales Penetration</th>
<th>BOW OH Penetration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Velour Relaxed Pant</td>
<td>5753</td>
<td>581</td>
<td>5172</td>
<td>10.1%</td>
<td>8.9</td>
<td>1980</td>
<td>69.7%</td>
<td>63.3%</td>
</tr>
<tr>
<td>Velour &amp; Satin Pant</td>
<td>3339</td>
<td>252</td>
<td>3087</td>
<td>7.5%</td>
<td>12.3</td>
<td>1500</td>
<td>30.3%</td>
<td>36.7%</td>
</tr>
<tr>
<td>ALL</td>
<td>9092</td>
<td>833</td>
<td>8259</td>
<td>9.2%</td>
<td>9.9</td>
<td>3480</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>

- Velour Relaxed Pant is the strongest selling item with a 10.1% sell-through
- Velour and Satin Pant is the weakest selling item with a 7.5% sell-through
- The Velour and Satin Pant has the slowest sell-through, yet the most weeks of supply and with 1,500 units on order
Our strongest selling item is the Grey Relaxed Velour Pant with a 15.1% sell-through, but only has a 5.6 weeks of supply with no units on order.

The Balsamic Velour Relaxed Pant is the second strongest item with a 14.7% sell-through, with a 5.8 weeks of supply and 120 units on order.

**RESULTS BY COLOR**

<table>
<thead>
<tr>
<th>Color</th>
<th>Sell-Through</th>
</tr>
</thead>
<tbody>
<tr>
<td>Black</td>
<td>8.7%</td>
</tr>
<tr>
<td>Brown</td>
<td>7.1%</td>
</tr>
<tr>
<td>Grey</td>
<td>15.1%</td>
</tr>
<tr>
<td>Red</td>
<td>12.2%</td>
</tr>
<tr>
<td>Balsamic</td>
<td>14.7%</td>
</tr>
<tr>
<td>Navy</td>
<td>5.3%</td>
</tr>
</tbody>
</table>
RESULTS
BY COLOR

There is a concern with the Navy Velour Relaxed Pant
- Last week it was the slowest selling item with a 5.3% sell-through
- Only generated 1.9% sales penetration
- 17.7 weeks of supply, which was the most weeks of supply of any item
- An additional 720 units on order for this particular color

<table>
<thead>
<tr>
<th>Description</th>
<th>Color</th>
<th>BOW</th>
<th>OH</th>
<th>Sell-throug</th>
<th>WOS</th>
<th>OO Units</th>
<th>LW Sales Penetration</th>
<th>BOW OH Penetration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Velour Relaxed</td>
<td>Navy</td>
<td>206</td>
<td>11</td>
<td>195</td>
<td>17.7</td>
<td>720</td>
<td>1.9%</td>
<td>3.6%</td>
</tr>
<tr>
<td>ALL</td>
<td></td>
<td>9092</td>
<td>833</td>
<td>8259</td>
<td>9.9</td>
<td>3480</td>
<td>100.0%</td>
<td>100.0%</td>
</tr>
</tbody>
</table>
Region 2 accounted for the largest percent of sales at 24%.
Region 7 accounted for the smallest percent at 3% followed by regions 3 and 4 at 11%.
**BREAKDOWN OF BUSINESS BY REGION**

- Region 2 was the best performing region
  - Could be better if location 6 (Newark) was not bringing business down

| Region | Store Number | Sum of BOW OH | Sum of Sales Units LW | Sum of OH Units | Sell-through % | WOS | Unit Sales Penetration | BOW OH Penetration |
|--------|--------------|---------------|-----------------------|----------------|----------------|-----|------------------------|----------------###|
| 2      | 2            | 268           | 28                    | 240            | 10.4%          | 8.6 | 20.1%                  | 19.3%             |
| 6      | 110          | 5             | 105                   | 13.1           | 9.8            | 9.3 | 15.1%                  | 15.6%             |
| 9      | 212          | 15            | 197                   | 7.1%           | 13.1           | 9.3 | 15.1%                  | 15.6%             |
| 13     | 271          | 25            | 246                   | 9.2%           | 9.8            | 9.3 | 15.1%                  | 15.6%             |
| 15     | 217          | 21            | 196                   | 9.7%           | 9.3            | 9.3 | 15.1%                  | 15.6%             |
| 17     | 311          | 45            | 266                   | 14.5%          | 5.9            | 32.4| 22.4%                  | 22.4%             |
| **2 Total** |          | **1389**      | **139**               | **1250**       | **10.0%**      | **9.0**| **23.9%**              | **24.1%**          |

- Although region 7 seemed to drag the business down, it consists of only one store

| Region | Store Number | Sum of BOW OH | Sum of Sales Units LW | Sum of OH Units | Sell-through % | WOS | Unit Sales Penetration | BOW OH Penetration |
|--------|--------------|---------------|-----------------------|----------------|----------------|-----|------------------------|----------------###|
| 7      | 20           | 218           | 20                    | 198            | 9.2%           | 9.9 | 100.0%                 | 100.0%            |
| **7 Total** |         | **218**       | **20**                | **198**        | **9.2%**       | **9.9**| **3.4%**               | **3.8%**           |
| Average |              | **230**       | **23**                | **207**        | **9.9%**       | **9.8**| **4.0%**               | **4.0%**           |
BREAKDOWN OF BUSINESS BY REGION

- Region 4 is creating the biggest drag on the business
- Selling strategy of Region 4 stores will be changed

<table>
<thead>
<tr>
<th>Region</th>
<th>Store Number</th>
<th>Sum of BOW OH</th>
<th>Sum of Sales Units LW</th>
<th>Sum of OH Units</th>
<th>Sell-through %</th>
<th>WOS</th>
<th>Unit Sales Penetration</th>
<th>BOW OH Penetration</th>
</tr>
</thead>
<tbody>
<tr>
<td>4</td>
<td>5</td>
<td>294</td>
<td>25</td>
<td>269</td>
<td>8.5%</td>
<td>10.8</td>
<td>39.1%</td>
<td>37.9%</td>
</tr>
<tr>
<td></td>
<td>16</td>
<td>267</td>
<td>21</td>
<td>246</td>
<td>7.9%</td>
<td>11.7</td>
<td>32.8%</td>
<td>34.4%</td>
</tr>
<tr>
<td></td>
<td>25</td>
<td>215</td>
<td>18</td>
<td>197</td>
<td>8.4%</td>
<td>10.9</td>
<td>28.1%</td>
<td>27.7%</td>
</tr>
<tr>
<td>4 Total</td>
<td></td>
<td>776</td>
<td>64</td>
<td>712</td>
<td>8.2%</td>
<td>11.1</td>
<td>11.0%</td>
<td>13.5%</td>
</tr>
<tr>
<td>Average</td>
<td></td>
<td>822</td>
<td>83</td>
<td>739</td>
<td>10.2%</td>
<td>9.0</td>
<td>14.3%</td>
<td>14.3%</td>
</tr>
</tbody>
</table>
BREAKDOWN OF BUSINESS BY LOCATION

Greatest Asset
- The Columbus location represented the largest asset to our business
  - It is carrying the weight of other stores in Region 1 with 62.3% unit sales penetration within the region
  - Generated the most sales
  - Had the fastest sell through percent
  - Had the fewest weeks of supply

Greatest Liability
- Newark was the biggest liability to our business
  - It had the most weeks of supply than any other location as well as:
    - The fewest unit sales
    - The slowest sell through percent
    - The least significant penetration to the total

<table>
<thead>
<tr>
<th>Store Number</th>
<th>Store Name</th>
<th>Region</th>
<th>BOW OH</th>
<th>Sales Units LW</th>
<th>OH Units</th>
<th>LW Sell-through %</th>
<th>Weeks of Supply</th>
<th>Sales Penetration LW</th>
<th>BOW OH Penetration LW</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Columbus</td>
<td>1</td>
<td>308</td>
<td>48</td>
<td>260</td>
<td>15.6%</td>
<td>5.4</td>
<td>8.3%</td>
<td>5.4%</td>
</tr>
<tr>
<td>6</td>
<td>Newark</td>
<td>2</td>
<td>110</td>
<td>5</td>
<td>105</td>
<td>4.5%</td>
<td>21.0</td>
<td>0.9%</td>
<td>1.9%</td>
</tr>
<tr>
<td>Average</td>
<td></td>
<td></td>
<td>230</td>
<td>23</td>
<td>207</td>
<td>9.9%</td>
<td>9.8</td>
<td>4.0%</td>
<td>4.0%</td>
</tr>
</tbody>
</table>
MEMO TO OUR STORES

- The Grey Relaxed Velour Pant style it is driving our business and there are no units on order for this particular color.
  - We are considering a re-order for this style in this color to ensure we do not experience lost sales.

- Also for the Balsamic Relaxed Pant, another key item to our business with a 19% sales penetration is being reviewed this to ensure we have enough inventory on hand to avoid any lost sales.

- The Velour and Satin Pant is slowing down our overall department sales with a 30.3% sales penetration.
  - This is major problem because there are an additional 1,500 units on order.

- We are reviewing the slowest selling item, the Navy Velour Relaxed Pant to increase the sales in order to avoid possible markdowns.
  - All stores need to change displays in active wear departments.
  - Displays need to focus and promote the navy velour relaxed pant (the slowest selling pant) as well as the silver satin and velour pant (the second slowest selling pant)
MEMO TO OUR STORES

- Region 4 concerns us the most and it will be closely monitored.
  - Since inventory levels cannot be changed for this season, next season we will begin reducing inventory for this region to bring the weeks of supply down and increase the sell-through percent.
  - This style will be re-merchandised to be on mannequins at the front of the store.

- Serious decisions are being made about the future of our Newark location. We are weighing the pros and cons of having a store in its area.
  - The Newark store across the board has been a drain on the business.
  - We are in communication with the marketing department to see if there are measures we can take to increase foot traffic in the store and if those measures are attainable and can increase business.
Get Ready for the Fashion Industry
Product Development Specialization

Product Developers or Product Managers develop exclusive product for Retail Store Brands

Career Paths lead to: Director of Product Development, VP, or General Merchandise Manager (GMM)
Get Ready for the Fashion Industry

Product Development

Specialization

Courses Include:

- FM341 – Computer Aided Product Development (Illustrator / Photoshop)
- FM441 – Computer Aided Product Development (Gerber WebPDM)
Get Ready for the Fashion Industry

Product Development
Specialization – Past Semester Projects
Target Customer:
• 19-25 year old male
• Wears fashionable basics
• Clean Shaven
• Follows fashion

Top Competitors:
Express
J. Crew
American Apparel
Banana Republic
Abercrombie
<table>
<thead>
<tr>
<th>Color</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Orange</td>
<td>“Orange”</td>
</tr>
<tr>
<td>Sky Blue</td>
<td>“Mint”</td>
</tr>
<tr>
<td>Blue</td>
<td>“Broke the Bank”</td>
</tr>
<tr>
<td>Red</td>
<td>Buck Red</td>
</tr>
<tr>
<td>Brown</td>
<td>Fool’s Gold</td>
</tr>
<tr>
<td>Loyal Purple</td>
<td>“Broke the Bank”</td>
</tr>
<tr>
<td>Blue</td>
<td>Blue</td>
</tr>
<tr>
<td>Purple</td>
<td>Purple</td>
</tr>
<tr>
<td>Teal</td>
<td>Teal</td>
</tr>
<tr>
<td>Copper</td>
<td>Brown</td>
</tr>
<tr>
<td>Dirt</td>
<td>“Brown”</td>
</tr>
</tbody>
</table>

**RAGS to RICHES**
Ticketing and Labeling:

- GAP Logo
- Style and Classification Numbers
- UPC
- Size
- Price Point

Security Sensor

Front

Back

100% Cotton
Made in Indonesia
RN50423
Machine Wash Cold
Fall 2009

GAP Logo

405690-01-6 0001

S

$44.50

GAP

405690-01-6 0001

S

$49.50

GAP

405690-01-6 0001

S

$54.50
Ticket and Labeling Guide (Top)

Made in Indonesia RN50423
Ticket and Label Guide (Bottoms)
The “Perfect” V-Neck

Fabric & Care
• 100% Cotton
• Machine Wash
• Imported

Details
• Ribbed V-Neck
• Cotton Jersey Knit
V-Neck Sweater

Fabric & Care
- 90% Cotton
- 10% Cashmere
- Hand Wash
- Imported

Details
- Ribbed Collar & Cuff
- V-neck Long Sleeve

Price: $49.50
Vest

Fabric & Care
- 80% Wool, 20% Nylon
- Machine Wash
- Imported

Details
- Leather Buttons
- Double Breasted Style
- Hip Welt Pockets
**Hooded Jacket**

**Fabric & Care**
- 100% Polyester
- Machine Wash
- Imported

**Details**
- Faux-Fur-lined Hood
- Complete with zipper
Straight Leg Denim

Fabric & Care
- 100% Cotton

Details
- Machine wash
- Imported
- High-quality denim.

Wash
- Dark wash.

Sits just below the waist.

Straight leg opening.

Zip fly, 5-pocket styling.

$54.50
Khaki's with Exterior Pocket

Details
• Straight Leg
• Casual Khaki
• Exterior Pockets

Fabric & Care
• 100% Cotton
• Machine Wash
• Imported

$44.50
Cardigan

Fabric & Care
- 85% Cotton; 15% Cashmere
- Hand Wash
- Imported

GAP

$54.50
POLO
PROMOTION
2 for $50
(Keeping 66% Mu)

Fabric & Care
• 100% Cotton
• Machine Wash
• Imported

• 100% Cotton
• Machine Wash
• Imported
Fashion Management Specialization

Retail Managers are responsible for running and operation of your favorite stores.

Career Paths lead to:
District Manager,
Regional Manager,
Director of Operations, VP of Stores and Operations
Get Ready for the Fashion Industry
Fashion Management Specialization

Courses include:

• FM 321 – Workshop in Apparel Merchandising
• FM 431 – Sales Management
Get Ready for the Fashion Industry
Fashion Management Specialization

• Past Student Projects:
• FM 321 – Workshop in Apparel Merchandising
Traffic

Fall 2010 Final Line Plan
Target Costumer

Demographics

Age: 40-50
Gender: Male
Residence: Suburban areas
    Scarsdale, Rye, Bedford, Greenwich Ct.
Occupation: Doctors, Lawyers, Bankers
Income: 200k and up
Education: Master degree
Family Life Cycle: Married—Straight/Gay
Sizes: on the bigger side

Psychographics

Personality: intellectually quick, practical, analytical, and organized.
Fashion Attitude: Conservative and Comfortable.
Interests: value security and peaceful living.
Fashion Preferences: Suits, and designer sportswear.
Lifestyle: Long-range thinkers. They have very high standards for their clothing, cars and food. Own a weekend
Competition

Target Market:
Conservative and Comfortable C&C

Competitive Global Brands:
Michael Kors
Giorgio Armani Collezioni
Hugo Boss
Ralph Lauren Purple label
Canali

Competitive Private Label Brands:
Nordstrom’s John W.
Nordstrom and Broletto

Traffic
We’ve all been there: Hoping to get to work on time! Hoping to get home to dinner! For many commuters, it’s a daily ritual - the all American traffic jam. Traffic is symbolic of our target customer because it is part of his daily life.
This color palette was inspired by Alec Baldwin, and his clothing that he wears daily, and he wore in his new film. Alec Baldwin’s new film, “It’s Complicated,” confirms that the actor is carrying a little extra padding these days. Yet he’s still one of the sexiest guys around.
To create a longer and leaner silhouette he goes with a monochromatic look. A mix of dark gray, deep blues and black works brilliantly.
Stylish Uptown Khaki and Accessories—Stiletto

My khaki color’s theme is Stiletto. Stiletto points to a decidedly uptown destination where high fashion inspires poised and polished urbane settings. This modern ambience, reminiscent of the "modern" motifs of the Deco era, calls for glamorous khaki color combinations and metallic gray tones.
The Big Apple

When city living gets too cloistered and confining, it's time to head out-of-town. In Manhattan, the mood is festive, the theme is casual, and the combinations are delicious and inviting. The need to explore the outdoors may be as close as a picnic in the park or a patio party.
Traffic

Fabrication of Garments

Shirts made by cotton fabrics are comfortable to wear, but they all get wrinkled up in the car. In order to alleviate this problem, Traffic utilizes nanotechnology to produce "non care" premium no-wrinkle, non-iron shirts. The secret to being wrinkle-free is the structural stabilization technology. Fibers are controlled at an ultramicroscopic level of one ten-billionth of a meter, an order of magnitude smaller than nano (which is one billionth). As a result, shirts made of 100% cotton, they don't need to be ironed after washing, and what's more, they do not crease easily even after a full day's wear. It is perfect for maintaining a smart appearance during the commute.

Stain-resistant finishes are applied on Traffic’s suits. Traffic has applied nanotechnology to produce stain-resistant finishes on its garments that prevents soiling from coffee and oil. This is Dual Clean III. Dual Clean III avoids becoming soiled by repelling coffee and oil spots to a certain extent, while being comfortable to wear.

Traffic uses "Mobilon" spandex, which is popular for its suits because it contains a stretchy polyurethane material, which it differs from an ordinary spandex. Its soft touch, fit, comfort when worn, and stretchiness are highly evaluated during commute. Its characteristic features of both comfort and functionality have led to a wide-ranging suit product line-up. This spandex fabric offers a good balance between size and fit, which makes it easy to wear in the car.
Traffic

Fall 2010 Line Plan
Button Down Oxford Shirt #FA 10111

- **Fabrication:**
  - Cotton
  - 60% cotton, 40% polyester
  - Wrinkle Free
  - Fabric repels water and oil based spills, and is breathable, durable and gentle.

- **Sizes**
  - By collar measurement 14”-18.5”

- **Pricing**
  - Wholesale: $283
  - Mark Up: 52%
  - MSRP: $590

- **Brand Logo Placement**
  - Back Tag

- **Ship Date:** August 10, 2010
- **In store Date:** September 10, 2010

**Available Colors:**

- Peaceful Blue
- Business White
- Nomad Gray
Straight Neck Shirt #FA10112

• **Fabrication:**
  • cotton
  • 75% cotton, 25% polyester
  • Wrinkle Free
  • Fabric repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  • By collar measurement 14”-18,5”

• **Pricing**
  • Wholesale: $283
  • Mark Up: 52%
  • MSRP: $590

• **Brand Logo Placement**
  • Back Tag

• **Ship Date:** August 10, 2010
• **In store Date:** September 10, 2010

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**Available Colors:**

- **Peaceful Blue**
- **Business White**
- **Nomad Gray**
- **Iron Gray**
European Straight Neck Shirt #FA10113

- **Fabrication:**
  - cotton
  - 80% cotton poplin, 20% polyester
  - Wrinkle Free
  - Fabric repels water and oil based spills, and is breathable, durable and gentle.

- **Sizes**
  - By collar measurement 14”-18,5”

- **Pricing**
  - Wholesale: $283
  - Mark Up: 52%
  - MSRP: $590

- **Brand Logo Placement**
  - Back Tag

- **Ship Date:** August 10, 2010
- **In store Date:** September 10, 2010

Available Colors:

- **Peaceful Blue**
- **Business White**
- **Nomad Gray**
- **Iron Gray**
Light Wool Pinstripe Suit #FA10121

• Fabrication:
  • wool
  • 80% light wool, 20% polyester
  • Wrinkle Free
  • Fabric repels water and oil based spills, and is breathable, durable and gentle.

• Sizes
  • 36-50

• Pricing
  • Wholesale: $960
  • Mark Up: 60%
  • MSRP: $2,400

• Brand Logo Placement
  • Upper Left Side

Available Colors:

- Iron Gray
- Forever Black

• Ship Date: August 10, 2010
• In store Date: September 10, 2010
Ripstop Suit #FA10131

• **Fabrication:**
  - wool
  - 80% Cotton, 20% polyester
  - Wrinkle Free
  - Fabric repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  - 36-50

• **Pricing**
  - Wholesale: $1,120
  - Mark Up: 60%
  - MSRP: $2,800

• **Brand Logo Placement**
  - Back Tag

• **Available Colors:**
  - Nomad Gray
  - Iron Gray

• **Ship Date:** August 10, 2010
• **In store Date:** September 10, 2010
Casual Straight Pants #FA10141

- **Fabrication:**
  - linen
  - 65% linen, 35% polyester
  - Wrinkle Free
  - Fabric repels water and oil based spills, and is breathable, durable and gentle.

- **Sizes**
  - S, M, L, XL, XXL, BIG 1X, BIG 2X.

- **Pricing**
  - Wholesale: $202
  - Mark Up: 55%
  - MSRP: $450

- **Brand Logo Placement**
  - Back Tag

- **Ship Date:** September 10, 2010
- **In store Date:** October 10, 2010

Available Colors:

- Jet Black
- Nomad Grey
- Iron Grey
- Real Blue
Formal Trouser #FA10143

• **Fabrication:**
  - Wool Melton
  - 65% wool, 35% polyester
  - Wrinkle Free
  - Fabric repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  - By waist measurement 28”-52”
  - Unfinished hem

• **Pricing**
  - Wholesale: $314
  - Mark Up: 60%
  - MSRP: $785

• **Brand Logo Placement**
  - Back Tag

• **Ship Date:** September 10, 2010
• **In store Date:** October 10, 2010

Available Colors:

- **Peaceful Blue**
- **Business White**
- **Nomad Gray**
- **Iron Gray**
Sweater #FA10151

• **Fabrication:**
  - cashmere
  - 90% Cashmere 10% polyester
  - Wrinkle Free
  - Knitwear repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  - S, M, L, XL, XXL, BIG 1X, BIG 2X.

• **Pricing**
  - Wholesale: $236
  - Mark Up: 57%
  - MSRP: $550

• **Brand Logo Placement**
  - Lower Left Side

• **Ship Date:** September 10, 2010
• **In store Date:** October 10, 2010

**Available Colors:**

- **Peaceful Blue**
- **Business White**
- **Nomad Gray**
- **Iron Gray**
Corduroy Jacket #FA10161

**Fabrication:**
- Cotton 90% Cotton, 10% polyester
- Wrinkle Free
- Knitwear repels water and oil based spills, and is breathable, durable and gentle.

**Sizes**
- S, M, L, XL, XXL, BIG 1X, BIG 2X.

**Pricing**
- Wholesale: $418
- Mark Up: 55%
- MSRP: $930

**Brand Logo Placement**
- Back Tag

**Ship Date:** September 10, 2010
**In store Date:** October 10, 2010

**Available Colors:**
- Nomad Gray
- Iron Gray
Pinstripe Suit  #FA10171

• **Fabrication:**
  • wool
  • 80% wool, 20% polyester
  • Wrinkle Free
  • Fabric repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  • 36-50

• **Pricing**
  • Wholesale: $768
  • Mark Up: 60%
  • MSRP: $1,920

• **Brand Logo Placement**
  • Upper Left Side

• **Ship Date:** September 15, 2010
• **In store Date:** October 15, 2010

**Available Colors:**

- **Nord Gray**
- **Iron Gray**
Silk Ties #FA10191

• **Fabrication:**
  • Silk
  • 85% Silk, 15% polyester
  • Wrinkle Free
  • Fabric repels water and oil based spills, and is breathable, durable and gentle.

• **Sizes**
  • Also available in X-long

• **Pricing**
  • Wholesale: $285
  • Mark Up: 50%
  • MSRP: $570

• **Brand Logo Placement**
  • Back Tag

• **Ship Date:** August 15, 2010.
• **In store Date:** September 15, 2010.

**Available Colors:**
<table>
<thead>
<tr>
<th><strong>STYLE</strong></th>
<th><strong>STYLE</strong></th>
<th><strong>FABRIC TYPE</strong></th>
<th><strong>FIBER CONTENT</strong></th>
<th><strong>COLORS 3</strong></th>
<th><strong>S, M, L, XL, XXL, 1X,2X,3X,4X,5X</strong></th>
<th><strong>MSRP</strong></th>
<th><strong>Mark Up %</strong></th>
<th><strong>Wholesale $</strong></th>
<th><strong>SHIP DATE</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>1. <strong>Tops: Button Down Oxford Shirt</strong></td>
<td>FA10111</td>
<td>Cotton Sateen</td>
<td>60% cotton, 40% polyester</td>
<td>blue, white, nomad gray</td>
<td>By collar measurement 14&quot;-22&quot;</td>
<td>$590</td>
<td>52%</td>
<td>$283</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>Straight Neck Shirt</td>
<td>FA10112</td>
<td>Cotton Sateen</td>
<td>75% cotton, 25% polyester</td>
<td>blue, white, nomad gray</td>
<td>By collar measurement 14&quot;-22&quot;</td>
<td>$590</td>
<td>52%</td>
<td>$283</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>One Pocket Shirt</td>
<td>FA10113</td>
<td>Cotton Sateen</td>
<td>65% cotton, 35% polyester</td>
<td>blue, white, nomad gray, iron gray</td>
<td>By collar measurement 14&quot;-22&quot;</td>
<td>$590</td>
<td>52%</td>
<td>$283</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>European Neck Shirt</td>
<td>FA10114</td>
<td>Cotton Sateen</td>
<td>80% cotton poplin, 20% polyester</td>
<td>blue, white, nomad gray, iron gray</td>
<td>By collar measurement 14&quot;-22&quot;</td>
<td>$590</td>
<td>52%</td>
<td>$283</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>2. <strong>Light Wool Pinstripe Suit</strong></td>
<td>FA10121</td>
<td>Wool Gabardine</td>
<td>80% light wool, 20% polyester</td>
<td>iron gray, forever black</td>
<td>36-60</td>
<td>$2,400</td>
<td>60%</td>
<td>$960</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>Wool Suit</td>
<td>FA10122</td>
<td>Wool Gabardine</td>
<td>75% light wool, 25% polyester</td>
<td>iron gray, forever black</td>
<td>36-60</td>
<td>$2,400</td>
<td>60%</td>
<td>$960</td>
<td>August 10, 2010</td>
</tr>
<tr>
<td>3. <strong>Lightweight Ripstop Suiting</strong></td>
<td>FA10131</td>
<td>Cotton, Polyester</td>
<td>80% Cotton, 20% polyester</td>
<td>nomad gray, iron gray, blue</td>
<td>36-60</td>
<td>$2,800</td>
<td>60%</td>
<td>$1,120</td>
<td>August 5, 2010</td>
</tr>
<tr>
<td>4. <strong>Bottoms: Casual Straight Pants</strong></td>
<td>FA10141</td>
<td>Cotton, Spandex Sateen Wave</td>
<td>65% linen, 25% polyester, 10% Spandex</td>
<td>black, blue, nomad gray, iron gray</td>
<td>36-60</td>
<td>$450.00</td>
<td>55%</td>
<td>$202</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>5. Formal Trouser</td>
<td>FA10151</td>
<td>Wool Melton</td>
<td>65% wool, 35% polyester</td>
<td>peaceful blue, white, nomad gray, iron gray, black</td>
<td>By waist measurement 28&quot;-52&quot; Unfinished hem</td>
<td>$785</td>
<td>60%</td>
<td>$314</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>6. <strong>Sweater</strong></td>
<td>FA10161</td>
<td>Cashmere 6 gauge</td>
<td>90% Cashmere 10% polyester</td>
<td>peaceful blue, white, nomad gray, iron gray, blue</td>
<td>S, M, L, XL, XXL, 1X,2X,3X,4X,5X</td>
<td>$550</td>
<td>57%</td>
<td>$236</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>7. <strong>Outerwear:</strong> Corduroy Jacket</td>
<td>FA10171</td>
<td>Corduroy A cut-pile weave construction</td>
<td>90% Cotton, 10% polyester</td>
<td>nomad gray, iron gray, real gray</td>
<td>S, M, L, XL, XXL, 1X,2X,3X,4X,5X</td>
<td>$930</td>
<td>55%</td>
<td>$418</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>8. <strong>Suits: Pinstripe Suit</strong></td>
<td>FA10181</td>
<td>Wool Gabardine</td>
<td>80% wool, 20% polyester</td>
<td>nomad gray, iron gray, black</td>
<td>36-60</td>
<td>$1,920</td>
<td>60%</td>
<td>$768</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>9. <strong>Lightweight Crepe Suiting</strong></td>
<td>FA10193</td>
<td>Wool Gabardine</td>
<td>75% wool, 25% polyester</td>
<td>peaceful blue, white, nomad gray, iron gray,</td>
<td>36-60</td>
<td>$1,920</td>
<td>60%</td>
<td>$768</td>
<td>September 10, 2010</td>
</tr>
<tr>
<td>10. <strong>Silk Tie</strong></td>
<td>FA11111</td>
<td>Cotton, Polyester</td>
<td>52% Cotton, 34% Polyester</td>
<td>paisley pink, blue striped, peach polka dot, blue solid, plaid</td>
<td>Also available X-long</td>
<td>$570</td>
<td>50%</td>
<td>$285</td>
<td>September 10, 2010</td>
</tr>
</tbody>
</table>
Get Ready for the Fashion Industry

Bachelor’s Degree Concentration Options

- Buying/Planning
  - FM322 Inventory Management
  - FM423 Fashion Planning and Allocation

- Product Development
  - FM341 Computer Aided Product Development
  - FM441 Web PDM

- Fashion Merchandising
  - FM321 Workshop in Apparel Merchandising
  - FM431 Sales Management
Study Abroad:

- International Courses & Semester Abroad
  - **GPA Requirements and faculty approval**
  - **Attend orientation meetings in fall semester**
- 5th & 6th Semester in Florence (BS Program)
- Westminster University Program
- Other programs in: France, England, China, and Australia.
- Summer courses abroad: **FM226** International Buying & Marketing, **FM 491** London Internship
- International Programs Office: **B119**
- Web site: [www3.fitnyc.edu/internationalprograms](http://www3.fitnyc.edu/internationalprograms)
- FMM International Programs: Prof. Gatto B320
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