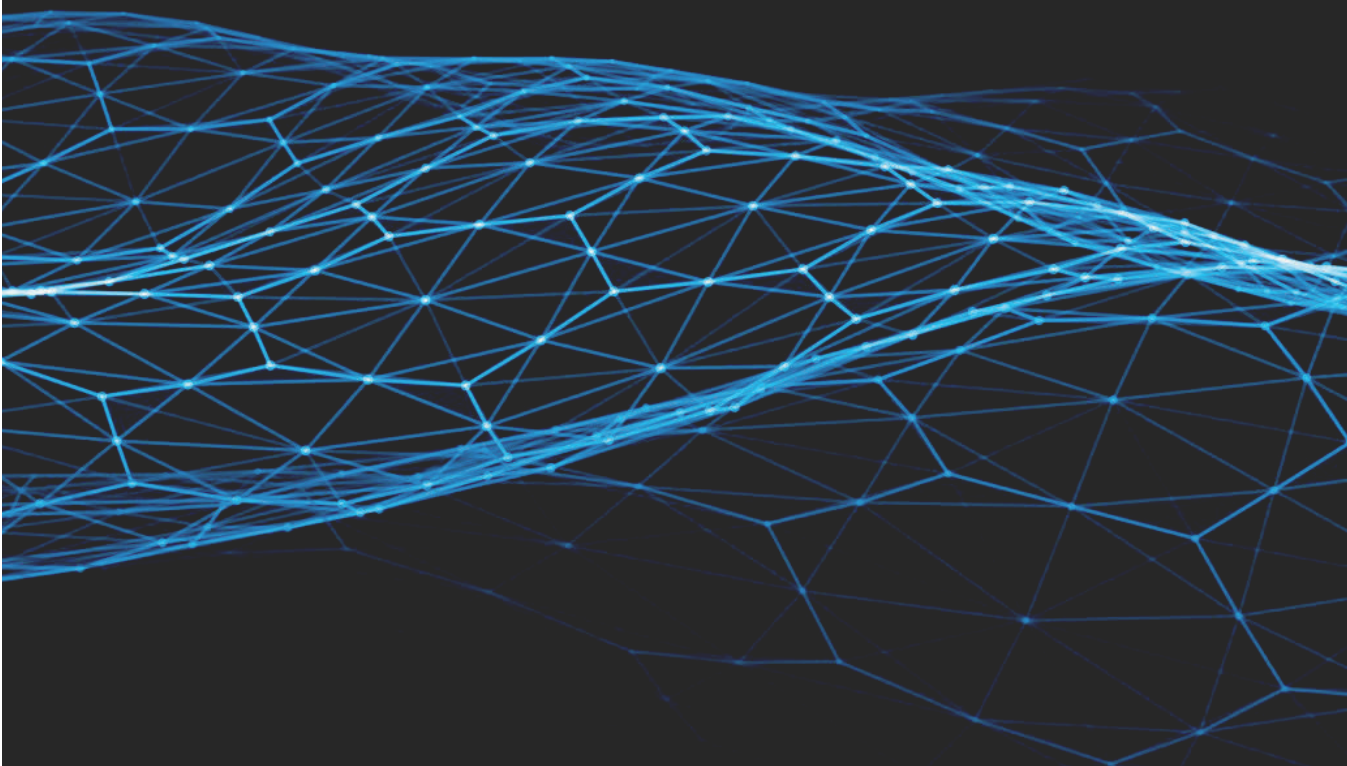


SPRING SUMMER 2022

MADE TO MEASURE

THE UNIFORM MAGAZINE



THE SHAPESHIFTING WORLD OF UNIFORMS

Of changing ways how they are made, sold, and worn in the post-pandemic world.

INSIDE

- B2B ECommerce - Today & Beyond
- The Manufacturing Industry in the New Normal 2.0
- Interview with Stephen Schwartz, CEO, LION Apparel Inc
- Interview with Tuoc Luong, CEO & Co-Founder, BODIDATA Inc

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MADE TO MEASURE is a semiannual magazine/buyers' reference containing leading sources of apparel, accessories and services of every description related to the Uniform and Career Apparel industry throughout the entire United States.

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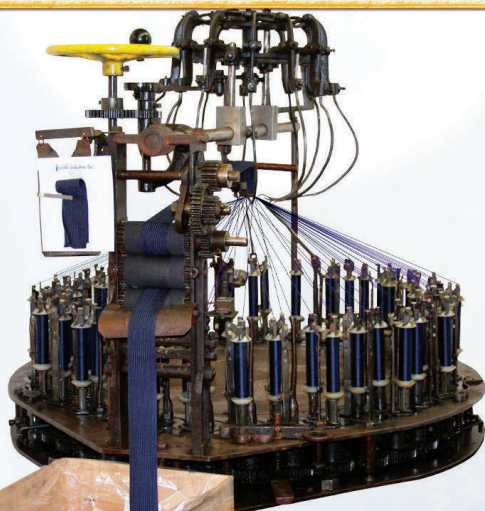
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THE SHAPESHIFTING

Of changing ways how they are made,

The COVID-19 pandemic has undoubtedly changed the way uniform industry works. The sudden surge in orders, supply chain disruptions, shutting of physical stores, and evolving consumer behaviours in the last two years is now pushing the uniform providers globally to relook at their business dynamics.

Right from procurement to production and the eventual fulfillment of orders, uniform manufacturers, retailers, and distributors are taking aggressive steps to revamp their business model in every aspect to suit the frenetic shifts in how uniforms are made, worn, and sold in the post-pandemic world.

In this article, we take a closer look at the key developments in the uniform industries and how businesses are setting themselves to capitalize on soaring market demands after two years of lull.

HOW UNIFORM BUSINESSES ARE PREPARING FOR THE POST - PANDEMIC RUN

One of the major changes across sectors has been the accelerated adoption of eCommerce among businesses and suppliers alike.

As millennials make 73% of B2B purchasing decisions, they are more inclined toward a self-serving sales model to research, buy and track orders at their own convenience. At the same time, the pandemic induced closure of brick-and-mortar stores left uniform providers with no choice but to embrace digital as their primary sales channel.

Besides the rapid digital transformation across the industry, uniform businesses have also started to focus on a more sustainable approach for enhanced user comfort, cutting down production costs and aiding in environmental fare.

WORLD OF UNIFORMS

sold, and worn in the post-pandemic world.

INNOVATION IN MEDICAL UNIFORMS

After the COVID breakout, uniform manufacturers serving the medical industry are pivoting toward microorganisms and fluid-resistant scrubs and medical workwear to offer better protection and comfort to healthcare professionals around the world who continue to put themselves in the harm's way daily for the sake of patient safety.

Leading manufacturer of medical wear, VESTEX, recently launched FDA-approved workwear for enhanced worker's safety in places prone to microbiological contamination. VESTEX fabric is designed to protect uniforms and work apparel by reducing the acquisition, retention and transmission of microorganisms on clothing. Based on the research reviewed by the FDA, VESTEX earned an exclusive endorsement from the American Hospital Association (AHA) in 2015 following the proprietary AHA Signature Due Diligence Process. Recent studies concluded VESTEX is more effective than conventional uniforms at repelling fluids and reducing the retention of methicillin-resistant staph on the fabric.

Earlier in 2021, popular engineer and fashion designer of Nonie, Nina Kharey, had launched the world's first antiviral, antimicrobial and antibacterial scrubs called Folds. They are made from post-consumer plastic including recyclable and sustainable materials. Kharey had worked with a European lab then to come up with a nanotechnology that is used in the making of these scrubs. Folds offers all the luxurious features of a high-end scrub uniform like 4-way stretch, self-cooling and moisture-wicking capabilities.

Even Swiss-based hygiene technology company, Livinguard, joined the bandwagon by launching its own line of self-disinfecting scrubs and lab coats made using EPA-registered textiles. These scrubs help reduce bacterial levels in the medical setting.

Cover story

Livinguard is also working with various clinics, hospital systems, and medical associations to adopt the highest hygiene standards for the better well-being of employees, patients, and customers. Available in a wide range of colors, these self-disinfecting scrubs also have numerous pockets to enable the wearer to carry essential work items and personal belongings safely.

INNOVATION IN PUBLIC SAFETY UNIFORMS

While the medical industry clearly has been gravitating towards sustainable uniforms for added safety and comfort, public safety industries have focussed more on durability and fitment.

One of the most important innovations in this sector has been the introduction of America-made VP3 bullet-proof vest. Made-in-the-USA and NIJ-Certified Level IIIA, the BulletSafe Vital Protection 3 (VP3) Vest is the crowning achievement of BulletSafe's impressive collection of life-saving products. Easily concealed beneath a working uniform, this vest is ideal for law enforcement, security personnel, and anyone working in a dangerous profession. At \$299.97, this vest is affordable for working-class citizens and provides the necessary peace of mind to perform their job and return home safely.

Able to protect against most calibers up to .44 Magnum, the VP3 vest is lightweight and fits snugly to its wearer via the provided height-and-weight chart. With American-based manufacturing, the size specifications are reliable and simple. The XS vest weighs 3.9lbs, and the largest size, 4XL, weighs 6.9lbs. It has wrap-around, front & rear ballistic panels to maximize protection over the heart, lungs, and other vital organs, and it can carry even larger plates in its Velcro pockets to provide Level IV protection against rifle calibers.

Next in line is UniFirst's IQ series FR workwear offering flame-resistant (FR) and high visibility personal protective equipment (PPE). This innovative collection contains National Fire Protection Association (NFPA) Category 2, 2112-compliant arc-rated safety garments that are revolutionizing the FR industry by addressing long-standing issues of garment weight, breathability, and comfort that are often commonplace when wearing more traditional FR protective workwear in warmer climates.

INNOVATION IN CORPORATE UNIFORMS

The corporate sector has seen some progressive steps being taken by airline companies that put employee comfort and happiness above all else while defining uniform rules.

Ukrainian airline, SkyUp, in a welcome move has decided to do away with the obligatory high heel requirement as part of their crew's uniform policy. The new rules allow cabin crews to sport comfortable sneakers, making their long shifts a little less taxing. This decision came on the back of SkyUp's marketing head,



Marianna Gygoras's, vision to break away from the stereotypical sexualizing of cabin crews and deliberate romanticizing of a profession that involves sheer hard work.

On the other hand, Alaska Airlines, having met with allegations of discriminatory uniform rules toward non-binary and gender non-conforming employees last year, is a welcome change to introduce gender-neutral uniforms. The new guideline gives employees the option to wear pronoun pins with their uniforms to ensure they are not misgendered, and the names of uniform kits will be changed to reflect fit instead of gender identity.





OTHER NOTABLE INNOVATION IN APPAREL & UNIFORM INDUSTRY

1. SMARTTEX SHIRTS

Developed by the German Aerospace Center (DLR) in cooperation with DSI Aerospace Technology, the medical faculty of Bielefeld University, and textile research partner Hohenstein, SmartTex will use integrated sensors to transfer physiological data from astronauts to Earth via a wireless communication network. SmartTex will be tested as part of the Wireless Compose-2 (WICO2) project by ESA astronaut Dr. Matthias Maurer, who will leave for his six-month 'Cosmic Kiss' mission on the International Space Station (ISS) on October 30, 2021.

2. INVENTION OF WORLD'S FIRST 100% RECYCLABLE FIBER

In a breakthrough innovation, a textile innovation company, Evrnu®, announced the launch of the world's first high-performance, recyclable lyocell material made entirely from cotton textile waste: 100% NuCycl r-lyocell. The use of cotton textile as a raw material ensures this bio-based fiber replaces virgin cellulosic and other plastic-based textile materials while maintaining recyclability. Evrnu has even launched a premium t-shirt made with this new fiber designed by Carlos Camos.



INCREASING ADOPTION OF ECOMMERCE BY UNIFORM BUSINESSES

Not only has the pandemic changed the way uniforms are made, but also how they are sold. With millennials making 73% of B2B purchasing decisions, they are looking to have a self-service uniform buying website to search, order, and track workwear at their own convenience.

As a result of this, more number of uniform manufacturers, distributors, and retailers are adopting a 100% digital sales model of serving uniforms to their clients. Enterprise eCommerce solutions built to handle the complexities of uniform industry are the need of the hour, as they play a pivotal role in reducing marketing overheads while giving buyers a highly personalized uniform buying platform.

Integrated B2B eCommerce platforms for uniform manufacturers that enable their distributors and wholesalers to order online, track and manage sales data from a single platform and give them the freedom to control how their brand is represented by their customers is one major reason why eCommerce is emerging as a dominant force in the post-pandemic times.



Scan to Know More

B2B E-COMMERCE TODAY & BEYOND

With the world now hovering back to pre-covid times, it's time to look at the B2B e-commerce trends your business needs to pay attention to in order to remain competitive and drive online sales in 2022 and beyond.

Despite the ongoing public health battle over the last two years, the main force that's driving change in all businesses is still COVID-19.

While none of us could have foreseen the longtail implications of this shift, they are making themselves apparent now.

1. THE RISE OF B2B

The overarching trend in 2022 is how B2B buyers are changing; increasingly looking more like B2C consumers. After all, these buyers are buying from B2C online retailers in their free time, and they've been doing this for years. B2B buyers are now looking for an integrated and seamless buying experience.

Not only are B2B buyers displaying B2C tendencies, but studies also show that by 2025 75% of the global workforce will be made up of millennials.

The increase of digitally minded millennials in professional buying roles has significantly altered the course of the traditional, B2B buying experience. New generations entering the B2B space with buying power is a key factor in many of the B2B e-commerce trends that we see today.





2. ADVANCED ANALYTICS – FROM BEHAVIOR TO EXPERIENCE

A huge shift to this B2C-like catering comes from advanced analytics on consumer behavior and customer experience. There are tools analyzing customer behavior across multiple touchpoints and then, over time, measuring the impact of customer behavior on business outcomes. Discover the benefits of investing in customer journey analytics below;

IMPROVED DATA & ANALYTICS

Being able to collect and learn from online data is one of the biggest advantages of B2B e-commerce. Most importantly though, with the help of e-commerce analytics, you can leverage your webstore to boost sales!

Capturing better data through e-commerce analytics can:

- Improve your overall customer experience
- Help enhance supply chain management
- Enable your B2B business to create personalized content and marketing
- Identify common issues that your customers encounter during checkout
- Reduce the number of abandoned transactions and increase your sales
- Understand what your most valuable marketing channels are
- Make key decisions about where your budget can be spent most effectively

CUSTOMER DATA PLATFORM

Customer data platforms (commonly known as CDPs) are used to combine and integrate all customer data into one single platform. CDP tools give your marketing team crucial data to successfully run campaigns. A CDP collects data from multiple tools to create a full profile of your customers and how they interact with your content.

This data can help your marketing efforts and it can also help you identify what you need to do to retain customers. A CDP can even be used by customer service teams to support each customer.

37% of B2B companies are already using advanced campaign measurement and analytics tools. Are you one of them?

3. PERSONALIZED PRICING

Most e-commerce transactions involve tools that automate and manage payments, making it more convenient.

Having a great selection of payment options is vital to B2B e-commerce. The most important choices to offer are:

- Credit cards
- Checks
- Purchase orders
- Mobile wallets

With mobile wallets like Amazon Pay and Apple Pay on the rise, we also see B2B e-commerce channels adopting experimentation techniques and omnichannel sales approaches.

New payment options are needed

Personalization is everywhere in B2B, from smaller customized catalogs to quick reordering based on previous orders. Personalized marketing makes the buying experience fast and efficient. It changes your customers' perception of their shopping experience and ultimately it shifts the way they purchase.

An easy payment system does more than just enhance your e-commerce store buying experience — it also improves internal processes and visibility into finance. When looking for faster online order-to-cash processes, be sure to consider whether your preferred payment provider offers full-service payment processing solutions.

4. CONTEXTUALIZED REAL-TIME PRICING

Competitive pricing has never been more important than now. Contextualized real-time pricing gives suppliers the power to manage and adjust prices for specific and unique scenarios, all in real time! This allows you to be more competitive in terms of pricing and enables customer loyalty.

Contextualized real-time pricing allows B2B companies to offer consistent and personalized prices to customers.

But to be able to do so, companies need to understand customer behavior through the entire buying journey. The surge in adoption of mobile payments, combined with retailer mobile apps also supports our forecast that the adoption of real-time in-store pricing will go mainstream in 2022.

Therefore, this trend is best combined with e-commerce analytics, and the overall B2B e-commerce trend of personalization

5. FASTER AND EASIER ORDER FULFILLMENT

Digital transformation, paired with COVID-19, has accelerated online growth and B2B e-commerce trends. E-commerce has experienced 10 years' growth in just the past 3 months. This rapid acceleration has caused surges in orders, disruptions in supply chains, changes in consumer behavior, buying experience and more.

Arguably the single greatest influence on the shape of future omnichannel supply chains is the race to shorten the click-to-customer cycle time. The bar continues to rise for B2B and D2C brands. In 2022 and beyond, customers — private consumers and professional buyers alike — expect speed and quicker delivery.

Companies need to adjust accordingly and create a faster fulfillment network. A recent study by McKinsey showed that five of the top nine factors driving customer value in omnichannel retail are all related to logistics.

Improve your omnichannel fulfillment strategy in 2022 by removing friction from parts of the process that matter most to your customers. Here's a glimpse into what customers care about when it comes to fulfillment.

6. PROLONGED RESOURCE SHORTAGES

The disruption in supply chain that we see today will continue into at least the third quarter of 2022. Beyond that, money that has been injected into economies has caused a rise in inflation. Meaning? You can expect to pay more in 2022 for the same item you paid less for in 2019. Forrester recently predicted that **“shortage” will be the name of the game in 2022.**

“*Manpower shortages have also been another notable resource that has been greatly reduced in 2021 and will continue to impact employers well into 2022. This is a direct result of the recent “Great Resignation.”*

Typically, the U.S. economy averages only 300,000 added jobs each month. According to economists, in the past 12 months it's been about 450,000 jobs on average. This indicates a major decline in labor force participation. The labor shortage isn't only affecting the U.S., either. It's a global problem that will impact B2B companies further in 2022.

These shortages in both goods and labor will have a butterfly effect. You'll see it everywhere from grocery store shelves to large shipping fees and increased tariffs. It's hard to solve these complex issues, but e-commerce can make it easier to stay flexible and offer your customers preferred pricing and priority.

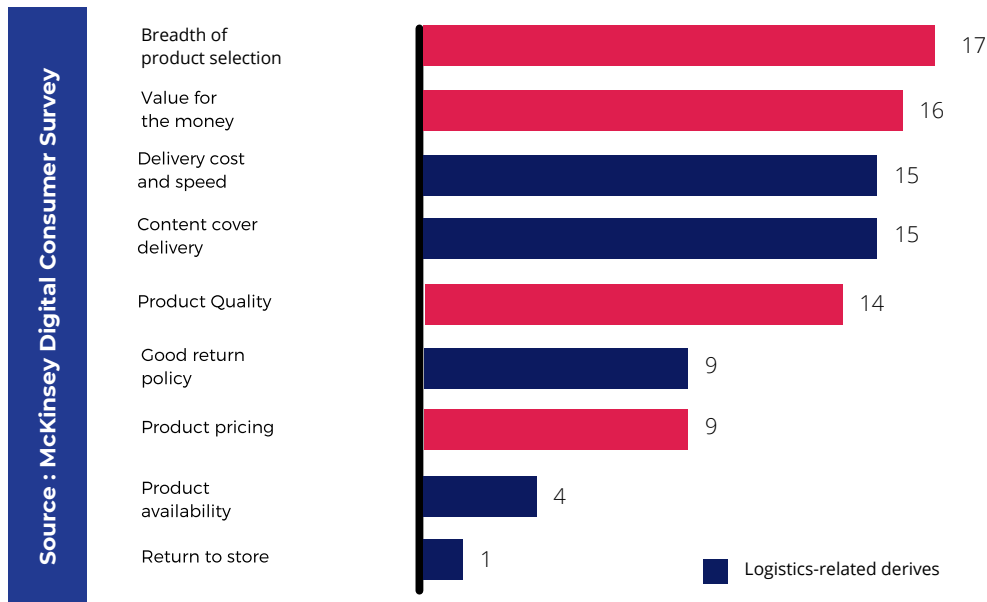
7. RESHORING

Reshoring is when a company returns production or manufacturing of goods back to the company's home country. It is the opposite of offshoring, which is when a company starts manufacturing and producing goods overseas to reduce costs.

Due to the breakdown in the global supply chain, companies are reassessing where they source their goods from. With domestic factories and producers, businesses have more control and are less susceptible to external factors, such as the global supply chain collapse. COVID-19 exposed the weaknesses within globalizing logistics and manufacturing.

By bringing domestic production back into play, you have more reliable sourcing. However, it can affect pricing and labor costs, which is something to keep in mind.

What US customers value in omnichannel retail



8. HYBRID WORKING IS HERE TO STAY

Even though we are all adjusting to the new normal, COVID-19 has changed working habits for good. It has underlined the benefits of more flexible work and remote sales. This flexibility continues to be significant because of COVID-19 case spikes that are still taking place globally, particularly during colder months.

Suppliers need to prioritize omnichannel e-commerce so that they can create a seamless buying process whether it's online or offline. This versatility will allow workers to stay safe and comfortable without impacting the company's bottom line. It's also important to note that researchers predict that by 2025, remote working will compete with office locations. Allowing employees to work from home will be the key to attracting talent in 2022 and beyond. It also saves your organization money: AT&T reported savings of \$30 million a year in real estate alone from their working-from-home efforts.

9. CSR AND SUSTAINABILITY BECOME CRUCIAL

To gain the trust and loyalty of your current (and future) buyers, you must think about how to become more energy-efficient and climate-efficient as an e-commerce business. Focusing on your digital transformation helps by creating paperless processes and choosing more sustainable shipping options, which will be attractive options for your buyers.

Beyond that, it's important to think about traditional processes your company may have that create waste and how you can adjust them to appeal to more climate-conscious buyers.

Being sustainable is only one side of the coin, your brand's approach to social justice issues also matters to millennial buyers: 60% of consumers expect companies to speak up on important issues — even if they don't agree with your company's views.

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THE MANUFACTURING INDUSTRY IN THE NEW NORMAL 2.0

There's no question that COVID-19 has and will continue to impact the way the manufacturing industry operates.

While the pandemic has had a heavy impact on the manufacturing industry in the past 2 years, it has also positively affected them by pushing their focus toward online and more sustainable business strategies.

With the landscape experiencing frenetic shifts, we wanted to find out what manufacturing industry trends were going to impact manufacturers in 2022 and beyond.

1. DIGITAL TRANSFORMATION

Manufacturers are striving to transform their business operations digitally to keep up with the evolving internet of things. Research suggests that 51% of manufacturers have already invested in e-commerce, a major shift toward embracing technology.

Manufacturers who have already invested in an **e-commerce platform** will be looking to invest in new technologies such as headless commerce, Group Selling, Advanced PIM, Warehouse Management, Digital Asset Management, Complex Pricing Rules, AI and machine learning.



2. The rise in D2C sales amongst manufacturers

With the rise of online shopping and push to online marketplaces, manufacturers are increasingly pivoting more toward D2C via their own stores. This clearly enables them to have greater quality, brand and margin control.

It's a win-win for both the consumer and the manufacturer.

An astounding 67% of manufacturers say that they already sell directly to consumers, and this trend will only grow. Naturally, the priorities have shifted to providing a seamless and better customer experience, across channels, across touchpoints.

3. Elimination of Errors

According to research, a significant number of manufacturers expressed too many order errors as being one of the challenges they face while digitizing. A whopping 49% of manufacturers answered that they would invest in more personnel. While adding more personnel was the way to go yesterday, today, the way to eliminating this is to invest in more in software tools or automate catalog management.

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Today, there are a host of digital tools that clean manufacturer catalogs and ensure a single-click import experience for retailers or buyers to view data from. What makes real-time data integration such a reliable — and scalable — solution is the fact that there is no personnel training needed, nor is there any room for human error.

4. Seamless UX

Customers are the new 'market-makers' who are redesigning all industries and altering how companies can succeed online. McKinsey had predicted that to survive and thrive in today's world, manufacturers would need to refocus their digital efforts to echo customers' ever-changing preferences.

Hence, it comes as no surprise that manufacturers are investing in e-commerce platforms as their new market strategy to improve customer experience. These investments include but are not limited to reducing the sales friction and making real-time product data available online. A stellar experience would ensure that you retain customers and also have repeat orders from them.

5. Resolving complex order-to-cash (O2C) processes

The lifeline of every business is order-to-cash (O2C). However, from billing to payment, there are so many manual steps that make the process slow, complex and error-prone. This creates a lot of obstacles like errors in invoicing, shipping, orders and inaccurate inventory information.

Automation ensures that the process becomes easy, seamless and error-free! Manufacturers have already started investing in payment service providers (PSP) to overcome the complexity of the lengthy O2C process. This is a manufacturing trend we will only see grow in the foreseeable future as manufacturers continue to optimize processes.

The underlining theme for the industry is e-commerce digitization. Driven by technological advances, digitization and customer demands, B2B e-commerce has evolved drastically over the years. The key to success in the manufacturing industry and any other industry seems to rely on digitization!



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REIMAGINE CATALOG MAKING IN THE ECOMMERCE ERA WITH LineSheets^{PRO}

INTRODUCTION

In the off-line world, creating catalogs & line sheets can prove to be a time-intensive exercise that will require graphic designers and sales experts to work together. Because the final product, besides being visually attractive, should be compelling enough to get the sales in.

But in the eCommerce era today, businesses cannot afford to spend so much time creating catalogs or line sheets manually to market our products and reach our sales goals.

They need things in real-time, lest the customer switch tabs on his mobile/iPad and hop over to another seller who is doing it faster. They need something that takes the man out of the manual to automate the catalogs and line sheets creation process. Something to equip the sales team with enough design arsenal to create & edit stunning look books and product presentations on the fly.

Something that sets the design team free from the hassles of repeated price edits and product updates in vital marketing collaterals. Something that sets the business up for maximum success in minimum time and zero hassles.

What is LineSheets Pro?

LineSheets Pro by **SellersCommerce** is an online catalog designing software that leverages an intuitive UI, easy-to-use design tools, drag & drop functionalities, attractive design templates, among a slew of other handy features to enable sales reps to create, design, and edit catalogs, line sheets, and flyers, in minutes without any design skills.

This tool helps sales professionals work independently without depending on graphic designers to make multiple changes in the line sheets as the prospects go through various stages of the sales cycle. The sales reps can make the changes as required on the fly and send updated line sheets to their prospects immediately as high-quality PDFs or web page links and start collecting orders.



A HASSLE-FREE WAY TO CREATING STELLAR CATALOGS & LINE SHEETS

LineSheets Pro works by automating the process of creating catalogs and line sheets that enables the sales team to work independently and enjoy complete freedom in nurturing prospects into paying customers. Let's take a look at its fascinating features:

1. Easily design stunning catalogs & line sheets without the help of a designer

LineSheets Pro offers a host of design tools and functionalities to help sales reps create attractive line sheets in no time. Just upload products, add relevant details, choose a design template, throw in brand design elements (if needed), and a high-quality line sheet will be sitting ready at your fingertips to be shared with your prospects as PDFs or web page links.

2. Drive more sales with in-built order management

With LineSheets Pro, sales reps can create line sheets customized to a particular prospect and share them across as a link which they can use to place orders too. This feature enables faster conversions where the prospect can order while viewing the products without visiting the main eCommerce portal.

3. Integration with eCommerce platform

Taking orders with line sheets? No worries! LineSheets Pro easily integrates with your eCommerce platform to sync your sales and inventory, thereby giving you seamless control over all your sales channels.

With less time spent creating line sheets, sales reps can now focus more on nurturing prospects into paying customers and start nailing the revenue goals. The following are some of the key benefits Catalog Builder can provide:

1. Sales team enjoys more freedom

They will no longer have to depend on graphic designers to create/edit line sheets, catalogs, and flyers for innumerable prospects. With LineSheets Pro's easy-to-use design tools, sales reps can create everything on their own and nurture prospects better. This in turn reduces internal friction to boost productivity.

2. Increase conversion rate

By giving prospects the option to place orders while exploring the products, sales reps can reduce the average decision-making time for consumers and get faster closures.

3. Sell from anywhere & everywhere

Easily create high-quality line sheets and share with your customers as PDF or web page links and start taking orders. No need to visit them on the ground.

4. Let your brand do the talking

Easily customize design templates to include brand elements in the catalogs, thus ensuring consistent branding across channels.

5. Improved customer experience

Sharing detailed product information personalised to the customer's requirements in attractive templates enhances the overall buying experience.

Final Thoughts

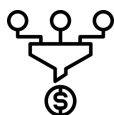
If you are a manufacturer with your product line and internal dependencies are limiting the growth of your business, it is time to get your hands on this state-of-the-art tool.

LineSheets Pro is easy to use, integrates with eCommerce, and offers a plethora of design features to completely automate your catalogs and line sheets creation process to create more bandwidth for your sales team to focus on what really matters: nurturing the prospects and nailing the sales goals.

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THE GREAT CHARGEBACK SURGE OF 2022



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PAYMENTS
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Have you noticed an uptick in chargebacks? We are seeing many of our merchants who are experiencing chargebacks for the very first time after decades of business experience. As we enter the third month of 2022, our Aurora Payments chargeback assistance team has seen a huge surge in chargebacks. This is a phenomenon taking place throughout the world. In fact, it's so prevalent that our industry has named it, The Chargeback Surge.

WHAT'S CAUSING THE SURGE?

Surprisingly, we believe this is a side effect of the COVID-19 pandemic as the surge rates coincide with life changes that occurred in March of 2020 when our lives shifted in one way or another.

The lockdown became a catalyst for digital commerce. From neighborhood restaurants who adapted to online ordering and curbside pickups to retail merchants who quickly embraced internet sales and added eCommerce to their websites. With the surge in eCommerce comes the surge in chargebacks. Americans are spending more time online and in a recent survey, six out of every ten consumers reported making at least two eCommerce purchases per month.

IT'S EVERYWHERE

American merchants are not alone in seeing the chargeback surge. Card brands such as Visa and MasterCard report chargeback increases from three continents. 24% of all online shoppers in the United States, Australia and the United Kingdom have filed a dispute against a merchant in the past 12 months. 12% of this same group is initiating chargebacks at least once monthly.



Featured Article

HOW BIG IS THE PROBLEM?

It's big! 48% of all merchants in the previously mentioned continents have experienced a 50% increase in chargebacks filed against them in the past 20 months. Every chargeback has a 50% chance of being won or lost by a merchant. If you lose a chargeback, you lose the funds and you are left without the product or the time you spent working on a paid project that you will never get back. Every chargeback defense means someone must gather the supporting documentation and take the time to respond to the chargeback notice and track it to the resolution.

REASONS FOR CHARGEBACKS

More than 80% of all consumers have shopped online since March 2020. 54% of those shoppers report they are shopping online more than they did before the pandemic began. The online shopping shift includes making more household product purchases. Nearly 25% of those who have shifted to online shopping have disputed at least one charge in the past 12 months. Service errors such as shipping mistakes, billing mishaps or late product arrivals are the most common reason for initiating disputes. In fact, service errors account for the bulk of all chargebacks while only 27% are related to fraudulent activity. Fraud disputes are slightly lower than disputes involving product confusion or misrepresentation which account for 39% of all chargebacks. Perhaps this is because we can't examine a product ordered online until it arrives. Another increasing reason for chargebacks is known as a "friendly fraud" incident. Kids are also spending more time online and making purchases and placing orders unbeknownst to their parents who then file dispute charges that the purchase of virtual game time was unauthorized. There are more disputes involving friendly fraud than there are of legitimate fraudulent purchases.

WORKING THE SYSTEM

Consumers have become more educated to initiating chargebacks against merchants when they don't get their way. A typical example includes a customer wanting to return an item past the return period. When the merchant declines to take the item back, cardholders file disputes. A dispute like this can easily be won in the merchant's favor with the right messaging posted in-store, on the receipt and on the website. The merchant must prove that the customer was adequately informed of the allowed return period. When customers are told they can't have a refund and can only have store credit, they file disputes to get their money back. These can be won on a case-by-case basis based upon details.

ALWAYS RESPOND

While chargebacks are disheartening for a merchant to receive, you should respond to each one. Your hard-earned profits are immediately sucked out of your bank account. You have an opportunity to explain your side and gain it back. If you take too long to respond, you could lose the dispute simply for not responding in time. If you fail to respond at all, it can be considered a black mark against your business. Too many unanswered chargeback notices can get your business placed on a blacklist that ensures you will be unable to accept credit cards through any credit card processor.

Aurora Payments provides full support for our merchants battling chargebacks. If you receive a chargeback notice and need help, give us a call. If your Merchant Services Provider doesn't provide chargeback assistance, make the switch to Aurora Payments. We are a full-service provider that provides White Glove Service™ for our merchants.

Spotlight

ON WHAT IT TAKES TO KEEP THE FIRST RESPONDERS READY FOR ACTION

A freewheeling interview with Stephen Schwartz, CEO, LION INC.



Each and every day we fulfill the personal safety readiness and identity needs of our customers reflecting our focus on first responder protective gear and training equipment.

-Stephen Schwartz

One of the largest providers of uniforms & PPE for first-responders around the world, LION Group, has recently announced the acquisition of Elbeco, another family-owned company that designs and distributes performance uniforms for law enforcement, fire & EMS professionals throughout America & Europe.

We caught up with Steve Schwartz, CEO of LION, to know his thoughts on what this acquisition means for the public safety industry at large and how the market is positioned to evolve and adapt after the COVID-19 pandemic.



STEPHEN SCHWARTZ

What's the story of LION?

LION traces its origin back to 1898 when my great grandfather started selling work clothing from his personal buggy. He was 100 years ahead of the mobile shopping revolution and might have continued selling from more buggies if he had been able to use wireless 3G but had to revert back to bricks and mortar, so in 1911 he opened up a store called the LION Store and sold men's work clothing from the store. We then went on to supply electrically heated flight suits to the US Army Air Force during World War II which was our first impact innovation.

Spotlight

After the war, we gradually grew our business as a service uniform provider as the interstate highway system grew, and with it grew the count of service stations and service station attendants. We were the early birds in using non-natural fabrics like polyester, and rayon as part of making products that were more durable and stain resistant. Over the course of the 60s', my Grandfather became very interested in selling work uniforms to fire departments. That led to him acquiring two different protective clothing companies that made what is known by firefighters as turnout gear - the gear that firefighters wear into fires on top of their station-work uniforms. That really launched us into the public safety segment.



Here with my brother Andy, Corporate Counsel and Co-Owner

Through the 1980 and 1990s, we continued to focus more and more on public safety. In 2006 we sold our legacy service uniform business just to focus on first responders. Just a few months ago we acquired the Elbeco company to expand the breadth of our product line into law enforcement gear and also to increase our station uniform business. Personally, I have been working in the uniform business for the past 33 years.


Readiness is part of our mission because first responders must always be ready for action. One aspect of staying ready is managing the life cycle of our customer's gear. Another is ensuring that the customer's order is delivered on time and with excellent quality. Finally, identity is a key part of our mission. I am sure everyone in the industry understands the pride that we all want end users to feel while wearing their uniform. It's an especially strong feeling if not the strongest in agencies like Law-enforcement, fire- departments and military personnel.

How do you see the industry evolving and adapting, how ready is the market or industry is for another Covid like situation?

The industry is still challenged very much by the threat of this scale of pandemic in two ways. First, from an internal perspective, I treat the apparel business as extreme collaboration. It requires a lot of personal interaction in the development of programs, in the selling process and the manufacturing and delivery process. So, we are very dependent on human interaction and to the extent that interaction is limited by the effects and limits put on us by Covid, it will remain a challenge.

Second, from a customer perspective, the pandemic has caused big challenges in recruitment and retention, and stress on budgets, which affect our customers ability to pay for our products, especially in the current highly inflationary environment

How do you think technology can help manufacturing companies, what is in your opinion an ideal technology stack for a manufacturer?

 *I think it's really important more than ever that you have an integrated system that allows you to operate and understand the business as real time as possible*

The Technology stack in terms of running the business should be agile and about what you are planning to build, what you are building, and how you are reacting to customer issues. We have embraced the Microsoft BI stack as part of our data platform and that has been extremely important in these dynamic times. Because of BI, we have visibility in real-time that we did not have from our ERP until we added BI.

So, the other technology stack which is becoming more and more important is the real time data that we can collect from people acting as sensors. I expect that capability will become an expectation for customers, whether it is integrated into the uniform or its separate devices worn by people who wear uniforms.

LION has expanded its portfolio, but how do you see the public safety market evolving, what do you think is the potential for growth there?

The market itself is not necessarily growing in terms of numbers of law enforcement personnel or fire personnel. But the potential of growth is tremendous because of the way we approach the market. To me, we have unique perspective on how to approach customers because of our history and legacy of providing technical garments and secondly our legacy as a solution provider instead of only as a provider of products. Customers today are more technically curious and want their vendors to provide solutions. These are cultural changes that we are very comfortable with because that's been a part of how we have addressed the market in the technical clothing business for a long time.

What do you think business leaders should do to be successful? How should they navigate frequent shifts in markets, if you could share a few examples?

Often business pundits talk about speed as a very important aspect in today's markets, but speed is defined as moving fast, but does not have a direction. Velocity is both a direction and speed. I call it purposeful speed. So, at LION, we talk about how we can create faster velocity, making sure that we have a purpose and a specific direction we are headed and go faster in that direction. The other way we address clear direction is by making sure we have a good process of change and how we manage change so that we are disciplined about it and address it decisively.

QR *Another word which comes to mind is agility or being agile because to your point, there is a lot of change in all markets that has been on-going and will continue to be on-going for the indefinite future. So, we have to keep those two ideas, velocity and agility, in mind every day. One way to work on velocity is to make sure we are clear about our goals and objectives and what our strategy is, and the other way is to stay agile.*

Closing Thoughts

I am honored to be the person that succeeds David Lurio as the steward of the Elbeco brand. We intend to preserve all of the values that Elbeco represents in the market- values of quality, integrity, innovation and high-level service. We also intend to bring some new ideas to enhance those values I look forward to being more engaged with the law enforcement market and watch how our great LION team takes the Elbeco brand to the next level of customer delight from the high position it sits today.



DRIVING SUSTAINABILITY IN THE UNIFORM INDUSTRY WITH 3D SIZE-MATCHING TECHNOLOGY

**An interview with Tuoc Luong
CEO & Co-founder, BodiData Inc**

BodiData® was created to solve the problem of matching the almost limitless number of body shapes and sizes to Ready-To-Wear ("RTW") clothing that is always designed for a specific body shape of a different person's body. BodiData® has the industry's best understanding of how to match real 3D body measurements to clothing.

In this interview, we get to understand what makes this technology a disruptive force in the uniform and apparel industry and how it can help businesses reduce costs and environmental waste.

Tell us about yourself and your journey with BodiData ?

I have a broad business and technology background and have worked in Silicon Valley for about 40 years now. I worked at a number of start-ups that were quite successful including a couple of them that I co-founded and were eventually acquired by Yahoo. I have also worked in a number of big tech companies like Oracle, Microsoft, and Yahoo – where I was the Senior Vice President of the Worldwide Search Division. I invest in and advise many technology companies in different sectors like e-commerce, cyber security, NFTs, AI platforms, and so on.

BodiData® was founded in 2017. Our goal was not limited to developing the best 3D body measurement technology. Our vision was to have happy and satisfied end-wearers by matching different body shapes to the optimal sizes of RTW clothing and helping them understand why the recommended size was the best fit for their body shape and size. Our mission is not only based on accurate body measurement but also on the quality of the fit, thanks to our unique understanding of how each item drapes and fits critical parts of the body. When you use size-matching technology there is a tendency for the wearer to think that they are going to get a custom fit, but that's not the case. We are matching them against RTW sizes that are "off the rack", not custom-fit clothing.

So our systems and technology accurately take the body measurements, skilfully match each unique body to the optimal RTW size, and manage each wearer's expectations by showing them how that RTW size and style will fit different parts of their body. We don't just say that this is the size that will fit your body, or it may be loose or tight. Instead, we interactively explain how the size and style of a pant will fit the waist, thighs, hip, and so on. we show how a larger or smaller size would fit differently over those parts of the body.

Spotlight

Given that BodiData uses contact-less technology, do you think the COVID-19 pandemic played a positive role in its adoption?

The need has always been there, not only for accurate, contact-free body measurement but also for a “size-matching” solution. The accurate measurement is necessary but not sufficient for good size-matching. But the pandemic has certainly accelerated the use of sizing technology.

The fact that our patented, award-winning Kora™ technology doesn't require the individual being measured to wear or change into any type of form-fitting clothing is revolutionary. Other measurement technologies require people to change into form-fitting clothing. That's not required with our Kora solution which extracts the actual body measurements of anybody in regular clothes. Besides, we also offer every other handheld 3D measurement technology available in the market, to satisfy every business need of our customers and their wearers.

In addition to that, the pandemic has raised health and environmental consciousness, bringing sustainability to the forefront. And the apparel industry ranks as one of the world's most polluting industries where every second of every day, a truckload of clothing goes into the landfills or is destroyed because of returns.



***Every second of every day, a truckload
of clothing goes to the landfills.***

This is mainly because of returns. If you consider e-commerce and apparel, you will find people are buying three sizes because they are not sure of their correct size and fit for a particular item and style. So they return two or even all three items if that style doesn't fit their body shape. The reverse logistics costs associated with returns are what cause tremendous expense and enormous unnecessary ecological damage.

Companies are now being put under a spotlight with respect to their environment, social & governance standards, also known as ESG. An increasing number of customers are much more conscious of the issues and many large companies want to become B-Corporations to reflect their ESG commitment. The pandemic's growth of online sales and returns exacerbated the returns and accelerated the need for improved ESG standards.

How do you foresee existing uniform businesses transitioning towards AI-enabled sizing-matching & how technologically prepared are they to adopt your solutions?

One aspect is their competitive need to improve processes and the other aspect is how to reduce the barriers for them to adopt this kind of technology. When we set out, we determined that we needed to solve the problem of being able to extract the body measurements of an individual while they are wearing their streetwear. Asking people to change clothing is a critical barrier.

Spotlight

An optical-based sensor cannot penetrate clothing so the clothing needs to be form-fitting. This means tight enough to reflect the contours of the body, without compressing the body into a different shape. With our Kora handheld scanner, we remove that barrier. As noted, for business models that want the alternative measurement solutions, we also provide those for home measurement, etc.

As a result, we give our uniform clients and their wearers every choice for easy measurement. And our integrated solution provides the best size-matching and helps wearers understand the fit before they receive their uniform. This avoids a situation where a wearer mistakenly returns an item that is the best fit for the RTW selection that is available to them. This dramatically reduces our customer's costs.

We believe A/B testing, that compares the cost of traditional manual processes with technology like ours helps uniform suppliers see the transformational value of this technology. And we believe that testing, using a variety of complex uniform pieces on different body shapes, is critical prior to adoption. This is essential to validate that the technology being offered works as promised for all body shapes and uniforms designs.

Could you walk us through the idea behind creating a hand-held body scanning device and how the technology can be integrated with eCommerce solutions?

As noted, we are not just solving the body measurement problem - that's necessary but not sufficient for a successful size-matching solution. It is essential to understand the clothing and how it fits. Our process creates a detailed Style Taxonomy to ensure we skillfully match each unique body to each clothing item.

When we started the company, we wanted to address the two problems with respect to body measurement, that we saw with the current state of technology. The first was the need for a true 3D solution. Not a 2D conversion to 3D using the estimation that occurred with the 2-photo solutions that we saw in the market at that time. The human body is 3D, and we wanted a genuine 3D measurement solution from the beginning. Second, we wanted to solve the problem that exists with any optical-based solution, that people in streetwear clothing need to change into form-fitting clothing.

Bodidata doesn't only offer the Kora hand-held scanner measurement solution; we offer all the other handheld body measurement solutions including 2-photo, video using a phone with Lidar, and a self-measure predictive model.

Also, we offer a standalone size-matching solution called SizePass Pro as well as an SDK with APIs that can be integrated into different eCommerce offerings of our customers. Once again, we are focused on flexible solutions to satisfy different customer needs.

Spotlight

What percentage of the uniform industry has already adopted these solutions and what are the direct cost benefits associated with them?

It's a low percentage right now because it's a new technology. In terms of the costs, there are enormous savings that generate profits, not costs! The labor cost associated with traditional hand measurement and the associated errors can be saved. The costs associated with the creation of complete fit lines and their transportation, location rentals, and all associated venue costs are saved as are lodging costs for the army of tailors sent to measure and manually record recommendations.

And of course, the reverse logistics costs and excess inventory requirements of returns are enormous.

How does BodiData's huge data set aid in the technology's accuracy?

Our detailed data set of over one million different individuals with different body shapes and ethnicities allowed us to develop predictive models used for our self-measurement solution. That solution is as accurate as any of our other body measurement solutions. And each time we scan somebody with Kora or our Lidar Video measurement solution, we create another 3D avatar that is added to our data set. Over time, a growing data set further improves a system's accuracy. Our system is a living, learning system that improves the more it is used.

Besides the apparel industry which other industries you believe would benefit from this AI driven sizing solution?

Healthcare, insurance, and security can leverage our Kora body measurement technology. Let me provide an example. If you visit a doctor, the nurse will most likely take your height and weight. But imagine if a scanner could extract your body measurements, while you are fully clothed. Over time, the health care industry can use AI to correlate the millions of body measurements to health histories for early detection of health issues. There is a lot of research that shows body composition over time can provide early detection of health issues. Diabetes is a common example, but there can be many others.

Your closing thoughts for the industry?

I would say that history has shown that industries are often disrupted and transformed by technologies from outside their industry. Take for example how online bookselling by Amazon disrupted traditional book stores. This was followed by e-commerce in general which affected traditional bricks and mortar retail. In the same way, a comprehensive solution, with unique technology capable of scanning a fully clothed individual, with superior size-matching and wearer communication, will transform the uniform industry.

So, my closing thought is that uniform companies need to ride this disruptive wave of technology, and not be submerged by it.



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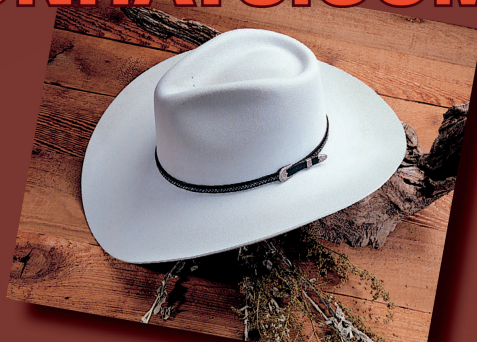
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Featured Article

POWER YOUR UNIFORM BUSINESS WITH AUTOMATIC CATALOG MANAGEMENT

INTRODUCTION

Product catalogs are crucial marketing collaterals containing detailed product information that are used by businesses to help consumers make informed buying decisions. But managing them online can be a herculean task as they need to be continuously updated with the latest product information. Be it a new product release, discontinued SKUs, or revised pricing, unless they're updated in the catalogs, the buyers won't know about it.

At a time when digital adoption is at its peak and customers are relying on authentic, up-to-date product information at all times to make buying decisions, using manual catalog management methods can severely impact business outcomes.



Reimagine catalog management with Catalog Communication Manager

In a bid to empower the 1500+ uniform retailers using UniformMarket solutions to grow their business online, we came up with Catalog Communication Manager (CCM)

It's an automatic catalog sourcing software that disseminates cleaned, updated supplier catalogs from 130+ top uniform suppliers to the retailer's website, regardless of their eCommerce platform, in a click.

Uniform retailers can simply subscribe to the suppliers of their choice, and every time they release an update, the updated catalogs will be -

-automatically pushed to their online stores. This helps save time as they will no longer have to reach out to individual suppliers, collate product updates, and then have the sales team compile all the data into a compatible format that can be uploaded through the store backend.

Catalog Communication Manager replaces all the hassles of online catalog management with a simple click so uniform retailers can really focus on selling more & meeting their revenue goals.

GET STARTED WITH CCM IN 4 SIMPLE STEPS

Automating catalog management for your online uniform business using CCM is just as easy as it sounds. Here's how to do it.

1. Select & Subscribe:

Log in to CCM using your credentials featuring 130+ uniform supplier catalogs ranging from medical, industrial FR, public safety, corporate and more. Select the ones you want to sell in your store to start with.

2. Choose Import Method:

You can either choose to download the updated catalogs in CSV/XML/Open API formats or insert your FTP details to receive them there.

3. Map Catalog Details:

Map product details with their respective fields on your eCommerce store to ensure data accuracy. For instance, "Product Name" in the catalog may mean "Item Name" on the storefront. Map them right to sync product data correctly.

4. Review & Publish:

Depending upon your subscription, CCM will push updated catalogs to the store backend as and when there are updates from the supplier. Review them in your store backend and hit publish.

Technology that's tailor-made for uniform retailers

The benefits of using Catalog Communication Manager are multifold. Here are some of the major ones to start using for your uniform business today.

1. Platform Agnostic:

The best thing about CCM is that it works seamlessly with most eCommerce platforms including Shopify, Volusion, BigCommerce & WooCommerce. So, it doesn't matter if you're not on UniformMarket. You can still subscribe to our wide range of supplier catalogs and start selling immediately.

2. ECommerce Ready Feeds

Our dedicated data management closely works with all uniform suppliers to collate product data into eCommerce compatible catalogs that can be directly imported to your eCommerce store.

3. 130+ Supplier Catalogs Across Verticals:

CCM is literally the one-stop solution for all catalog needs because retailers can subscribe to catalogs ranging from medical, industrial FR, public safety, corporate wear, and more.

4. Save Time & Money:

Uniform retailers can directly start selling without having to spend time acquiring catalogs from suppliers and then tediously clean them all.

5. Improved Customer Experience:

Automating catalog management using CCM helps provide clear, consistent product information to customers on your online store at all times, thereby improving their overall brand experience.

ENABLING ECOMMERCE SUCCESS WITH POWERFUL FEATURES

1. Available Dropship Integrations:

Save up on heavy upfront inventory costs by choosing to fulfill orders via dropship from select suppliers.

2. Get Real-time Inventory Updates:

Prevent backorders from your customers and manage stockouts better with real-time supplier inventory updates.

3. Unsubscribe Anytime:

Catalog Communication Manager gives retailers the ability to unsubscribe anytime if they do not wish to continue selling a supplier's products on their online store.

Get on the growth path today!

Start using Catalog Communication Manager today to effectively manage product data on your online store, import updated catalogs on your store and increase your online sales.

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INDUSTRY'S LATEST KNOWLEDGE BANK IS AN INTERACTIVE WEBINAR BY UNIFORMMARKET

UniformMarket recently launched a webinar series titled UniformUnleashed to equip retailers, manufacturers & distributors with the latest digital best practices & technologies to scale their business.

According to recent research, 73% of all B2B purchase decisions are made by millennials who prefer digital, self-servicing sales channels over the traditional means of seller-led transactions. And with the pandemic accelerating digital adoption, now is the time for businesses to be proactive in the digital space and leverage eCommerce technologies to grow exponentially fast.

Thus, with the aim of providing actionable knowledge to uniform manufacturers, retailers, and distributors on growing their uniform business using advanced eCommerce technologies, the first episode of Uniform Unleashed was launched on 25th February 2022 with 121 attendees joining live from all over the USA & Canada.

Hosted by Nancy Cardona, who is also the National Sales Head with UniformMarket, introduced attendees to the concept of Group Stores in the inaugural session and how it can be leveraged to improve group selling outcomes. The session ended with a LIVE Q&A session where attendees got their questions answered directly and also sought solutions to existing business challenges from the host.





With over 15 years of experience in working with the largest uniform providers across the USA & Canada, Nancy aspires to turn this into a knowledge platform for everyone in the industry to turn to for answers pertaining to growth, customer experience, and operational efficiency.

“This webinar is something that I always wanted to do for the industry because I know from my experience that there are a lot of uniform businesses out there looking to scale up, but are either restricted by technological challenges or are simply unaware of things they can achieve.” Said Nancy.

She further added that “Through UniformUnleashed, I look forward to introducing them to the latest eCommerce technologies, growth secrets, and industry trends to help achieve their business goals.”

“We are thrilled to see the overwhelming response since we announced the webinar. It only goes to show that there is a clear lack of awareness among uniform providers when it comes to using eCommerce to power their businesses.

That’s where we come in. And we are really glad to be able to share our knowledge with industry folks and help them level up.” mentioned Ashok Reddy, CEO, UniformMarket.

For the second episode, the topic chosen was employee apparel programs and the different types of grouping that uniform distributors can use to provide businesses with a highly flexible uniform ordering system. The session attracted 153 from the uniform industry where they were taught the tricks to serving customized uniform programs to enterprises and growing their revenue.

Sensing the webinar’s growing popularity, the leading uniform solutions provider is planning to host one every month, focusing on the most pressing challenges faced by uniform providers in this eCommerce era. It’s a must-join for everyone looking to scale their business and learn about the most advanced digital solutions that is powering the biggest names in the uniform industry. And guess what? It’s absolutely free.

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5 MUST-HAVES FOR RETAILERS & DISTRIBUTORS TO SUCCEED WITH UNIFORM PROGRAMS

Uniform programs are by far the most effective way for companies to ensure consistent branding, boost employee safety and drive team morale. According to a study by **Red Kap & Tower Watson**, **19.2% of companies reported higher employee engagement due to a uniform program.**

Since uniform programs are designed to outfit a large number of employees, they often come with stringent design rules & buying guidelines. At a time when businesses are looking for customizable, unified, 360-degree online uniform ordering solutions, it's important for uniform distributors and retailers as well to transition to technologically advanced enterprise eCommerce platforms that can handle the complex needs of uniform programs.

So, whether you're already managing uniform programs or looking to get started to grow your revenue, here are 5 must-haves for your eCommerce platform to efficiently run & manage enterprise employee apparel programs.

1. Grouping & Buying Rules

In large organizations, uniform mandates vary from department to department. Not every employee will require the same uniform items. In order to ensure they only see uniforms relevant to their job functions when they log in and experience a highly-personalized uniform ordering experience on the portal, employees with similar uniform needs are grouped together and mapped to their respective job IDs.

For instance, an airline crew member shouldn't have access to pilot uniforms on the portal and vice versa. Similarly, companies even have limitations on the number of uniforms an employee can order in a given fiscal year. Unless such rules are baked into the eCommerce platform hosting those uniform programs, it can give rise to countless discrepancies that may even compromise the business outlook.

Admins responsible for maintaining employee uniform portals should be able to group employees & products easily while being mindful of the purchasing rules too. So, if you're serving uniforms to enterprises with diverse uniform requirements, make sure your eCommerce portal supports grouping for a seamless experience from start to end.

2. Payment Flexibility:

Personalizing the uniform ordering experience of employees doesn't end at showing the products they need. It also has a lot to do with how easily they can place their orders and check out. A recent study revealed that the average checkout abandonment rate is around 70%, which means 7 out of 10 buyers do not even complete their transaction. Of all the other factors that affect conversion, limited payout options is the main reason.

For uniform distributors and retailers serving large corporations with strict uniform guidelines and employee count running in thousands, it's imperative that the employee purchasing portal is able to handle multiple payment integrations.

Besides the usual option of using credit/debit cards, to create a stellar uniform program, the platform should be customizable to incorporate organization-specific uniform purchasing options like allowance, payroll deduction, gift cards, and quotas. This way, by letting employees order using their preferred payment modes, uniform distributors can significantly reduce cart abandonment and increase sales.

Featured Article

Therefore, eCommerce platforms built to handle the needs of uniform programs should be considered to efficiently run & manage B2B employee apparel stores.

3. Shipping Customization

For organizations with employees scattered in different parts of the country, shipping groups are used to control uniform misuse in the following ways

Tying Uniforms to Locations

Clients that operate in multiple parts of the country or in multiple countries may need uniforms suited for different climates. With location restrictions, they can prevent employees at a site with one climate from ordering uniforms tied to another climate. This helps to ensure that the client does not spend more than necessary on any one type of uniform, increasing the efficiency of their spending.

Capping Uniforms Per Location

Besides preventing certain types of uniforms from being sent to certain locations, clients can use these restrictions to control the total amount of gear delivered to each site. This arrangement works best for companies that are unable to predict individual employees' uniform needs, but know the total amount of gear that they will need for each location every month or year.

Controlling Accessories

Some organizations have a baseline uniform that all employees wear, but then order additional gear to serve particular functions. If the requisite gear varies from location to location, it may make sense to restrict what type of gear employees can order depending on where they work.

4. Order Approval Management

This enables businesses to set order approvers for employees to ensure they are not ordering beyond permissible limits or buying the wrong uniforms. The store backend provides admins the ability to assign a particular approver/manager for a group of employees.

Any orders coming from that group will be passed on to the respective manager for review before it gets shipped. Managers have the power to disapprove of any order if they sense a discrepancy in any form whatsoever. Enterprise uniform program solutions by UniformMarket even allow order managers to buy on behalf of their team members.

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5. Integration

Compatible eCommerce platforms that easily integrate with ERP systems, accounting tools, HRMS and other backend applications used by businesses are clearly preferred over uniform programs running on generic eCommerce platforms solutions.

For any business, lowering migration and training time for employees are key considerations when choosing a new uniform vendor.

Thus, having an eCommerce platform that is readymade for enterprise uniform programs, seamlessly integrates with the organizational software to exchange data, ensures complete security, and delight employees with a flawless uniform buying experience will only tilt the needle in their favor.

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@ \$1

With UniformMarket's B2B Program Manager
that's trusted by over 1500 uniform providers
to run their uniform programs.



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logins**



**Easily navigable
layouts**



**Multi-level
approval**



Custom rules



Flexible payments

SCAN TO KNOW MORE



OMNICHANNEL MARKETING IS THE KEY TO MAKING YOUR BRAND

UNFORGETTABLE IN 2022

Clear and consistent communication is the cornerstone of success for any business. It helps build a distinct brand voice and makes customers feel involved. But with diversifying communication channels, maintaining a seamless and uniform brand messaging everywhere can be challenging. This is primarily because businesses cannot control if a customer engages with them on their website, reaches out to them via social media, or shows up at their retail store. It's totally up to the customer, but ensuring their experience is smooth everywhere is up to the business.



Omnichannel marketing bridges this gap between consumer behavior and business expression by ensuring every customer's experience with the brand, at any stage of the sales cycle, on any channel, remains amazingly consistent.

In this article, we take a closer look at how omnichannel strategy will set businesses up for success in 2022 by creating a more customer-centric buying experience.

DID YOU KNOW?

94% of B2B decision-makers find the omnichannel sales model more effective than others.



OVERVIEW OF OMNICHANNEL COMMERCE

Omnichannel has been around for some time now. Companies selling online in the early 1990s started to embrace eCommerce platforms in the 2000s.

While the last decade saw the channels expanding into social media and chat platforms, video conferencing is now gaining popularity as companies are offering valuable content through webinars, LIVE learning sessions, and more.

The trend is becoming increasingly clear now – businesses are moving online, and eCommerce adoption is currently at its highest given the restrictions on face-to-face interaction due to the ongoing COVID crisis.

According to a report published by Silicon Valley Bank, online sales in the US reached \$200 billion in 2021, which is a 10% increase from 2012.

But despite the aggressive digitalization, traditional sales through in-person interaction with sales representatives continues to be relevant, especially when an order goes wrong.

It's been found that about 83% of consumers in the US prefer talking directly to the sales executive to resolve it, as opposed to dealing with it through 100% self-service digital channels.

According to research led by McKinsey & Company, it's been found that only a third of customers interact with sales reps using traditional channels (in-person meetings, fax, email).

A further third uses remote channels (phone calls, video conferencing, chat), and the final third use digital self-serve tools (eCommerce platforms & digital portals).

This rule of thirds only goes to show that the question is not about which sales channel businesses must leverage, but about becoming efficient at deploying them all in tandem for an enhanced customer experience.



MAKE YOUR LIFE
EASIER

BENEFITS OF OMNICHANNEL

1. Able to meet your buyers where they are

Buyer journeys are no longer linear. They interact with businesses over multiple channels in their sales journey. A recent report reveals that a customer now typically engages with the supplier on a minimum of 10 channels, as compared to just 5 in 2016. Businesses that are available for buyers when they're looking for them are likely to succeed.

2. Improve customer retention

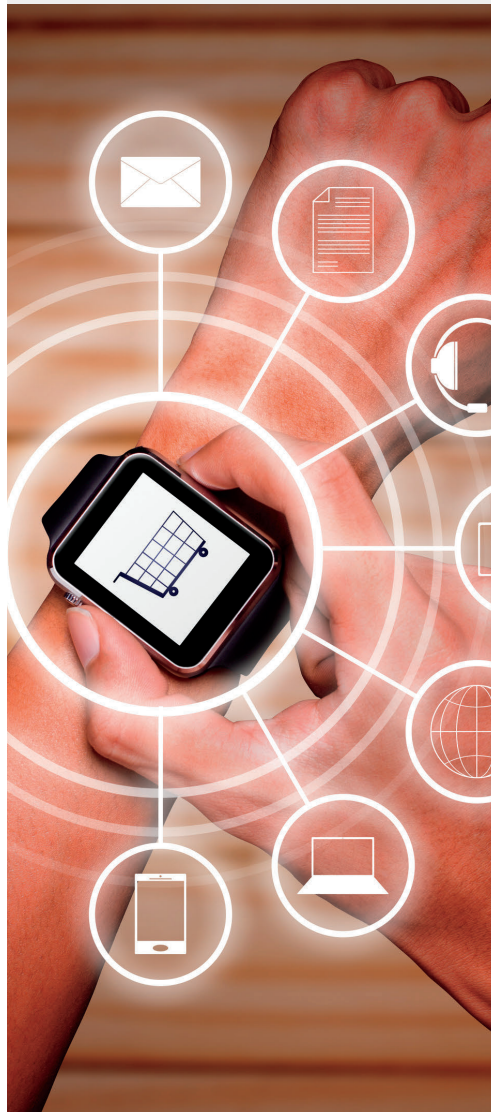
Omnichannel sales strategy aids businesses in reinforcing their brand by maintaining consistent messaging across all channels. This leads to increased customer retention. Forbes reported that companies with strong omnichannel engagement strategies are able to retain an average of 89% of their customers as compared to 33% retention rate for companies with weak omnichannel marketing.

3. Retaining the personal touch

Despite the increasing demand for self-serve eCommerce channels, buyers strive to maintain the personal relationship they are used to having with their suppliers. This is made possible by a strong omnichannel presence that provides consumers with the convenience of having valued personal relations while scaling their business.

4. Access to valuable consumer behavior data

Consumer behavior data is the new gold for businesses. It helps in audience segmentation while optimizing conversions. An effective omnichannel strategy will allow companies to fetch consumer behavior data from different channels that can be analyzed for critical business insights.



83% B2B suppliers believe omnichannel approach increases sales.

Challenges in taking the omnichannel route

While buyers & sellers both understand the importance of adopting omnichannel, a lot of them have held themselves back citing logistic challenges. According to a survey by Forrester Consulting, 44% of respondents mentioned back-office integration across all channels as a major barrier to going omnichannel. Other challenges include limitations by partners, franchisees, or customers (40%); conflict between channel organizations (36%); and implementation difficulty (33%)

Embracing the Right Omnichannel Strategies

With consumers seeking a seamless, convenient buying experience, suppliers are increasingly shifting towards an integrated omnichannel approach. In a survey by Forrester Consulting, 87% of B2B suppliers said that omnichannel investment will be crucial to serving customers, while 83% acknowledged that it's instrumental to driving sales.

1. Restructure Sales Incentive Model:

Some sales representatives can lose their commissions as customers resort to buying online, so those reps have to be disincentivized to encourage customers to buy online. To adopt omnichannel sales, businesses must start by restructuring the commissioning model of sales reps to eliminate such conflicts.

2. Increase Business Collaboration:

To succeed using omnichannel approach, every business function must work collaboratively to ensure consistency in brand experience across all sales channels.

3. Tapping into Data & Analytics:

Leveraging customer behavior data to provide a high-quality, personalized buying experience is critical to omnichannel success. It's through effective analytics that omnichannel success can be fully realized.

STREAMLINING BRAND MARKETING FOR UNIFORM MANUFACTURERS

Overview

Manufacturers have always relied on sales representatives to drive all the brand marketing initiatives with their retailers & distributors. They'd reach out to them manually via emails & calls, take stock of their orders, update painstakingly in individual excel sheets and ensure they're timely fulfilled. The sales reps would even connect with new customers who may be interested in selling their products and thereby work towards expanding the clientele.

While that yielded satisfactory results back in the day, in today's digital era and with steep business targets at hand, manually marketing and managing the brand is simply impossible. Given that manufacturers are also foraying into D2C markets by maintaining their own online stores, their responsibilities no longer end at manufacturing high-quality goods. They now have to market it too and do it well in order to grow their business.

That's precisely the reason why uniform manufacturers from different industries are adopting innovative digital solutions to be able to better manage & market their brands.

Given our extensive experience in the uniform industry, we decided to build a unique digital solution called Brand Syndication Program (BSP) that would let uniform manufacturers own brand marketing and management without engaging their sales folks.





Manufacturers Taking Marketing in their Own Hands

The biggest challenge when it comes to marketing is being able to put your products before the right audience in a way that appeals to them. BSP takes on this fundamental issue head-on by enabling uniform manufacturers to share & promote catalogs to 1500+ online uniform retailers at the push of a button.

They can control which retailers can subscribe to their catalogs, monitor how their brand is being represented, track best-performing products, push product updates, share customized catalogs relevant to specific retailers, and more.

The Road Ahead for Uniform Manufacturers

Brand Syndication Program lets uniform manufacturers have complete control over their brands across all their retailers in a way that wasn't possible before; in 3 simple steps!

1. Upload

Start by uploading product catalogs through the store backend easily and be ready to be sent out to subscribing retailers and track sales and traffic of the products in real-time.

2. Manage

Our dedicated data management team ensures all brand catalogs are up-to-date and in sync with the manufacturer's web store.

3. Grow

Showcase your catalogs to 1500+ online uniform retailers, have them subscribe to - your feed, and expand your customer base.

With the pandemic increasing digital adoption amongst businesses and buyers alike, uniform manufacturers are likely to reap long-term benefits by leveraging technology to meet their marketing goals. Some of the key benefits include:

1. Low CAC

Easily connect with over 1500+ online uniform retailers to promote product catalogs without having to invest heavily in marketing.

2. Eliminate sales friction

Set your sales reps free from the tedious task of manually updating catalogs so they can focus on converting customers & growing the revenue.

3. Save time & resources

From updating catalogs to marketing your brand - we will do all the heavy lifting for you, in much less time, and provide all business data in one place to help you scale up fast.

Manufacturers, it's time to be pro marketers!

Easily promote your catalogs to 1000s of uniform retailers in a click, expand your clientele & get more out of your online uniform business with UniformMarket's **Brand Syndication Program**



**ENHANCE BRAND
VISIBILITY**



**TRACK SALES &
TRAFFIC**



**TRACK SALES &
TRAFFIC**

SCAN TO START FREE TRIAL



UNIFORM **MARKET**

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From the Made To Measure News



SkyUp Elevates Attendant's Comfort by Removing High Heels Requirement

Ukrainian airline, SkyUp, in a welcome move has decided to do away with the obligatory high heel requirement as part of their crew's uniform policy. Workers will be allowed to sport comfortable sneakers from the coming month, making their long shifts a little less taxing.



Introducing Self-Disinfecting Scrubs by Livinguard

Livinguard Creates First-Ever Self-Disinfecting Scrubs with EPA-Registered Textiles

Swiss-based hygiene technology company, Livinguard, is leading the innovation in healthcare apparel to provide better comfort, safety, and functionality to medical professionals.

The company's latest offering is a line of self-disinfecting scrubs, under scrubs and lab coats made using EPA-registered textiles. They are reported to continuously self-sterilize throughout the day, thus maximizing the safety & hygiene of healthcare workers in this post-pandemic world.

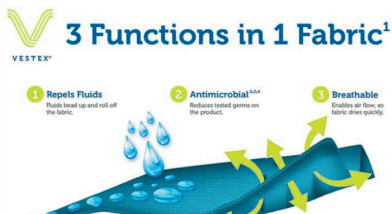


LION Acquires ELBECO To Expand Uniform Services To First Responders

LION Acquires Elbeco Brand to Expand Uniform Offerings for First Responders

LION, the largest family-owned manufacturer of first responder personal protective equipment (PPE) in the United States, announced its acquisition through an asset purchase of the Elbeco brand. For decades, Elbeco has been a leading designer, manufacturer and distributor of performance uniforms for law enforcement, EMS, firefighters and other public safety professionals.

From the Made To Measure News



VXK Products LLC, Makers of VESTEX Protected Fabrics & Apparels, Receives US Patent

VXK Products LLC producing VESTEX protected fabrics, apparel, and other products, has been granted a patent bearing no. 11,206,886 by the US Patent & Trademark Office (USPTO) for “Fluid-Repellant, Antimicrobial Fabrics, and Methods of Making Same”.

The patent codified the application processes to create VESTEX’s dual mechanism of fabrics approved by the U.S Food & Drug Administration (FDA) 510(k) for microbial and body fluid protectiveness on the outside and breathable wicking ability on the inside facing the skin for comfort.



NexTex Innovations & Optimer Brands Release A New Natural Moisture Wicking Fiber

NexTex Innovations & Optimer Brands Partner To Launch The Revolutionary TurboDry® drirelease® Wool Fabric Collection

NexTex Innovations & Optimer Brands partner to launch the highest performing, natural moisture-wicking fabric to alleviate the apparel industry’s increasing reliance on chemical wicking finishes called TurboDry® drirelease® Wool Fabric Collection.



Logistik Unicorp Acquires Martin & Levesque to Strengthen Industry Footing

Logistik Unicorp Acquires Martin & Levesque to Bolster Operational Efficiency

Leader in creating customized uniform programs, Logistik Unicorp, has recently announced the acquisition of Martin & Levesque.

Founded in 1974, Martin & Levesque is a Canada-based manufacturer and distributor of uniforms for public services, first responders and transit workers. As a part of the new association, the company will continue to function as a wholly-owned subsidiary with full management of its assets and contracts.

From the Made To Measure News



Milliken & Company to Remove
PFAS-Containing Materials from its Portfolio

Milliken & Company Set to Eliminate All PFAS-Containing Materials from its Portfolio by December 2022

South Carolina based leading textile manufacturer Milliken & Company has recently announced its decision of eliminating all per- & poly-fluoroalkyl substances from the company's textile finishes and fibers portfolio.

Cash App
Income Made
Taxable by IRS
in 2022



Cash App Income is Taxable; IRS Changes Rules in 2022

Digital Payment platforms such as PayPal, Zelle and Venmo were originally intended to allow friends to quickly transfer money between each other. Cash apps provide a quick and easy method for splitting the check in a restaurant, loaning a friend money or even paying for Girl Scout cookies.

Lycra Company's
New Technology
Combines Functional
Agility & Elegant
Outlook in Garments



LYCRA Company Introduces Lyrca® Dual Comfort Technology for Ready-to-wear & Wovens

LYCRA® DUAL COMFORT technology uniquely blends comfortable stretch and cooling comfort with lasting shape retention. And making this possible is the new LYCRA® T400® A EcoMade fiber developed using a proprietary process where the new fiber delivers the texture and appearance of a spun yarn, offering low-impact, comfortable versatile garment with thermal comfort.

From the UniformMarket News

OEKO-TEX®
INSPIRING CONFIDENCE

**Celebrating
30th Anniversary**

30 Years of OEKO-TEX®: Celebrating 30 Years of Expertise as a Foundation for the Future

The vision of the OEKO-TEX® Association, which was founded in March 1992 through a partnership between the Hohenstein Research Institute and the Austrian Textile Research Institute (OETI), is still reflected today in the organisation's core values: trust, safety and sustainability. For three decades, OEKOTEX® has pursued the goal of building trust for companies and consumers and enabling them to make responsible decisions to protect people and the planet.

**Aramark Celebrates 12
Years Of Strategic
Partnership With APIC**



Aramark Completes 12 Years of Strategic Partnership With APIC

Aramark's longstanding relationship with the Association for Professionals in Infection Control and Epidemiology (APIC) has allowed them to partner with more than 15000 members including nurses, physicians, and public health professionals in infection prevention to build a safer world.

**Cherokee Donates
115000 Trees To
Honour The Lives Of
Healthcare Workers**



Cherokee Uniforms Donate 115,000 Trees as a Tribute to Healthcare Workers Who Died Due to COVID-19

Cherokee Uniforms (a Careismatic Brand designer, manufacturer, and distributor of medical wear) joins hands with One Heart Movement, a non-profit organization committed to making the world a kinder place, to honor the selfless efforts of healthcare workers globally who lost their lives in the pandemic, by donating 115,000 trees.

From the UniformMarket News

**BAMKO Acquires
Sutter's Mill Specialties
For ~\$24.5M**



Promotional Products Giant BAMKO LLC Acquires Sutter's Mill Specialties For ~\$24.5m

Sutter's Mill Specialties has a trailing twelve-month non-PPE revenue of \$24.5 million dollars with best-in-class in-house decoration, production & engraving capabilities that will aid BAMKO in its brand merchandising efforts going forward.

**Space Force to
Tweak Air Force
Blues Before
Unveiling its Own
Service Uniforms**



Space Force to Modify Air Force Blues Before Rolling Out its New Service Uniforms

Space Force's top brass has revealed the department's intention of tweaking the Air Force blues uniform before unveiling its own official service outfit. Chief Master Sgt. of the Space Force Roger A. Towberman said that changes will be made to buttons, name tags, and insignia to distinguish members of the newest service, Guardians, from those of the Air Force.

**US Navy Set to Launch
Maternity Uniform Pilot
Program**



US Navy Set to Launch Maternity Uniform Pilot Program

The new program will serve to provide maternity uniforms to expecting sailors at no additional cost. However, all officers participating in the program are liable to return their maternity uniforms to the department postpartum.

From the UniformMarket News

STANDARD TEXTILE

Vizient Names STANDARD TEXTILE As Strategic
Programs Supplier Of The Year 2021

Standard Textile Named Strategic Programs Supplier of the Year 2021 by Vizient

Renowned Ohio-based manufacturer of medical apparel and hospitality textiles, Standard Textile Co. Inc, has been recognized as the Strategic Programs Supplier of the Year by Vizient Inc, the nation's leading healthcare improvement company, at the Vizient Connections Education Summit, held in November 2021.



Introducing Microorganisms and Body Fluids Resistant Workwear by VESTEX

It's designed for professionals at the risk of unwanted exposure to microorganisms, body fluids, and other infections substances. The workwear has been approved by the FDA and aims to better protect healthcare workers and professionals operating in environments prone to microbiological contamination.

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The award winning innovation that exceeds standard emblem expectations with it's high definition 3D design. Its durability is matched by its unique attention to details and meticulous gradient depth.



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Build a Hospitality Uniform Website at UniformMarket



WESTREN FOODS CATERS TO MULTIPLE CHAINS

PROBLEMS

Westren Foods, Inc. has three restaurant chains in 10 states. Each chain has different uniforms for employees according to their location. Managers need to order in bulk or place orders for individuals with embroidery.

Solution

Setup an account on B2B Program Manager for the Westren foods. Managers only see items and embroidery options by job functions and locations. Westren Foods keeps track of every purchase and can run reports.



GOOD BURGERS ORDERS SHIRTS WITH EMPLOYEE NAMES

PROBLEMS

Good Burgers Inc. puts individual employee names on all their shirts. They select from several polo shirts each time to keep their image lively. Orders are placed for many employees at once, so orders need to be accurate.

Solution

Setup an account on B2B Program Manager for the Electric Utility. Create Product Groups and Employee Groups for specification matching. Provide administrative setup for Electric utility to manage employees.



BEST TOP HOTELS OUTFIT EMPLOYEES GEOGRAPHICALLY

PROBLEMS

Best Top Hotels has location in every state. Franchise Owners are required to order style approved for their region. Each Regional style has potential variations by job function as well.

Solution

Setup an account on B2B Program Manager Best Top Hotels. Franchise operators register on the website and select product Group assignments. Multiple buyers per location make purchase based on their team and job functions.

THE BUSINESS YOU SERVE

- Fifty Restaurants
- Three Casinos
- Twenty Hotels
- Thousands of Employees
- Unique Customizations on Everything

THE BUSINESS THAT SERVES YOU

- Eighty Manufacturer Catalogs
- New Products All the Time
- Improved Fabrics
- Changing Style



We're UniformMarket

The business that understands both sides of your business. When you want to start an online store for your uniform, footwear and gear company, you have to look at UniformMarket.

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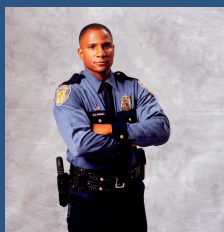


**5600 N. River Rd., Ste 800
Rosemont, Illinois 60018**



You're In Safe Hands

UniformMarket can build a seamless and innovative uniform website for all industry fields



POLICE TRAINING INSTITUTE GRADUATES ORDER IN PACKAGES PROBLEMS

Police cadets who graduate must order 6 shirts, 3 pants and 1 belt. They are not able to select any styles, only select their sizes. They do not need to pay for anything themselves.

Solution

Setup an account on B2B Program Manager for the police academy. Graduate shoppers will only be allowed to see the items they can order. A quota group will ensure the new officers only order the quantities required.



VOLUNTEER FIRE DEPARTMENT ORDERS EQUIPMENT AT CONTRACT PRICES

PROBLEMS

Volunteer Fire Department has a contract with you to order equipment at contract prices. The contract provides pricing on 105 specific items. The chief and 2 others are allowed to place orders on a PO.

Solution

Setup a Preferred Group on B2B Retailer Pro for the Volunteer Fire Department. Three shopper accounts are created with access. Products are assigned to the Preferred Group and prices adjusted per contract.



SECURE ENFORCEMENT SOLUTIONS HAS 86 WITH SPECS

PROBLEMS

Each location for Secure Enforcement Solutions. Multiple supervisors at each location can place orders in bulk. Billing and shipping locations are preset and employees are not allowed to change.

Solution

Setup an account on B2B Program Manager for Secure Enforcement Solutions

THE BUSINESS YOU SERVE

- Fifty Police Departments
- Twenty Fire Departments
- Twelve EMT Services
- Three Private Security Companies
- All With Different Apparel Requirements
- Loads of Accessories
- Many Job Functions
- Custom Pricing for Each Account

THE BUSINESS THAT SERVES YOU

- Eighty Manufacturer Catalogs
- New Products All the Time
- Discontinued Items
- Content Updates



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You're In Safe Hands

UniformMarket can build a seamless and innovative uniform website for all industry fields



COLLEGE OF NURSING ORDERS IN PACKAGES PROBLEMS

Nursing students at the university must order 3 tops, 2 bottoms and 1 lab coat. They are able to select from 6 different styles. They use personal credit cards to pay.

Solution

Setup an account on B2B Program Manager for University Nursing. Student shoppers will see only the styles they are allowed to select. A Quota Group will ensure students only order the quantities required.



ST.MARYS HOSPITAL EMPLOYEES ORDER SPECIFIC COLOURS

PROBLEMS

Nursing students at the college must order. Hospital does not supply a list of employees or maintain the list themselves. Employees purchase scrubs on their own.

Solution

Setup an account on B2B Program Manager for College of Nursing. Using a special password, employees register and see St. Mary's group page. Organized by department, employees see only the colors they need.



NORTHERN MEDICINE REQUIRES INTEGRATED ERP

PROBLEMS

Northern Medicine has hospitals spread out over seven different locations. 10,000 employees order by credit card, payroll deduct or supervisor approval. Many departments restrict products by color and garment.

Solution

Setup an account on B2B Program Manager for Northern Medicine. Checkout handles credit cards, payroll deduction and supervisor approval. Website integrated with both uniform dealer and hospital back end systems.

THE BUSINESS YOU SERVE

- Fifteen Hospitals
- Twenty Nursing Homes
- One Hundred Doctors Offices
- All With Different Apparel Requirements
- Loads of Accessories
- Many Job Functions
- Custom Pricing for Each Account

THE BUSINESS THAT SERVES YOU

- Twenty Manufacturer Catalogs
- New Products All the Time
- Improved Fabrics
- Changing Styles



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Give Your Uniforms A Lift

UniformMarket can build a seamless and innovative uniform website for all industry fields



THE CRANE NETWORK ORDERS IN BULK

PROBLEMS

The Crane Network has four site supervisors who place orders. They select from the same 14 items every time. They use purchase orders for payments.

Solution

Setup a Preferred Group using B2B Retailer Pro for The Crane Network. Supervisors see only the Crane Network's approved products in bulk order views. Supervisors enter purchase order numbers that can be used to track orders.



ELECTRIC UTILITY REQUIRES BOOTS AND JUMPSUITS BY JOB

PROBLEMS

Electric Utility has hundreds of workers who require footwear. Twelve job functions have different requirements for specific boot features. Other jobs require different ANSI level minimums.

Solution

Setup an account using B2B Program Manager for Electric Utility. Create Product Groups and Employee Groups for specification matching. Provide administrative setup for Electric Utility to manage employees.



OIL & GAS HAS A FLUID WORKPLACE ON ALLOWANCES

PROBLEMS

Big Oil has 100s of employees. New employees start often and are given an allowance for purchases. Each employee needs to quickly access specific products.

Solution

Setup an account on B2B Program Manager for Oil & Gas. Managers can setup new employees, set their allowance and deactivate others. Employees see preset styles and place accurate orders.

THE BUSINESS YOU SERVE

- Fifteen Construction Companies Twenty Utilities
- One Hundred Contractors
- All With Different Apparel Requirements Loads of Accessories
- Many Job Functions
- Custom Pricing for Each Account

THE BUSINESS THAT SERVES YOU

- Twenty Manufacturer Catalogs New Products All the Time
- Improved Fabrics
- Changing Styles



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BUYERS' GUIDE

CATALOGS

Participating UniformMarket Brand Syndication supplier catalogs to load into online

ADVERTISERS

See these leading suppliers' ads on the page listed.

HOSPITALITY SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Accessories			
Belt Works, Inc.	thebeltworksincl.com		(800) 421-2321
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
ELC Industries, LLC	shopelc.com		(800) 765-7423
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
ASP	asp-usa.com	aspusa.sellerscommerce.com	(800) 236-6243
Cobmex	cobmex.com		(877) 418-2931
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fabian Couture (FCGI)	fabiancouture.com	fabiancouture.sellerscommerce.com	(800) 367-6251
Klogs Footwear	klogs.com	klogs.sellerscommerce.com	(888) 388-5564
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
S.O.C.	sandpiperca.com	sandpiperca.sellerscommerce.com	(866) 424-6622
Samuel Broome Uniform Access	broomeaccessories.com	sbroomer.sellerscommerce.com	(800) 272-7303
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435
Aprons			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Chef Works	chefworks.com		(800) 372-6621
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Uncommon Threads	uncommonthreadschefapparel.com	ut.sellerscommerce.com	(847) 325-4140
VF Imagewear	vimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blazers 'R' Us	blazers-r-us.com		(412) 273-3417
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
Fabian Couture (FCGI)	fabiancouture.com	fabiancouture.sellerscommerce.com	(800) 367-6251
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
VF Imagewear	vimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Coats			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Anchor Uniform MFG. LLC	anchoruniform.com		(800) 225-8554
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
United Pioneer	b340.com		(800) 466-9823
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Chef Works	chefworks.com		(800) 372-6621
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fabian Couture (FCGI)	fabiancouture.com	fabiancouture.sellerscommerce.com	(800) 367-6251
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Uncommon Threads	uncommonthreadschefapparel.com	ut.sellerscommerce.com	(847) 325-4140
VF Imagewear	vimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300

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CATALOGS

Participating UniformMarket Brand Syndication supplier catalogs to load into online

ADVERTISERS

See these leading suppliers' ads on the page listed.

HOSPITALITY SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435
Dresses			
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7315
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Footwear			
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Klogs Footwear	klogs.com	klogs.sellerscommerce.com	(888) 388-5564
Pro Feet Inc.	profeet.com	profeet.sellerscommerce.com	(800) 334-1101
Sanita Footwear LLC	sanita.com	sanita.sellerscommerce.com	(866) 726-4822
Thorogood Shoes/Weinbrenner	weinbrennerusa.com	weinbrennerusa.sellerscommerce.com	(715) 536-5521
Warson Brands	warsonbrands.com	warsonbrands.sellerscommerce.com	
Gloves			
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Safety Flag Co. of America	safetyflag.com		(800) 556-7584
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
GFP/Finger Fashions	gfp-gloves.com	gff-gloves.sellerscommerce.com	(800) 958-4121
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435
Headwear			
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Stratton Hats	strattonhats.com		(708) 544-5220
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Cobmex	cobmex.com		(877) 418-2931
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snappwear.com	snappwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Uncommon Threads	uncommonthreadschefapparel.com	ut.sellerscommerce.com	(847) 325-4140
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435
Neckwear			
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Cobmex	cobmex.com		(877) 418-2931
Chefwear	chefwear.com	chefwear.sellerscommerce.com	(800) 568-2433
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fabian Couture (FCGI)	fabiancouture.com	fabiancouture.sellerscommerce.com	(800) 367-6251
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303

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COMPANY.....WEBSITE.....CATALOG.....PHONE.....

Sanmar.....sanmar.com.....sanmar.sellerscommerce.com.....(800) 426-6399.
Uncommon Threads.....uncommonthreadschefapparel.com.....ut.sellerscommerce.com.....(847) 325-4140.
VF Imagewear.....vfimagewear.com.....vf.sellerscommerce.com.....(630) 337-1889.
Wolfmark Neckwear Co.....wolfmarkties.com.....wolfmarkties.sellerscommerce.com.....(800) 621-3435.

Outerwear

A+ Career Apparel.....apluscareerapparel.com.....aplus.sellerscommerce.com.....(800) 227-3215.
Blue Generation.....bluegeneration.com.....blue-generation.sellerscommerce.com.....(888) 336-4687.
Cobmex.....cobmex.com.....(877) 418-2931.
United Pioneer.....b340.com.....(800) 466-9823.
Alpha Broder.....alphabroder.com.....alphabroder.sellerscommerce.com.....(800) 543-4200.
Charles River Apparel.....charlesriverapparel.com.....cra.sellerscommerce.com.....(781) 395-1300.
Chef Works.....chefworks.com.....(800) 372-6621.
Dickies Occupational Wear.....dickies.com.....dickies.sellerscommerce.com.....(800) 336-7202.
Edwards Garment Company.....edwardsgarment.com.....edwards.sellerscommerce.com.....(916) 350-0220.
Magnum Boots.....magnumboots.comus.....magnumboots.sellerscommerce.com.....(209) 545-1111.
Sanmar.....sanmar.com.....sanmar.sellerscommerce.com.....(800) 426-6399.
Snap N Wear - Jerome Cutting.....snapnwear.com.....snapnwear.sellerscommerce.com.....(877) 764-6400.
Tri-Mountain Apparel.....trimountain.com.....trimountain.sellerscommerce.com.....(800) 824-6464.
VF Imagewear.....vfimagewear.com.....vf.sellerscommerce.com.....(630) 337-1889.
Wolfmark Neckwear Co.....wolfmarkties.com.....wolfmarkties.sellerscommerce.com.....(800) 621-3435.

Pants

A+ Career Apparel.....apluscareerapparel.com.....aplus.sellerscommerce.com.....(800) 227-3215.
Blue Generation.....bluegeneration.com.....blue-generation.sellerscommerce.com.....(888) 336-4687.
Executive Apparel.....executiveapparel.com.....executive-apparel.sellerscommerce.com.....(800) 227-3932.
Hope Uniform & Security Products.hopeuniform.com.....(570) 793-2015.
Alpha Broder.....alphabroder.com.....alphabroder.sellerscommerce.com.....(800) 543-4200.
Chef Works.....chefworks.com.....(800) 372-6621.
Chefwear.....chefwear.com.....chefwear.sellerscommerce.com.....(800) 568-2433.
Dickies Occupational Wear.....dickies.com.....dickies.sellerscommerce.com.....(800) 336-7202.
Edwards Garment Company.....edwardsgarment.com.....edwards.sellerscommerce.com.....(916) 350-0220.
ERB Industries, Inc. (Fame Fabrics).....e-erb.com.....famefabrics.sellerscommerce.com.....(770) 926-7944.
Fabian Couture (FCGI).....fabiancouture.com.....fabiancouture.sellerscommerce.com.....(800) 367-6251.
High Performance Uniforms.....highperformanceuniforms.com.....hpu.sellerscommerce.com.....(866) 678-5607.
New Chef Fashion, Inc.....newchef.com.....newchef.sellerscommerce.com.....(323) 581-0300.
Pinnacle Textile.....pinnacletextile.com.....pinnacletextile.sellerscommerce.com.....(800) 901-4784.
Sanmar.....sanmar.com.....sanmar.sellerscommerce.com.....(800) 426-6399.
Tri-Mountain Apparel.....trimountain.com.....trimountain.sellerscommerce.com.....(800) 824-6464.
Uncommon Threads.....uncommonthreadschefapparel.com.....ut.sellerscommerce.com.....(847) 325-4140.
VF Imagewear.....vfimagewear.com.....vf.sellerscommerce.com.....(630) 337-1889.
White Swan Encompass Group.....whiteswanmeta.net.....whiteswan.sellerscommerce.com.....(800) 832-6300.
Wolfmark Neckwear Co.....wolfmarkties.com.....wolfmarkties.sellerscommerce.com.....(800) 621-3435.

Shirts

A+ Career Apparel.....apluscareerapparel.com.....aplus.sellerscommerce.com.....(800) 227-3215.
Blue Generation.....bluegeneration.com.....blue-generation.sellerscommerce.com.....(888) 336-4687.
Executive Apparel.....executiveapparel.com.....executive-apparel.sellerscommerce.com.....(800) 227-3932.
Hero's Pride.....herospride.com.....herospride.sellerscommerce.com.....(888) 492-9122.
Alpha Broder.....alphabroder.com.....alphabroder.sellerscommerce.com.....(800) 543-4200.
Alpha Broder.....alphabroder.com.....alphabroder.sellerscommerce.com.....(800) 543-4200.
Charles River Apparel.....charlesriverapparel.com.....cra.sellerscommerce.com.....(781) 395-1300.
Chef Works.....chefworks.com.....(800) 372-6621.
Chefwear.....chefwear.com.....chefwear.sellerscommerce.com.....(800) 568-2433.
Cutter & Buck.....cutterbuck.com.....cutter-buck.sellerscommerce.com.....(800) 713-7810.
Dickies Occupational Wear.....dickies.com.....dickies.sellerscommerce.com.....(800) 336-7202.
Edwards Garment Company.....edwardsgarment.com.....edwards.sellerscommerce.com.....(916) 350-0220.
ERB Industries, Inc. (Fame Fabrics).....e-erb.com.....famefabrics.sellerscommerce.com.....(770) 926-7944.
Fabian Couture (FCGI).....fabiancouture.com.....fabiancouture.sellerscommerce.com.....(800) 367-6251.
Helly Hansen.....hhworkwear.com.....hh-workwear.sellerscommerce.com.....(800) 435-5901.
High Performance Uniforms.....highperformanceuniforms.com.....hpu.sellerscommerce.com.....(866) 678-5607.
New Chef Fashion, Inc.....newchef.com.....newchef.sellerscommerce.com.....(323) 581-0300.
Pinnacle Textile.....pinnacletextile.com.....pinnacletextile.sellerscommerce.com.....(800) 901-4784.
Sanmar.....sanmar.com.....sanmar.sellerscommerce.com.....(800) 426-6399.
Tri-Mountain Apparel.....trimountain.com.....trimountain.sellerscommerce.com.....(800) 824-6464.
Uncommon Threads.....uncommonthreadschefapparel.com.....ut.sellerscommerce.com.....(847) 325-4140.
VF Imagewear.....vfimagewear.com.....vf.sellerscommerce.com.....(630) 337-1889.
White Swan Encompass Group.....whiteswanmeta.net.....whiteswan.sellerscommerce.com.....(800) 832-6300.
Wolfmark Neckwear Co.....wolfmarkties.com.....wolfmarkties.sellerscommerce.com.....(800) 621-3435.

Suits

Executive Apparel.....executiveapparel.com.....executive-apparel.sellerscommerce.com.....(800) 227-3932.
Edwards Garment Company.....edwardsgarment.com.....edwards.sellerscommerce.com.....(916) 350-0220.
Fabian Couture (FCGI).....fabiancouture.com.....fabiancouture.sellerscommerce.com.....(800) 367-6251.....

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COMPANY	WEBSITE	CATALOG	PHONE
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
Vests			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Cobmex	cobmex.com		(877) 418-2931
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fabian Couture (FCGI)	fabiancouture.com	fabiancouture.sellerscommerce.com	(800) 367-6251
High Performance Uniforms	highperformanceuniforms.com	hpu.sellerscommerce.com	(866) 678-5607
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0300
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Wolfmark Neckwear Co.	wolfmarkties.com	wolfmarkties.sellerscommerce.com	(800) 621-3435

INDUSTRIAL SUPPLIERS

Accessories

Belt Works, Inc.	thebeltworksinc.com		(800) 421-2321
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Univet Optical Technologies	univetoptics.com	univetoptic.sellerscommerce.com	(184) 4686-4838

Aprons

Daystar Apparel	daystarapparel.com	daystar-apparel.sellerscommerce.com	(770) 479-2811
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889

Bibs & Coveralls

2W International	2wintl.com	2WInternational.sellerscommerce.com	(909) 620-0285
Big Bill	bigbill.com	bigbill.sellerscommerce.com	(800) 992-6338
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Lapco FR	lapco.com	lap.sellerscommerce.com	(800) 385-5380
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Tecgen	tecgenxtreme.com	tecgen.sellerscommerce.com	(888) 607-8883
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Workrite Uniform Company	workrite.com	workrite.sellerscommerce.com	(805) 483-0175
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533

Coats

Anchor Uniform MFG. LLC	anchoruniform.com		(800) 225-8554
United Pioneer	b340.com		(800) 466-9823
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Big Bill	bigbill.com	bigbill.sellerscommerce.com	(800) 992-6338
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557

Footwear

Bates Footwear	batesfootwear.com	bates-shoes.sellerscommerce.com	(616) 866-5500
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
LaCrosse Footwear - Danner	danner.com	danner.sellerscommerce.com	(503) 251-1100
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
Original SWAT	originalswat.com	originalswat.sellerscommerce.com	(888) 476-7700
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533

BUYERS' GUIDE

CATALOGS

Participating UniformMarket Brand Syndication supplier catalogs to load into online

ADVERTISERS

See these leading suppliers' ads on the page listed.

INDUSTRIAL SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Pro Feet Inc.	profeet.com	profeet.sellerscommerce.com	(800) 334-1101
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Thorogood Shoes/Weinbrenner	weinbrennerusa.com	weinbrennerusa.sellerscommerce.com	(715) 536-5521
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
Warson Brands	warsonbrands.com	warsonbrands.sellerscommerce.com	
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369
Gloves			
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533
Headwear			
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Stratton Hats	strattonhats.com		(708) 544-5220
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Univet Optical Technologies	univetoptics.com	univetoptic.sellerscommerce.com	(184) 4686-4838
HiViz			
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Metlon	metlon.com		(401) 467-3435
Safety Flag Co. of America	safetyflag.com		(800) 556-7584
United Pioneer	b340.com		(800) 466-9823
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Big Bill	bigbill.com	bigbill.sellerscommerce.com	(800) 992-6338
Charles River Apparel	charlesriverapparel.com	cra.sellerscommerce.com	(781) 395-1300
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533
Outerwear			
United Pioneer	b340.com		(800) 466-9823
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Big Bill	bigbill.com	bigbill.sellerscommerce.com	(800) 992-6338
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Workrite Uniform Company	workrite.com	workrite.sellerscommerce.com	(805) 483-0175
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533
2W International Corporation	2wintl.com		(800) 862-3550
Pants			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Lapco FR	lapco.com	lap.sellerscommerce.com	(800) 385-5380
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533
2W International Corporation	2wintl.com		(800) 862-3550

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INDUSTRIAL SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snapwear.com	snapwear.sellerscommerce.com	(877) 764-6400
Tact Squad	tact squad.com	tact squad.sellerscommerce.com	(800) 858-6755
Tecgen	tecgenxtreme.com	tecgen.sellerscommerce.com	(888) 607-8883
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369
Workrite Uniform Company	workrite.com	workrite.sellerscommerce.com	(805) 483-0175

Shirts

A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Southeastern Shirt Corp	southeasternshirt.com	ss.sellerscommerce.com	(800) 227-4841
Alpha Broder	alphabroder.com	alphabroder.sellerscommerce.com	(800) 543-4200
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Helly Hansen	hhworkwear.com	hh-workwear.sellerscommerce.com	(800) 435-5901
Lapco FR	lapco.com	lap.sellerscommerce.com	(800) 385-5380
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Tecgen	tecgenxtreme.com	tecgen.sellerscommerce.com	(888) 607-8883
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369
Workrite Uniform Company	workrite.com	workrite.sellerscommerce.com	(805) 483-0175
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533

Vests

Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Berne Apparel	berneapparel.com	berneapparel.sellerscommerce.com	(800) 843-7657
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Lapco FR	lapco.com	lap.sellerscommerce.com	(800) 385-5380
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4784
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snapwear.com	snapwear.sellerscommerce.com	(877) 764-6400
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Portwest	us.portwest.com	portwest.sellerscommerce.com	(888) 726-6533

MEDICAL SUPPLIERS

Accessories

Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7315
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Klogs Footwear	klogs.com	klogs.sellerscommerce.com	(888) 388-5564
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0055
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2500
Parker Medical Associates	ultrascope.com	ultrascope.sellerscommerce.com	(704) 344-9998
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3030
Strategic Partners - Cherokee	strategicpartners.net	cherokee.sellerscommerce.com	(818) 671-2100
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6300
Bonitas International	bonitasinternational.com	bonitas.sellerscommerce.com	(888) 726-6533
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3600
Zavate Apparel	zavate.com	zavate.sellerescommerce.com	(702) 329-9772
Univet Optical Technologies	univetoptics.com	univetoptic.sellerscommerce.com	(184) 4686-4838

Bottoms

ADAR Medical Uniforms LLC	adarmedicaluniforms.com	adar.sellerscommerce.com	(866) 570-6964
Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7315
Chef Works	chefworks.com		(800) 372-6621
Healing Hands Scrubs	healinghandsscrubs.com	hhs1.sellerscommerce.com	(212) 835-9925
IguanaMed	iguanamed.com	iguana-med.sellerscommerce.com	(877) 344-8262
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0055
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7513
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2500
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3030
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3600
Zavate Apparel	zavate.com	zavate.sellerescommerce.com	(702) 329-9772

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MEDICAL SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832
Dresses			
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0051
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2501
s of mask	sofmask.com		(800) 872-8771

Equipment

ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
MDF Instruments	MDFinstruments.com	mdf-instruments.sellerscommerce.com	(818) 292-8331
Parker Medical Associates	ultrascope.com	ultrascope.sellerscommerce.com	(704) 344-9991
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3031
Klogs Footwear	klogs.com	klogs.sellerscommerce.com	(888) 388-5561
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
NurseMates (Nurse Mates Marketing)	nursemates.com	nurse-mates.sellerscommerce.com	(978) 933-4701
Peppergate Inc./Alegria Shoes	alegriashoes.com	alegria.sellerscommerce.com	(213) 249-1944
Sanita Footwear LLC	sanita.com	sanita.sellerscommerce.com	(866) 726-4822
Spring Footwear Corporation	springfootwear.com	spf.sellerscommerce.com	(954) 785-9101
Warson Brands	warsonbrands.com	warsonbrands.sellerscommerce.com	
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3601
Univet Optical Technologies	univetopectics.com	univetopectic.sellerscommerce.com	(184) 4686-483

Jackets

United Pioneer	b340.com		(800) 466-9821
ADAR Medical Uniforms LLC	adarmedicaluniforms.com	adar.sellerscommerce.com	(866) 570-6961
Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7311
IguanaMed	iguanamed.com	iguana-med.sellerscommerce.com	(877) 344-8261
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0051
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2501
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3031
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1191
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1881
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6301
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3601

Labcoats

MembersOnly	membersonly.com	membersonly.sellerscommerce.com	(516) 908-7661
ADAR Medical Uniforms LLC	adarmedicaluniforms.com	adar.sellerscommerce.com	(866) 570-6961
Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7311
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0051
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2501
New Chef Fashion, Inc.	newchef.com	newchef.sellerscommerce.com	(323) 581-0301
Pinnacle Textile	pinnacletextile.com	pinnacletextile.sellerscommerce.com	(800) 901-4781
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3031
Safariland	safariland.com	safariland.sellerscommerce.com	(909) 923-7301
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6391
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1881
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6301
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3601

Tops

ADAR Medical Uniforms LLC	adarmedicaluniforms.com	adar.sellerscommerce.com	(866) 570-6961
Barco Uniforms	barcouniforms.com	barco.sellerscommerce.com	(310) 323-7311
Chef Works	chefworks.com		(800) 372-6621
Cutiful	routeocute.com	cutiful.sellerscommerce.com	(212) 835-9921
Healing Hands Scrubs	healinghandsscrubs.com	hhs1.sellerscommerce.com	(212) 835-9921
IRG	irgscrubs.com	irg.sellerscommerce.com	
IguanaMed	iguanamed.com	iguana-med.sellerscommerce.com	(877) 344-8261
Klogs	klogsfootwear.com	klogs.sellerscommerce.com	(888) 388-5561
KOI	koihappiness.com	koi.sellerscommerce.com	(310) 828-0051
Landau Uniforms	landau.com	landau.sellerscommerce.com	(800) 238-7511
Med Couture	medcouture.com	medcouture.sellerscommerce.com	(214) 231-2501
Prestige Medical	prestigemed.com	prestigemed.sellerscommerce.com	(818) 993-3031
Sanita Footwear	sanita.com	sanita.sellerscommerce.com	(832) 232-9001
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3601
White Swan Encompass Group	whiteswanmeta.net	whiteswan.sellerscommerce.com	(800) 832-6301
Zavate Apparel	zavate.com	zavate.sellerscommerce.com	(214) 908-2021
Spectrum Uniforms	spectrumuniforms.com	spectrum.sellerscommerce.com	(713) 645-3601
MembersOnly	membersonly.com	membersonly.sellerscommerce.com	(516) 908-7661

PUBLIC SAFETY SUPPLIERS

Accessories

Belt Works, Inc.	thebeltworksinc.com		(800) 421-2321
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
ELC Industries, LLC	shopelc.com		(800) 765-7423
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
ASP	asp-usa.com	aspusa.sellerscommerce.com	(800) 236-6243

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PUBLIC SAFETY SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Benchmade Knife Co., Inc.	benchmade.com	benchmade.sellerscommerce.com	(800) 800-7427
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Combex	Cobex.com		(877) 418-293
Ear Phone Connection	earphoneconnection.com	epc.sellerscommerce.com	(661) 775-5665
Elbeco	elbeco.com	elbeco.sellerscommerce.com	(610) 921-0651
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
LaCrosse Footwear - Danner	danner.com	danner.sellerscommerce.com	(503) 251-1100
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
NightStick	nightstick.com	nightstick.sellerscommerce.com	(469) 326-9400
Bayco	baycoproducts.com	bayco.sellerscommerce.com	(469) 326-9400
Original SWAT	originalswat.com	originalswat.sellerscommerce.com	(888) 476-7700
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Safariland	safariland.com	safariland.sellerscommerce.com	(909) 923-7300
Security Equipment Corporation	sabrered.com		(800) 325-9568
Snap N Wear - Jerome Cutting	snappwear.com	snappwear.sellerscommerce.com	(877) 764-6400
STORMTECH Performance Apparel	stormtechusa.com	stormtech.sellerscommerce.com	(604) 254-8228
Tact Squad	tactsquad.com	tactsquad.sellerscommerce.com	(800) 858-6755
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Badge and Insignia			
Smith & Warren	smithwarren.com	smith-warren.sellerscommerce.com	(914) 948-4619
Body Armor			
Armor Express	armorexpress.com	armor-express.sellerscommerce.com	(231) 544-6090
Bullet Safe / PriveCo Inc.	bulletsafe.com		(800) 809-0610
GH Armor Systems	gharmorsystems.com	gharmor.sellerscommerce.com	(931) 233-9084
Duty Gear			
Belt Works, Inc.	thebeltworksinc.com		(800) 421-2321
Boston Leather	bostonleather.com		(562) 818-4787
Dutyman	dutyman.net	dutyman.sellerscommerce.com	(512) 357-2968
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
Grip-Flex Corp	gripflexcorporation.com		(215) 743-7492
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
Hope Uniform & Security Products	hopeuniform.com		(570) 793-2015
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Strong Leather Company	strongbadgcase.com	sl.sellerscommerce.com	(800) 225-0724
Waterbury Button Company	waterburybutton.com		(800) 928-1812
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blackinton	blackinton.com	blackinton.sellerscommerce.com	(800) 699-4436
Bullet Safe / PriveCo Inc.	bulletsafe.com		(800) 809-0610
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
MAXPEDITION	maxpedition.com	maxpedition.sellerscommerce.com	(310) 768-0098
Michael A Hessberg, Inc.	hessbergusa.com		(973) 777-8700
Night Stick (Bayco)	baycoproducts.com		(469) 326-9400
Penn Emblem	pennemblem.com		(800) 390-7366
Perfect Fit	perfectfitusa.com	perfectfit-usa.sellerscommerce.com	(800) 634-9208
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
S.O.C.	sandpiperca.com	sandpiperca.sellerscommerce.com	(866) 424-6622
Safariland	safariland.com	safariland.sellerscommerce.com	(909) 923-7300
Streamlight	streamlight.com	streamlight.sellerscommerce.com	(610) 631-0600
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Emblems Insignia			
Dutyman	dutyman.net	dutyman.sellerscommerce.com	(512) 357-2968
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
ELC Industries, LLC	shopelc.com		(800) 765-7423
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Pacific Sportswear & Emblem	pacificemblem.com		(800) 872-8778
Waterbury Button Company	waterburybutton.com		(800) 928-1812
Blackinton	blackinton.com	blackinton.sellerscommerce.com	(800) 699-4436
Michael A Hessberg, Inc.	hessbergusa.com		(973) 777-8700
Penn Emblem	pennemblem.com		(800) 390-7366
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Thermopatch Corp.	deco-print.net		(800) 252-6555
Equipment			
Belt Works, Inc.	thebeltworksinc.com		(800) 421-2321
Dutyman	dutyman.net	dutyman.sellerscommerce.com	(512) 357-2968
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
HWC Equip & Hamburg wollen	hwcmy.com	hwcmy.sellerscommerce.com	(888) 221 3464

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CATALOGS

Participating UniformMarket Brand Syndication supplier catalogs to load into online

ADVERTISERS

See these leading suppliers' ads on the page listed.

PUBLIC SAFETY SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
LaCrosse Footwear - Danner	danner.com	danner.sellerscommerce.com	(503) 251-1100
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Original SWAT	originalswat.com	originalswat.sellerscommerce.com	(888) 476-7700
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Safariland	safariland.com	safariland.sellerscommerce.com	(909) 923-7300
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889

Jackets

Anchor Uniform MFG. LLC	anchoruniform.com		(800) 225-8554
Hope Uniform & Security Products	hopeuniform.com		(570) 793-2015
United Pioneer	b340.com		(800) 466-9823
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Leventhal Ltd.	leventhaltd.com	lvt.sellerscommerce.com	(714) 928-6445
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tact Squad	tactsqad.com	tactsqad.sellerscommerce.com	(800) 858-6755
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557

Neckwear

Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Cobmex	cobmex.com		(877) 418-2931
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Leventhal Ltd.	leventhaltd.com	lvt.sellerscommerce.com	(714) 928-6445
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tact Squad	tactsqad.com	tactsqad.sellerscommerce.com	(800) 858-6755
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557

Neckwear

Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Cobmex	cobmex.com		(877) 418-2931
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303
Snap N Wear - Jerome Cutting	snapnwear.com	snapnwear.sellerscommerce.com	(877) 764-6400
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557

Outerwear

Anchor Uniform MFG. LLC	anchoruniform.com		(800) 225-8554
Dutyman	dutyman.net	dutyman.sellerscommerce.com	(512) 357-2968
Cobmex	cobmex.com		(877) 418-2931
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
United Pioneer	b340.com		(800) 466-9823
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7220
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
Elbeco	elbeco.com	elbeco.sellerscommerce.com	(610) 921-0651
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030

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COMPANY	WEBSITE	CATALOG	PHONE
Strong Leather Company	strongbadgecase.com	sl.sellerscommerce.com	(800) 225-0724
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
ASP	asp-usa.com	aspusa.sellerscommerce.com	(800) 236-6243
Benchmade Knife Co., Inc.	benchmade.com	benchmade.sellerscommerce.com	(800) 800-7427
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Bullet Safe / PriveCo Inc.	bulletsafe.com		(800) 809-0610
Ear Phone Connection	earphoneconnection.com	epc.sellerscommerce.com	(661) 775-5665
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Fenix Lighting, LLC	fenixlighting.com	fenix.sellerscommerce.com	(888) 775-9996
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
MAXPEDITION	maxpedition.com	maxpedition.sellerscommerce.com	(310) 768-0098
Night Stick (Bayco)	baycoproducts.com		(469) 326-9400
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
S.O.C.	sandpiperca.com	sandpiperca.sellerscommerce.com	(866) 424-6622
Safariland	safariland.com	safariland.sellerscommerce.com	(909) 923-7300
Streamlight	streamlight.com	streamlight.sellerscommerce.com	(610) 631-0600
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414

Footwear

HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Altama Footwear	altama.com	altama.sellerscommerce.com	(800) 437-9888
Bates Footwear	batesfootwear.com	bates-shoes.sellerscommerce.com	(616) 866-5500
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Haix	haix.com	haix-boots.sellerscommerce.com	(866) 344-4249
LaCrosse Footwear - Danner	danner.com	danner.sellerscommerce.com	(503) 251-1100
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
Original SWAT	originalswat.com	originalswat.sellerscommerce.com	(888) 476-7700
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Pro Feet Inc.	profeet.com	profeet.sellerscommerce.com	(800) 334-1101
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Thorogood Shoes/Weinbrenner	weinbrennerusa.com	weinbrennerusa.sellerscommerce.com	(715) 536-5521
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
Warson Brands	warsonbrands.com	warsonbrands.sellerscommerce.com	
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369

Gloves

Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Safety Flag Co. of America	safetyflag.com		(800) 556-7584
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(918) 350-0220
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
GFP/Finger Fashions	gffgloves.com	gff-gloves.sellerscommerce.com	(800) 958-4121
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Samuel Broome Uniform Access	broomeaccessories.com	sbroome.sellerscommerce.com	(800) 272-7303
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627

Headwear

Cobmex	cobmex.com		(877) 418-2931
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Stratton Hats	strattonhats.com		(708) 544-5220
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Ear Phone Connection	earphoneconnection.com	epc.sellerscommerce.com	(661) 775-5665
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944

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COMPANY	WEBSITE	CATALOG	PHONE
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Pants			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Hope Uniform & Security Products	hopeuniform.com		(570) 793-2015
Southeastern Shirt Corp	southeasternshirt.com	ss.sellerscommerce.com	(800) 227-4841
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
Elbeco	elbeco.com	elbeco.sellerscommerce.com	(610) 921-0651
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Leventhal Ltd.	leventhaltd.com	lvt.sellerscommerce.com	(714) 928-6445
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
SAFEGUARD	safeguarduniforms.com	safeguard.sellerscommerce.com	(405) 235-4888
Spiewak	spiewak.com	spiewak.sellerscommerce.com	(800) 223-6850
STORMTECH Performance Apparel	stormtechusa.com	stormtech.sellerscommerce.com	(604) 254-8228
Tact Squad	tact squad.com	tact squad.sellerscommerce.com	(800) 858-6755
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Shirts			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Hero's Pride	herospride.com	herospride.sellerscommerce.com	(888) 492-9122
Southeastern Shirt Corp	southeasternshirt.com	ss.sellerscommerce.com	(800) 227-4841
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
ASP	asp-usa.com	aspusa.sellerscommerce.com	(800) 236-6243
Benchmade Knife Co., Inc.	benchmade.com	benchmade.sellerscommerce.com	(800) 800-7427
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Dickies Occupational Wear	dickies.com	dickies.sellerscommerce.com	(800) 336-7202
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
Elbeco	elbeco.com	elbeco.sellerscommerce.com	(610) 921-0651
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Leventhal Ltd.	leventhaltd.com	lvt.sellerscommerce.com	(714) 928-6445
Liberty Uniform Mfg Co, Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Magnum Boots	magnumboots.comus	magnumboots.sellerscommerce.com	(209) 545-1111
Original SWAT	originalswat.com	originalswat.sellerscommerce.com	(888) 476-7700
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
SAFEGUARD	safeguarduniforms.com	safeguard.sellerscommerce.com	(405) 235-4888
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Spiewak	spiewak.com	spiewak.sellerscommerce.com	(800) 223-6850
STORMTECH Performance Apparel	stormtechusa.com	stormtech.sellerscommerce.com	(604) 254-8228
Tact Squad	tact squad.com	tact squad.sellerscommerce.com	(800) 858-6755
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Walls Industries	walls.com	walls.sellerscommerce.com	(844) 259-2557
Shorts			

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COMPANY	WEBSITE	CATALOG	PHONE
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
STORMTECH Performance Apparel	stormtechusa.com	stormtech.sellerscommerce.com	(604) 254-8228
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Under Armour	underarmour.com	underarmour.sellerscommerce.com	(888) 427-6627
VF Imagewear	vfimagewear.com	vf.sellerscommerce.com	(630) 337-1889
Wolverine	wolverine.com	wolverine.sellerscommerce.com	(866) 699-7369
Sweaters			
A+ Career Apparel	apluscareerapparel.com	aplus.sellerscommerce.com	(800) 227-3215
Cobmex	cobmex.com		(877) 418-2931
Executive Apparel	executiveapparel.com	executive-apparel.sellerscommerce.com	(800) 227-3932
Benchmark Knife Co., Inc.	benchmark.com	benchmark.sellerscommerce.com	(800) 800-7427
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Edwards Garment Company	edwardsgarment.com	edwards.sellerscommerce.com	(916) 350-0220
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Liberty Uniform Mfg Co. Inc.	libertyuniform.com	libertyuniform.sellerscommerce.com	(800) 697-2030
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Tact Squad	tactsquad.com	tactsquad.sellerscommerce.com	(800) 858-6755
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Vests			
Blue Generation	bluegeneration.com	blue-generation.sellerscommerce.com	(888) 336-4687
Cobmex	cobmex.com		(877) 418-2931
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
5.11 Tactical	511tactical.com	511tactical.sellerscommerce.com	(209) 527-4511
Blackhawk	blackhawk.com	blackhawk.sellerscommerce.com	(757) 436-3101
Blauer Manufacturing Company	blauer.com	blauer.sellerscommerce.com	(617) 536-6606
Bullet Safe / PriveCo Inc.	bulletsafe.com		(800) 809-0610
Elbeco	elbeco.com	elbeco.sellerscommerce.com	(610) 921-0651
ERB Industries, Inc. (Fame Fabrics)	e-erb.com	famefabrics.sellerscommerce.com	(770) 926-7944
Fechheimer	fechheimer.com	fb.sellerscommerce.com	(513) 792-1694
Premier Emblem	premier-emblem.com	premier-emblem.sellerscommerce.com	(800) 823-4774
Propper International	propper.com	propper.sellerscommerce.com	(800) 296-9690
Radians, Inc.	radians.com	radians.sellerscommerce.com	(877) 723-4267
Rocky Brands	rockyboots.com	rockyboots.sellerscommerce.com	(877) 795-2410
Rothco	rothco.com	rothco.sellerscommerce.com	(631) 585-9446
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(800) 426-6399
Snap N Wear - Jerome Cutting	snappnwear.com	snappnwear.sellerscommerce.com	(877) 764-6400
Spiewak	spiewak.com	spiewak.sellerscommerce.com	(800) 223-6850
Tact Squad	tactsquad.com	tactsquad.sellerscommerce.com	(800) 858-6755
Tactical Assault Gear	tacticalassaultgearstore.com	tag.sellerscommerce.com	(888) 890-1199
Tri-Mountain Apparel	trimountain.com	trimountain.sellerscommerce.com	(800) 824-6464
Tru-Spec	truspec.com	truspec.sellerscommerce.com	(800) 241-9414
Fabric Protection			
Chemours Company	teflon.com		(866) 667-8246
Fabric Suppliers			
Burlington Industries	burlingtonfabrics.com		(336) 379-6220
Diversitex	diversitexinc.com		(973) 808-4566
HWC Equip. & Hamburger Woolen	hwcny.com	hwcny.sellerscommerce.com	(800) 221-3464
Lafayette Uni For Me	uniformlafayette.com/en/		855-758-0777
M.J. Cahn Co. Inc.	wovenfabrics.com		(212) 563-7292
Trade Associations			
NAUMD	naumd.com		(615) 480-8420
Uniform Retailers Association (URA)	uniformretailers.org		(740) 452-4541
Trimming, Braid, Striping			
Barbett Industries Inc.	barbettind.com		(610) 372-2872
Eiseman-Ludmar Co., Inc.	shopelc.com		(516) 932-6990
ELC Industries, LLC	shopelc.com		(800) 765-7423
Grip-Flex Corp.	gripflexcorporation.com		(215) 743-7492
Michael A Hessberg, Inc.	hessbergusa.com		(973) 777-8700

CORPORATE SUPPLIERS

COMPANY	WEBSITE	CATALOG	PHONE	AD PA
Cobmex	cobmex.com		(877) 418-2931	
Safeguard	safeguarduniforms.com	safeguard.sellerscommerce.com	(405) 235-4888	
Alphabroder	alphabroder.com		(877) 418-2931	
Edwards	edwardsgarment.com	edwardsgarment.sellerscommerce.com	(405) 235-4888	
Sanmar	sanmar.com	sanmar.sellerscommerce.com	(405) 235-4888	
vantage	vantageapparel.com	vantageapparel.sellerscommerce.com	(405) 235-4888	
Landway International Corp.	landway.com	landway.sellerscommerce.com	1-866-871-8809	
M+A Matting	mamatting.com	mamatting.sellerscommerce.com	1-800-241-4696	

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