

## Artsun International Trading Co. Ltd

A trading company dealing in the export of men's and women's apparel, Artsun sources denim garments from three small and midsize factories in Haining, Zhejiang province. The supplier has been cooperating with these subcontractors for more than five years.

The plants have a combined area of about 16,670sqm. With a total workforce reaching 520, they can produce up to 840,000 denim garments annually.

Except for washing, almost all production processes, including cutting, sewing, ironing and packaging, are done in these facilities.

To ensure quality, Artsun's in-house QC team conducts on-site checks at the factories.

Visual and tactile inspections on the fabric and semifinished and finished products are performed.

Samples may also be subjected to third-party testing by the Intertek and SGS branches in Hangzhou, Zhejiang province, and Shanghai, respectively.

Artsun's selection consists of mostly midrange OEM designs. Models for men and women make up 80 and 20 percent of the line, respectively.

Prices range from \$7 to \$13 per piece, depending primarily on the washes and trimmings used.

Quotes have gone up by 15 percent last year due to the yuan's appreciation, rising raw material costs and higher labor-related expenses.

Products come in 12 or 13oz pure cotton and may be enzyme-, monkey- or stonewashed and handscrubbed or sanded. These usually feature minimal embellishments, with some models having embroidery or prints.

The company recently adopted cotton blended with bamboo or linen.

### Supplier Profile

#### Company background

Year established	1998
Business type	Trading company
Company ownership	Mainland China-owned
Head office location	Hangzhou (Zhejiang)
No. of subcontracting factories	3
Factory location(s)	Haining (Zhejiang)
No. of full-time employees	10
Annual export sales (all products)	\$6.0mn
Annual R&D spending	\$0.03mn
ISO certification	No

#### Sales & output: Denim garments

Annual export sales	\$2.0mn
Share of total export sales	33%
Average monthly exports	16,667 pieces
OEM % of exports	100%
ODM % of exports	—
OBM % of exports	—
Major customers	El Corte Inglés (Spain), Varner-Gruppen AS (Norway)

#### Services provided

Sample making	Yes
Export documentation	Yes
Shipping	Yes
After sales	No