ATSC 2019 Highlights

The 4th edition Apparel Textile Sourcing Canada (ATSC) took place August 19-21 2019 at the International Centre in Toronto, Canada.

ATSC remains Canada’s top destination for education, networking, fashion inspiration and global sourcing.

4,000+ Qualified Buyers in Attendance
26 Countries in representation
1,500+ Visitors to Seminars and Fashion show
300+ Exhibiting Companies
15 Exhibiting Countries
30 Keynotes and Panels
37 Speakers
3 Fashion Shows
High level Networking
3 Days of Sourcing, Networking, and Education

WATCH 2019 HIGHLIGHTS
Trade Show Stats

“Miami has been identified at the gateway to Latin America, but we really are also the gateway to all of North America.”
Michael Finney, President and CEO of the Miami-Dade Beacon Council

Visitor Profile
- 82% Attendees from Canada
- 74% Owner, Partners and Executive level
- 5% Fashion industry students
- 4/5 Attendees are decision makers

What Buyers are Looking for by Category
- 45% Apparel
- 35% Textile
- 14% Footwear & Accessories
- 6% Home Goods

By the Numbers
- 4000+ Qualified Buyers in Attendance
- 26 Countries
- 1500+ Visitors to Seminars and Fashion show
- 300+ Exhibiting Manufactures, Mills and Service providers
- 15 Exhibiting Countries
- 30 Keynotes and Panels
- 37 Speakers
- 3 Fashion Shows

Notable Businesses in Attendance

Product Categories
- Readymade Garments
- Fashion Textiles
- Footwear
- Home Textiles
- Fashion Accessories

Education
- International Trade Policy
- Fashion Law
- Influencer Marketing
- Product Development
- eCommerce
- Trade Finance
- Costing
- Supply Chain
- Eco-friendly
- Sustainability
- Near Shoring
- Trend Forecasting
- Branding
- Technology

13 Exhibiting Countries
- Bangladesh
- Canada
- China
- Ghana
- India
- Mexico
- Mongolia
- Pakistan
- Peru
- Taiwan
- Turkey
- United States
- Vietnam
Who Visits

Attendee Profiles

Designers, Boutiques, Retailers, Brands, eCommerce Stores, Importers, Buying Offices, Home Stores, Hotel chains and more

Notable Buyers in 2019

- Giant Tiger
- Zulily
- Rudsak
- Walmart
- Tesco
- YM Inc
- Joe Fresh
- Stratford Festival
- Levy
- Gap
- T.J. Maxx
- American Eagle Outfitters
- Simons
- Gildan
- Moose Knuckles
- Haggar
Who Exhibits

Exhibitor Types

- Readymade Garments
- Fabric Suppliers
- Accessories Manufactures
- Home and Textile Suppliers
- Importers/Wholesalers
- Label, Trims, Notions, Hardware
- Service provider
- Digital Technology
- Machinery

Catagories

At ATSC buyers will discover suppliers from over a dozen countries across the entire fashion supply chain including raw material vendors to readymade garment manufacturers and anything in between. In addition to apparel and textiles, visitors are also able to meet with footwear & accessory factories alongside digital services for B2B/B2C eCommerce, ERP, PLM, and more.

Exhibiting Countries

- China
- United States
- Taiwan
- Bangladesh
- Mexico
- Canada
- Turkey
- Mongolia
- Ghana
- India
- Pakistan
- Peru
Domestic & International Partners and Media

ATSC 2019 brought together International Ambassador, Consul Generals, High Commissioners and Industry experts and partners worldwide.

ATSC remains Canada’s global stage for discussions on NAFTA, CPTPP, Trade War, LDC status, future trends, tech and more.
Fashion Show

The ATSC Fashion Shows continues to be a hallmark to the ATS show experience and this year was no exception. ATSC featured runway shows displaying professional designers, student concepts, and a collection of exhibitor designs and brands to more than 1,000+ key decision makers.

Avenue at ATSC

The Avenue Pavilion returns to Canada for the second year introducing Canadian retailers, importers and distributors to China’s top cutting-edge fashion brands and private label manufacturers.
Education
Keynotes and Panel Discussions

The educational platform provided at ATSC continues to be Canada's top resource for attendees to learn from global industry experts across numerous subjects.

Demand for addressing the important issues related to the fashion industry and sourcing in an open forum continues to grow and ATSC delivered on this through the introduction of the Fashion Lab conference series for start-ups and SMEs.

Businesses over $50M per year joined the higher level presentations and discussions held at the ATSC Main Stage which address the factors relevant in companies that are faced with regular multi-million dollar purchasing decisions.

Major Industry Topics at ATSC 2019:

- Brand Building
- Licensing
- Sustainability & Compliance
- Emerging Export Countries to Canada
- Corporate Social Responsibility
- B2B + B2C eCommerce
- Technology in Fashion
- Navigating International Trade Policy
Keynotes /Panels Seminars

August 19, 2019
Canadian Apparel and Textile Trade Policy Update 2019
Izbe Kirke
CAF

Shifts in North American Apparel Retail Trade
Julie Hughes
USHA

Amazing India - How Private Sector and Trade Organizations are Collaborating to Engage Global Buyers
Aayush Jain, Mahesh Sande, Maria Guzman
FICCI, WWEPIC, BEPC

Good Companies make Great Brands: Embracing Social Responsibilities and Diversity and what it means for growth
Pamela Shaikh, Jody Steinhauser
Shaikh, Shaikh, Groupe, Bargaingroup

Choosing Your Suppliers: Evaluating Factories & Brands based on Corporate Responsibilities and Sustainability Footprint
Pamela Baxier, Roger Lamoureux
Giant Tiger, Today's Shopping Choice

Global Sourcing - Where is the next China?
Jeff Stecker
Go Global

The Next Frontier for Canadian Apparel Executives and Brands in Africa
Samuel Dantu, Steve Tipman
Ghana Export Promotion Authority, TFO Canada

August 20, 2019
Always one Step Ahead: How OEKO-TEX® Drives Sustainable Textile Production
Linda Wegelin
Testex

How Social Compliance Boosts Business Competitiveness
Awdis Seferian
WRAP

Think Local Go Global: The Art of Launching a Brand in Today's Crowded Market
Sal Khokhar
Kollective Moda

Customer is Always Right: Building Brands To Resonate with Today's Consumers
Sal Khokhar (Moderator), Anakicia Beltran, Karite Jewellery

Why Fashion Businesses Around the World are Sourcing from Turkey
Moderator: Mehmet Ekizoglu
Commercial Counselor for Turkey in Toronto, ITKIB/I-NKIB

August 21, 2019
Integrating Environmental and Corporate Social Responsibility into Your Apparel Business
Rita Lindsay, Lesa Bertulfo
Conference Board of Canada, Canada-Indonesia TPSA Project

Cotton to Alpaca - Incentives for Canadian-Based Brands and Retailers to Source in Peru
Antonio Ramos
Trade Peru, Galpo Peru

Sustainable Sourcing Best Practices for Compliance & Waste Minimization
Clay Hickson to Moderate, Rita Lindsay, WRAP

Source Bangladesh: Manufacturing, Free Trade & Logistics
Shafik Mahamud
Bangladesh High Commission Ottawa

FASHIONLAB

ATSC Introduces Fashion Lab Conference Series

Fashion Lab is an on-site educational conference series for Brands, Retail Stores, eCommerce Sellers and Designers in the apparel industry. Start-ups to attendees from established businesses gained access to key insights relevant to technologies and best practices influencing the way the apparel industry engages in commerce.

August 21, 2019
Building a Profitable Fashion Business
Anna Livermore
V.Mora

The EXACT Step by Step Strategy of What You Need BEFORE you Launch Your Line
Christine Dall
Fashion Angel Warrior

Secrets and Strategies of Sourcing Panel - by The Fashion Zone at Ryerson University and ATSC Ryerson University (Fashion Zone)

The Top 25 Things to Post on Social Media BEFORE you Even Have a Product to Sell
Christine Dall
Fashion Angel Warrior

August 22, 2019
Working with Your Manufacturer
Anna Livermore
V.Mora

How to Calculate Cost and Price Your Products
Anna Livermore
V.Mora

Advanced Facebook & Instagram Ads for eCommerce Brands
Kevin Moore
Acquilead

Top Ten Mistakes Designers Make
Anna Livermore
V.Mora
What They Say

“ATS Canada was our first Canadian show. Amazing show! We formed several great relationships that will help us grow our market in Canada and we took away tons of new buyers leads. I would highly recommend ATS Canada to reach the Canadian market.”

Anna Livermore
President of V. Mora

“We attended MAGIC this past spring and we found ATS Canada to be a much better show for the types of items we are looking for.”

Lauren
Apres Actif (CEO) Winter Brand Buyer

“This is our second year exhibiting at ATS Canada and it’s a great show for our target buyer. ATS is our favorite North American show.”

Nicole
Maxonn Industries (Exhibitor)

“Apparel Textile Sourcing Canada offers an opportunity for the top experts in fashion, international trade, sourcing, and logistics to come together for three days of inspiration, connections, and education. As trade wars, tariffs, retail disruptions, and other supply chain risks cause disruption in the industry it’s critical to unite and discuss the issues at hand. ATSC brings together the Canadian and U.S. brands and retailers for that discussion with key apparel manufacturers from around the world. The United States Fashion Industry Association (USFIA) looks forward to continuing to be a communication, education, and advocacy resource for the industry and looks forward to continuing to support FASHION MADE POSSIBLE BY GLOBAL TRADE.”

Julie Hughes
President of the US Fashion Industry Association

“The ATS shows are very good for our textile company. We started at ATS Miami show and added the ATS Canada show. Great response for us. We are looking forward to the 2020 shows.”

Sean Zarini (Exhibitor)
Fabric Selection Inc.
Matchmaking

The matchmaking component of the ATS shows organized by Manufacturer.com & TopTenWholesale.com continues to play an integral role for attendees from around the world to have a successful event.

The events are 3 days; however, trade and sourcing are ever-changing 365-day per year tasks that are overseen by multiple departments from design to product development to finance.

Buyers maintain engagement with the ATS Group before, during, and after ATSM 2019 for matchmaking intros, relevant news articles, and sourcing research.

Buyers are given access to the entire extended exhibitor network at all ATS trade shows and 300,000+ suppliers on Manufacturer.com

100+ buyers with revenue over 10M USD and 20+ attendees with revenue exceeding $250M USD were successfully matched with onsite exhibitors.

One-third of registrations and attendees were brought in through the Manufacturer.com & TopTenWholesale.com platform databases.
ATSC 2020
August 17-19, 2020

ATSC continues to be Canada's leading sourcing event which grants brands and retailers across the country to connect with manufacturers from around the globe and meet 1000s of fellow industry professionals under one roof once per year. We're excited to share what the show has in store for 2020...

Here is a snapshot of a few features you'll see next year:

- New International exhibiting regions
- Home Textile Expansion
- Footwear Expansion
- Luxury Apparel and Textile Manufactures
- Ecofriendly supplier expansion
- On-Site Factory Production Line Machinery
- Digital Service providers

On behalf of the executive team of Manufacturer.com and the Apparel Textile Sourcing trade shows, we would like to extend a Thank You to all of our partners both locally in Canada and Worldwide for making ATSC 2019 a huge success and growing the region into sourcing capital for the Canadian markets.

We look forward to hosting you all again next year and welcoming new partners, officials, and trade associations for the 5th edition of ATSC in August 2020.
Exhibitor Booth Packages

All Booth Packages Include

10x10’ (3x3m) Standard Booth Package

- Includes everything offered from Standard Package
- TopTenWholesale.com & Manufacture.com Annual ATSM Exhibitor Membership

10x10’ (3x3m) Standard Booth Package + B2B Platform Memberships

- 1 Rolling Rack
- 3 Arm Lights
- 1 Round Table with 3 Chairs
- ID sign

6x10’ (3x2m) Basic Booth Package

- 1 Rolling Rack
- 3 Arm Lights
- 1 Round Table with 3 Chairs
- ID sign

6x10’ (3x2m) Standard Booth Package Includes:

- One (1) 3m x 3m grey carpet
- Three (3) 3m long x 8ft high hardwalls
- One (1) 3m long x 10” front ID sign with company name
- Three (3) 1m hangbars or shelves
- Three (3) black armlights
- One (1) 30” square white table
- Three (3) black standard chairs
- One (1) rolling rack
- One (1) 1m reception counter with doors and lock
- One (1) trash bin with bags
- Option to change three (3) walls for 1m pegboard at no cost
- Directory Listing in Print Guide
- Directory Listing in Show App

TopTenWholesale.com & Manufacture.com Annual ATSM Exhibitor Membership

- Manages all online promotion before and after event
- Directs all buyers back to exhibitor's website
- Assigned 24/7 account professional year-round
- Online matchmaking showroom with unlimited product uploads

Exhibition Booth Add-Ons

- Corner Booth Upgrade: +$300
- Full Page Ad in Official Show Preview: $2,500
- Half Page Ad in Official Show Preview: $1,450

SEE RECAP VIDEO HERE
CANADA

POST SHOW REPORT

Canada | August, 19-20 2019
International Centre in Toronto, Ontario, Canada

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