



Apparel Textile Sourcing Canada 2018

Post Show Report

August 20-22, 2018 - International Centre - Toronto





ATSC 2018 HIGHLIGHTS

The 3rd annual Apparel Textile Sourcing Canada (ATSC) 2018 took place on August 20-22 at the International Centre in Toronto, Ontario, Canada.

- **3800+ Qualified Buyers Walked the Show Floor**
- **500+ Exhibitors from 20 Countries**
- **World Class Conference featuring Leading Private and Public Sector Executives**
- **Ambassadors, High Commissioners, and Consul Generals**
- **With 500+ exhibit booths from 20 countries from around the world, exhibitor's travelled to Toronto to visit Canada's largest Apparel, Textile, and General Merchandise sourcing event.**
- **12th largest Canadian event by exhibit hall space.**



ATSC BY THE NUMBERS

What the attendees were looking for...



Apparel Accessories Textiles Service Providers

Who the attendees are...



3 out of 4 attendees are the final decision-maker



Owner Partner

Executive Management
(CEO, VP, Director)

Management, Buyer, Merchandiser

Product Dev/Design/Fashion

3800+

Buyers Attended ATS-Canada 2018
33% Increase in Attendance

1200+

Matches courtesy of TopTenWholesale.com
and Manufacturer.com

500+

Manufactures & Service Providers
100% Increase in Exhibitors Participation

27

Different Countries as Buyers

30

Sessions & Panels Featuring over

40

Speakers

20

Exhibiting Countries

3

Jam Packed Days of Sourcing in Canada!

Notable Businesses in Attendance:

- Giant tiger
- Zullily
- Rudsak
- Manhattan International
- Tesco
- YM INC
- Joe fresh
- Stratford Festival Theater
- Levy
- GAP
- Stitches
- Walmart
- Winners TJ max
- American Eagle
- Simons
- Gildan
- Moose Knuckles
- Hagar Canada



ATSC EXPANDS INTO GENERAL MERCHANDISE AND MORE

- Over 1000+ Buyers attended to source General Merchandise
- 120+ General Merchandise Exhibitors
- Categories represented were:



décor



bed



household



furniture



sport



bath



gift



garden



craft



kitchen





GOVERNMENT, ASSOCIATION, AND PARTNER PARTICIPATION AT RECORD HIGH

ATS provided a Global Stage for discussion on NAFTA, CPTPP, Trade War, and LDC status. ATSC 2018 brought together International Ambassadors, Consul Generals and High Commissioners from China, India, Bangladesh, Pakistan, Ukraine, Indonesia, Guatemala, Vietnam and Mexico.

VIP Dignitaries included representatives from the:

- Trade Commissioner Service Global Affairs Canada
- Embassy of China in Canada
- Foreign Trade Development Bureau, China Ministry of Commerce
- Consulate General of India, Toronto Canada
- High Commissioner Bangladesh to Canada
- Consulate General of Ukraine in Toronto
- High Commissioner Pakistan to Canada
- Pro Mexico
- Vestex
- Embassy of Vietnam in Canada
- TFO Canada
- Conference Board of Canada
- CUTIS
- Chairman of China Chamber of Commerce for Import & Export of Textiles and Apparel
- Canadian Apparel Federation
- US Department of Commerce International Trade Administration
- US Fashion Industry Association

ATSC INTERNATIONAL PAVILIONS AND GLOBAL EXHIBITOR BASE

- | | |
|--|---|
|  China |  Canada |
|  India |  Bangladesh |
|  Ukraine |  Indonesia |
|  Pakistan |  Peru |
|  Colombia |  Sri Lanka |
|  Guatemala |  Switzerland |
|  Korea |  USA |
|  Mexico |  Vietnam |
|  Nepal |  El Salvador |
|  Mongolia |  Honduras |



FASHION SHOW

The ATS Group is one of the few sourcing trade shows that features a fully produced fashion runway show displaying professional designers, students, and exhibitor wears.

This year ATSC featured fashions from leading styles from Canadian designers such as:



FASHION AVENUE

Fashion Avenue was launched to introduce Canadian retailers, importers and distributors to China's top 10 cutting-edge fashion brands and successfully forged sales and distribution deals.





TOPTENWHOLESALE.COM & MANUFACTURER.COM MATCHMAKING MADE ATSC 2018 A HUGE SUCCESS

- Over 1200 Buyers Participated
- Over 300 Matches
- Every Participating Region Benefited from our expert Matchmakers
- 20+ Buyers with revenue over 250,000,000 were successfully matched with exhibitors
- Buyers like Giant Tiger, Simons, Winners, and Gildan attended ATSC through VIP invitations from the TopTenWholesale.com and Manufacturer.com team
- VIP Buyers with over 10 million in revenue increased by 250% in 2018

TESTIMONIALS

“ It is our first time attending ATSC in Toronto and truly it has been an amazing experience. We have found and met with plenty of great manufacturing suppliers from China, India, Bangladesh, Indonesia, Ukraine. I would definitely recommend for other Canadian buyers to attend to meet with great suppliers from around the globe. At Simons we focus on the best quality products at the best price, and I have been able to find such surprises at ATSC. We plan to attend the show next year! ”

Eric Dubé

Sourcing Director - Simons

“ ATSC has become an extremely valuable event and resource to the Canadian retail and global sourcing market. Canadian companies traditionally had few sourcing conferences and opportunities to meet with manufacturers directly in Canada. ATSC helps solve this problem by bringing the market and industry to our doorstep here in Toronto. ”

Pamela Bokser

Director of Softgoods, Direct Imports, Giant Tiger

“ I think the show is great. I was here a couple of years before and I think it is growing as a trade show, I am seeing new categories like home textiles at the event. I don't think there are other shows of this magnitude in Canada. It is great to visit and meet vendors that I haven't met before. You don't get a chance to meet vendors in your own back yard. For Canadian business it is a big advantage not to have to travel far to attend a sourcing trade show. ”

Chaminda Jayatilaka

Associate Sourcing Manager, Wal-Mart Stores, Inc.



I would definitely recommend for other Canadian buyers to meet with great suppliers from around the globe.

“ This is my first time visiting ATSC. It has been a great show because it saved me from having to spend the money on a trip to China to meet with manufacturers. I am so happy it is in my backyard here in Toronto and I plan to attend the ATS show every year. ”

Amori Savis

Creative Bureau (Distributor)

“ Art and Carry was formed one year ago as a Canadian enterprise with roots in Vietnam. Our desire to expand our business outside Asia has lead us to exhibit ATSC. This is our first trade show ever and we are already planning to participate in ATS-Miami. ”

ART AND CARRY

A Canadian & Vietnamese Exhibitor



Ambassador Lu, Embassy of China in Canada
Director General Wu, Ministry of Commerce, China
Chairman Cao, CCOCT - **Clay Hickson**, Vice President, WRAP



Julia Hughes
 President, USFIA

ATS-CANADA SPEAKER SESSIONS

- ATSC continues to attract the top global sourcing executives and speakers to headline our conferences
- Many thanks to our keynote speakers Julia Hughes, President of the US Fashion Industry Association and Bob Kirke, Executive Director, Canadian Apparel Federation
- The conference sessions continued to explore unique, unprecedented topics such as:
 - Free Trade Agreements
 - US-China Trade Conflict
 - CTPPT
 - Sustainable Sourcing
 - Launching and Operating a Fashion Brand
 - Trade Finance, Logistics, Fashion Law
 - International Sourcing and more



Mark Sidler
 CMO, Testex



Bob Kirke
 Executive Director, CAF





ATS-CANADA MONTREAL MATCHMAKING EVENT

ATSC expands its reach within Canada to offer a unique matchmaking event powered by TTW and MCOM.

- **ATSC Launched an Exclusive matchmaking event in Montreal August 24, 2019 after the close of ATSC in Toronto.**
- **35+ exhibitors displayed their apparel and textile products**
- **150+ Attendees**
- **VIP Buyers Attended from:**

**GIANT
TIGER** 

RUDSAK

 **EVOLUTION
Textiles**

Frank And Oak

lemur™ **MANHATTAN**
DESIGN



ATSC - Montreal Matchmaking will return with more exhibitors and content in 2019.



ATSC 2019 & BEYOND

As ATSC firmly cements itself as the Canadian sourcing trade show, market demand in North America will continue to drive the expansion of ATSC into the future. ATSC will plan to increase exhibitors by 30% and double the number of attendees while focusing on:

- **Additional Product Categories and International Pavilions**
- **Technology & Digitization**
- **Sustainability & Eco-friendly Sourcing Solutions**
- **Education / Speaker Expansion
Attendee Enhancement Experiences**
- **Speed to Market + Logistics**
- **Microfactories**
- **Apparel Intelligence**

We thank all of our team members across the world who made ATSC 2018 a must attend event in Canada and look forward to welcoming all of the new partners, industry professionals and officials who will be participating in 2019 and beyond.



VALUED PARTNERSHIPS



KEY PRESS INVOLVEMENT

