



FAM, LLC, a California-based company

## INDUSTRY LEADERS

With over 20 years in the industry, FAM Brands (FAM, LLC) is a first-in-class manufacturer that provides innovative fashion, design, and product development. We've developed one of the industry's premier manufacturing systems with the capacity to produce over 33 million units per year. FAM Brands boasts the highest levels of social and ethical standards in all processes—from fiber to fabric and sewing to shipping. Our valued customers leverage our robust supply chain with a matrix of over 50 factories, advance sourcing and pricing capabilities, and our efficient manufacturing and distribution systems.

**20+**

Years of industry  
leadership

**33MM**

Units produced  
annually

**50**

Factories  
worldwide

## OUR MISSION

Our mission is to become the world's most innovative manufacturer. Through honesty, flexibility, and hard work, we strive to build enduring relationships with our customers, clients and valued business partners.

In 2020, with the rapid spread of COVID-19, we are pivoting our mission and dedicating our resources and capabilities to produce essential items that the American public needs, such as N95 masks and surgical masks.

## OUR EXECUTIVE TEAM



**FRANK ZARABI**

President & CEO



**NAZY SALAMAT**

Co-Founder,  
Executive VP of Design



**CARRIE HENLEY**

Executive VP of Sales,  
E-Commerce & Marketing



**RICH CAMPANELLI**

COO,  
Global Sourcing

# OUR RETAILERS

FAM Brands partners with major retailers, big box stores and specialty boutiques across the country and throughout the globe. Because our diverse product assortment resonates with a variety of consumers and lifestyles, FAM Brands offers unlimited partnership potential.



# OUR BRANDS

## Proprietary Brands

 **marika**<sup>®</sup>

*Ellie*

 BALANCE  
COLLECTION<sup>®</sup>

● ● ● three dots

WILDFOX

 BALLY | TOTAL FITNESS<sup>™</sup>

TEHĀMA<sup>®</sup>

PEACE & PEARLS<sup>®</sup>

 weekend  
by molloy

 AERODYNAMICS<sup>®</sup>

zobha<sup>®</sup>

## Licensed Brands

Eddie Bauer • Woolrich • Orvis • Isaac Mizrahi Sport • Halston Sport • Avalanche • C Wonder

## Private Label Brands

BCG • Soma • Kirkland Signature • Live • Reebok

# GLOBAL REACH

We partner with a matrix of over 50 factories and 30 fabric mills and take pride in many long-standing factory/supplier relationships.



## SALES

Los Angeles, CA  
Northern California  
Bentonville, AR  
Minneapolis, MN  
New York, NY  
France  
Germany  
Hong Kong



## DISTRIBUTION

Los Angeles, CA  
Jersey City, NJ  
Netherlands  
Canada  
Hong Kong



## SOURCING & MANUFACTURING

Bangladesh  
Cambodia  
China  
Egypt  
Indonesia  
Pakistan  
Vietnam  
Haiti, Ethiopia, Lesotho



## QUALITY CONTROL

Bangladesh  
Cambodia  
China  
Egypt  
Hong Kong  
Indonesia  
Pakistan  
Vietnam

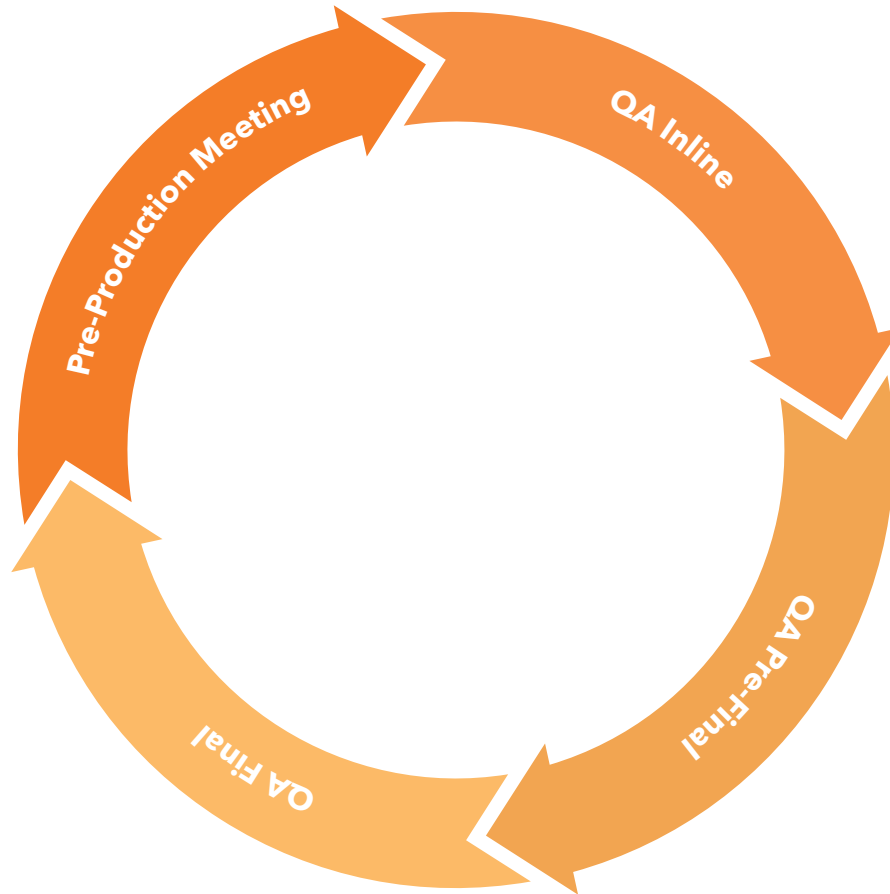


## SUPPLY CHAIN & LOGISTICS

### **HONG KONG OFFICE**

Our Hong Kong office provides support and quality assurance services to our Los Angeles office as well as our suppliers and mills. Merchandise managers provide real-time communication with suppliers with full visibility from inception to delivery of every phase of production of all WIP for every style. Our capabilities and supply chain allow us to successfully manage million unit programs.





## QUALITY CONTROL

### QUALITY ASSURANCE AUDITS

Every product we produce undergoes QA audits against an approved GOLD SEAL sample standard using statistical random sample selection at the factory in addition to the FAM Brands audit.

### HAZARDOUS CHEMICAL TESTING

We perform pre-production and TOP testing on all of our products using ITS, SGS, BV and CTL

- **Costco:** SGS; CA Prop 65, Smart Screen
- **Sam's Club:** CTL; CA Prop 65
- **FAM Brands:** Intertek; CA Prop 65



## DISTRIBUTION & VOLUME

Our 230,000 square foot warehouse and distribution center is conveniently located 15 miles from the Los Angeles Port of Entry.

- Over 33MM units per year
- POE
- CIMS Cloud - based WMS; inventory accuracy to within .3%
- Cross Dock
- Extensive VAS (Value Added Services)

### HIGH VOLUME PRODUCTION CAPABILITIES

We produce and replenish key item programs up to 3.5MM units per year. FAM Brands is acutely experienced with purchasing and managing production, logistics and tracking for on-time delivery, and internal supply chain and logistics management for large quantities. Typical items range from 550k-850k units per season across multiple apparel categories.

# COMPLIANCE AND CERTIFICATION

FAM Brands has the capacity to fully support a high standard of compliance and production needs.

- WRAP (Worldwide Responsible Apparel Production)
- I.L.O (Int'l Labor Organization) Better Works initiative
  - BSCI (Business Social Compliance Initiative)
    - SEDEX (Supplier Ethical Data Exchange)
      - SMETA audits
        - Costco
        - Walmart
  - BJ's Wholesale Club



## CONTACT

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EVP Sales, Marketing & E-Commerce