



LUIS ANTONIO ASPILLAGA

# World Textile Sourcing

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A man with white hair and glasses, wearing a dark suit, is sitting at a desk in an office. He is holding a mobile phone to his ear and looking down at a laptop. The office has a modern, clean aesthetic with white walls and a desk with various items like a printer and papers. The lighting is soft and professional.

“

WE AIM TO RETURN RESPECT AND ARTISTRY  
TO THE APPAREL BUSINESS WITH MINDFUL  
PASSION.

”

Luis Antonio Aspillaga - Founder & CEO

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# OUR HISTORY

- WTS is an **American company with Peruvian roots** that has proudly served the textile industry for **more than two decades**.
- Preserving the **highest quality products**, while prioritizing the **well-being** of all the **communities and environment involved**.
- Our commitment is to create **long-term value for our stakeholders and generate a positive impact in our society, through transparency, sustainability, and innovation**.
- We actively contribute to the **growth of our country's textile sector by forming strategic partnerships with local suppliers while upholding the highest quality standards**.
- We serve a **diverse range of clients** including Direct to Consumer, Private labels, Value Retailers, High-End Stores, and Affordable Luxury Brands in the United States and Europe.
- We are the **only fully integrated textile supply network in the region, from partner cotton fields to our client's doorstep product delivery**. Offering **flexibility and adaptability**, crafting **extraordinary solutions tailored to the specific needs of our clients**.

# WE BELIEVE IN



INNOVATING  
FOR GROWTH



PASSIONATE  
ABOUT OUR  
CUSTOMER



STRATEGIC  
INTEGRATION



HUMAN  
TALENT  
CENTERED

# ABOUT WTS



R&D  
AND DESIGN &  
INNOVATION



TEXTILE  
DEVELOPMENT



CUSTOMER  
SERVICE



PRODUCT  
DEVELOPMENT



IN-HOUSE  
LAB



QUALITY  
ASSURANCE



LOGISTICS +  
MIAMI  
WAREHOUSE

**WTS**  
WORLD • TEXTILE • SOURCING



LA OFFICE

NYC OFFICE

MIAMI WAREHOUSE

WTS PERU

STRATEGIC PARTNERS IN PERU

TSC: OUR FACTORY

- OUR CLIENTS' LOCATIONS
- OUR SUPPLIERS
- WTS LOCATIONS

# OUR ACTUAL SUPPLY CHAIN

## STRATEGIC ALLIANCES

## STRATEGIC PROSPECTION



**FIBER**  
(OWN COTTON FARM)



**SPINNING**



**KNITTING**



**MANUFACTURING**  
(OWN FACTORY: TSC)



**CLIENTS / US MARKET**



**OUR BRANDS**  
NATION  
AMO  
O&B

## TRACEABILITY

**ACTUAL LEAD TIME: 75 DAYS**  
FROM PO TO DELIVERY IN OUR CLIENT'S WAREHOUSE

# THE OPPORTUNITY

## THE CHALLENGE

To be able to provide a more **flexible, dynamic, on-demand,** and **faster service** to our clients, when **inventory management, timing,** and **personalized service** are **crucial.**

**"PUTTING A MANUFACTURING FOOT IN AMERICA"**

## HOW TO MAKE THIS HAPPEN?

Thanks to the AAPN network, Sue and Mike, we found the right partner capable of delivering a full design service while providing **corporate and social compliance, quality assurance,** and maintaining **the highest manufacturing standards** for our clients.

**FABRIC**  
TEMPE

**WTS**  
WORLD • TEXTILE • SOURCING



# THE OPPORTUNITY

## SCENARIO 1:

- Buying 100% of production in Peru at once
- Client estimated sales: 90% full price and 10% discount price

LOCATION	QTY	COST (USD)	TOTAL COST (USD)	ESTIMATED SALES (USD)	ESTIMATED MARGIN (USD)
WTS PERU	10,000	5	50,000	270,000 (90% at 30 RP - full price)	<b>225,000</b>
				10,000 (10% at 10 RP - discount price)	<b>5,000</b>

TOTAL SALES (USD):  
280,000  
TOTAL MARGIN (USD):  
230,000

## SCENARIO 2:

- Buying 90% of production in Peru and 10% in USA..
- Client estimated sales: 100% full price

LOCATION	QTY	COST (USD)	TOTAL COST (USD)	ESTIMATED SALES (USD 30 RP - full price)	ESTIMATED MARGIN (USD)
WTS PERU	9,000	5	45,000	270,000	<b>225,000</b>
FABRIC Tempe	1,000	8	8,000	30,000	<b>22,000</b>

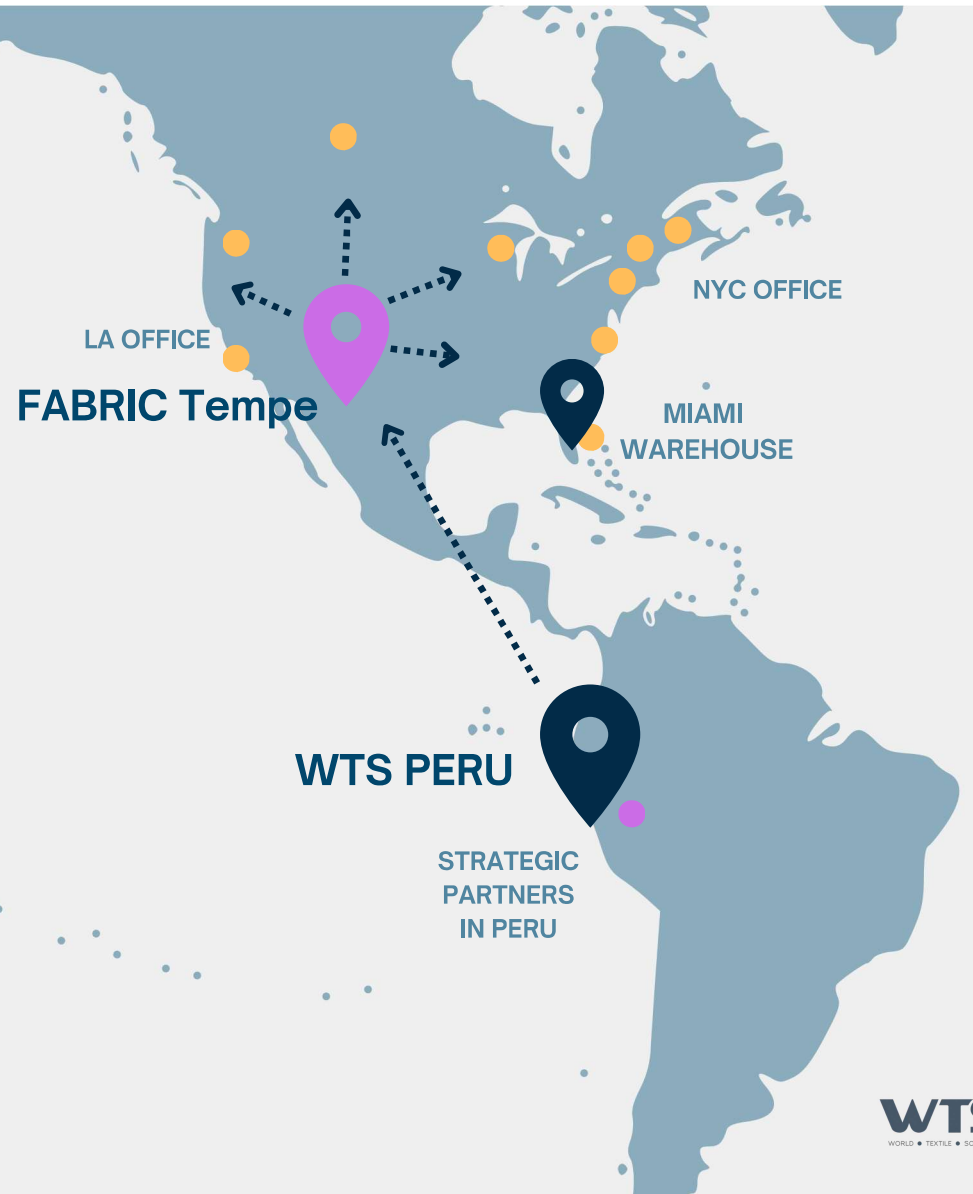
TOTAL SALES (USD):  
300,000  
TOTAL MARGIN (USD):  
247,000

Reference example of a production

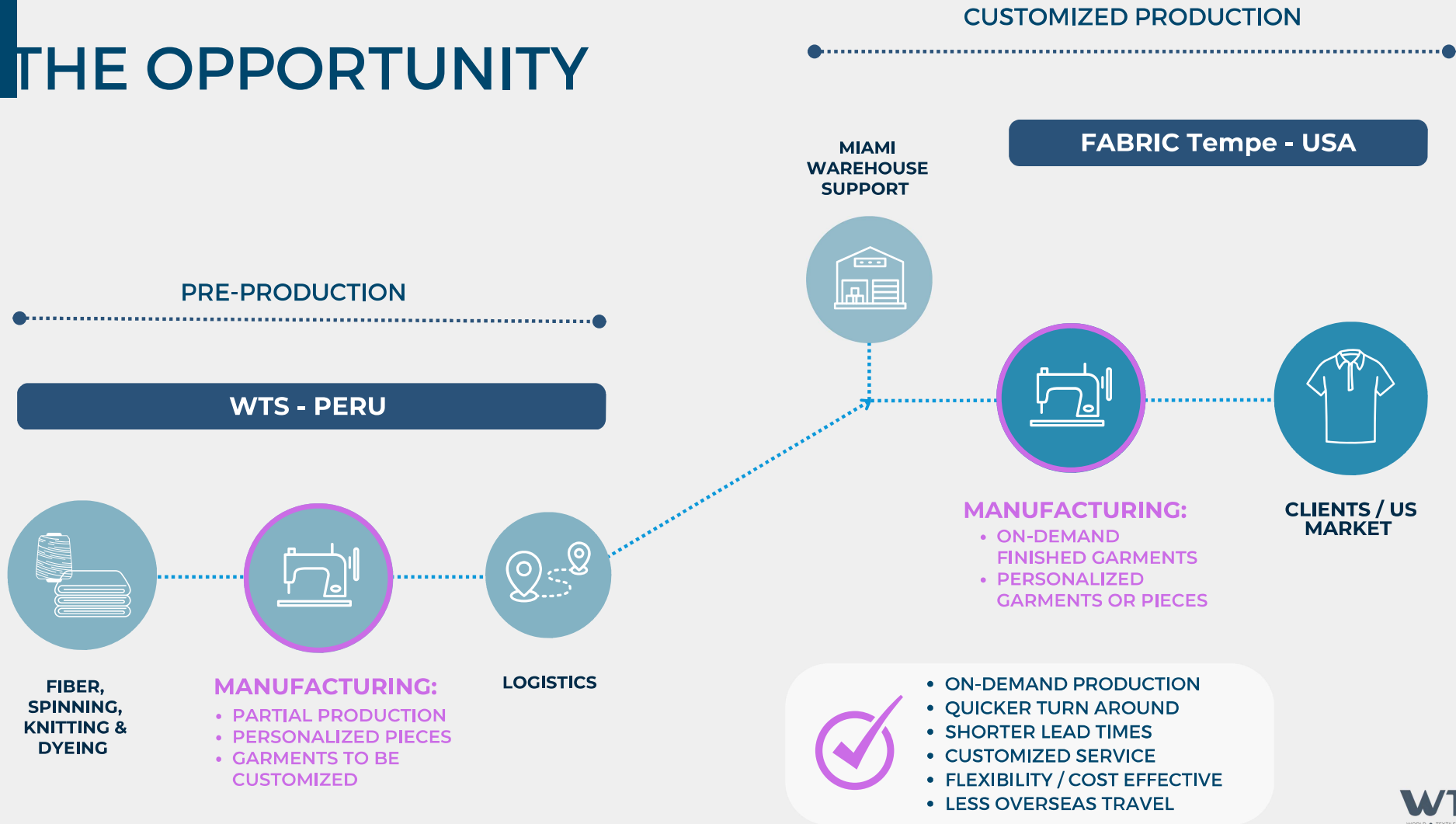
**LEAD TIME: 2 WEEKS**  
FROM FABRIC Tempe TO DELIVERY IN  
OUR CLIENT'S WAREHOUSE

# "PUTTING A MANUFACTURING FOOT IN AMERICA"

- OUR CLIENTS' LOCATIONS
- OUR SUPPLIERS
- FABRIC Tempe LOCATION
- WTS LOCATIONS



# THE OPPORTUNITY



# ON-DEMAND PRODUCTION



- **BRANDING CUSTOMIZATION (LOGOS)**
- **PRINTING CUSTOMIZATION (ENGINEERED OR ALL-OVER PRINTS)**
- **PIECES CUSTOMIZATION**
- **ON-DEMAND PRODUCTION (QTY, SKUS, COLORS)**
- .....

FABRIC & GARMENT  
PRE-PRODUCTION

WTS - PERU

CUSTOMIZATION / ON-DEMAND  
FINISHED GARMENTS

FABRIC Tempe - USA

TOGETHER, LET'S REVOLUTIONIZE THE  
INDUSTRY THROUGH THE IMPLEMENTATION  
OF EFFICIENT & SUSTAINABLE SOLUTIONS.

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