



TA-W - : 80,475  
Subject Firm: Fairlane Division VRTX, Inc.  
160 Madison Avenue 7<sup>th</sup> Floor  
Location: New York, NY 10016

Contact at the U.S. Department of Labor: Christopher Oxford  
E-Mail:oxford.christopher@dol.gov  
Phone: (202) 693-3522 Fax: (202) 693-3986; (202) 693-3585; (202) 693-3584

## Part I

### A. Subject Firm Information

(1) Official Subject Firm Name VRTX, Inc. Division (if any) Fairlane  
Address 1204 Springwood Avenue, Gibsonville, NC 27215  
Website <http://www.vrtxinc.com>

(2) Federal Employer Identification No. (FEIN): 13-3853957  
(a) In the past one year, have the workers' wages been reported under another FEIN? Yes No   
(b) If yes, explain why and list the other FEIN and the corporate name for the other FEIN:

(3) Parent company of Subject Firm (if applicable)  
Address *None*

(4) Provide the names and addresses of all companies supplying leased or temporary workers to the subject firm to supplement the firm's workforce in the past year and describe their functions.  
None

### B. Organizational Structure

Describe the organizational structure of the subject firm, including, but not limited to, the parent company, affiliates and subsidiaries. Are there any other subdivisions manufacturing articles that are like or directly competitive with the articles manufactured at the subject firm? (Please attach any existing diagrams of organizational structure.)

Company is a single location entity in Gibsonville, NC

There are no other manufacturing locations owned in part or full by the company.

### C. Articles Produced

(1) Describe the articles manufactured by the subject firm and their end uses. If the firm does not produce an article, stop here and contact the Department of Labor investigator assigned to your case.

Tricot and simplex knitted fabric in bulk.

(2) Identify the North American Industry Classification System (NAICS) code(s) for the subject firm, and the Harmonized Tariff Schedule (HTS) classification for the articles produced there, if known:

6005.21, 6005.22, 6005.31, 6005.32, 313249

(3) Are the articles produced by the subject firm incorporated as components into another article? Yes  No

If yes, please identify the finished article(s) into which these components are incorporated. Mostly apparel and intimate apparel .



(4) If more than one product is produced at the subject firm, are workers (including leased workers) separately identifiable by product?

Yes  No

If yes, please explain. \_\_\_\_\_

## Part II

### A. Recent Activities of Subject Firm

(1) Have worker separations occurred or are any expected? (Include leased or temporary workers)

Yes  No

(a) How many workers were separated at the subject firm since September 26, 2010? 32

(b) If future worker separations are planned or expected, when will they occur? \_\_\_\_\_

(c) How many workers will be separated? \_\_\_\_\_

(d) Have workers' wages and hours been reduced? Yes  No

(2) Explain the reasons for these separations and the reduction in wages and hours. If you believe the separations are/were in any way caused by the effects of foreign trade, please describe.

Almost all of the issues facing the textile/apparel industry in the United States are the result of the free trade policies of the United States during the past five administrations. We have seen hundreds of our competitors and customers go out of business over the past 15 years. We have seen millions of workers displaced. We have seen prices of our products in the marketplace barely increase since the 1980's.

Our business is a small and flexible one. We have attempted to diversify into new products. We have engaged in new and aggressive marketing techniques. We have engaged in the development of new products for different markets. We have engaged in active export marketing. All of these efforts have not even allowed us to keep pace with the deterioration of our existing customer base. The bottom line is that we, our company and our industry are not globally competitive due to the high cost of labor, safety, labor regulations, environmental regulations. These constraints do not exist to the same extent as they do in the United States.

For our mill, in 2010, the straw that broke the camel's back occurred when Wacoal, Inc. elected to discontinue purchasing our P379 in favor of a fabric being produced overseas and to make the garment line overseas as well. The loss of this business which was approximately \$300,000 per year, was not replaceable. They were one of only 4 or 5 brassiere companies that were left sourcing anything in the U.S and the others were much too small to replace the volume.

We have attempted forays into other markets with similar results. We developed fabrics for digital printing, only to find later that we had to sell at or below cost to compete with foreign fabrics. We developed fabrics for bookbinding only to find out that much of the U.S. bookbinding production has already begun to move overseas.

We have also engaged in active and very costly research and development only to find out that the potential volume was very small and not worth the r&d expense.

We've put all of our savings into this business. We have been in this business now for over 30 years and the trend is clear and irreversible. As I pack my office I note that I have 2 large file boxes filled with potential customer files from the last 2 years alone which yielded virtually no sales. My computer system which has a customer database dating back to 1988 has hundreds of names of customers that have been forced out of business by foreign competition. It has hundreds more that have moved offshore. Names like Maidenform, Bestform, Vanity Fair, Splendorform, Gold Seal, Playtex, who exist as importers only or who were bought up and rolled into a "global" company that doesn't buy here anymore. Panty manufacturers like Greenwald, Myonne or Claxton who at one time would buy a half million yards at a clip and lay 16 colors 12" high on a cutting table and "rainbow" panties like hotcakes, all gone, not one panty manufacturer in the United States left. Lingerie companies, dozens and dozens, all gone. Athleticwear companies like Nike, Reebok all gone overseas. Domestic yarn suppliers too have dwindled down to 4 or 5 when once there were 20 or more; American Enka, Monsanto, Dow Badische, Celanese, and even the great E.I. Dupont, all gone or gone overseas.

(3) Do the workers in the workers' firm possess skills that are not easily transferable?

Yes  No

(4) Has the subject firm ceased operating or is a shutdown scheduled?

Yes  No

(a) If yes, date of shutdown: 9/30/2011 (b) Is the shutdown permanent?

Yes  No

(5) Has the subject firm or parent company, affiliates, branches, or subdivisions imported or acquired from a foreign country articles that are like or directly competitive with articles produced by the subject firm?

Yes  No

(6) Has the subject firm or parent company, affiliates, branches, or subdivisions imported any finished products that incorporate an article like or directly competitive with the article produced by the workers at the subject firm? (For example, the subject firm produces



manifolds and the parent company imports engines)

Yes  No

(7) Has the subject firm or parent company, affiliates, branches, or subdivisions producing like or directly competitive articles shifted that work to another country or countries, or is a shift in production to another country scheduled? Yes  No

a) If yes, date of the beginning of the shift: \_\_\_\_\_ b) Date the shift completed: \_\_\_\_\_

(8) Has the subject firm contracted to have the article produced outside the United States?

If yes, explain the arrangement and describe the article that will be produced: \_\_\_\_\_

(9) To the best of your knowledge, is your firm experiencing a decline in sales caused by customers purchasing non-U.S. manufactured articles rather than the articles produced by your firm? Yes  No  If yes, please explain.

Same reasons as #2 above.

(10) Is your firm experiencing a decline in sales to a customer located outside the United States?

Yes  No

(a) If yes, does the customer located outside the United States incorporate the articles produced by your firm into a product that is then imported into the United States?

Yes  No

### IMPORTANT!

If your company increased imports of articles or shifted production of articles identified above in part I.C.1 to a foreign country, stop here and contact the Department of Labor investigator assigned to your case for further instructions.

## B. Subject Firm Employment, Sales, Production, and Imports

Report the firm's data for the articles identified below, including like or directly competitive articles, for the periods provided in the table. Please provide the applicable unit of measurement below each table. If more than one product is produced at this location, reproduce and complete a form for each product.

Article Produced: Tricot and Simplex Warp Knits

	2009	2010	Jan thru Aug 2010	Jan thru Aug 2011
Employment (including leased or temporary workers) associated with this article	45	38	38	31
Number of workers reported age 50 or over (including leased or temporary workers) associated with this article	12	11	11	8
Total Sales (This location only)	Dollars: 2,052,125 Quantity*: 880,420 lbs	2,235,164 1,172,813	1,504,261 775,489	1,277,965 847,206
Production (This location only)	Dollars: 2,052,125 Quantity*: 880,420 lbs	2,235,164 1,172,813	1,504,261 775,489	1,277,965 847,206
U.S. Exports (This location only)	Dollars: 0 Quantity*:	0 1,172,813	0 775,489	0 847,206
U.S. Imports Firm-wide (Including Like or Directly Competitive Articles)	Dollars: 0 Quantity*:	0 1,172,813	0 775,489	0 847,206



**U.S. Imports Firm-wide of Finished Articles**

**Incorporating U.S. Manufactured Components  
Like or Directly Competitive with the Article  
Identified Above**

	Dollars	0	0	0	0
	Quantity*				

**U.S. Imports Firm-wide of Finished Articles**

**Incorporating non-U.S. Manufactured  
Components Like or Directly Competitive with  
the Article Identified Above**

	Dollars	0	0	0	0
	Quantity*				

**Production Shifted by the Subject Firm or  
Parent Company From this Location to Foreign  
Countries**

	Dollars	0	0	0	0
	Quantity*				

*List countries where imports originated:* None

*List countries to which production was shifted:* None

\*Quantities provided are measured in: Lbs (For example: units, dozens, pounds, tons)

Numbers shown are actual or estimates? Actual

### C. Secondary Impact

Does the subject firm conduct business with a firm whose workers have been certified under the TAA program? Yes  No   
If yes, please describe the business relationship with the TAA-certified firm and include the TAA certified firm in the list of customers provided in section D.

### D. Sales to Customers

For each article produced by the subject firm at this location, provide a list of the subject firm's customers that account for the majority of the decline in sales of the article identified. Report the subject firm's data for the last two full years, the most recent year-to-date, and the comparable period in the previous year. Reproduce and attach additional sheet(s) as necessary.

Identify article:

CUSTOMERS:

Company Name: Wacoal, America, Inc.

Address: One Wacoal Plaza

Contact/Buyer: Dennis Tice

Tel: 201 635 2151 Fax: 201 635 7151

Email: aticcg@wacoal-america.com

	Dollars	2009	2010	Jan thru Aug 2010	Jan thru Aug 2011
	Quantity*				
Wacoal, America, Inc.		299,084	256,847	128,161	118,554
One Wacoal Plaza		34,777	29,865	14902	13,785

Company Name:

Address:

Contact/Buyer:

Tel: Fax:

Email:

	Dollars	2009	2010	Jan thru Aug 2010	Jan thru Aug 2011
	Quantity*				
See Note					

Company Name:

Address:

Contact/Buyer:

Tel: Fax:

	Dollars	2009	2010	Jan thru Aug 2010	Jan thru Aug 2011
	Quantity*				





Address: _____	_____	Amount of Bid: _____
Contracting Agent: _____	Quantity: _____	Date of Award: _____
Phone/Fax: _____	Period Of Performance: _____	Awardee (If Known): _____

FIRM/AGENCY AWARDING BID	PROJECT DESCRIPTION	PROJECT INFORMATION
Name: _____	Product: _____	ID#: _____
Address: _____	_____	Amount of Bid: _____
Contracting Agent: _____	Quantity: _____	Date of Award: _____
Phone/Fax: _____	Period Of Performance: _____	Awardee (If Known): _____

### Part III

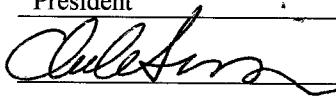
#### Affirmation of Information

The information you provide on this form will be used for the purposes of determining worker group eligibility and to estimate the total number of workers covered by the petition. Knowingly falsifying any information on this form is a Federal offense (18 USC § 1001) and a violation of the Trade Act (19 USC § 2316). By signing below, you agree to the following statement:

**“Under penalty of law, I declare that to the best of my knowledge and belief the information I have provided on this form is true, correct, and complete.”**

**NAME OF COMPANY OFFICIAL:** Claude Simon

**TITLE:** President

**SIGNATURE:**  **DATE:** 9/30/2011

**BUSINESS ADDRESS:** 160 Madison Avenue 7<sup>th</sup> Floor, New York, NY 10016

**E-MAIL ADDRESS:** csimon@fairlane.biz

**TELEPHONE NUMBER:** 845 796 9140 **FAX NUMBER:** 1 212 889 5573



Please provide contact information for individuals who may be contacted with follow-up questions regarding Part I or Part II, if different from the company official signing the affirmation.

	Part I	Part II
a) Name	Claude Simon	Claude Simon
b) Title	President	President
c) Phone – Work	1 212 683 9300	1 212 683 9300
d) Phone – Alternate	1 845 796 9140	1 845 796 9140
e) Fax	1 336 449 4321	1 212 889 5573
f) E-mail	<u>csimon@fairlane.biz</u>	<u>csimon@fairlane.biz</u>

MEMO

The loss of Wacoal sales is not reflected well in the sales figures for 2011. During the course of 2011, we continued to ship to Wacoal to fill old orders that were placed in 2010. We received no new orders in 2011 from Wacoal and we do not anticipate any new orders from them.

Also, please note the increase in lbs produced in 2011. We were actually running more goods at a lower margin or a loss in order to attempt to make up for the loss in business from Wacoal.