

Meet the Designers



After 5 years of experience working in apparel design at Nike, Afiya left the company to pursue other opportunities. During that time, Afiya partnered with Stephon and Matthew, who all met while studying abroad, to create M.A.S apparel. Currently Afiya serves as the Merchandise Manager for the company. Afiya oversees all visual creative elements of the company including planning and merchandise allocation for the stores.



After 6 years of experience working as the financial operations manager for an up and coming company Matthew decided to go back to school and study. While studying abroad he met Stefon and Afiya. Towards graduation the 3 decided to start a business for athleisure wear back in New York's hence M.A.S apparel. Currently Matthew is the head of financial operations, as he serves to oversee all budget cost for buying operations and oversight all revenue that comes in and out of the company.



After 5 years of working with Pyer Moss as the buyer for the brand Stefon went back to school to study abroad in the field of fashion. That is where he met Afiya and Mathew, they would start a clothing line known as M.A.S apparel. Currently Stefon is the buyer, he is responsible for planning and selecting what items will be stocked for spring 2019.



PROCESS

M.A.S specializes in a variety of jackets suitable for all weather conditions. As an athleisure store we provide comfortable clothing designed for exercise and everyday wear. While still portraying the latest trends and adapting new technology for athleisure wear. Below you will find the different processes that lead up to the production of these jackets. We will also discuss the functions and attributes of our most popular jacket.

Track Jacket

Step 1: Pattern templates are created for sleeves, collar, pockets, cuffs, waistband, front and back panels.

Step 2: Fabric is then cut and sewn to fit the templates.

Step 3: Panels are then assembled to be sewn together. The pockets are sewn onto the front panel first; then sleeves to the back panel, followed by the front panel.

Step 4: Sleeve cuffs are prepped and then sewn to the sleeve opening on the panels.

Step 5: Waistband is then prepped (folded in half) and then sewn to the back and front panels.

Step 6: Zipper is measured and sewn into the front panels.

Step 7: Collar is altered and sewn to the body piece for finishing.

Windbreaker

Step 1: Templates are made for each part of the windbreaker; body, sleeves, and collar.

Step 2: Cut and sew the outer part of the windbreaker; consisting of back, front, sleeves, and collar panels. Nylon is then layered and cut into the shape of the templates.

Step 3: The seams of the nylon are aligned to be sewn, joining the sleeves and the body together. The ends of the body piece (front and back panel) and sleeves are hemmed with elastic.

Step 4: The collar piece is measured and altered to fit the lining of the neck.

Step 5: The zipper is sewn onto the outer part of the windbreaker.

Step 6: A lining piece is then created and added to the under layer of the windbreaker. (Following the same procedure as the under layer for all panels)

Puffer/ Down Jacket

Step 1: Fabrics that make up the jacket are cut into a pattern using electric scissors.

Step 2: Insulation is gathered from the feathers of a duck/goose or synthetically insulated using polyester.

Step 3: Nylon lining is layered with film and a thick polyester insulation.

Step 4: Water repellency and down proof procedures are initiated. A thin, light material for the outer shell fabric is coated with a durable water repellency coating to offer some resistance to rain. If the fabric used is not down proof, lining fabric is used with special coating.

Step 5: Insulation is added to each panel to be cut and separated evenly. After the finishing process, the panels are sent to the sewing line.

Step 6: Layers are stitched together one piece at a time. An over lock is sewn around each piece to hold the insulation in.

Step 7: A nylon zipper is sewn in and heavy duty snaps are added to the finishing process.

Fleece

Step 1: The fibers of polyester are woven into a light fabric which is brushed to help the fibers increase in volume. This is created using a chemical reaction involving petroleum and petroleum derivatives. The chemicals are heated until they form a thick syrup, which is hardened and spun into threads.

Step 2: Fibers are wound onto a heated spool. Fibers then form something like a thick rope, which is called a tow.

Step 3: The tow is pulled through heated rollers of a drawing machine to three or four times its original length. The tow then passes through a crimping machine, which compresses the tow and gives it a crinkled, accordion like texture. This is then passed through a dryer to be cut and baled.

Step 4: Fibers are tested for uniformity of strength and thickness. If the fibers pass inspection then the tow is sent to a carding machine, which aligns the fiber into thick rope like strands.

Step 5: The yarn is placed in heating dye vats in a section called the "dye house". After dyeing, workers feed the yarn through a drying machine.

Step 6: The yarn is sent to a mechanical knitter which binds the yarn into a continuous tube of cloth.

Step 7: To achieve the fuzzy texture of fleece, the knitted material is then fed through a napper. The cloth is then sent to a shearing machine, which uses a precision blade to cut the fibers raised by the action of the napper.

Step 8: The fabric is sprayed (optional) with a waterproofing material or with some other chemical finishes that set the texture of the material. The material is next cut into different lengths and sent to the garment manufacturer.

Raincoat

Step 1: Fabric (nylon/ polyester) passes through a series of rollers and into a tank containing a bath of the appropriate waterproofing materials.

Step 2: Chemicals are soaked into the fabric.

Step 3: After the material leaves the bath, it is heated so the chemicals soak evenly into the fabric.

Step 4: The fabric passes through another series of rollers and allowed to cool. This allows the chemicals to harden and stay in place on the fabric.

Step 5: The treated fabric is re-rolled into bolts and readied for shipment to raincoat manufacturers.

Step 6: The pieces that make the body of the raincoat are cut by a computer operated cutter or large electrical cutter. The fabric is cut according to patterns that have been graded to each size the raincoat will be made in.

Step 7: The interlining makes the cuffs, collars, sleeve straps, belts and pockets, which are put inside the appropriate parts. The parts of the coat that contains the interlining is fused together using high heat and pressure to place the interlining evenly.

Step 8: An industrial sewing machine is used to sew all the small parts of the raincoat, including the collar, belt, sleeve straps and pocket welts.

Step 9: The under layer of the coat that is sewn to the front edge is set to the edges of the fabric shell that makes up a coat's exterior.

Step 10: Large parts of the shell of the raincoat are assembled. First the right back panel and left back panel are joined together, creating a back seam. Then the rest of the large parts of the raincoat are created in a similar fashion.

Step 11: On a separate line in the factory, a lining is made and sewn into the appropriate pieces of the shell.

Step 12: All the large pieces of the raincoat are assembled and sewn together.

Step 13: An automated machine makes button holes and sews the buttons on the raincoat.

Step 14: Using an industrial sewing machine, the trim, belt, and sleeves are sewn on by hand.

Step 15: The finished raincoat is examined by an inspector for quality control purposes

Color Changing Technology

The product that we are best known for are our color changing windbreaker jackets. Our process for this product is based off of a partnership that we have with Chromorphous. Chromorphous is a color changing textile that can change by pressing a button through an app. The clothing is battery operated and changes when it is powered on. Technology is incorporated in the fabric that uses wires to emit color changes.

Spring/ Summer SKU Sheet

February

Product Name	Light Puffy Jacket/ Down Jacket				
Style #	Color #	Season	Size	SKU	IRN
AA123	01 BLK	SS20	XS	AA123-01-20-XS	1
AA123	01 BLK	SS20	S	AA123-01-20-S	2
AA123	01 BLK	SS20	M	AA123-01-20-M	3
AA123	01 BLK	SS20	L	AA123-01-20-L	4
AA123	01 BLK	SS20	XL	AA123-01-20-XL	5
AA123	01 BLK	SS20	XXL	AA123-01-20-XXL	6
AA123	02 WT-BLK	SS20	XS	AA123-02-20-XS	7
AA123	02 WT-BLK	SS20	S	AA123-02-20-S	8
AA123	02 WT-BLK	SS20	M	AA123-02-20-M	9
AA123	02 WT-BLK	SS20	L	AA123-02-20-L	10
AA123	02 WT-BLK	SS20	XL	AA123-02-20-XL	11
AA123	02 WT-BLK	SS20	XXL	AA123-02-20-XXL	12
AA123	03 NBL	SS20	XS	AA123-03-20-XS	13
AA123	03 NBL	SS20	S	AA123-03-20-S	14
AA123	03 NBL	SS20	M	AA123-03-20-M	15
AA123	03 NBL	SS20	L	AA123-03-20-L	16
AA123	03 NBL	SS20	XL	AA123-03-20-XL	17
AA123	03 NBL	SS20	XXL	AA123-03-20-XXL	18
AA123	04 OL	SS20	XS	AA123-04-20-XS	19
AA123	04 OL	SS20	S	AA123-04-20-S	20
AA123	04 OL	SS20	M	AA123-04-20-M	21

AA123	04 OL	SS20	L	AA123-04-20-L	22
AA123	04 OL	SS20	XL	AA123-04-20-XL	23
AA123	04 OL	SS20	XXL	AA123-04-20-XXL	24

March

Product Name	Fleece				
Style #	Color #	Season	Size	Sku	IRN
AB234	11 BLK	SS20	XS	AB234-11-20-XS	25
AB234	11 BLK	SS20	S	AB234-11-20-S	26
AB234	11 BLK	SS20	M	AB234-11-20-M	27
AB234	11 BLK	SS20	L	AB234-11-20-L	28
AB234	11 BLK	SS20	XL	AB234-11-20-XL	29
AB234	11 BLK	SS20	XXL	AB234-11-20-XXL	30
AB234	12 WT	SS20	XS	AB234-12-20-XS	31
AB234	12 WT	SS20	S	AB234-12-20-S	32
AB234	12 WT	SS20	M	AB234-12-20-M	33
AB234	12 WT	SS20	L	AB234-12-20-L	34
AB234	12 WT	SS20	XL	AB234-12-20-XL	35
AB234	12 WT	SS20	XXL	AB234-12-20-XXL	36
AB234	13 NBL	SS20	XS	AB234-13-20-XS	37
AB234	13 NBL	SS20	S	AB234-13-20-S	38
AB234	13 NBL	SS20	M	AB234-13-20-M	39
AB234	13 NBL	SS20	L	AB234-13-20-L	40
AB234	13 NBL	SS20	XL	AB234-13-20-XL	41
AB234	13 NBL	SS20	XXL	AB234-13-20-XXL	42
AB234	14 RD	SS20	XS	AB234-14-20-XS	43
AB234	14 RD	SS20	S	AB234-14-20-S	44
AB234	14 RD	SS20	M	AB234-14-20-M	45

AB234	14 RD	SS20	L	AB234-14-20-L	46
AB234	14 RD	SS20	XL	AB234-14-20-XL	47
AB234	14 RD	SS20	XXL	AB234-14-20-XXL	48

April					
Product Name	RainCoat/ Canvas(limited sizes available)				
Style #	Color #	Season	Size	Sku	IRN
AC345	21 BLK-WH	SS20	XS	AC345-21-20-XS	61
AC345	21 BLK-WH	SS20	S	AC345-21-20-S	62
AC345	21 BLK-WH	SS20	M	AC345-21-20-M	63
AC345	21 BLK-WH	SS20	L	AC345-21-20-L	64
AC345	23 RBL-YL	SS20	XS	AC345-23-20-XS	73
AC345	23 RBL-YL	SS20	S	AC345-23-20-S	74
AC345	23 RBL-YL	SS20	M	AC345-23-20-M	75
AC345	23 RBL-YL	SS20	L	AC345-23-20-L	76
AC345	23 RBL-YL	SS20	XL	AC345-23-20-XL	77
AC345	23 RBL-YL	SS20	XXL	AC345-23-20-XXL	78
AC345	24 PK-WH	SS20	XS	AC345-24-20-XS	79
AC345	24 PK-WH	SS20	S	AC345-24-20-S	80
AC345	24 PK-WH	SS20	M	AC345-24-20-M	81
AC345	24 PK-WH	SS20	L	AC345-24-20-L	82

May					
Product Name	Light Jacket/Reversable Windbreaker				
Style #	Color #	Season	Size	Sku	IRN
AD456	31 BLK-WHT	SS20	XS	AD456-31-20-XS	85
AD456	31 BLK-WHT	SS20	S	AD456-31-20-S	86
AD456	31 BLK-WHT	SS20	M	AD456-31-20-M	87

AD456	31 BLK-WHT	SS20	L	AD456-31-20-L	88
AD456	31 BLK-WHT	SS20	XL	AD456-31-20-XL	89
AD456	31 BLK-WHT	SS20	XXL	AD456-31-20-XXL	90
AD456	32 GRY-WHT	SS20	XS	AD456-32-20-XS	91
AD456	32 GRY-WHT	SS20	S	AD456-32-20-S	92
AD456	32 GRY-WHT	SS20	M	AD456-32-20-M	93
AD456	32 GRY-WHT	SS20	L	AD456-32-20-L	94
AD456	32 GRY-WHT	SS20	XL	AD456-32-20-XL	95
AD456	32 GRY-WHT	SS20	XXL	AD456-32-20-XXL	96
AD456	33 NBL-WHT	SS20	XS	AD456-33-20-XS	97
AD456	33 NBL-WHT	SS20	S	AD456-33-20-S	98
AD456	33 NBL-WHT	SS20	M	AD456-33-20-M	99
AD456	33 NBL-WHT	SS20	L	AD456-33-20-L	100
AD456	33 NBL-WHT	SS20	XL	AD456-33-20-XL	101
AD456	33 NBL-WHT	SS20	XXL	AD456-33-20-XXL	102
AD456	34 WHT	SS20	S	AD456-34-20-S	104
AD456	34 WHT	SS20	M	AD456-34-20-M	105
AD456	34 WHT	SS20	L	AD456-34-20-L	106
AD456	34 WHT	SS20	XL	AD456-34-20-XL	107
AD456	34 WHT	SS20	XXL	AD456-34-20-XXL	108

June

Product Name	Track Jacket(limited sizes available)				
Style #	Color #	Season	Size	Sku	IRN
AE567	41 BLK-WHT	SS20	XS	AE567-41-20-XS	109
AE567	41 BLK-WHT	SS20	S	AE567-41-20-S	110
AE567	41 BLK-WHT	SS20	M	AE567-41-20-M	111

AE567	41 BLK-WHT	SS20	L	AE567-41-20-L	112
AE567	41 BLK-WHT	SS20	XL	AE567-41-20-XL	113
AE567	41 BLK-WHT	SS20	XXL	AE567-41-20-XXL	114
AE567	42 BL-WHT	SS20	XS	AE567-42-20-XS	115
AE567	42 BL-WHT	SS20	S	AE567-42-20-S	116
AE567	42 BL-WHT	SS20	M	AE567-42-20-M	117
AE567	42 BL-WHT	SS20	L	AE567-42-20-L	118
AE567	43 RD-WHT	SS20	XS	AE567-43-20-XS	121
AE567	43 RD-WHT	SS20	S	AE567-43-20-S	122
AE567	43 RD-WHT	SS20	M	AE567-43-20-M	123
AE567	43 RD-WHT	SS20	L	AE567-43-20-L	124
AE567	43 RD-WHT	SS20	XL	AE567-43-20-XL	125
AE567	43 RD-WHT	SS20	XXL	AE567-43-20-XXL	126
AE567	44 NBL-WHT	SS20	XS	AE567-44-20-XS	127
AE567	44 NBL-WHT	SS20	S	AE567-44-20-S	128
AE567	44 NBL-WHT	SS20	M	AE567-44-20-M	129
AE567	44 NBL-WHT	SS20	L	AE567-44-20-L	130
AE567	44 NBL-WHT	SS20	XL	AE567-44-20-XL	131
AE567	44 NBL-WHT	SS20	XXL	AE567-44-20-XXL	132
AE567	45 MAR-WHT	SS20	XS	AE567-45-20-XS	133
AE567	45 MAR-WHT	SS20	S	AE567-45-20-S	134
AE567	45 MAR-WHT	SS20	M	AE567-45-20-M	135
AE567	45 MAR-WHT	SS20	L	AE567-45-20-L	136
AE567	46 GRN-WHT	SS20	S	AE567-46-20-S	140
AE567	46 GRN-WHT	SS20	M	AE567-46-20-M	141
AE567	46 GRN-WHT	SS20	L	AE567-46-20-L	142
AE567	46 GRN-WHT	SS20	XL	AE567-46-20-XL	143

AE567	46 GRN-WHT	SS20	XXL	AE567-46-20-XX L	144
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July (some sizes are limited)

Product Name	Track Jacket				
Style #	Color #	Season	Size	Sku	IRN
AE567	43 RD-WHT	SS20	XS	AE567-43-20-XS	121
AE567	43 RD-WHT	SS20	S	AE567-43-20-S	122
AE567	43 RD-WHT	SS20	M	AE567-43-20-M	123
AE567	43 RD-WHT	SS20	L	AE567-43-20-L	124
AE567	43 RD-WHT	SS20	XL	AE567-43-20-XL	125

AE567	48 CLY ORG	SS20	XS	AE567-48-20-XS	151
AE567	48 CLY ORG	SS20	S	AE567-48-20-S	152
AE567	48 CLY ORG	SS20	M	AE567-48-20-M	153
AE567	48 CLY ORG	SS20	L	AE567-48-20-L	154
AE567	49 GLW GRN	SS20	XS	AE567-49-20-XS	157
AE567	49 GLW GRN	SS20	S	AE567-49-20-S	158
AE567	49 GLW GRN	SS20	M	AE567-49-20-M	159
AE567	49 GLW GRN	SS20	L	AE567-49-20-L	160
AE567	49 GLW GRN	SS20	XL	AE567-49-20-XL	161
AE567	50 SKY BL	SS20	XS	AE567-50-20-XS	163
AE567	50 SKY BL	SS20	S	AE567-50-20-S	164
AE567	50 SKY BL	SS20	M	AE567-50-20-M	165
AE567	50 SKY BL	SS20	L	AE567-50-20-L	166
AE567	51 BGE WHT	SS20	XS	AE567-51-20-XS	169
AE567	51 BGE WHT	SS20	S	AE567-51-20-S	170
AE567	51 BGE WHT	SS20	M	AE567-51-20-M	171
AE567	51 BGE WHT	SS20	L	AE567-51-20-L	172

After careful analysis of the economic data from the U. S. Government M.A.S's set a sales plan increase for the next season (Feb.- July) of 6.2%. Based on this year's sales plan which is 1,650,000 average of \$275,000, the company's new projected sales plan for the next season will be \$1,752,300

Open to Buy & Mark Downs							
Month	Feb	Mar	Apr	May	Jun	Jul	Average Monthly Sales
Planned Sales	\$300,000	\$200,000	\$300,000	\$200,000	\$400,000	\$250,000	\$27,500
Planned Reductions +	\$20,000	\$26,000	\$31,000	\$17,000	\$46,000	\$50,000	Formula: Planned Sales added up/6
Planned EOM Stock +	\$200,000	\$80,000	\$110,000	\$90,000	\$210,000	\$70,000	
Total Monthly Needs =	\$520,000	\$306,000	\$441,000	\$307,000	\$656,000	\$370,000	
BOM Stock -	\$160,000	\$200,000	\$80,000	\$110,000	\$90,000	\$210,000	
Planned Purchase =	\$360,000	\$106,000	\$361,000	\$197,000	\$566,000	\$160,000	Average Monthly On Order
Merchandise On Order -	\$125,000	\$15,000	\$145,000	\$35,000	\$170,000	\$24,000	\$85,666.66
Open to Buy (At Retail) =	\$235,000	\$91,000	\$216,000	\$162,000	\$396,000	\$136,000	Formula: Planned Purchases added up/6
Mark Down %	2.66%	6%	1.33%	1.50%	4.50%	10%	

which is an average of \$292,050 for 6 months. In the prior year same sales period M.A.S's had actual sales of \$1,820,000.00. The sales had decrease by 3.72% due to unforeseen weather conditions in the month of February, and March. February was warmer than usual while March had rained more than usual.

Our store tag embedded with a global store code that can be used to locate items online

