

SoftShoe Newsletter

International Footwear Sourcing System

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Alliance News

TradeCard, GTS Alliance Delivers Powerful Sourcing-To-Payment Tools to Footwear Industry

In November, TradeCard, Inc. – a provider of online financial supply chain platform that enables domestic and cross-border transactions for hundreds of businesses worldwide – and GTS announced a partnership that will combine the companies' strengths to deliver a powerful set of sourcing-to-payment tools to the footwear industry.

TradeCard provides an alternative to traditional paper-based, expensive and labor-intensive trade settlement methods. The web-based system enables buyers and sellers to initiate, conduct and settle trade transactions online through TradeCard's secure network.

One objective of the alliance is to integrate TradeCard and SoftShoe so that footwear companies which use the SoftShoe platform to build their product lines and collaborate on the design, product specification, sampling and sourcing of footwear, can then link directly to the TradeCard system seamlessly to process and track the financial transaction, whether on a L/C or T/T basis.

Kurt Cavano, TradeCard's chairman and CEO, said: "SoftShoe and TradeCard will bring new savings and efficiencies to footwear companies of all sizes. Our respective platforms will save these companies time and money because they will now have all the tools necessary to design, develop, source, procure and pay for their products in one connected workflow."

You can find more information on TradeCard's products at their web site: www.TradeCard.com



Company News

Director speaks at Pan-American Leather Fair; Named to Advisory Board of New SI Show

Janet Kelley, Marketing Director at GTS joined a group of high-tech and industry experts that assembled to speak at the "E-Sourcing and E-Manufacturing" seminar at the three-day 2002 Pan-American Leather Fair.

Ms. Kelley spoke on the use of cutting-edge technologies in changing the supply chain and, more specifically, how GTS' SoftShoe solution is bringing quantifiable benefits to three of its clients.

Presentations were also given by Kurt Cavano, chairman and CEO of Tradecard Inc.; Charlie Hilm, CEO of confeXicon and Margaret Tjan, VP of Business Development and Finance for 7thonline. John Moynihan, publisher of Shoe Trades Publishing, hosted the seminar. Following the presentations, Walter Wilhelm of Wilhelm Associates moderated a round-table discussion.

In response to the changing profile of the leather industry worldwide and addressing the 21st century sourcing requirements of the American leather goods, luggage, bags, apparel and footwear industries, the partners of Pan-American Leather Fair announced at the conclusion of the show the launching of a new event in 2003 that ties directly to the concept of supply chain management.

SI (Source International) will combine three key elements of sourcing – Materials, Private Label Product and Technology. Sourcing managers, product developers, designers and buyers will have a venue in which to source everything from leather to lacings to technology. The event, which will also incorporate a major conference, will take place next year in the USA (the exact dates and venue will be announced shortly). GTS has agreed to sit on the Advisory Board for this new show.

World Footwear Interview

Jim Sutton, Editor of *World Footwear* – a bi-monthly publication from Shoe Trades Publishing Inc. – has written an article for the January/February 2002 issue entitled “Gaining Control over your Global Supply Chain”.

In the article, Jim discusses how mission critical supply chain applications for use on the Internet are emerging and how important it is for footwear companies to identify and document their business processes and set priorities prior to the evaluation of IT solutions on the market. Jim interviewed our own Janet Kelley to get her insight and experience in working with footwear companies in this area.

You can pick up a copy of this World Footwear issue at the upcoming WSA show in Las Vegas.

techexchange.com Adds Footwear Vertical to Site

techexchange.com, an award-winning online trade publication and sourcing portal devoted to supply chain technology solutions for the apparel, textile, and home furnishings industries will soon become a global technology source for the footwear industry providing news, search engines, a comprehensive research library, a bookstore, job openings, calendar of events, links to technology education programs around the world, a bulletin board for computer related questions, and much more. Look for GTS and SoftShoe on this site shortly.

WSA Show: February 10 – 12

If you would like to discuss your requirements or like to view a demonstration of SoftShoe, GTS staff will be at the WSA Show in Las Vegas.

Please feel free to contact us by telephone or e-mail to arrange an appointment:

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A look forward

GTS will continue to invest in the SoftShoe Suite. Highlights for 2002 include:

Margin Analysis

This new feature in SoftShoe will replace the Costing/Adoption tracking of the current system. Based on the concept of Line Building, your design team builds a line by Style and Colorway, later linking these at a SKU level to the Product Manager component of SoftShoe. Once linked to a SoftShoe Spec, Finance can run what-if calculations on the final FOB of a spec based on cost, usage and loss at the component level based on various costing scenarios. Once target FOB has been calculated, Finance can also apply various Sourcing scenarios to 'guestimate' landed cost and thus margin.

Inspection System Version 3

Already in beta-site, this updated version of Inspection System was re-written with more advanced technological tools to provide better control and reliable response times.

The Inspection System provides Inspectors with the capability of remotely accessing information about Orders and updating Inspection results and QA issues over the Internet.

New features of Inspection System include:

- Ability to view inspection history at SKU level
- Ability to view inspection history at a factory level
- Quick view of target inspection quantities
- More complete Purchase Order information

Staff announcement

GTS is pleased to announce the recruitment of senior programmer Tom Lin to our Taipei office. Tom's experience as the IT Project Manager for Auto Telecom Co., Ltd. provided him with a practical and proven set of skills in developing thin client and internet-based applications. Tom brings over 10 years of software development and technical services experience to GTS.

Those 'Hanging Feet'

The ballerina's foot dangled delicately over a glass slipper. It was a promotional poster for the New York City Ballet's performance of Cinderella that caught our eye. Through the Ballet we got in touch with the artist and explained what we did and the concept of SoftShoe. The artist blended that input to come up with the 'hanging feet'.

Now you know.