



SUSTAINABLE  
DOWN SOURCE

# ETHICAL, INNOVATIVE & SUSTAINABLE BULK DOWN

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Company Profile

## DANIEL GUIGUI

PRESIDENT & FOUNDER



**“Transparency is a key element of the service and value we offer our brand partners.”**

Now more than ever, end consumers of fashion, outdoor, and home textile products are aware of issues regarding environmental, social, and corporate responsibility. Our role as a supplier is to provide more value than we consume and to deliver products that our brand partners can offer

their customers with confidence and pride.

At SDS, we are committed to the principle that prosperity follows value. Our goal is to be the most innovative and sustainable down supplier on the market.

## ANDREW PAYNE

PRINCIPAL



**“Quality, price, and customer service are the foundations of our business model and what truly sets us apart from the competition. At SDS, we process every bulk down order with unsurpassed customer service, rigid quality control, and on-time delivery.”**

For our own peace of mind and that of our customers, we initiated annual third-party audits along each step of our supply chain to ensure that none of our down comes from force-fed or live-plucked birds. Having long been dedicated to the values of the Responsible Down Standard, we embraced their arrival and their commitment to raising

industry-wide awareness for the need to trace down from parent farm to end product.

We are proud to offer RDS-certified down and are committed to the continuous improvement of our supply chain transparency and traceability.

# OUR VISION: TO BE THE MOST **INNOVATIVE**, **ETHICAL**, AND **SUSTAINABLE** SOLUTION FOR YOUR BULK DOWN NEEDS.

## OUR MISSION

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Sustainable Down Source  
strives to offer peace of  
mind to our brand partners:

1. That our down is ethically sourced.
2. That we pursue innovative solutions for enhanced quality and technical performance.
3. That we are committed to sustainable business practices.
4. That as individuals and as a company we are mindful of the environmental, social, and economic footprint we leave behind.

## OUR BRANDS

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## OUR STORY

### Generations of experience building a more sustainable future.

Over the last year, we've launched numerous exciting projects and developments, including renaming our bulk down division Sustainable Down Source.

With generations of experience in the down and feather business, **Down Decor** became the bulk down supplier of choice for many brands in the fashion, outdoor, and home textiles industries. These industries have been pioneers in the world of manufacturing, leading the way towards more ethical treatment of animals, chemical management, environmental sustainability, and social responsibility. As a supplier partnering with many progressive brands and industry organizations, we found ourselves embraced by a community of like-minded, goal-oriented, collaborative partners committed to bettering their communities, their companies, and the world.

While our home textiles division still operates as Down Decor, our bulk down division now operates under a name that more clearly identifies the principles that serve as the foundation for our services, our products, and our purpose:

#### HISTORY

##### 1949

Pinkus "Pinky" Werthaiser, and his brothers forms the Midwest Feather Company in their new home in Cincinnati, Ohio.

##### 1994

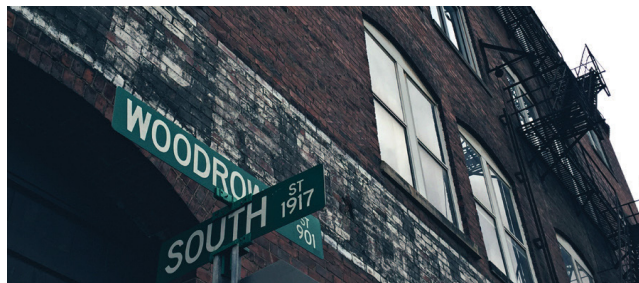
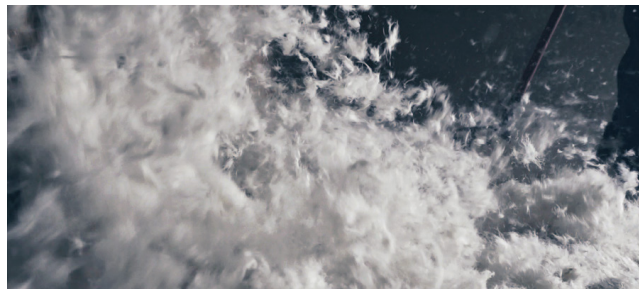
Down Decor is founded by Daniel Guigui as a home textiles manufacturer and importer as well as a full-service cutting and sewing facility.

##### 2005

Down Decor establishes a bulk down division.

##### 2016

To differentiate the two divisions, the bulk down business is renamed Sustainable Down Source, while the home textiles division remains Down Decor.



SUSTAINABLE  
DOWN SOURCE

## OUR SERVICES

Sustainable Down Source is a bulk down supplier with factories in the USA, Taiwan, and China, shipping over 1,000 metric tons of down & feather a year.

We offer a wide range of goose and duck down and feathers.

SDS offers recycled down that is certified to the Global Recycle Standard.

Almost any fill quality of down can be treated with one of our two proprietary DWR treatments: DownTek™ or DownTek™ PFC-Free.

SDS is certified by the Responsible Down Standard and can offer RDS certification for both our regular and DWR down.

Our down is sourced with quality in mind. Besides internal quality control testing of every lot, we offer IDFL pre-ship testing for each quality of down we ship that is over 300 kg.

Having long been committed to responsible chemicals management, SDS follows the Zero Discharge of Hazardous Chemicals Program (ZDHC) with the goals of raising industry awareness and eliminating hazardous waste.

Sustainable Down Source is a contributing member of the Outdoor Industry Association and a founding member of the Climate Action Corp.

SDS is a bluesign system partner.

SDS offers supply chain transparency with Downtracker hang tags, allowing end consumers to learn the origin of the down in their product.

Oeko-Tex Certified material is available from our Taiwan and China factories.



### PARTNERS IN SUSTAINABILITY

We understand that when our brand partner is successful, we're successful. We also understand the shifting consumer climate and the corresponding pressures faced by our brand partners. Today's consumer has high expectations regarding issues of animal welfare, chemicals management, and sustainable manufacturing practices.

### STAYING UP TO SPEED

It has increasingly become the role of suppliers to implement new protocols and auditing procedures, and offer verification of compliance in order for brand partners to safely claim they are committed to and complying with consumer demands and industry-wide standards.

*At Sustainable Down Source, we are dedicated to offering our brand partners the peace of mind that our down not only complies with current industry standards, but that we actively strive for innovation and sustainable best practices to ensure our ability to comply with evolving values and expectations.*

## OUR SUPPLY CHAIN

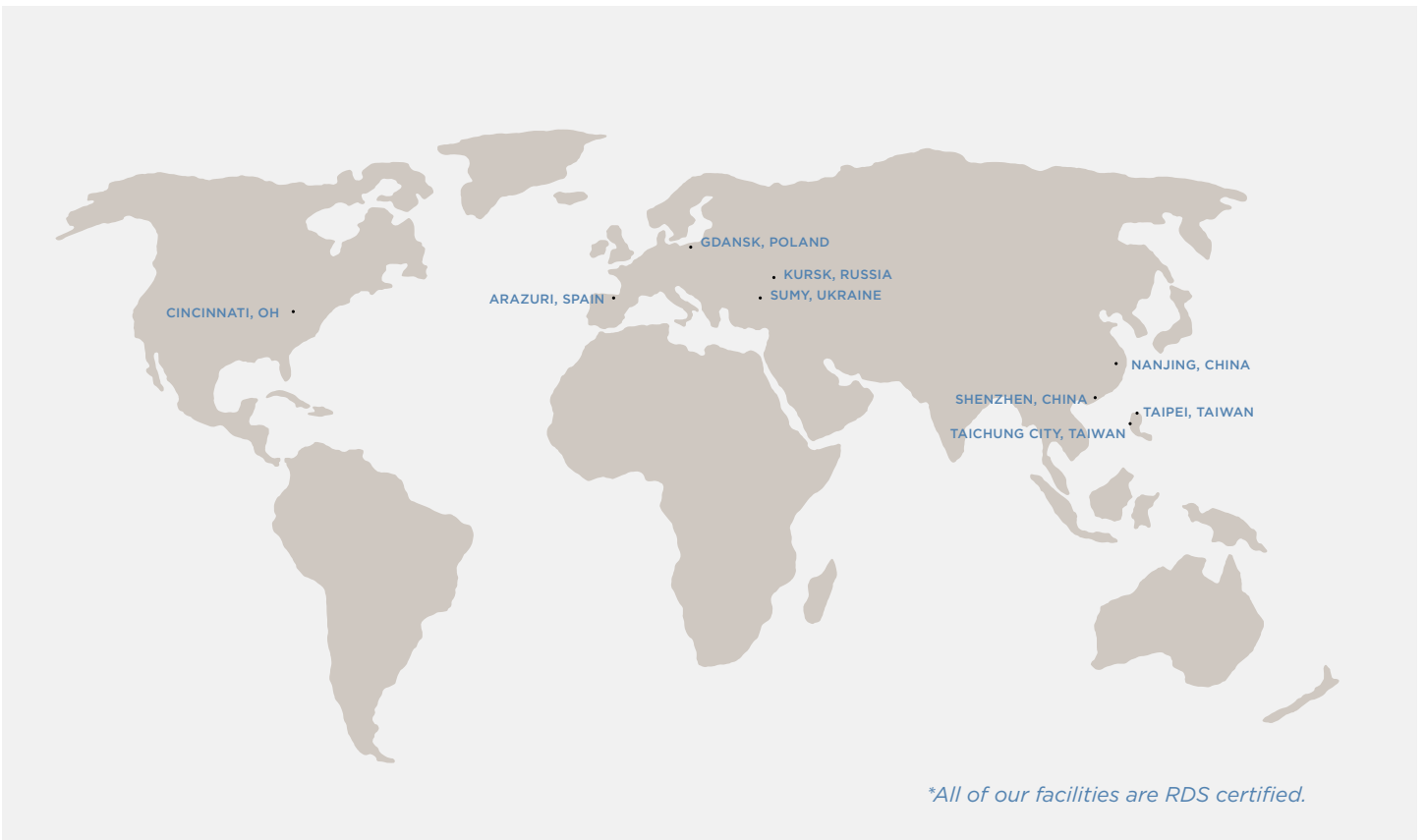


CORPORATE HEADQUARTERS  
CINCINNATI, OHIO



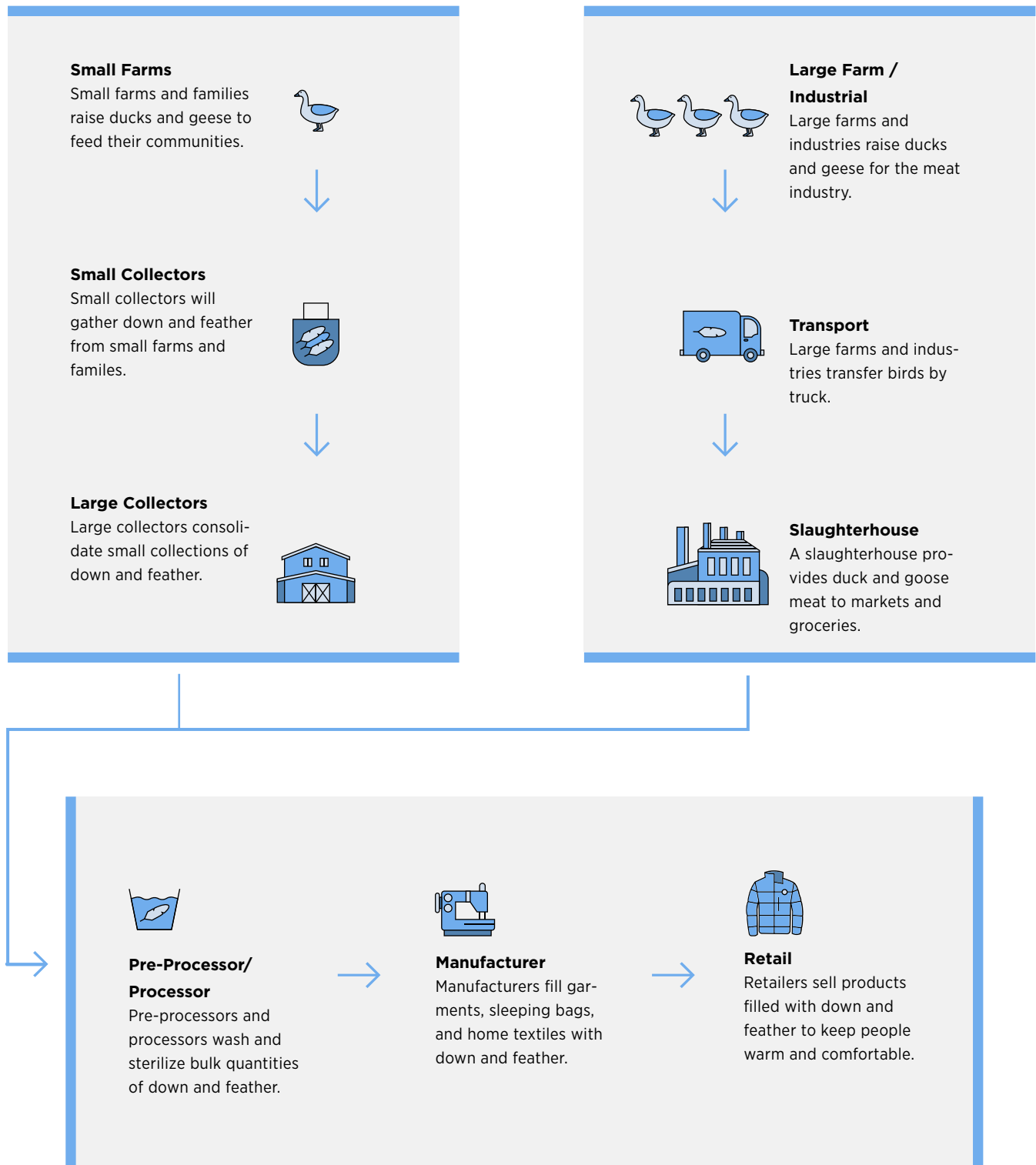
There are several reasons why it is valuable for SDS and its brand partners to have multiple washing and processing facilities located in Asia and North America. Lead times can be shortened dramatically by shipping freshly washed and processed down from a geographically convenient location. Quality is preserved by spending less time in containers on ocean-going vessels where the down is subjected to less than advantageous conditions during transit. Shipping costs are minimized. And equally important, we can greatly reduce the carbon footprint involved with the shipping process by reducing the transportation path.

### Factory Locations



*\*All of our facilities are RDS certified.*

## OUR SUPPLY PROCESS



## SDS BULK DOWN

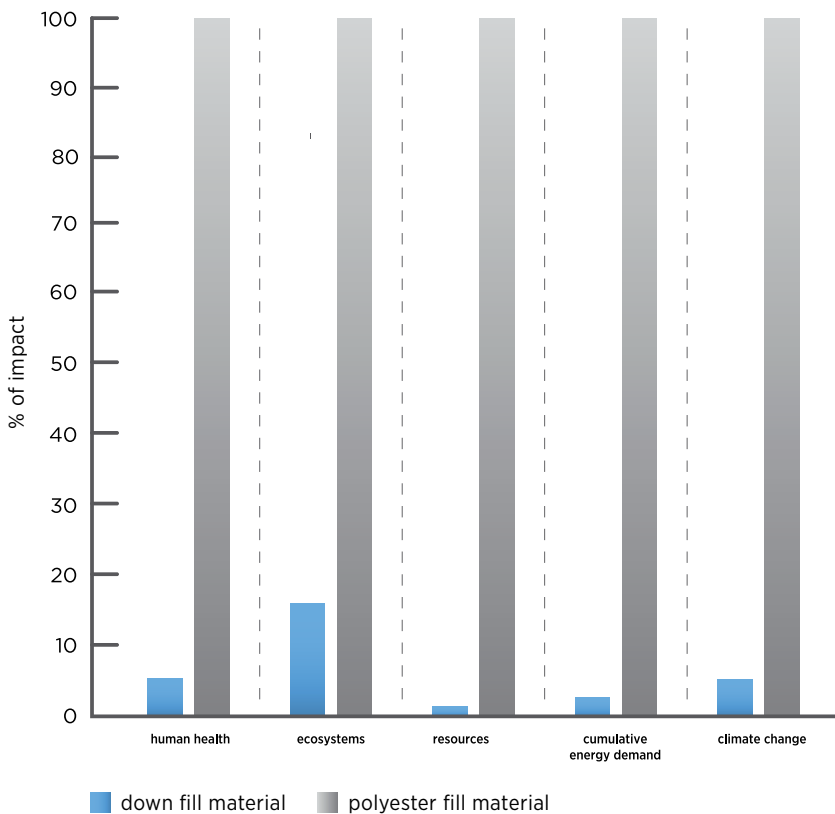
### Why Down?

#### Better Insulation. Better for the Environment.

Long Trail Sustainability, an independent third party, recently performed a Life Cycle Analysis to determine the environmental impact of down as an insulation compared to the other popular insulation, Polyester. The analysis compared impacts on the following five categories: Human Health, Ecosystems, Resources, Cumulative Energy Demand, and Climate Change.

On a per ton basis, Down has 85%~97% lower impacts than polyester in all of the impact categories analyzed.

Comparative Analysis: Down & Polyester  
Per functional unit (5 year lifetime)



#### Goose

The following fill powers are available in White and Grey Goose Downs:

**500, 550, 600, 650, 700, 750, 800, 850**

#### Duck

The following fill powers are available in White and Grey Duck Downs:

**500, 550, 600, 650, 700, 750, 800**



**We offer RDS certified regular and DWR down.**

Through a very selective sourcing process, all SDS down comes from farms that undergo strict audit procedures to ensure that our product does not come from birds that have been force-fed or live-plucked.



## OUR BRANDS: DOWNTEK™



### Innovation

DownTek™ Water Repellent Down is down that has been treated with a hydrophobic layer, giving each cluster the ability to repel moisture.

### Performance

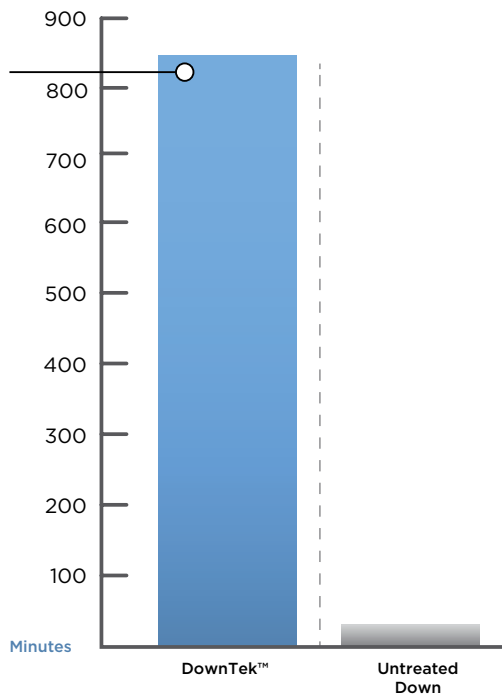
When regular down is exposed to moisture, the moisture droplets cling to the filaments of the down cluster, forcing the down to collapse. Once wet, regular down loses its ability to insulate because the pockets of air that provide insulation disappear. Air pockets on the down clusters of DownTek™ Water Repellent Down do not collapse. The water barrier creates surface tension on the surface area of the treated down clusters. This surface tension forces the moisture molecules to bead up and roll off the down, leaving each cluster free to continue trapping warm air, thereby maintaining the ability to insulate even when wet. DownTek™ down consistently reaches 1000 minutes in the IDFL DWR shake test.

### Environment

DownTek™ Water Repellent Down uses a C6 carbon chain PFC. The EPA has researched C6 PFCs and found they generally have a very short half-life, so they are not persistent in the environment like the C8 PFCs. DownTek™ is PFOA and PFOS-free.

**27x**

Better performance than untreated down



### See It Work

Visit our site for more information, brand partners and a video showing DownTek in a head-to-head matchup with untreated down.

[www.down-tek.com](http://www.down-tek.com)

### Critics Agree

"Down is great until it gets wet...but DownTek™ repels water while maintaining loft, temperature range and packability..."  
September 2012 Performance Test, Wired Magazine

## OUR BRANDS: DOWNTEK™ PFC-FREE



### Innovation

DownTek™ PFC-Free is a perfluorocarbon-free water repellent down that uses a bluesign approved chemistry to achieve an unprecedented level of water repellency.

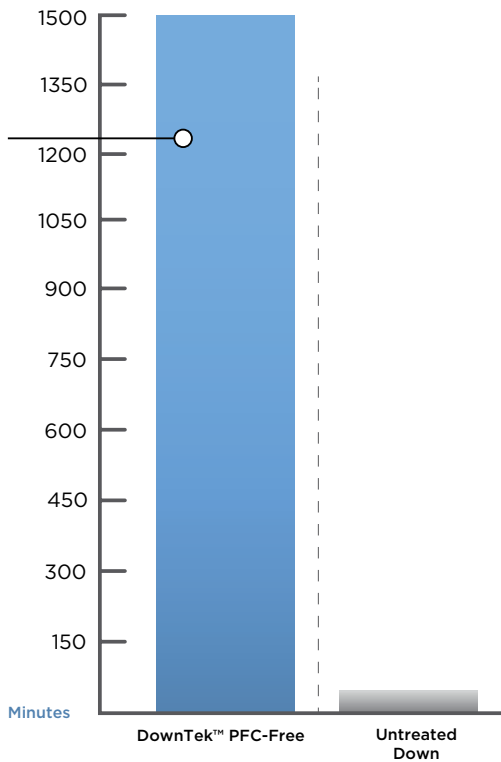
### Performance

When exposed to moisture, DownTek™ PFC-Free stays dry 50 times longer than regular down and dries faster.

### Environment

DownTek™ PFC-Free uses a bluesign approved chemistry, tested to the highest environmental standards. It is free of NPEO, APEO, and all PFCs.

**50x**  
Better performance  
than untreated down



### See It Work

Visit our site for more information, brand partners and a video showing DownTek in a head-to-head matchup with untreated down.

[www.down-tek.com](http://www.down-tek.com)

### Critics Agree

Outside Magazine explains the discovery of DownTek PFC Free.

[view article](#)

## CORPORATE RESPONSIBILITY

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Now more than ever before, the end consumer is aware of issues regarding environmental, social, and corporate responsibility. Our role as a supplier is to provide a product that our brand partners can offer their customer with confidence and pride. Sustainability is a key element to the service and value we offer.

As a company, we actively participate in a community of not only brand partners,

but suppliers, manufacturers, NGO's, and industry programs - all of whom have come to the realization that large-scale and lasting change can only be achieved by working together.

Through mindful business practices and a dedicated work force, SDS has set the standard in our industry for corporate responsibility and we are dedicated to affecting healthy change in our community and the world.



## MEMBERSHIPS & AFFILIATIONS



### Responsible Down Standard

SDS is committed to the ethical treatment of animals. We offer both regular and DWR down that has been certified by the Responsible Down Standard. Through a very selective sourcing process, all SDS down comes from farms that undergo strict audit procedures and we can ensure that our product does not come from birds that have been force-fed or live-plucked. We strive for continuous improvements in our supply chain and are working to create a traceability program that follows each batch of down from parent farm to end product, allowing the end consumer the option to track their down product and feel confident that the product they purchased has been sustainably and ethically sourced.



### bluesign system partner

The bluesign system is an integrated approach to reducing the impact of the textiles industries on people and the environment. With system partners ranging from chemicals suppliers, textile manufacturers, raw material suppliers, and brands, bluesign unites the supply chain with like-minded members collaborating to:

[Eliminate harmful substances](#)

[Ensure worker safety](#)

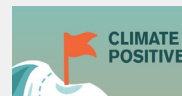
[Protect the environment throughout each step of the manufacturing process](#)



### Sustainable Apparel Coalition

The Sustainable Apparel Coalition has developed the HIGG Index, a supply chain tool that allows members to measure their environmental, social, and labor impact. The HIGG Index allows brands to evaluate suppliers and manufacturers, and compile data for self-assessment.

The HIGG Index offers a transparent view of the supply chain, giving members the capability to assess and address challenges, inefficiencies, and potentially harmful practices. As a member of the SAC, Sustainable Down Source is part of an important collaboration of individuals with the shared goal of improving best practices industrywide.



### Climate Action Corp-Founding Member

Measure.Plan.Reduce.

Our commitment to Climate Action:

Scope 1 GHG Emissions: Direct emissions from owned or controlled sources

Scope 2 GHG Emissions: Indirect emissions from the generation of purchased energy

Scope 3 GHG Emissions: Indirect emissions that occur in the value chain, including both upstream and downstream

## MEMBERSHIPS & AFFILIATIONS

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### European Outdoor Group

Founded in 2003, the EOG has grown into a high profile, dynamic organisation that fully represents the outdoor sector. The outdoor industry is one of the major players in the sporting goods sector. In order to maintain and strengthen this position, the EOG undertakes a number of projects for the benefit of the whole European outdoor industry.



### Outdoor Industry Association

SDS is an active member of the OIA and participates in the Sustainability Working Group and Chemicals Management Working Group, both of which hold twice-annual meetings at the Outdoor Retailer show in Salt Lake City, as well as regular webinars and networking opportunities.

The OIA advocates for issues affecting the Outdoor Industry and provides a platform for suppliers, manufacturers, brand partners, and industry experts to share their concerns, address critical issues, and collaborate to find solutions and implement change.



### International Down and Feather Bureau

The International Down and Feather Bureau is a trade associations for the down and feather industry. Sustainable Down Source actively participates in the organization and complies with the industry standards for quality and quality control.



### American Down and Feather Council

The American Down and Feather Council is a trade associations for the down and feather industry. Sustainable Down Source actively participates in the organization and complies with the industry standards for quality and quality control. The ADFC provides a platform for our industry to collaborate to improve our procedures, practices and processes.

## SUSTAINABILITY

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### **Preserving Natural Resources**

Sustainable Down Source understands the importance of preserving natural resources. An important resource in the down and feather process is water. With 80% of our supply chain using recycled water, we are able to save 440,000 gallons of water each year.

When water is released back into the environment, we conduct waste water testing per the ZDHC waste water management program to ensure that no harmful chemicals are being added to the waterways.

### **Due Diligence Product Testing**

It is our responsibility to provide safe products. With due diligence chemical testing on the inputs and outputs of our production stream, we are able to confirm quality and safety on a regular basis. We test random samples of bulk down and detergent per the ZDHC MRSI and bluesign System Partner guidelines. Oeko-Tex Certified material is available from our Taiwan and China factories.

### **Social and Labor Standards**

Sustainable Down Source is fortunate to work with amazing people. These are people who work hard every day to produce a product of which they are proud. We support each of our supply chain partners in providing safe, fair, and comfortable working environments for all employees. One step toward achieving this goal is conducting social and labor audits.

### **Supply Chain Transparency**

SDS offers supply chain transparency with Downtracker hangtags, allowing end consumers to learn of the origin of the down in their product. The scannable hangtag also offers information on testing, safety, and product care.

### **Recycled Down**

Down & Feather are wonderfully useful and beneficial by-products of the poultry meat industry. Down can insulate better than any man-made fiber, feathers provide a pleasant and comfortable filling material for pillows, seat cushions, and feather beds. And there is an added benefit....down & feather can be recycled and reused with proper washing and sterilization. Recycled down usually comes from old comforters, duvets, and pillows that have outlived their first life cycle. But the down can be collected from these discarded items and re-purposed for use in outerwear and sleeping bags by thoroughly washing and processing the down. GRS certification can be provided for these recycled materials. Due to the nature of the collection process, the qualities of recycled down available will vary.

### **Carbon Footprint Reduction**

The end game. We take steps to protect the environment because we care about the people. SDS has joined the Climate Action Corp as a founding member to demonstrate our commitment to reducing our carbon footprint.

**Everyone needs  
to contribute and  
we are all in.**

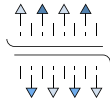
## DOWN AND FEATHER: NATURAL & ENVIRONMENTALLY FRIENDLY

Down and feather are eco friendly and have the lowest carbon footprint of any fill material.



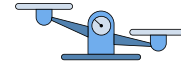
### Hypoallergenic

The breathability of down and feather bedding and the tight construction of its coverings makes it naturally dust mite resistant. To be labeled hypoallergenic, down and feather bedding must meet specific, rigorous criteria.



### Breathable

Down and feather are breathable, insulating materials that naturally wick away perspiration and moisture and can help regulate body temperature.



### Lightweight

Down and feather provides warmth without weight. It's the ideal, lightweight material for jackets, sleeping bags, and bedding.



### Longevity

With proper care, down and feather can last for years and will not wear out as quickly as alternative materials.



### Superior Warmth

Down is nature's best insulator and, ounce-for-ounce, provides the warmest coverage of any material.



### Compressible

Down isn't just lightweight, it has greater loft recovery after compression than synthetics making it perfect for outdoor gear.

For more information, please visit [www.idfb.net](http://www.idfb.net)



## OUR TEAM

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