



SUSTAINABLE
DOWN SOURCE



ETHICAL, INNOVATIVE & SUSTAINABLE BULK DOWN



DANIEL GUIGUI

PRESIDENT & FOUNDER



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

“Now more than ever before, the end consumer in the fashion, outdoor, and home textiles industries is 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 customer with confidence and pride.

At SDS, we are committed to the principal that prosperity follows value and to being the most innovative and sustainable down supplier on the market.”



ANDY PAYNE

PRINCIPAL



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

“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 came from birds that had been force-fed or live-plucked. 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 STORY



**Generations of experience
looking forward to a more
sustainable future.**

There have been a lot of exciting developments for our company during the last year - not the least of which is the renaming of our bulk down division.

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:

Sustainable Down Source.

HISTORY

1949

Pinkus "Pinky" Werthaiser, and his brothers formed 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.



OUR CORE VALUES

Sustainability & Ethical Mindfulness

Innovation & Performance

Quality & Value



SUSTAINABLE
DOWN SOURCE

OUR VISION

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

DOWN DECOR®
100% Comfort

OUR MISSION

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 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
- Almost any fill quality of down can be treated with one of our two proprietary DWR treatments: DownTek or DownTek ZeroPFC
- 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 has partnered with the Zero Discharge of Hazardous Chemicals Programme (ZDHC) with the goals of raising industry awareness and eliminating hazardous waste
- SDS is a contributing member of the Outdoor Industry Association and is part of the Social Responsibility Working Group and the Chemicals Management Working Group
- SDS is a BlueSign System Partner

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.

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.



OUR FACILITIES

All four of our facilities are RDS certified.

ONE KOVACH - CORPORATE HEADQUARTERS CINCINNATI, OHIO



One Kovach is the home to Down Decor home textiles production and serves as the home base and corporate offices for both Down Decor and Sustainable Down Source.

NANJING FACTORY



- SDS Bulk Down, DownTek™, and DownTek™ ZeroPFC™ are washed, processed and shipped to order.
- 5 Wash Lines
- 22 Sorting Machines
- Daily Processing Capacity of 11,200kgs

SOUTH STREET - DOWN & FEATHER PROCESSING FACILITY CINCINNATI, OHIO



- SDS Bulk Down, DownTek™, and DownTek™ ZeroPFC™ are washed, processed and shipped to order.
- 4 Wash Lines
- 2 Sorting Machines
- Annual Processing Capacity of More Than 1,000 Metric Tons

TAIWAN FACTORY



- SDS Bulk Down, DownTek™, and DownTek™ ZeroPFC™ are washed, processed and shipped to order.
- 5 Wash Lines
- 24 Sorting Machines
- Daily Processing Capacity of 9,400kgs

CORPORATE RESPONSIBILITY



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.



OUR BRANDS: SDS BULK DOWN



**SUSTAINABLE
DOWN SOURCE**

Goose

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

- 500 Fill Power Goose Down
- 550 Fill Power Goose Down
- 600 Fill Power Goose Down
- 650 Fill Power Goose Down
- 700 Fill Power Goose Down
- 750 Fill Power Goose Down
- 800 Fill Power Goose Down
- 850 Fill Power Goose Down

Duck

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

- 500 Fill Power Duck Down
- 550 Fill Power Duck Down
- 600 Fill Power Duck Down
- 650 Fill Power Duck Down
- 700 Fill Power Duck Down
- 750 Fill Power Duck Down
- 800 Fill Power Duck Down



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

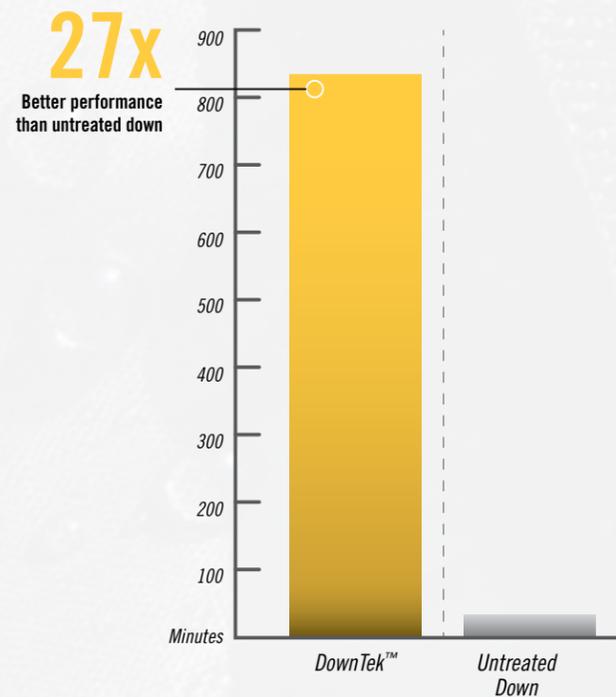
DownTek™ Water Repellent Down is down that has been treated with our water-repellent-nano-treatment. We employ a proprietary application method instead of a bath treatment, thereby eliminating waste run-off.

Performance

When regular down is exposed to moisture, the moisture droplets cling to the filaments of the down cluster, forcing the down to collapse in on itself. Once wet, regular down loses its ability to insulate because the pockets of air that provide insulation collapse. Air pockets on the down clusters of DownTek™ Water Repellent Down do not collapse. The nano treatment 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.



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

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™ ZeroPFC™



Innovation

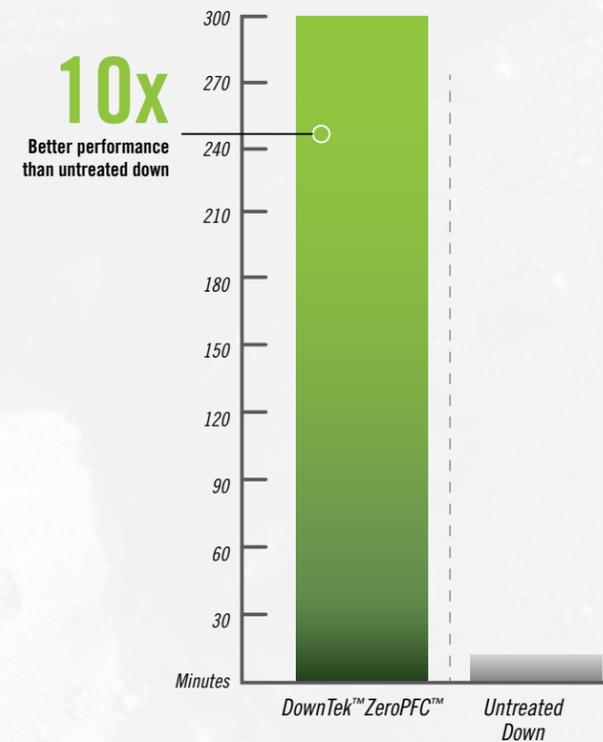
DownTek™ ZeroPFC™ was born from a commitment to providing our customers with the very best performing DWR down while keeping in mind the impact we have on the environment. DownTek™ ZeroPFC™ is a perfluorocarbon-free water repellent down that uses lipids, an innovative, nature-inspired approach to achieving water repellency.

Performance

When exposed to moisture DownTek™ ZeroPFC™ stays dry 10 times longer than regular down and dries faster.

Environment

DownTek™ ZeroPFC™ uses the same proprietary application process as DownTek Water Repellent Down, which employs the use of nano-level lipids (one billionth of a meter) instead of a bath process – meaning no by-products are released into our water-recovery systems.



Critics Agree

DownTek has been tested, reviewed and even awarded by world renowned outdoor and tech experts including Outdoor Magazine, Popular Science, Men's Journal, National Geographic and Backpacker.

MEMBERSHIPS & AFFILIATIONS

THE 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.



ZERO DISCHARGE OF HAZARDOUS CHEMICALS

ZDHC is committed to achieving zero discharge of hazardous chemicals in the global textiles and footwear industries, as well as the widespread implementation of best practices in waste-water management. By bringing together brands, suppliers, chemicals and sustainability experts, and non-profit organizations, ZDHC has established industry standards and developed both a support system for widespread implementation and audit protocols to help guide members on the Roadmap to Zero.

Along with more than 20 other leading brands, SDS is happy and excited to be part of the ZDHC network of brands and sustainability experts who are working towards the shared goal of implementing wide-spread, meaningful change in our industry, our environment, and our world.



MEMBERSHIPS & AFFILIATIONS

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 industry-wide.



MEMBERSHIPS & AFFILIATIONS

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.



OUTDOOR FOUNDATION

The Outdoor Foundation is a not-for-profit organization established by OIA to encourage, inspire, and enable future generations to discover the great outdoors. SDS is a proud sponsor of Parks4Kids and shares the vision of the Outdoor Foundation to keep our parks and natural habitats safe for generations to come.



ADFC AND IDFB

The American Down and Feather Council and the International Down and Feather Bureau are the trade associations for the down and feather industry. Sustainable Down Source actively participates in both organizations and complies with the industry standards for quality and quality control. Both the ADFC and IDFB provide a platform for our industry to collaborate to improve our procedures, practices and processes.

OUR TEAM



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