



FEDERATION INTERNATIONALE DE L'AUTOMOBILE

CALL FOR EXPRESSIONS OF INTEREST AND SELECTION PROCESS

FIA Clothing and Accessories



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Introduction

Founded in 1904, The Fédération Internationale de l'Automobile (FIA) is the governing body of world Motor Sport and the Federation of the world's leading motoring organisations. The FIA brings together 237 national motoring and sporting organisations from over 142 countries, representing millions of motorists worldwide. In Motor Sport, it administers the rules and regulations for all international four-wheel sport, including the FIA Formula One Championship, the FIA Formula E championship, The FIA World rally championship and many other championships.

The FIA is now calling for expressions of interest to identify candidates interested in being the exclusive supplier of the FIA Officials' clothing and shoes apparel and the exclusive supplier of the FIA for a range of accessories. The call for expression of interest will be composed of three batches:

- **Batch N°1: Official clothing (cf Appendix A)**
 - Required:
 - Uniforms FIA- FIA Officials (FIA Track Line)
 - Uniforms FIA- FIA Staff (FIA Corporate Line)
 - FIA Accessories (FIA Accessories)
 - Optional:
 - FIA Optional Accessories
 - Uniforms FIA clubs
- **Batch N°2 : Marketing Package (Cf Appendix B)**
 - Use of FIA marks and logos
 - Brand Exposure
 - Access to FIA Events
 - Image and Footage
 - Business opportunities
- **Batch N°3 : Licensing – Official Licensed Products (Cf Appendix C)**



The FIA Official Licensed Product range shall be based on the FIA Official Licensed Product Style Guide, which will be provided to interested candidates upon request.

Interested candidates shall fill in the term sheet as well as the template business plan attached as Appendix C.

Candidates are invited to bid for each of the three batches, provided that:

- Candidates can bid for Batch 1 and/or 3 only ;
- If candidates bid for Batch 2, they should also make an offer at least for Batch 1 .

I-Selection Process

The selection process will consist of two phases:

- Phase 1: Interested candidates are invited to register a formal expression of interest with the FIA Marketing department (sfillastre@fia.com) with their full contact details, a complete dossier complying with the requirements stated hereafter and a letter introducing their candidacy **before 5 pm CET on 8 May 2015** as set out below.

The letter of candidacy shall include information on:

- The ability to design a range of products and accessories that reflects the image of the FIA ;
 - The financial ability of the candidate : annual reports or key accounting figures from the last 3 years;
 - The proven experience of the candidate in producing sports clothing apparel
 - The History of the company and its links with Motor Sport
 - Any other details considered as relevant for the assessment of such proposal
- Phase 2: The FIA will contact the entities that have sent a formal expression of interest within the deadline stated in Stage 1 and a first discussion phase will start with the candidates which will last until June 2015.

According to the results of the various exchanges with the candidates, the FIA shall select the candidate which, in the FIA's sole opinion best responds to the requirements, including:

- o Compliance with the specifications set forth herein;
- o Logistics and supply performances;
- o Cost efficiency



The FIA will not be required to give reasons for the acceptance or refusal of any particular proposal.

The selected candidate shall be informed of his selection no later than by 30 June 2015 and will be required to sign an agreement with the FIA.

The FIA reserves the right, at its sole discretion, to interrupt or make changes to this selection process at any time.

Nothing in this selection process or any communication made by the FIA or its representatives or employees shall constitute a contract between the FIA and any prospective candidate. The FIA shall be under no obligation to accept any expression of interest submitted.

Furthermore, in this call for expression of interest, the FIA has 3 main objectives:

- Answer the needs of:
 - FIA officials on track
 - FIA staff or commission member – non Motors Sport related activities
 - FIA Clubs
 - General public (range of accessories)
- Cost efficiency per item
- Overall cost saving

II – Requirements and minimum terms

Candidate's offers shall at least comply with the following requirements:

Batch I:

1. Delivery:
50% of the quantities of each and every product set forth under Appendix A hereto shall be delivered **on or before 15 November 2015**.
The remaining 50 % shall be delivered on or before 31 January 2015.
2. New/additional stock:
The candidate shall be able to supply additional or new stock within **maximum 3 months**. Candidates are invited to detail their logistics structure and potential constraints.
3. Term:



The supplier will be appointed for a period of 3 years on an exclusive basis with a possibility to renew for an additional period of 3 years, subject to meeting of a set of KPIs.

4. Product range:

The products shall reflect the values and prestige of the FIA as the governing body and regulator of Motor Sport.

Such products shall also fulfill the needs of FIA Officials on track and FIA staff and Commission members for non-sports related activities.

5. FIA Brand Guidelines:

Any and all products shall be developed in strict compliance with the FIA Brand Identity Guidelines as well as the FIA Style Guide.

6. Mandatory specs:

See below in appendix A.

7. Legal:

The Agreement shall be drafted in English and subject to the laws of Switzerland. The terms described above are not for negotiation. By submitting a bid, each candidate acknowledges and accepts that the Agreement for which it is bidding will contain clauses reflecting in full these core terms without reservation, exception or qualification. In areas other than those covered by the requirements and minimum terms, each candidate is required to submit with its bid a list of essential terms (i.e. terms which are essential for the candidate and without which the candidate would not bid) provided that such terms do not compromise in any way the requirements and minimum terms and that this does not imply any obligation on the part of the FIA to accept any of those essential terms.

Batch II: Marketing Rights

1. Financial Proposal

For the marketing rights as detailed in Appendix B, the Company shall offer no less than Euro 100.000/year starting from 2016 until 2018.

2. Special Terms and conditions

Payment of the sum will be performed in 2 yearly instalments in June and September each year.

3. Legal:

The Agreement for the Marketing Rights shall be tied to the Agreement for supply of the Official Clothing as described in Batch I (the "Supply Agreement"). It will follow the same general terms and conditions (including, where relevant, the conditions set out under 7.



Legal above) as the Supply Agreement and will terminate automatically in case of termination of the Supply Agreement.

Batch III: Official Licensed Products

1. Business Plan

Candidate shall provide a business plan where 50% of the revenues shall be secured with a minimum guarantee. Payments shall be made in four instalments, the latest one being made at the latest 6 months prior to termination of the agreement.

2. Range development

The products shall reflect the values and prestige of the FIA and shall be developed in full compliance with the FIA Brand Identity Guidelines and the FIA Style guide. The Range development plan shall be presented per target, per season and per SKU.

3. Retail distribution strategy

4. Bank guarantee, letter of credit

5. Specific FIA requirements

Candidates shall comply with specific FIA requirements such in terms of:

- Packaging
- Security tagging
- Point of Sales
- Retail must stock
- Sales to FIA Clubs
- Sales at FIA World Championship Events
- Marketing date: Product ranges shall be made available to customers no later than 1 year after signature of the Agreement.

6. Term:

The supplier will be appointed for a period of 3 years on an exclusive basis. The Supplier may be granted an exclusive renegotiation period in case the minimum guarantee would have been reached no later than two years after the coming into force of the Agreement.

The Sell off period post termination of the Agreement shall be 6 months.

7. Legal:

The Agreement shall be drafted in English and subject to the laws of Switzerland. The terms described above are not for negotiation. By submitting a bid, each candidate acknowledges and accepts that the Agreement for which it is bidding will contain clauses reflecting in full these core terms without reservation, exception or qualification. In areas other than those covered by the requirements and minimum terms, each candidate is required to submit with its bid a list of essential terms (i.e. terms which are essential for the candidate and without



which the candidate would not bid) provided that such terms do not compromise in any way the requirements and minimum terms and that this does not imply any obligation on the part of the FIA to accept any of those essential terms.

III – Appendices

➤ Appendix A

<u>Batch 1</u>

❖ Range of products:

- Uniforms - FIA Officials
- Uniforms - FIA Staff (Non-related to Motor Sports events)
- FIA Accessories (FIA Corporate & FIA Official license products)
 - Umbrellas
 - Bags (Travel bag 2/3 days, travel bag 7 days, and back pack)
 - Headwear (caps, hats,)
 - Key rings
 - Lanyards
 - ...

❖ Optional Range of products:

- FIA optional accessories :
 - Coffee cup
 - Tea cup
 - Mugs
 - Plates
 - ...
- Uniforms FIA Clubs – FIA Club Officials: Should the possibility arise, the supplier may be invited, at some point during the term of the agreement, to bid to supply uniforms for FIA Club Officials worldwide. This possibility is not at all guaranteed within the scope of the Agreement and the FIA shall not be obliged to offer this possibility to the supplier at any time.


❖ Quantities FIA uniforms

Quantity	FIA Track line (400 pax * 1.5; replacement and turnover of staff)	Items
3000	3000	<ul style="list-style-type: none"> • Shirt/Blouse long sleeve • Model TRACK LINE • Hidden badge pocket • Pen pocket • Button down collar • Fabric cotton / cotton mix • Anti-sweat • Anti-crinkle • Comfortable to wear • Withstand often wash and hotel laundry • Embroideries (logos and text) • Function embroideries (Racedirector/Medical/Technic/Media etc...)
1000	1000	<ul style="list-style-type: none"> • Shirt/Blouse short sleeve • Model TRACK LINE • Same as above (long sleeve)
1200	1200	<ul style="list-style-type: none"> • Polo shirt short sleeve • Pocket • Superior quality, • Breathable • Withstand often wash and hotel laundry • Embroideries (logos and text)
1200	1200	<ul style="list-style-type: none"> • Trousers long cargo pants • Technical fabric • Resistant for outdoor use and mechanical work (carry things, kneel down) • Provide several smart pockets, withstand often wash and hotel laundry

		<ul style="list-style-type: none"> • Embroideries (logos and text) • Reflective night features safety
600	600	<ul style="list-style-type: none"> • Belt – Classic black or dark blue • Leather or alternative, robust enough to withstand items clipped to it (radio, etc) • Adjustable length one fit all
600	600	<ul style="list-style-type: none"> • Sweater / pullover eventually with zip • Open side pockets • Elbow patches • Sweater shall be mainly cotton • Pullover shall be mainly wool
600	600	<ul style="list-style-type: none"> • 3-in-1 Jacket Spring to Autumn • Water resistant, with hide-away hood, and removable no sleeve body warmer • Fashionable and technical • Gore-Tex or other membranes, coated fabric, laminated • Waterproof seams and zippers • Provide enough smart inside and outside pockets, • Embroideries (logos and text) • Reflective features
200	200	<ul style="list-style-type: none"> • Specific Winter jacket for up to - 20/-25°C with hoods • Just over knee length • Smart inside • Outside pockets • Reflective features
900	900	<ul style="list-style-type: none"> • Find from sports shoes producer, 1 or 2 product types to fit hot and normal places • For usage on track and off-road • Must be comfortable
900	900	<ul style="list-style-type: none"> • Shoes track spring/autumn • Breathing • Must be comfortable for working (kneeling down etc.)
600	600	<ul style="list-style-type: none"> • Off road Shoes spring/summer/autumn • Type trekking shoes • Breathing • Must be comfortable for working (kneeling down, etc.)



600	600	<ul style="list-style-type: none">• Off road winter shoes (Rally Sweden, Monte-Carlo, etc.)• Outdoor/mountain shoes• Breathing• Must be comfortable for working (kneeling down, etc.)
1200	1200	<ul style="list-style-type: none">• Optional warm technical underwear (pants and top – long john's and long sleeve) for winter outdoor
600	600	<ul style="list-style-type: none">• Gloves – Proposal and range to be submitted by candidate

Quantity	FIA Corporate Line	Items
1200	1200	<ul style="list-style-type: none"> • Shirt/Blouse long sleeve - Modell CORPORATE LINE
		<ul style="list-style-type: none"> • Shirt/Blouse short sleeve - Modell TRACK LINE
		<ul style="list-style-type: none"> • Polo shirt short sleeve
800	800	<ul style="list-style-type: none"> • Urban long pants with pockets • Withstand often wash and hotel laundry
400	400	<ul style="list-style-type: none"> • Belt – CORPORATE LINE
400	400	<ul style="list-style-type: none"> • Pullover V collar (eventually with zip)
400	400	<ul style="list-style-type: none"> • Outdoor jacket
		<ul style="list-style-type: none"> • Shoes sneaker (ex: Geox Style leather as bellow) 
400	400	<ul style="list-style-type: none"> • Business Jacket (design and spec to be suggested by supplier)
600	600	<ul style="list-style-type: none"> • Gloves – Proposal and range to be submitted by candidate

❖ Quantities FIA Accessories

Articles			MOQ Quantities
Umbrellas	Mandatory	1 design	250
Travel bags (5/7 days)	Mandatory	1 design	100
Back pack	Mandatory	1 design	200
Trolley / Travel bag (2/3 days)	Mandatory	1 design	100
Headwear	Caps	2 designs	250
Headwear	Hats	2 designs	250
Key chains	Mandatory	1 design	1000
Lanyards	Mandatory	2 designs	5000
Coffee cup	Optional	1 design	250
Tea cup	Optional	1 design	100
Mugs	Optional	1 design	100
Plates	Optional	1 design	250

❖ Mandatory Specs

Item (ladies & gents)	Comments
Shirt long sleeve (ladies and gents version)	<ul style="list-style-type: none"> • Hidden badge pocket • Pen pocket • Buttons down collar • Fabric cotton / cotton mix • Anti-sweat • Anti-crinkle • Comfortable to wear • Withstand often wash and hotel laundry • Embroideries (logos and text) • Function embroideries (race/director/Medical/technic/media,etc.
Urban pants	<ul style="list-style-type: none"> • Withstand often wash and hotel laundry
Cargo pants	<ul style="list-style-type: none"> • Trousers long cargo pants • Technical fabric • Resistant for outdoor use and mechanical work (carry things, knees down) • Provide several smart pockets • Withstand often wash and hotel laundry • Embroideries (logos and text) • Reflective night features safety
Polo shirt short sleeve	<ul style="list-style-type: none"> • Pocket • Superior quality • Breathable • Withstand often wash and hotel laundry • Embroideries (logos and text)
Soft shell	<ul style="list-style-type: none"> • Superior quality • With pockets • Eventually branding or embroideries (logos and text)
3-in-1: Polar fleece combined with: Rain jacket or Windbreaker or Parka	<ul style="list-style-type: none"> • Water resistant, with hide-away hood, and removable no sleeve body warmer • Fashionable and technical • Gore-Tex or other membranes, coated

	<ul style="list-style-type: none"> fabric, laminated • Waterproof seams and zippers • Provide enough smart inside and outside pockets • Embroideries (logos and text) • Reflective features
Cap (baseball cap)	<ul style="list-style-type: none"> • No cheap standard type • Superior design and quality adjustable • Embroideries (logos and text)
Belt	<ul style="list-style-type: none"> • Leather or alternative, robust enough to withstand items clipped to it (radio, etc.) • Adjustable length one fit all • Belt – Classic black or dark blue
Track summer shoes	<ul style="list-style-type: none"> • Light • Breathing • Must be comfortable for working (kneeling down...) •
Track Spring/autumn Shoes	<ul style="list-style-type: none"> • Breating • Must be comfortable for working (kneeling down, etc.)
Off road shoes	<ul style="list-style-type: none"> • Spring/summer/ autumn • Type trekking shoes • Breathing • Must be comfortable for working (kneeling down...)
Off road Winter shoes (rallies)	<ul style="list-style-type: none"> • Outdoor/moun train shoes • Breathing • Must be comfortable for working (kneeling down...)
Travel bag for 1 week	<ul style="list-style-type: none"> • Superior quality • FIA personalisation logo • Text (embroideries or print or metal feature)
Cabin bag or Trolley for 3 days	<ul style="list-style-type: none"> • Superior quality • FIA personalisation logo • Text (embroideries or print or metal feature)



❖ Sizing

A size setting process shall be proposed by the candidate appointed.

The current management of the FIA Officials enables the FIA to have size info for 500 officials; however they are based on current size setting of the appointed supplier (E Zegna).

Sizes larger than XL will have to be provided

❖ Additional features

- Additional notes
- Procedure improvement

➤ Appendix B

<u>Batch 2</u>

Batch II: Marketing Rights - Description

The Marketing Rights to be granted under Batch 2 shall include the following:

1. Use of marks and logos

- Official status of FIA Official Supplier.
- Exclusive Official Status of FIA Official Clothing Partner
- Right to use the FIA marks and logos in the official communications.

2. Brand Exposure

- Presence of the Company logo on the FIA website
- Presence of the Company logo on ALL FIA Official Clothing. The Company logo shall be placed on the right sleeve of each tops and on the back pocket for bottoms
- 1 FIA press release announcing the launch of the partnership (date to be agreed between the FIA and The Company)
- 2 Advertising page on AUTO magazine every year, the FIA official magazine distributed to 5,000 Motor Sport industry leaders.

3. Access to FIA Events

- 1 exhibitor stand at the FIA Sport Conference within the FIA Sport MotorEx exhibition section (space and location to be agreed at beginning of each calendar year). Exhibitor stand size shall be no smaller than the largest size of exhibition offered on sales by the FIA to regular partners



- 1 exhibitor stand at the FIA Mobility Conference within the FIA Mobility Conference exhibition section (space and location to be agreed at beginning of each calendar year). Exhibitor stand size shall be no smaller than the largest size of exhibition offered on sales by the FIA to regular partners
- 1 table of 4 guests at the FIA Prize-Giving Gala.

4. Image and Footage

- Right to use image of the FIA Officials (no association with championships, teams or drivers) and subject to standard clearances.

5. Business opportunities

- B2B initiatives: prescription initiatives to the club network with endorsement of the FIA.
- Access to FIA offices in Valleiry France

➤ Appendix C

Batch 3

Term Sheet for licensee/supplier – FIA Official Licensed Products

TERMS

- Company : _____
- Company Address: _____
- Company Registration Number: _____
- Contact Person (Company representative): _____

1. Licensed Marks :

- FIA Official Licensed Products logo
- Federation Internationale de l'Automobile word mark
- FIA Master Logo
- FIA Official Licensed Products Style Guide (All sections)

2. Products :



Product	Description	Targeted Price

3. Territory :

4. Term :
- Starting date : _____
- Ending date : _____

5. Exclusivity :
- Yes
- No

6. Product launch date
(no later than): _____

7. Revenue consideration :
- Royalty Rate in % (to be applied on targeted Price) : 15%
- Minimum Guarantee* (€) : _____

Upon execution of this agreement:

On or before : _____(date)



On or before : _____(date)

On or before : _____(date)

On or before : _____(date)

* The Minimum Guarantee (MG) shall represent no less than 50% of the total projected Business Plan highlighted in schedule 2

Value of Insurance : (Product liability)_____

Value of Insurance : (Professional Indemnity)_____

8. 3rd party manufacturer

- Yes

- No

3rd party manufacturer's letter of Undertaking:

- Yes

- No

9. Bank Gaurantee

- Yes

- No

10. Letter of Credit

- Yes

- No

11. Method of Distribution :

- Direct to Customer/Consumer



- Internet/Catalogue/Mail order
- Wholesalers
- Traditional Retail (Standard)
- Specialised Retail (BtoB stores)
- Other

Please clarify : _____

12. Special Terms :

By signing below, COMPANY acknowledges and agrees that this Term Sheet does not constitute a binding offer capable of acceptance. COMPANY's appointment as Licensee and the grant of rights of a licensee shall be subject to the conclusion and due signature of a Marketing Agreement in FIA's standard form by each of FIA & COMPANY

COMPANY

Date : _____

Name : _____



Title : _____

Schedule : BUSINESS PLAN							
FIA OLP Description	FIA OLP Sku #	Theme chosen from FIA Style Guide (Refer back to FIA OLP Style Guide and sections mentioned)	Target group		Method of Decoration (Print, embroidery etc...)	Territories	Supplier(s)
			Male/Female	Age			
	#1						
	#2						
	#3						
	#4						
	#5						
	#6						



➤ Appendix D

Glossary

A-line gown - Form fitting bodices that flare out from the waistline to a full skirt. These gowns have a seamless waist.

A-line skirt/fit and flare skirt - A skirt that is fitted at the waist and flares out in an A-line or tulip shape at the hem.

back drape - A length of material attached either at the shoulder or the waist that flows over the back to floor length. In some cases it is removable.

back yoke - A fitted or shaped piece at the top of a skirt or at the shoulder of various garments.

ball gown - Characterized by a very full skirt that begins at the waist and continues to a formal length. The skirt waist is seamed and can be of various styles.

ballerina neckline - This is a low neckline that usually occurs with strapless or spaghetti strapped dresses.

bandeau/tube top - A band-shaped covering for the breasts.

Basque waist/V-waist - This dropped waist starts at or just below the natural waistline, and dips in the center creating a "V" shape.

bateau neck/boat neck - A high, wide, straight neckline that runs straight across the front and back, meeting at the shoulders; the same depth in the front and back.

besom pockets - A pocket sewn inside the garment with access through a welted slit-type opening.

bias cut - Cut diagonally across the grain of a fabric. Used to create garments that follow the body curves closely.

bike tards - A close-fitting, one-piece garment from the top of the torso to the hem of the shorts.

blazer - A long-sleeved sports jacket with lapels.

bolero jacket - A loose, waist-length jacket open at the front.

boot-cut - Cut below the belly button and slightly flares from the knee to the ankle.

box-pleated - Two folds of fabric brought together to form a pleat.

boy-leg - Shorts, undergarments, or swimwear that has a close fitting leg that reaches half way down the thigh.



broomstick - A skirt or dress that is characterized by numerous pleats and crinkled material.

camisole - A short, sleeveless garment for women.

camp pockets - Pockets that are sewn to the outside of the garment, usually squared off and characterized by seaming.

cap sleeve - A small, short sleeve which sits on the shoulder, either forming a stiff cap or falling on to the arm to provide minimal coverage.

capri pants - Fairly straight-cut pants, tapered to the mid-calf.

cardigan jacket - A usually collarless sweater or jacket that opens the full length of the center front.

cargo - Characterized by sporting a large pocket usually with a flap and a pleat.

carpenter pants/shorts - Five-pocket pants characterized by a "hammer holder," a stretch of material connecting the outside seam to the back pocket.

chemise/skimmer - Simply a straight unbelted dress with varying sleeves and length.

column skirt/straight skirt - Also referred to as a pencil skirt, this skirt is a straight line with no flare or fullness at the hem or waistline.

concealed snap/velcro/button placket - A slit in a garment where closures are hidden.

convertible collar - A rolled collar that can be worn open or closed. Sewn directly to the neckline.

corset top/boned bodice - A form-fitting, usually strapless bodice with boning and either laces or snap closures, styled in the fashion of the ladies undergarment of the same name.

cowl neck - A neckline featuring a piece of material attached to a garment at the neck, which may be used as a hood or draped loosely in a swag from shoulder to shoulder at the front neckline or back.

crew neck - A round neck with ribbed banding that fits close to the base of the neck.

crinoline - Petticoats stiffened with horse-hair to enable the bell-like skirts of the early nineteenth century, that was eventually replaced with the bustle.

cropped top/jacket - Hem is cut just above the waist.

diamond neck - A diamond-shaped cutout that fastens at the front or back neckline.



dolman sleeve - Cut as an extension of the bodice, the dolman sleeve is designed without a socket for the shoulder, creating a deep, wide armhole that reaches from the waist to a narrowed wrist. Also called a batwing sleeve.

double-breasted - Having one-half of the front lapped over the other, and usually has a double row of buttons and a single row of buttonholes.

double-tee top - A layered look with one T-shirt over another.

draped bodice - An extra piece of material is draped over the bustline.

dropped waist/low waist - A waistline that is sewn below the body's natural waistline.

dropped shoulders - Characterized by the shoulder/sleeve seam falling off the shoulder.

empire bodice - A bodice that ends just below the bust, sometimes low-cut and gathered.

empire seams - A seam that is sewn directly below the bustline.

empire waist - This waistline begins just below the bust.

fishtail train - Fitted around the hips and flares out from the knee to the hemline.

fitted point sleeve - A long, narrow sleeve that tapers to a point which rests against the back of the hand.

flat-front pants - Straight pants, often seamless and pocketless.

form-fitting/slim-fit - Straight from waist to ankle except for a slight curve around the hip.

frog closure - Chinese closing of decorative cording or braid. A soft ball of cording or a button is used to complete the closure.

gauntlets - Dress gloves extending above the wrist.

gaucho - Wide-legged pants or divided skirt reaching mid-calf and worn with boots.

halter top - A sleeveless bodice with a high choke or wrap neck that may be backless.

hankiechief style - The hem of a blouse or skirt that is gently jagged to form flowing points.

hip pockets - Pockets which are sewn on the front of the garment at hip height.

Hollywood waistband - Characterized by a full elasticized back and a side zipper/button closure.

hook & eye closure - A 2-part fastening device (as on a garment or a door) consisting of a metal hook that catches over a bar or into a loop.



illusion bodice - A bodice made of sheer material giving the illusion of no bodice.

illusion sleeve - A sleeve made of sheer material giving the illusion of no sleeve.

intermission length/Hi-Lo - An intermission-length gown features a hem falling between the knees and ankle; the Hi-Lo variation is a gown of intermission length on the front and floor length or longer in the back.

jewel neck - A high round neckline resting simply at the base of the neck.

kangaroo pocket - A pocket formed by sewing a piece of cloth over the garment leaving two open ends.

keyhole neck - A tear shaped or round cutout that fastens at the front or back neckline.

kimono - A long robe with wide sleeves traditionally worn with a broad sash.

leg-of-mutton sleeve - (Also known as a gigot sleeve) a loose, full sleeve, rounded from the shoulder to just below the elbow, then shaped to the arm, often ending in a point at the wrist.

maillot - A woman's one-piece bathing suit.

mandarin collar - A short, stand-up collar, adopted from the close-fitting Asian collar.

mermaid - This skirt hugs the body until it reaches the knees or just below and then ends in a dramatic flare.

natural waist - A seam or waistband that secures or falls at the natural curve of the body, which is the indentation between the hips and the ribcage.

notched collar - A two-piece collar that can be only worn open.

off-the-shoulder neck - A neckline that lies gently hovering across the top of the bustline with the shoulders uncovered or able to be seen through the sheer yoke of net or organza attached to a high collar.

overskirt - A skirt worn over another skirt.

peasant top - Romantic style often characterized with a low neckline, ruffles, or free flowing material.

peek-a-boo - Any part of the garment which has been cut out to reveal skin.

petticoat - An underskirt usually a little shorter than outer clothing and often made with a ruffled, pleated, or lace edge.



pieced - A look created by sewing several pieces of material together to form the garment, much like a quilt.

pinafore - Originally used to protect dresses from dirt, it was adopted as a fashion piece and worn as a sleeveless dress or over a blouse.

placket - The piece of cloth that reinforces a split or opening in a garment; that usually also serves as the closure.

point collar - A collar with ties used to attach women's sleeves to their gowns.

princess seams - Seams that can be found in the front or the back of a garment that create a form-fitting shape.

puckered bodice - Usually associated with tube tops, it provides a scrunchy look.

puff sleeve/pouf sleeve - A full sleeve of varying lengths, created by generous gathering around the armhole.

push-up jeans - Spandex in the jeans helps to lift and shape your rear.

romper - A one-piece garment with the lower part shaped like bloomers.

sarong skirt - Long cloth which is wrapped around the entire body.

scoop neck/round neck - A low, U-shaped or round neckline.

shawl collar - A one-piece collar which is turned down to form a continuous line around the back of the neck to the front.

sheaths - Usually have straight or close fitting skirts, accompanied by a form fitting bodice. The skirt is often ankle length and sometimes has a slit in either the front, side, or back to make walking easier.

shelf bra - A bra that is built right into the garment.

shirred waist - A decorative gathering (as of cloth) made by drawing up the material along two or more parallel lines of stitching.

shrug - A woman's small, waist-length or shorter jacket.

skant - Pants that have a sweater-like attachment around the waist.

skort - Shorts that have a front covering to resemble a skirt.

spaghetti strap - A thin tubular strap that attaches to the bodice, named for its likeness to a strand of spaghetti.



split neck - A round neckline that looks like it has been cut in the center to form a small "V".

square neck - An open-yoke neckline shaped in the form of a half square.

straight legs - Pant legs are cut an equal width from waist to ankle.

sweep train - The shortest train, barely sweeping the floor.

sweetheart neck - A graceful, open yoke, shaped like the top half of a heart.

tank top - A short, sleeveless top with wide armholes.

tankini - A two piece bathing suit with the upper portion resembling a tank top.

tapered legs - Pant legs become progressively narrower toward the ankle.

tea length - A gown hemmed to end at the shin.

tear-away shorts - Features versatile side snaps that allow you to remove a top layer fast.

tie-cinched waist - The waist is pulled tight around the body with a tie.

trapeze top - Tank top style with flared bottom.

tulle skirt/bouffant gown - A sheer, puffed-out skirt often made of stiffened silk, rayon, or nylon net.

tunic style - A simple slip-on garment made with or without sleeves and usually knee-length or longer, belted at the waist, and worn as an under or outer garment.

turtle neck - A high, close-fitting, turnover collar used especially for sweaters.

unitards - A close-fitting, one-piece garment for the torso, legs, and feet, and often for the arms.

V-neck/V-back - An open yoke coming to a "V" shape midway down the bodice.

variegated - Having streaks, marks, or patches of different colors; distinguished or characterized by a variety of different colors.

wedding-band collar - A collar featuring a yoke that is either open or of sheer net with an ornate band fitting snugly on the neck, creating a choker effect.

wide legs - Pants or jeans that are cut extra full through the legs.

wing collar - A collar with projections which cover shoulder seams of bodices and doublets.

wrap top/surplice top - A bodice created by the cross-wrapping of fabric; may be in front or back, and associated with a high or low neckline