

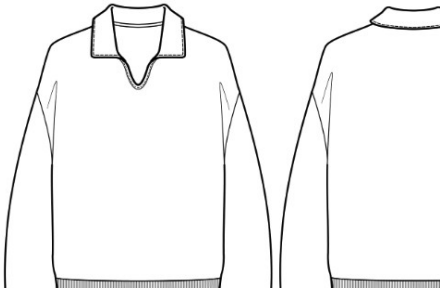
Nguyen Tran Nguyen Kim

From: Giulia de Garay <giulia@theloyalist.com>
Sent: Tuesday, June 17, 2025 1:37 AM
To: Tu Mai Cam (MER)
Cc: Hieu Nguyen Thi Minh; HANNAH PALLADINO; EVELYN TAO; THELOYALIST-PRODUCTION; THELOYALIST-SAMPLING
Subject: Re: TPC - Q3 2025 Development (UA)
Attachments: PLEASING - CORE 2025 - PLSCORE25T09 - V NECK POLO PULLOVER TP UA.pdf

Hi Tu,

Sorry for the second email, we're interested in also moving the attached development to UA.
Could you please help to review and share estimate costing before cutting samples?

This style is based on 1/4 Zip blank with some adjustments (Zipper removed, will be a V neck with binding)



PLSCORE25T09 - V NECK POLO PULLOVER

Block: 1/4 Zip blank

Let us know if you have any questions, thank you!!

Best,
Giulia

GIULIA DE GARAY | Sr. Manager, Product Development

e: giulia@theloyalist.com

New York, NY



On Mon, Jun 16, 2025 at 10:02 AM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Tu,

Checking in here, please keep us posted on sourcing status.

Thank you!

Best,
Giulia

GIULIA DE GARAY | *Sr. Manager, Product Development*

e: giulia@theloyalist.com

New York, NY



On Fri, Jun 13, 2025 at 9:36 AM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Tu,

Yes stock colors are okay! Thank you for putting into work and please keep us posted on sourcing.

Best,
Giulia

GIULIA DE GARAY | Sr. Manager, Product Development
e: giulia@theloyalist.com
New York, NY



On Thu, Jun 12, 2025 at 11:05 PM Tu Mai Cam (MER) <tu.mai@un-available.net> wrote:

Hi Giulia,

Understood! your team want to use the recycled material, something a little sportier but not mesh.

Let us check for that. Do you open to use available stock color? you will choose from the color card

Thank You and Best Regards

TU MAI (Ms.)
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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Friday, June 13, 2025 4:28 AM

To: Tu Mai Cam (MER) <tu.mai@un-available.net>

Cc: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>; HANNAH PALLADINO <hannah.p@theloyalist.com>; EVELYN TAO <evelyn@theloyalist.com>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Tu,

We just regrouped with the TPC team today on this style, could you please help to advise on below points?

Our client wants to update the fabric as the current cotton jersey quality feels too casual and lounge-y.

- Does UA have any qualities (that are not mesh) that could help make this feel a little more sporty?
- TPC also wants to stick with only recycled materials for any synthetic fibers - could you help to check if there are any options that do not have high MOQs and would work with an end of october bulk XF timeline?

Best,
Giulia

GIULIA DE GARAY | Sr. Manager, Product Development
e: giulia@theloyalist.com

New York, NY

On Mon, Jun 2, 2025 at 3:53 AM Tu Mai Cam (MER) <tu.mai@un-available.net> wrote:

Hi Giulia,

Sorry for delay.

Just received feedback from supplier, there are no options for recycled poly that are available small orders. Are you happy to use normal poly instead?

Supplier offers us 1 option cotton/poly blend 200gsm. They accept small quantity as a sample order, but the quality is lower than UA standard.

Color matching vs LD: 3.0 grey scale.

Color matching between main and rib: 3.0 grey scale

Defect: up to 20%, it will significantly affect the FOB cost.

We think that this quality is not good for our product. Can you please consider to used Single Jersey 190gsm 100% cotton instead? We have available greige and can control quality to meet UA standard.

Thank You and Best Regards

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Tuesday, May 20, 2025 8:29 PM

To: Tu Mai Cam (MER) <tu.mai@un-available.net>

Cc: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>; HANNAH PALLADINO <hannah.p@theloyalist.com>; EVELYN TAO <evelyn@theloyalist.com>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Tu,

Thank you so much for the update, will look out for further updates once you hear back from supplier.

Best,
Giulia

GIULIA DE GARAY | *Sr. Manager, Product Development*
e: giulia@theloyalist.com
New York, NY

On Mon, May 19, 2025 at 10:51 PM Tu Mai Cam (MER) <tu.mai@un-available.net> wrote:

Hi Giulia,

Supplier informs us that recycled poly has a high MOQ – 3000m/color, which is much larger quantity than we need. So, they are finding some better options for us.

Will keep you posted

Thank You and Best Regards

TU MAI (Ms.)
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From: Giulia de Garay <giulia@theloyalist.com>
Sent: Tuesday, May 20, 2025 12:47 AM
To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>
Cc: HANNAH PALLADINO <hannah.p@theloyalist.com>; EVELYN TAO <evelyn@theloyalist.com>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>
Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu,

Checking in here please help to keep us posted on fabric sourcing.

Thank you so much!

Best,
Giulia

GIULIA DE GARAY | *Sr. Manager, Product Development*
e: giulia@theloyalist.com
New York, NY

On Wed, May 14, 2025 at 9:57 PM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hi Giulia,

Sure thing. We'll proceed with sourcing and keep you updated on the process.

Regards,

HIẾU NGUYỄN (Ms.)

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[E] hieu.nguyen@un-available.net

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Thursday, May 15, 2025 2:26 AM

To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>

Cc: HANNAH PALLADINO <hannah.p@theloyalist.com>; EVELYN TAO <evelyn@theloyalist.com>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu,

Circling back here, we are working through this style with the TPC team thank you again for your patience here! :)

The TPC team is interested in possibly updating the quality for this style - could you help to check if UA can source a 190gsm (or similar) cotton / recycled poly jersey blends and share headers for review?

Thank you so much!

Best,
Giulia

GIULIA DE GARAY | *Sr. Manager, Product Development*
e: giulia@theloyalist.com
New York, NY

On Wed, Apr 23, 2025 at 4:23 AM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hi Giulia,

Thank you so much for the transparency, I really appreciate it!

Noted on your update, and please keep me posted if there's any further news.

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Tuesday, April 22, 2025 12:46 AM

To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>

Cc: HANNAH PALLADINO <hannah.p@theloyalist.com>; EVELYN TAO <evelyn@theloyalist.com>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu!

Really sorry for the delay, we've been waiting on TPC's approval to launch samples.

The TPC team has been swamped and hasn't had the chance to review until very recently and just sent over their feedback today - we're following up to clarify some of their requested updates.

We will keep you posted as soon as we have confirmation.

That being said, launch for this collection is pushing out towards the end of year.

We appreciate all of your help, thank you so much for your patience here!! :)

Best,

Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY



On Mon, Apr 21, 2025 at 9:49 AM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hi team,

Just following up on this style, the PO date has passed by 3 weeks. Could you please share the status of this style when you get a chance.

Looking forward to hearing from you,

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Wednesday, March 19, 2025 9:20 PM

To: Tu Mai Cam (MER) <tu.mai@un-available.net>

Cc: Nguyen Tran Nguyen Kim <nguyen.tran@un-available.net>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Tu!

Thank you for checking in!

We are still waiting on approval from our client to proceed with sampling, apologies for the delay here!

Best,

Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY



On Wed, Mar 19, 2025 at 4:08 AM Tu Mai Cam (MER) <tu.mai@un-available.net> wrote:

Hi Giulia,

Hope you are doing well!

Just following up on below, do you have any update to us?

Thank You and Best Regards

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Thursday, March 13, 2025 8:51 PM

To: Nguyen Tran Nguyen Kim <nguyen.tran@un-available.net>

Cc: THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Nguyen,

Thank you for checking!! We will review internally and keep you posted.

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Wed, Mar 12, 2025 at 10:46 PM Nguyen Tran Nguyen Kim <nguyen.tran@un-available.net> wrote:

Hi Giulia,

We have 2 options to reduce MOQ issues but affected to your design, so pls check and let us know your thoughts.

1. Switch contrast binding color **from red to cream** same pantone as the other short, so we can combine order with main fabric so it can keep MCQ/MOQ at 40M.
2. In case u couldn't change rib color, we suggest change rib binding to colored elastic tape as below image.

But before proceeding this option, we must make it on sample to see it is feasible at side seams parts or not.





Thank you and Best Regards,

NGUYEN TRAN

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From: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>
Sent: Wednesday, March 12, 2025 11:47 AM
To: Giulia de Garay <giulia@theloyalist.com>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>
Cc: THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>
Subject: Re: TPC - Q3 2025 Development (UA)

Hi Glulia,

I will have our [@THELOYALIST-SAMPLING](#) to advise on your email below,

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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From: Giulia de Garay <giulia@theloyalist.com>
Sent: Wednesday, March 12, 2025 1:22 AM
To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>
Cc: THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>
Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu!

I have a question regarding the contrast rib trim with 300 MOQ - does UA have any other cotton 1x1 rib options with a lower MOQ that won't incur a liability?

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Sun, Mar 9, 2025 at 9:27 PM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hi Giulia,

Thank you so much for your patience & Looking forward to hearing from you soon,

Please let me know if you need to see sample then we can arrangr accordingly,

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Friday, March 7, 2025 11:22 PM

To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>

Cc: THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu,

Thank you so much for sharing! We will review and keep you posted.

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Fri, Mar 7, 2025 at 1:13 AM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hey Giulia,


I am so sorry for keeping you waiting for this.

Please find the attached quotation for this short, and let me know if you have any questions. Feel free to reach out to us via the WhatsApp group for any inquiries.

The cost I've shared below is just FOB and excludes the liability cost for the rib (as using contrast rib so the MCQ for this rib is 300m), however, I've also noted in the file the cost for the left over rib.

Regarding the sample cost, please kindly note:

- Proto sample, Fit sample & PP sample will be free of charge (any changes after the first sample will be considered accordingly).
- Photoshoot samples & SMS samples will be charged at FOB x 2

NO	UA STYLE	STYLE NO	STYLE NAME	COLOUR	PICTURE	FABRIC INFORMATION	TREATMENT	1500 PCS
1	C0033-SHRD13	PLS0925P08	RUNNER SHORT	CANNOLI CREAM & NUBULAS BLUE		MAIN: SINGLE JERSEY_100% COTTON_SOLID ANTI STAINING_190_S0004 RIB: RIB TK1_100% COTTON_SOLID ANTI STAINING_260_S0004	FLOCKING	\$ RIB MCQ: 300M LIABILITY: 150M COST: \$1008

Looking forward to hearing from you,

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Friday, March 7, 2025 3:28 AM

To: Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>

Cc: THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>; Tyler James Prince <tyler.prince@un-available.net>; THELOYALIST-PRODUCTION

<THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Hieu,

Sorry to push, could you please help to keep us posted on development sample costing?

Pleasing is asking us to request development charges before launching samples.

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Wed, Mar 5, 2025 at 2:40 PM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Hieu,

Sorry to push, could you please help to keep us posted on development sample costing for this style by tomorrow?
The pleasing team would like to review estimate development charges before proceeding with any samples.

Thank you so much!

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Tue, Mar 4, 2025 at 1:00 PM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Hieu,

Noted on below regarding MOQ / PO deadline!

Confirming for this collection it will be just the shorts in 2 colorways.

Could you please help to keep us posted on development sample costing for this style?

The pleasing team would like to review estimate development charges before cutting samples.

Thank you so much!

Best,

Giulia

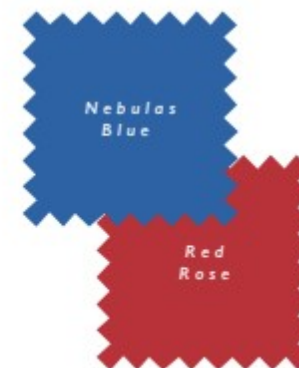
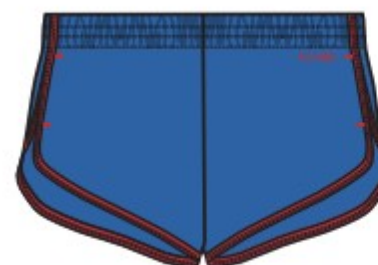
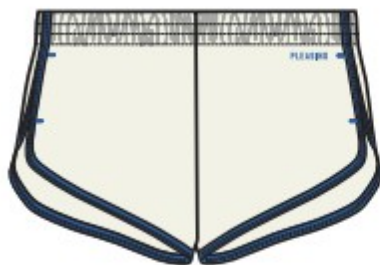
GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Tue, Mar 4, 2025 at 3:25 AM Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net> wrote:

Hi Giulia,

Thanks for your patience.

- Price: We're working on it and will try to send it to you asap
- MOQ/MCQ: our standard is 250-300pcs per color, and we'll share costing as Tyler shared earlier
- Leadtime: with the required exf date on Jul 15th, the PO date should be issued by the end of March
- Styles: please share with us if we should expect more styles than 1 style with 2 colors below



Looking forward to hearing from you,

Thank you and Best Regards,

HIẾU NGUYỄN (Ms.)

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Binh Hung Hoa B Ward, Binh Tan District, Ho Chi Minh City, Vietnam

[UA] CREATING AN IMPACT THAT MATTERS

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Monday, March 3, 2025 10:06 PM

To: Tyler James Prince <tyler.prince@un-available.net>

Cc: THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>; Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>; EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>

Subject: Re: TPC - Q3 2025 Development (UA)

Hi Team!

Checking in here, could you please keep us posted on development costing for this style as well?
Additionally please confirm bulk PO deadline required for a 7/15 bulk XF.

Thank you! :)

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Thu, Feb 27, 2025 at 10:14 AM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Tyler,

Adding to my previous email, would you be able to advise bulk PO deadline for a 7/15x bulk XF date?

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com

New York, NY

On Wed, Feb 26, 2025 at 11:39 AM Giulia de Garay <giulia@theloyalist.com> wrote:

Hi Tyler!

Thank you for putting costing into work, noted the team's currently traveling and can expect costing to be ready next week!

Unfortunately we don't have unit projections or a target price that we can provide for this style, please proceed with costing against MOQ / next two cost breaks.

Thank you so much! :)

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY

On Wed, Feb 26, 2025 at 1:41 AM Tyler James Prince <tyler.prince@un-available.net> wrote:

Hey Giulia,

Thankyou! Hope you are well also!

Leave this with me and the team and we will try get costing to you next week, please excuse the slight delay as I am travelling with the team this week and next but we will get costing to you as soon as possible.

We will cost off of the MOQ and will evaluate the next 2 cost breaks after that. Do you have an estimated order quantity so I can plan the costing? Also do you have a target price?

Noted to only work on costing at this point, love the look of the shorts and happy to hear from you!

Cheers,

Thank you and Best Regards,

TYLER PRINCE

SENIOR CLIENT ACCOUNT MANAGER
COMMERCIAL

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[UA] **CREATING AN IMPACT THAT MATTERS**

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From: Giulia de Garay <giulia@theloyalist.com>

Sent: Tuesday, February 25, 2025 11:53 PM

To: Tyler James Prince <tyler.prince@un-available.net>; THELOYALIST-SAMPLING <THELOYALIST-SAMPLING@un-available.net>; Hieu Nguyen Thi Minh <hieu.nguyen@un-available.net>; THELOYALIST-PRODUCTION <THELOYALIST-PRODUCTION@un-available.net>

Cc: EVELYN TAO <evelyn@theloyalist.com>; HANNAH PALLADINO <hannah.p@theloyalist.com>

Subject: TPC - Q3 2025 Development (UA)

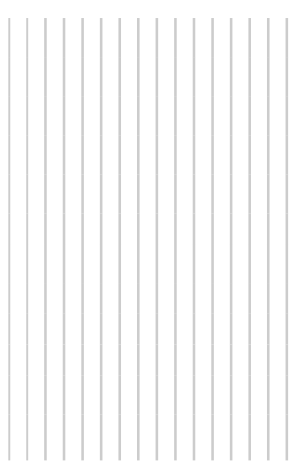
Hi Tyler!

Hope you're well! :)

We're working on development for Q3 2025 development for Pleasing, this is slated to launch in September 2025.

Could you please help to review the attached TP and advise estimate costing against MOQ / next two cost breaks? This is a repeat of the Resort 2024 Ringer Short in 2 colorways with a flock print decoration.

Please work on costing only, we will confirm when to proceed with sampling.



Let us know if you have any questions, thank you so much!

Best,
Giulia

GIULIA DE GARAY | Senior Manager, Product Development
e: giulia@theloyalist.com
New York, NY