

CLC Apparel Licensee Analysis Report for The WRC

2005-06 Ranking	Apparel Licensee Name	Percentage of Total Apparel Royalties Generated by Each	Comments/Considerations for Analyzing Data
1	NIKE USA Inc.	34.22%	All data represents collections of royalties from July, 2005 - June, 2006, which is the most recently completed full fiscal year for the CLC Consortium.
2	Knights Apparel Inc.		
3	4004 Incorporated		
4	Top Of The World		
5	Champion Custom Products		
6	Zephyr Graf-X	12.87%	The royalty calculations on this chart represent gross royalty collections across all properties, not just those in the WRC, or those that have signed on to the DSP.
7	Team Edition Apparel Inc.		
8	Russell Corporation		
9	JanSport Inc.		
10	Twins Enterprise Inc.		
11	VF Imagewear Inc.	9.38%	The royalty totals here only represent collections for CLC Consortium members, not any royalties from the hundreds of independent universities, SMA, LRG, or those colleges and universities without licensing programs.
12	Mighty-Mac		
13	Gear For Sports		
14	Outerstuff Ltd.		
15	Colosseum Athletics Corporation		
16	J America	8.08%	The data included in this ranking does not include any apparel sales made by companies that are classified by CLC as "Local" Licensees (which are substantial companies in some college towns) or those that are primarily Non-Apparel Licensees that also sell some apparel products.
17	Next Inc. dba NCC Apparel		
18	adidas Team Inc		
19	Outdoor Cap Company Inc.		
20	T-Shirt International Inc.		
21	Cotton Exchange-The	4.80%	Each companies' total combines certain labels within the same licensee, consistent with how these companies are internally classified by CLC, not in accordance with how sold in the marketplace (e.g., Starter by Knights Apparel and Pro Player by Knights Apparel are both bundled under Knights Apparel Inc.
22	College Concepts LLC		
23	MJ Softe Co. Inc.		
24	Antigua Group Inc.		
25	Game-The		
26	New Era Cap Co. Inc.	3.83%	The totals at left do not include Promotional royalties, whether Apparel or Non-Apparel.
27	Drew Pearson Marketing		
28	Reebok International		
29	Cutter & Buck		
30	Viatran Inc.		
31	G-III Leather Fashions Inc.	3.26%	The totals shown on this chart do include headwear, miscellaneous apparel, and other categories not traditionally defined by all entities as "Apparel."
32	Step Ahead Sportswear		
33	Vesi Inc.		
34	Tri-Lake Inc.		
35	Jones & Mitchell Sportswear Inc.		
36	Kid Athlete	2.42%	Represents total royalties for licensees classified by CLC as Apparel licensees, whether those royalties are apparel or non-apparel royalties; therefore common accessories (e.g., duffel bags) are included in these figures.
37	MV Sport		
38	Synergism Company		
39	New Agenda		
40	Columbia Sportswear		
41	Merge Left Inc.	1.56%	All figures shown here represent royalties collected, not gross sales amounts, which means that the data includes many variables based on royalty rate, minimum royalty per unit amounts, unearned royalty guarantees paid by licensees (for sales not generated), etc.
42	League Collegiate Wear		
43	Headmaster Inc.		
44	Tommy Hilfiger Golf by Club Colors		
45	Third Street Sportswear		
46	Majestic Athletic	1.27%	The totals shown on this chart do include audit recoveries and also potentially multiple payments from licensees (due to late or inconsistent royalty payment patterns). Because of this, the rankings may not be precisely accurate since these royalty collections would not reflect accurate sales for only the fiscal year time period.
47	Legacy Athletic		
48	5th & Ocean Clothing		
49	Holloway Group Inc.		
50	CC Creations Ltd.		
51	Pro-Ad Sports Inc.	1.15%	
52	Midwest Graphics Inc.		
53	U-Trau Inc.		
54	New World Graphics		
55	Ashworth Inc.		
56	Vantage Custom Classics	0.99%	
57	Pine Hosiery Mills Inc.		
58	OT Sports Industries Inc.		
59	Ruppshirts Inc.		
60	Atlantis Sportswear		
61	College Kids LLP	0.85%	
62	Hands On Originals		
63	Dodger Industries		
64	University Square American Needle		
65	Walrus Brands LLC		
66	Sara Lynn Togs	0.76%	
67	Little King Mfg. Co. Inc.		
68	T.I.S. Inc.		
69	E5		
70	Oarsman Sportswear		
71	Collegiate Marketing Services	0.66%	
72	Camp David		
73	Ouray Sportswear		
74	Collegeware USA		
75	Under Armour Inc.		