



**CUSTOMER CASE STUDY:
FASHION**

"I absolutely love AccuNest! It has taken away hours and hours of manual marking. I was always the best marker maker around, but I can no longer say that because of AccuNest."

– **Gale Focht,**
Pattern & Marking Manager
of Tyndale



TYNDALE
PROUD TO PROTECT

Tyndale Company, Inc.

Tyndale maximizes success with Gerber's integrated solutions.

Founded in 1982, Tyndale began as a safety supply company and, in just a few years, transitioned into providing flame-resistant clothing which helped save peoples' lives. Today, Tyndale has become a leading supplier of arc rated and flame-resistant clothing to over 50 Fortune 500 companies. The company manufactures tens of thousands of garments monthly and has consistently grown over the past decade.

With the company continuing to grow and the industry moving towards fast production and more sustainability, Tyndale knew it was time to further digitalize their design and development process.

Accelerating nesting with AccuNest™.

Since Tyndale works with very expensive materials that cost anywhere from \$10-50 a yard, the company integrated Gerber Technology's automated nesting solution, AccuNest to maximize material utilization and accelerate the nesting process. Tyndale works with a large size range which makes nesting more difficult to do by hand. Since implementing AccuNest into their workflow, Tyndale has greatly decreased time to market and saved on materials.



**The partner you want.
The innovation you need.**

CUSTOMER CASE STUDY ■ TYNDALE COMPANY, INC.

A partner for success.

After seeing success with AccuNest, Pam Costello, Tyndale's Product Development Manager, was ready to take the company's digital transformation one step further and begin integrating 3D. For years, Costello has been interested in implementing 3D and had finally decided to take the leap by entering Gerber's 3D Success Program. For many, implementing 3D comes with some obstacles, such as not enough time to practice, lack of buy-in from management or the fact that 3D is a brand new world and it takes a decent amount of time to become proficient.

All participants in the 3D Success Program work with one of Gerber's dedicated 3D experts to overcome obstacles, get the support they need, and become comfortable working with 3D to successfully achieve their business goals. During sessions with the Gerber Expert, participants will actually work with their own patterns and define business goals so their 3D Expert can talk through how 3D can be integrated into their workflow.

"It was helpful having someone, one-on-one, to ask questions to," said Costello. "To be a part of a program, it made me have to focus on something whereas with just training, I was hesitant to dabble with 3D because of my day-to-day workload. This allowed me to get focused and make sure I'm setting time aside to really have a successful learning experience."

Since starting the program in January 2021, Costello has been integrating AccuMark® 3D into Tyndale's design and development process. In April, she was able to show 3D renderings of the styles she was working on during the company's semi-annual sales meeting, which helped the team better visualize garments that normally would've been shown on a flat sketch. In addition, Costello was able to present various colorways for styles even though they wouldn't receive the fabric on time to make physical samples, saving time in the approval process.

"If you want to see something in navy and grey or you want to try something like a contrast stitch, it's so much easier to see it in 3D than it is to get three samples made," said Costello. "We're responsible for purchasing a couple thousand yards, so it'd be really helpful to put things into perspective rather than spend money on fabric and waste time waiting for fabric to get there."

Recently, Tyndale made the decision to develop 3D prototypes for all garments going forward. The company also

hopes to further integrate AccuMark 3D into the sample making process, which will allow them to make faster decisions without having to physically make samples.

"We have decided to continue doing 3D prototypes on all garments going forward so this is a big win," remarked Costello. "We still need to test garments at the factory level to make sure they work with their equipment, but I think it's a big step in reducing prototype waste."



Staying strong through the pandemic.

During the COVID pandemic, Tyndale remained fully operational even though much of their workforce was working remotely. Prior to the pandemic, Tyndale was not virtual at all but with help from Gerber's solutions they were able to easily adjust. Marker makers were able to work in AccuNest at home then go into the office to plot and Costello was able to still share ideas using 3D, allowing Tyndale to still have a successful year despite the pandemic.

At the beginning of the pandemic, Tyndale transitioned to producing protective masks. The company utilized Gerber's mask patterns and was able to adjust it with their Gerber solutions for their different facilities in just a few days.

Able to show 3D renderings in different colors even though the fabric hadn't come in yet.

WHAT'S NEXT?

In the future, Tyndale hopes to better integrate AccuMark 3D into their design and development. Costello hopes that her team, who already leverages AccuMark 2D, will be able to transition to a 2D-to-3D process that will allow the company to accelerate time to market and minimize the amount of physical samples they actually create. By continuing to invest in technology, Tyndale will be able to evolve and transform their business into a digital powerhouse.

For more information on Gerber's 3D Success Program, please email Andrea.Jones@gerbertechnology.com



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