



CUSTOM-MADE OUTERWEAR

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JH MATERIALS

Outerwear fabrics can be made from a variety of materials; however, most are made from cotton, wool, and some synthetic fibers like polyester and nylon



Cashmere

- Cultivated from the undercoat of Cashmere goats
- Provides warmth with a soft touch
- The production and process is very expensive and in turn making cashmere a luxury fiber
- It can take the fiber from two goats just to produce enough material to make one cashmere sweater



Wool

- Breathable and moisture wicking keeping the body cool
- Odor resistant keeping you fresh
- Naturally wrinkle resistant which keeps the pant presentable throughout the day while wearing



Polyester

- Artificial fiber
- Quick drying properties which make it a great choice for outdoor or sport occasions
- Durable fiber
- Lightweight for an easy year-round wear
- Naturally wrinkle resistant which keeps the pant presentable throughout the day while wearing

JH OUR MILL PARTNERS

- We strive to offer the best fabrics from mills around the world
- Some of these partnerships have been a part of our business since the beginning of the company
- Most of our are sourced in Asia which is known for advanced production in these type of materials
- We do also have options from some Italian mill partners, mainly Colombo, Loro Piana Cloth, and Tollegno.



Tollegno 1900



JH COLLECTIONS

Our outerwear fabrics are offered in a variety of collections, mainly Essential and Limited Edition. Styles change frequently in this category, so it is best to make sure you are familiar with what fabrics are available in each style.

Essential

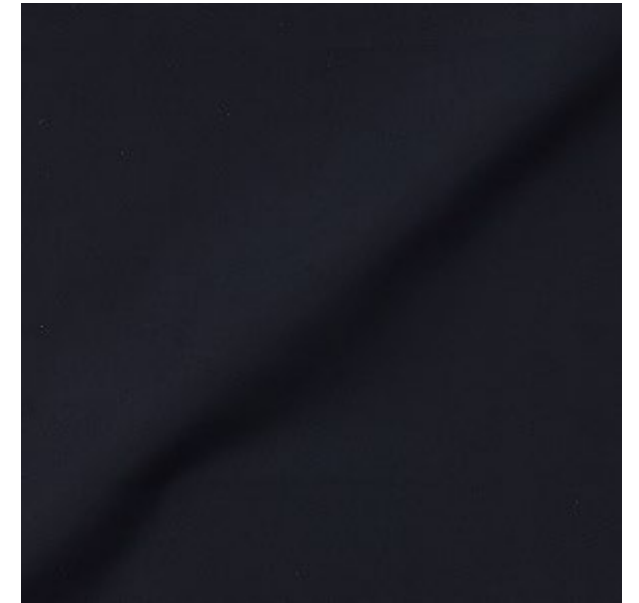
- Mostly basic colorways such as blues, black, khaki, and grey
- Fabrics for a variety of occasions
- Always available

Limited Edition

- This collection consists of fabrics that are chosen as part of a seasonal collection
- Unique fabrics, patterns, colors and qualities that speak to the time of year and season
- A range of fabrics that are typically worn for Business Casual to Casual
- These fabrics are bought for a specific season and are intended to sell out

Details & Benefits

- 100% Polyester
- A technical fabric used for durability, look, and variety of uses
- Available in a variety of outerwear vest, jacket, and coats from season to season
- Has a sheen which adds interest to the fabric
- Wind and Rain Resistant
- New colorways typically introduced with seasonal collections and may carryover dependent on the colors and collection.
- Dry clean only



Navy Tech All-Season Vest – OW35

JH INTERLOCK JERSEY

Details & Benefits

- 100% Cotton Exterior
- Interior lined with our Tech fabric
- Cotton Jersey is a unique fabric for outerwear and mostly worn as a lightweight vest style
- Natural stretch from the knit construction makes them easy and comfortable to wear
- Compact weave provides a smooth, polished look that can be worn in a variety of styles
- Dry clean only



Grey Melange Interlock Jersey Quilted Vest – CI4

Details & Benefits

- 90% Polyester 10% Polyurethane
- Wind and Water Resistant
- Polyurethane provides some stretch for comfort
- Developed as a golf or activewear fabric is ideal for those activities and comfortable to wear for several occasions.
- Has a modern look and feel, less sheen compared to the Tech fabric
- Basic/Essential colorways available from season to season.
- New colorways typically introduced with seasonal collections and may carryover dependent on the colors and collection.
- Available in both Vest and Jacket styles
- Dry clean only



Slate Grey Performance – GF10

JH COLOMBO CASHMERE

Details & Benefits

- 100% Cashmere
- Wind and Rain Resistant
- Superior soft touch and feel
- Heavierweight and ideal for cold weather
- Dry Clean Only



Cashew and Black Cashmere Tailored
Outerwear

JH LIMITED EDITION COLLECTION



Navy Tech (Essential colorway)

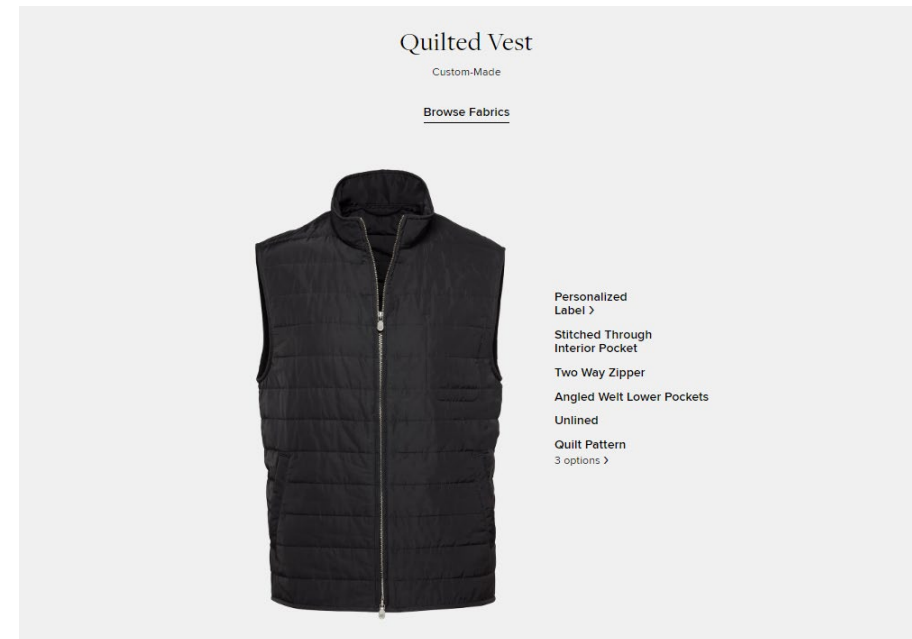


Plum Tech (Limited Edition colorway)

- Collection of fabrics released seasonally, Spring/Summer and Fall/Winter
- “Limited Edition” means these fabrics are meant to wear for that season and will not be available all year long
- You will find some fabric qualities that are similar, or the same as we have in our Essential Collection – but might be in colors, different patterns, or options that make them unique to that seasonal collection
 - *For example, we have Tech in our Essentials Collection in basic colorways – we might also have this same quality offered in seasonal colors offers for that time of year.*
- Details such as this will be explained in seasonal training
- We recommend to focus on our Essential fabrics for a new client – this ensures the fabric will always be available. Once he has a confirmed fit, Limited Edition fabrics will offer a new option for his wardrobe.

JH CUSTOM STYLE GUIDE

- A good place to learn styling options is the Custom Guide on jhilburn.com
- This is an interactive page that shows all styling options along with the choices available
- There is a wide variety of outerwear styles – each with their own unique style options
- Get comfortable with this page – it will be helpful as you show Clients different style options he may like



JH OUTERWEAR VESTS

The Outerwear Vest is a very popular style with our clients. Easy to wear styles can be worn for several occasions.

Each vest style has its own set of styling options that allow your client to get the most out of his vest.

All-Season Vest

- The most versatile of the vest styles and best place to start with a new client to custom-made outerwear
- Ideal for an extra layer over a shirt or knit for cooler weather
- Available in Tech, and occasionally in seasonal fabrics

Quilted Vest

- The quilting feature is the main draw to this style
- A bit lighter weight than the other vest styles – ideal for golf, active occasions
- Available in Tech, Performance, and Interlock fabrics

Puffer Vest

- A newer style to our assortment that adds a bit more warmth to the vest style
- Available in Performance fabrics



Black Tech
All-Season
Vest



Navy Interlock Jersey
Quilted Vest



Slate Grey Performance
Puffer Vest

JH OUTERWEAR JACKETS

The Outerwear Jacket is a big part of our assortment. Typically worn in lieu of a sportcoat for weather or as a casual option.

Each jacket style has its own set of styling options that allow your client to get the most out of his outerwear piece.

Shirt Jacket

- Styled like a shirt but worn as a jacket. This style is popular for its versatility and ease of wear
- Available in Tech, and select seasonal suiting fabrics

Quilted Shirt Jacket

- A technical version of the Shirt Jacket with a diamond quilt pattern
- Available in Tech fabrics

Town Jacket

- Versatile outerwear piece that can be an easy grab-and-go type jacket for cooler or rainy weather.
- Available in Tech fabrics

Field Jacket

- A classic outerwear jacket style with a nod to the outdoors
- Features a waist cinch
- Available in Tech fabrics and select seasonal fabrics

Shirt Jacket



Quilted Shirt Jacket



Town Jacket



Field Jacket



JH OUTERWEAR JACKETS

The Outerwear Jacket is a big part of our assortment. Typically worn in lieu of a sportcoat for weather or as a casual option.

Each jacket style has its own set of styling options that allow your client to get the most out of his outerwear piece.

Puffer Jacket

- The quintessential puffer coat redone in a custom-made version
- Provides warmth and style
- Available in Performance fabrics

Golf Jacket

- A functional jacket style with removable sleeves to transform into a vest
- Made and styled for golf, easy to pack
- Available in Tech fabrics

Reversible Raincoat

- A new modern version of the classic raincoat
- Choose a color for either side for ultimate versatility in coordinating to your look
- Available in Tech fabrics



Navy Performance
Puffer Jacket



Navy Tech
Golf Jacket



Navy Tech
Reversible Raincoat

JH OUTERWEAR BLAZERS

The Outerwear Blazer is a big part of our assortment. Typically worn in lieu of a sportcoat for weather or occasion. These styles are worn as a blazer or jacket for a more casual option compared to a sportcoat.

Each blazer/jacket style has its own set of styling options that allow your client to get the most out of his outerwear piece.

Hybrid Blazer

- A casual outerwear blazer that can be worn instead of a sportcoat for a casual occasion
- Available in Tech fabrics and occasionally in select seasonal fabrics

Vest-Front Blazer

- A unique outerwear blazer style with a removable vest front which transforms this style into a technical blazer
- Available in Tech fabrics

Quilted Blazer

- A quilted blazer style for a bit more warmth and style
- Available in Tech fabrics



Navy Tech
Hybrid Blazer



Navy Tech
Vest-Front
Blazer



Navy Tech
Quilted Blazer

JH TAILORED OUTERWEAR

Tailored Outerwear is our dressiest selection in the assortment. These styles are a staple in every man's wardrobe.

Top Coat

- Dressiest of the tailored outerwear styles
- Longest length – hits above knee

Car Coat

- Can be worn dressed up or casual because of its shorter length – hits mid thigh
- Style was invented when cars became popular – easier to wear when getting in and out of a car than the longer coats that were popular at the time

Peacoat

- Shortest length of the tailored outerwear styles – hits below hip
- Style derived from naval uniforms and now has become a modern coat style to wear casually
- Not worn over a sportcoat – more of a stand-alone style to wear over a shirt, knit, and/or sweater



Black Cashmere
Top Coat



Black Cashmere
Car Coat



Black Cashmere
Peacoat

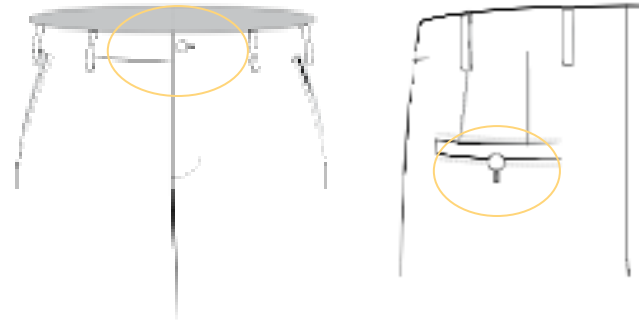
JH PERSONALIZATION

- Personalization is an area where a custom casual pant can become one of a kind
- Contrast Thread, and Monograms are all areas that can be personalized
- Waistband Embroidery is complimentary and a trademark of a J.Hilburn Custom Casual Pant.
- Subtle Enhancements Work Best
- A good guide is to use the styling shown on the website or in the Key Looks for guidance

JH CONTRAST THREAD

Contrast Thread offers a pop of color on the front and back buttonholes – if selected. The same colors available for shirts and knits are also available for casual pants. There are two location options and no charge for this personalization.

- **Button** thread adds the thread color selected to the button thread used to attach the button to the pant.
- **Buttonhole** thread adds the selected thread color to the front and back buttonholes.
- When choosing thread – use the colors in the pant or clients preference for guidance



			
Aqua	Black	Blue	Brown
			
Coral	Gold	Green	Grey
			
Ivory	Lavender	Lawn	Light Blue
			
Light Grey	Maroon	Navy	Olive
			
Orange	Pink	Purple	Red
			
Sage	Spice	Sunshine	Tangerine
			
Taupe	White	Yellow	

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JH MONOGRAMMING

Monograms are the ultimate sign of personalization. They can be subjective, meaning some men like to have a monogram, some don't. If your client does want a monogram, we have several styles and locations to offer. Monograms can only be placed on either of two locations. Adding a monogram requires a small upcharge.

- **5mm Block** is the most common style
- **7mm Block** is a bolder monogram style are more visible
- **Above Back Pocket** is the most common monogram location
- Choose a color that complements the pant fabric – tonal colors are more subtle, white thread is the most common



Back Pocket



Waistband

JHC

7mm Block

Up to five letters and/or numbers

JHC

5mm Block

Up to five letters and/or numbers

Aqua	Black	Blue	Brown
Coral	Gold	Green	Grey
Ivory	Lavender	Lawn	Light Blue
Light Grey	Maroon	Navy	Olive
Orange	Pink	Purple	Red
Sege	Spice	Sunshine	Tangerine
Taupe	White	Yellow	

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JH BUTTONS

Buttons offer another type of personalization. We offer many different types and colors of buttons. When in doubt, keep it simple.

- The most common choices are **a tonal color option** for the pant fabric selected.
- **Metal Shank** buttons are sportier and the most common for a 5-Pocket or golf pant styles
- Use jhilburn.com and key looks for guidance in choosing a button

