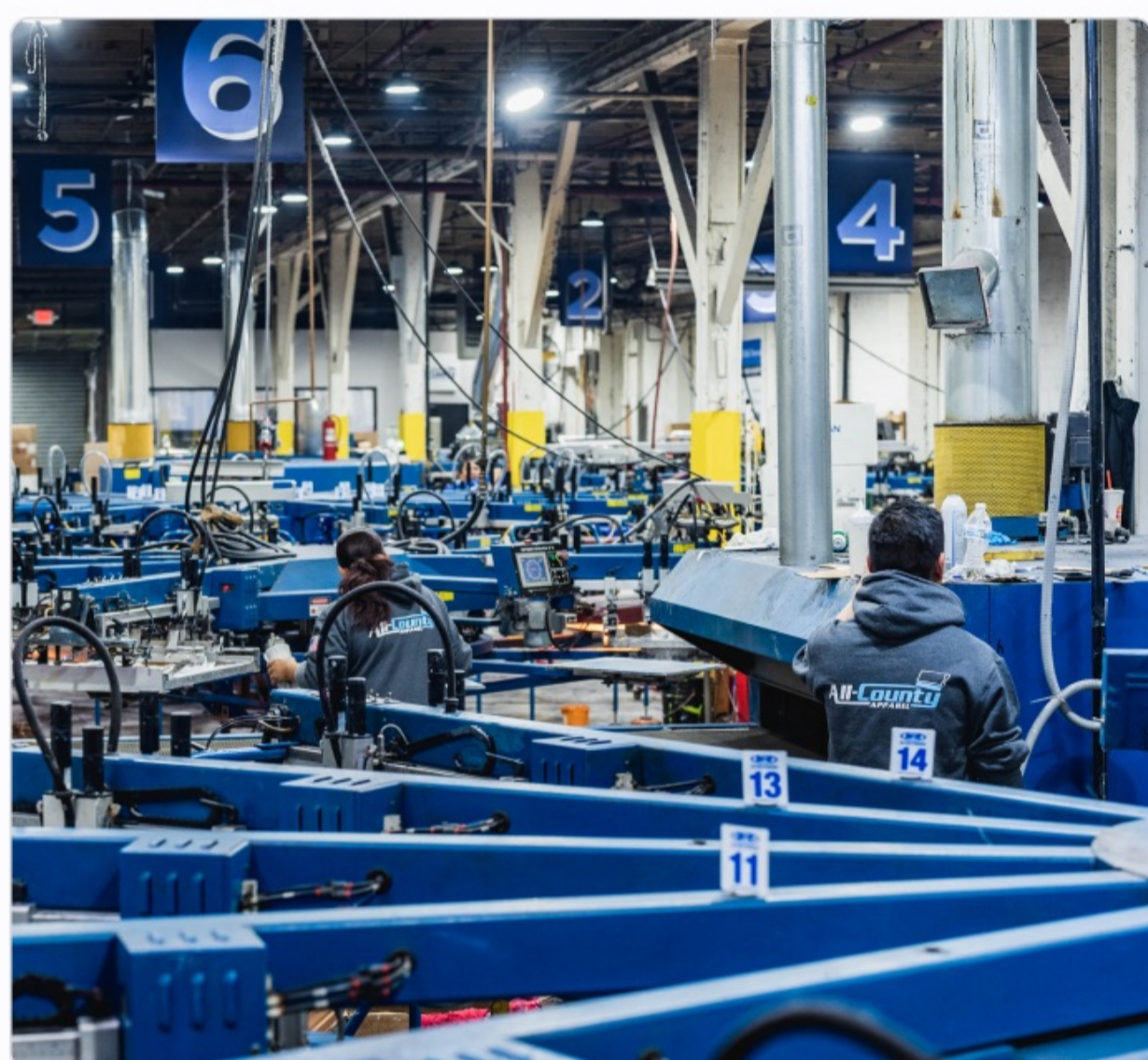


All-County Apparel

Location: Lodi, New Jersey | Industry: Manufacturing



Background

All-County Apparel, an Inc. 5000 company, stands at the forefront of custom apparel manufacturing and fulfillment. Working with leading brands like Eddie Bauer, Under Armour, and Carhartt, they've established themselves as a leader in screen printing, embroidery, and direct-to-garment (DTG) production. Founded in 2018, All-County Apparel has become one of the largest custom apparel decorators on the East Coast, processing tens of thousands of garments daily.

The Challenge



Inefficient video security software



Lack of productivity tracking



Time-consuming, manual process

The custom apparel industry has experienced dramatic growth in recent years, driven by increasing demand for personalized products. This growth brings unique challenges in inventory management, quality control, and security, all of which are essential for the company's success. All-County Apparel's state-of-the-art production facility demands sophisticated monitoring solutions for security and productivity to maintain its high standards. One of the most pressing challenges is tracking thousands of garments through various production stages—a critical task for maintaining operational efficiency and timely delivery.

The company's legacy Hikvision system lacked modern security and surveillance capabilities, such as AI-powered analytics, productivity tracking, and advanced features such as facial recognition. This made the system difficult to operate, requiring extensive resources to investigate whenever an issue occurred. While searching for alternatives, company president Andrew D. Monteyne found that most solutions fell short of his requirements for customization, advanced functionality, and reliable performance. He needed a flexible AI video security platform to enhance the company's security and operations while leveraging some of his existing cameras.



The Solution

A trusted recommendation led All-County Apparel to Lumana for its proven success in warehouse and manufacturing security and operational oversight. What stood out immediately were its advanced AI features, such as people and vehicle detection, facial recognition, and real-time alerts, which would enable more sophisticated security and quicker response to potential issues. The camera-agnostic architecture and user-friendly interface allowed for seamless integration with All-County Apparel’s existing cameras, minimizing downtime and the need for extensive training. Additionally, managing everything in one place provided convenience, enabling more effective monitoring and quality control.

Monteyne said, “Lumana cameras deliver crystal-clear footage, even in low-light conditions, and the system operates smoothly, which is essential for maintaining high security and operational oversight. The advanced AI features, real-time alerts, and seamless integration with our existing cameras have made a significant impact on our overall efficiency and safety.”

The Results

Enhanced inventory management with real-time monitoring



The enhanced accuracy and visibility from Lumana has been critical to All-County Apparel’s ability to deliver exact quantities and maintain its stellar customer service reputation. “The system performed exceptionally well, and we’ve seen huge benefits from the precise inventory tracking functionality,” Monteyne said. “We can track garment production and quickly reduce discrepancies with production output or mismatches between received shipments and purchase orders.”

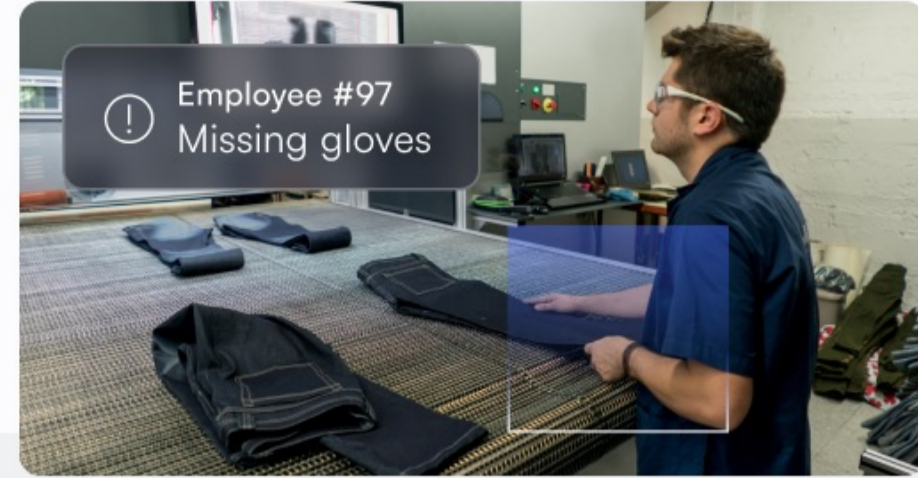


Data-rich dashboards with insights for efficiency and quality control

Lumana enabled the team to improve overall efficiency and quality control. Operational data displayed in Lumana’s dashboards regularly communicated the number of pieces embroidered daily, allowing management to proactively identify production issues or bottlenecks and resolve problems quickly. “Lumana has greatly contributed to more accurate and efficient operations, benefiting both our product quality and customer satisfaction,” said Monteyne. The platform also shared new insights into trends to monitor week-over-week or month-over-month performance, providing clarity on whether we are continuously improving as an organization.”



Amazing customer service and robust features for better overall safety

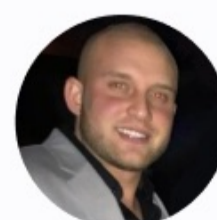


Lumana’s advanced features have ushered in a new level of quality control while improving adherence to safety procedures. The platform’s facial recognition technology enabled the company to monitor access to sensitive equipment and link specific operators to production batches, resulting in greater accountability. Lumana’s AI solution also helped ensure safety compliance. For example, the ability to monitor occupancy levels in confined spaces and track proper protocol around machinery has improved overall safety. And last but not least, All-County Apparel has been pleased with far more than just the technology. “We appreciate the excellent customer service and support,” said Monteyne. “The team at Lumana is always responsive and ready to help with any questions or issues we might have.”



A Look to the Future

All-County Apparel values Lumana’s commitment to innovation and continuous improvement, ensuring access to cutting-edge AI video security features. Going forward, the company plans to expand its use of Lumana across additional locations and integrate it further into its productivity monitoring systems. “The combination of a high-performing product and dedicated customer support makes Lumana a trusted partner for our business,” said Monteyne. He added, “Lumana is the clear leader in AI camera systems and should especially be considered for any IT departments overseeing manufacturing or service-based businesses that utilize warehouse space.”



“Our overall experience with Lumana has been outstanding. The capabilities of the platform to secure our premises 24/7 have surpassed expectations. But its impact on operational efficiency and quality control has far exceeded anything we could have imagined.”

- Andrew D. Monteyne, President, All County Apparel