

Supply Chain + Tech Focus

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Hemp: From Outlaw Fabric to Legal Threads

By Andrew Asch *Retail Editor*

After 20 years, Rob Jungmann, president of the Los Angeles-headquartered **Jungmaven** hemp T-shirt brand, might be seeing his business turned upside down.

Since 1994, he has been selling T-shirts made from a fabric with an outlaw cachet. For years, it was illegal to cultivate hemp in the United States because hemp is a member of the cannabis family of plants. Yet hemp does not carry high enough levels of THC, the psychoactive element in marijuana, to intoxicate people.

But hemp is on the road to legalization. On Feb. 6, the U.S. Senate passed the sprawling Agricultural Act of 2014, or the Farm Bill, which included an amendment called the Legitimacy of Industrial Hemp Research. It gives state agricultural departments and universities the liberty to conduct research on hemp without fear that its researchers will be breaking drug laws.

Jungmann has long been an advocate of hemp, educating people to see the plant as a crop that is more environmentally sustainable than cotton and hemp fabric as potentially more soft than cotton and sturdier than any canvas.

With the legalization of industrial hemp, Jungmann expects some of the stranger aspects of his business will be ironed out. For example, for decades it has been illegal to cultivate hemp, but it is legal to sell hemp products such as T-shirts, yoga pants, denim, soaps, food stuffs and building materials.

"It's losing the dirty feel because it was illegal," Jungmann said. "There is such a buzz. There's new interest. People who had not heard of hemp are tuned into it."

If a domestic hemp industry is created, Jungmann will not have to import hemp fabric from a number of places, such as China, Canada and various Eastern European countries. The price of hemp fabric might come down. The price for a yard of a hemp-blend jersey currently ranges from \$4.50 to \$6.50 wholesale. However, Jungmann tries to keep the price of his Jungmaven shirts down; the core price points range from \$29 to \$42 and have been sold at retailers such as **Steven Alan**.

"It will be a mainstream fabric," Jungmann forecast. But it will happen slowly. Major brands such as **Vans**, **Patagonia** and **Giorgio Armani** have experimented with hemp fabric—Vans

makes a line of hemp shoes every season—but they'll have to give hemp more support for it to become a mainstream fabric, Jungmann said.

It will take time for a domestic hemp fabric industry to grow. Hemp crops will have to be planted. Hemp mills to process the fabric will have to be built. The fabric might have to be re-introduced to the public, said Isaac Nicholson of Los Angeles-area **S3 Sustainable Source Studios**, a creative and manufacturing company handling eco-friendly product. "It's a niche product. It's a little costly for that reason," he said.

There's also been a stigma built around industrial hemp after decades of being illegal. Many brands with which Nicholson consults have passed on working with hemp. "It is misunderstood and undervalued as a textile fiber," he said. "Its performance outdoes cotton and polyester; the blend is stronger, and it lasts longer."

Hemp also will have to get green lights from various government agencies. The farm bill requires the attorney general of every state to interpret how the federal law will work with existing



California State Senator
Mark Leno

state laws. California Attorney General Kamala Harris has started to consider how the farm bill will be interpreted in California.

However, the pace of change at the federal level is slow and frustrating, said California State Sen. Mark Leno (D-San Francisco). Last year, he sponsored SB 566, which Gov. Jerry Brown signed into law on Sept. 27. It allows farmers to start cultivating hemp upon federal approval.

"It's a half step in the right direction," Leno said. "I don't know why they need to take a half step. Why not just enact the legislation that is pending? We are talking about a non-drug. What is the issue?"

There also is great relief among industrial hemp advocates. After years of being written off as supporters of a fringe issue, they can think about a future where hemp is embraced. "It's surreal," Jungmann said. "I feel like I can rest, but the challenges are going to be different. Our challenge has always been that we can't grow hemp in this country. Now it's going to transition to getting farmers to grow it in the U.S." ●

SOURCING

Ralph Lauren Looks to the USA for Winter Olympics Uniforms

It didn't take designer Ralph Lauren long to learn that any Olympics uniforms worn by U.S. athletes need to be "Made in the USA."

The man behind the **Ralph Lauren** label was raked over the coals during the Summer Olympics in London two years ago when it was discovered that the uniforms he designed and were worn by the U.S. teams were made in China.

This year, the U.S. teams marched into the stadium for the opening ceremony at Sochi, Russia, wearing uniforms made in the United States. For the sweaters, Ralph Lauren turned

to **Ball of Cotton**, a sweater factory in Commerce, Calif., run by Eddy and Elizabeth Park.

Clover Knits, based in Clover, S.C., worked with the designer to produce a circular knit fleece made with **Supima** cotton yarns made by **Buhler Quality Yarns** in Jefferson, Ga. The fleece was fashioned into fleece pants worn by the U.S. teams during the opening ceremony.

The **Ralph Lauren 2014 Team USA Collection** for men, women and children can be purchased online at www.ralphlauren.com.—Deborah Belgum

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TECHNOLOGY

FastFit360 Launches Burst Video-Sharing Tech for Retailers

At the upcoming **Sourcing at MAGIC** show, Las Vegas-based technology solution provider **FastFit360** will debut **Burst**, a mobile technology that allows retailers to capture and share image and video information throughout the supply chain.

Compatible with **iPhones**, **iPads** and **Android** devices and free for FastFit360 customers, Burst allows retailers to shoot video and upload it to the FastFit360 Cloud communication tool for workflow management. Users can quickly sort, annotate and share the images without opening separate editing, file compression or email programs. Images are automatically uploaded to the FastFit

360 solution.

"Burst is built for mobility," said FastFit360 President Ilona Kalina. "The software delivers what the fashion industry has been demanding for years—an affordable, intuitive, scalable solution for global communication, e-sampling and product development."

FastFit360's e-sample process lets everyone in the supply chain—from designer to product developer to technical designer to quality control to sourcing staff—communicate about product development in "a real-time, secure, social-inspired environment."

For more information, visit www.fastfit360.com.

T-ChIP: Transparency at the Textile Chemical Level

Brands and retailers looking at the transparency of their supply chain often hit a stumbling block when it came to their chemical suppliers.

"A commercial chemical product supplied by the textile chemical industry might be made up of three to eight ingredients," said Dina Dunn, president of the **Textile Chemical Profile** program (T-ChIP), a third-party, independent organization that evaluates hazards and risks of chemicals supplied to the textile and apparel industry. Chemical suppliers consider the formula of those ingredients used their intellectual property and a trade secret they do not want to share with their customers.

"We could see a need for a confidential approach that allowed for rigorous disclosure of chemical ingredient information. This information is critical to derive appropriate hazard and risk assessments for commercial textile chemical products," Dunn said. T-ChIP helps "the chemical companies disclose both the hazards and risks of their products to brands and retailers."

Textile chemical companies provide detailed ingredient-level information about commercial textile chemical products—such as finishing agents, lubricants, detergents, dyes and pigments—to T-ChIP's secure website (www.t-chipticket.com).

The T-ChIP site features two levels of encryption. The first level ensures customers can securely input as much general information as possible about the commercial chemical product; the second level provides a depot for disclosure of the formulation's composition, down to the Chemical Abstracts Service Registry Number (CASRN).

The ingredient information is sent as an anonymous list of CASRN and chemical names to chemical toxicology information platform **SciVera**, which will screen the ingredients against leading Restricted Substance Lists and conduct a detailed hazard assessment of each ingredient.

T-ChIP textile chemists will review the SciVera assessment and, using appropriate mixture models of the SciVera ingredient data and published industry secondary data sources, issue hazard and risk assessments based on yield data, assumptions concerning factory performance and the function of the chemical within the textile process, Dunn said.

Chemical suppliers receive the SciVera hazard assessment on each ingredient from T-ChIP along with a summary report on the chemical product's integrated hazard and risk assessment, or T-ChIP Ticket. The T-ChIP Ticket combines the hazard and risk assessment in an easy-to-read format.

"All of this is done for just a few hundred dollars per ingredient," Dunn said.

Very large chemical suppliers may be able to do their own hazard and risk assessment, but T-ChIP was created with small- and mid-sized chemical suppliers in mind, Dunn said.

"The brands and retailers are already asking for this transparency, but the chemical suppliers are uncomfortable disclosing their intellectual property," she said. "This is a Web-based tool that can make everybody happy. It's affordable. It's filling that gap." For more information, contact Dunn at dina@t-chipticket.com or visit www.t-chipticket.com.

—Alison A. Nieder

Imports Will See a Rising Tide This Year

During the first half of this year, cargo-container activity at the nation's ports is expected to inch up 4.3 percent over last year, according to the recently released "Global Port Tracker" report, prepared every month for the **National Retail Federation**.

Import volumes at the ports will be in positive territory for just about every month except February, whose traffic is always affected by Chinese New Year, when many Chinese factories close down for weeks.

At the same time, the National Retail Federation is predicting that retail sales in the United States will grow 4.1 percent this year, depending on how Washington's policies on economic issues affect consumer confidence. "On the consumer side, there is continued hesitancy in spending as net disposable income remains virtually flat," said Ben Hackett, whose **Hackett Associates** prepares the "Global Tracker Report" for the NRF. "As a result, the inventory-to-sales ratio remains stubbornly high."

Cargo-container volumes in January were estimated to be 1.37 million 20-foot containers, up 4.5 percent over January 2012. February was anticipated to be a very slow month because of Chinese New Year, which started Jan. 31 and ended Feb. 6. Cargo-container volume in February is predicted to be off by 8.4 percent over the same month last year, ringing in with 1.17 million containers.

March volumes will skyrocket, with about 1.29 million containers coming through the ports, which is up 13.7 percent over last year. April will be robust with 1.39 million containers moving through the ports, a 6.9 percent jump over last year. May will bring an estimated 1.45 million containers, or a 4.2 percent rise over last year, and June will see 1.43 million containers coming through the docks, up 5.6 percent over last year.

Last year, the import volume at the nation's major ports saw a 2.3 percent improvement over 2012, reflecting a gradual warming in the U.S. economy.—Deborah Belguin

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MADE IN AMERICA

Federation Design Studio: Premium Fashion Made Here, Not There

By Alison A. Nieder Executive Editor

The sign in the **Federation Design Studio** booth at the **Kingpins** trade show in New York last month outlined the new company's Made-in-America ethos: Made Here, Not There. At first glance, the sign reads "Made There"—but a red slash through the "T" alters the message to read "Made Here."

Federation Design Studio is a New York-based wholesale and retail apparel design consulting group that specializes in progressive technologies. The company also has a factory, called **FDS Factory**, in El Paso, Texas, which produces leather, accessories and denim. Currently, the factory can produce up to 5,000 denim and outerwear pieces per month and up to 10,000 leather pieces per month, according to FDS Co-Founder Roberto Crivello, who said first prototype patterns can be turned around in a week and sewing can also be done in a week. And, if all the components are in, production is equally fast.

"I can produce in two to six weeks—and we'll be very competitive with Chinese prices," Crivello said.

"As an example, Crivello described a premium jean made from Japanese selvedge denim with FDS's "The Vicious" wash and

"the most intricate details—hidden rivets at the back pockets, a chain stitch at the hem, really premium construction. You're going to get that [at a] minimum [for] \$35 to \$50 in Asia. You might find some guys in LA who can do that at a better price, but the most we're going to charge people is \$29 and about \$18 to wash. But there are no duties or shipping [fees] to worry about. And, obviously, with bigger quantities the prices will go down."

FDS Factory is housed in a 3,500-square-foot space within a 10,000-square-foot apparel factory in El Paso, where Crivello employs about 35 people working on premium product.

Everything is cut and sewn in-house, and there are wash, printing and embroidery facilities nearby. The only missing piece is the dyehouse. Crivello works with one in North Carolina and is investigating others. "Really good dyehouses are hard to find in America," he said.

Return to U.S.-made

Crivello has a long history of working in the premium-denim business. He got his start in 1983

working in Italy for Adriano Goldschmied at the **Genius Group**, founders of the **Diesel** and **Replay** brands, and Enzo Fusco, who now



Roberto Crivello



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At the recent Kingpins trade show in New York, Federation Design Studio showcased the range of its work, which co-founder Roberto Crivello called "industrial chic."

owns **CP Company**. "It was a great introduction to this world," Crivello said.

In 1997, he launched his own brand, **DDCLAB**, with the idea to produce high-end and innovative men's, women's and children's apparel and accessories. Crivello opened a store for the brand on Orchard Street in Manhattan's Lower East Side. In time, DDCLAB opened two more stores in Manhattan and one at the corner of Melrose Avenue and Robertson Boulevard in West Hollywood, Calif., and the studio became the consulting global creative director for **New Balance** and **PF Flyers**.

"When I started [DDCLAB], I produced everything in Japan and Italy and the U.S.," Crivello said. "As time went on, I started producing in China and a little bit in India to get better prices, and the quality started going down. The yen and the euro were way too expensive, so I decided to go back to producing here. I got fed up with producing elsewhere, and, toward the end, I produced 99 percent in the States."

After closing the business in 2010, Crivello continued consulting for brands such as

Puma until launching a childrenswear brand, **CHaLKNYC**, with his wife and business partner, Colleen Crivello, last May. After an initial exclusive launch at **Barneys New York**, the Spring '14 collection ships to retailers nationwide. But he quickly ran into a familiar challenge: finding domestic factories able to produce a specialty product.

One of his domestic resources was the El Paso factory that specialized in leather apparel and accessories and had a history of producing denim. Crivello was so impressed with the operation, he partnered with the factory and launched FDS Factory, and within a few months Crivello was showcasing FDS's capabilities at the Kingpins show in New York in January.

"I'd been wanting to have my own factory to prove to people that we can do a really premium construction in America—whether it's denim or outerwear or leather or accessories," Crivello said, listing the advantages to domestic production: "It saves you a lot of time, a

➔ **FDS Factory** page 8



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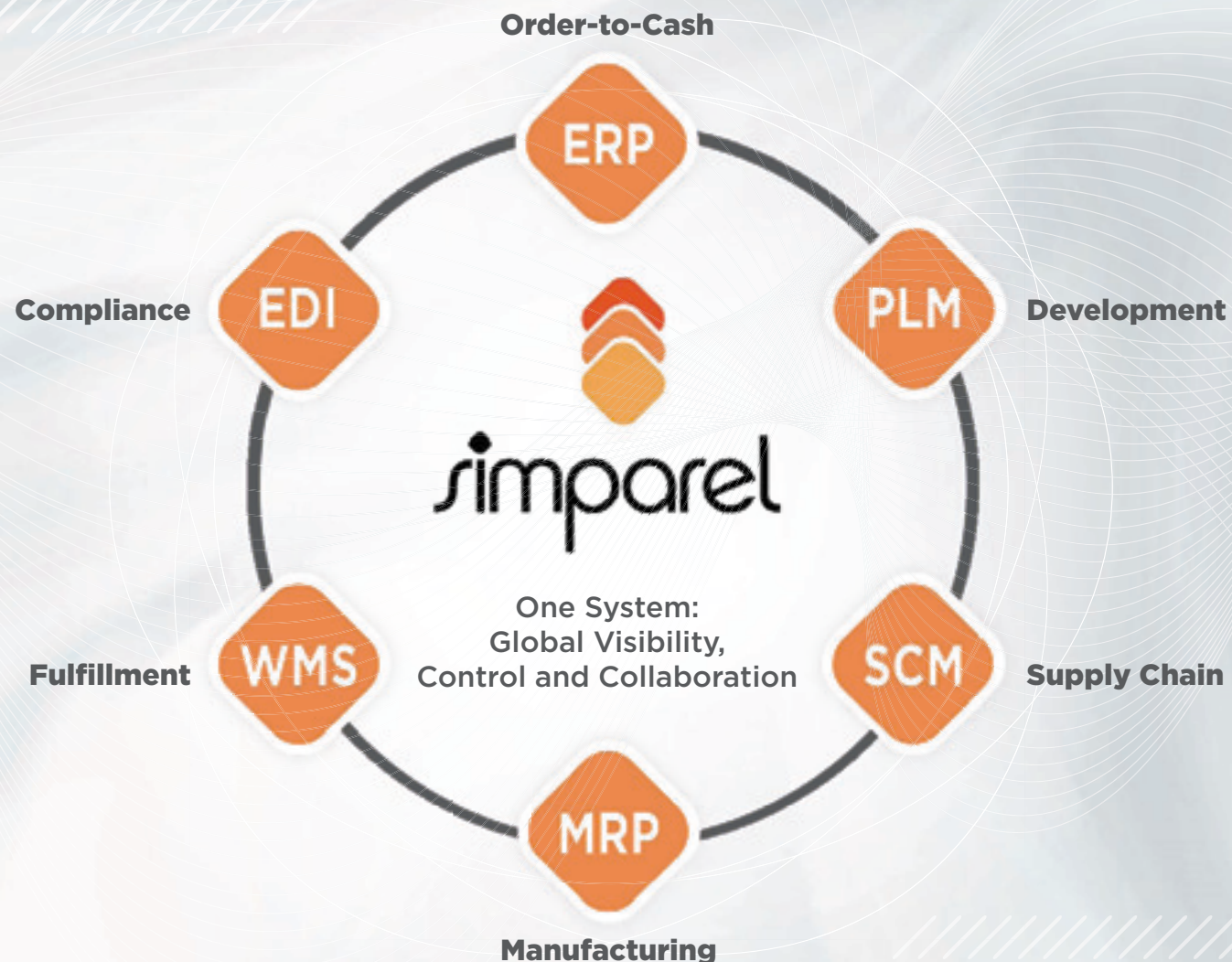
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FDS Factory *Continued from page 7*

lot of stress. You're saving on duties and importing and expensive international employee trips, [plus] long sample and production lead times. There's a lot of advantages to making it here."

Crivello said he considers himself fortunate to find a partner with the experience and the skilled workers to produce higher-end premium merchandise. The factory was founded in 1996 and continues to produce for large retailers and manufacturers.

"El Paso was the capital of denim before [the passage of the North American Free-Trade Agreement]," Crivello said. "I partnered with this factory [because] there are artisans there who do beautiful craftsmanship. There was so much business that was lost after NAFTA. Where are these guys going to go? The better ones ended up staying in the factories, and my factory is one of them. I lucked out."

Crivello purposely won't reveal his partner's name or the name of the El Paso facility, citing a bad experience at a Los Angeles factory where everyone could see what their competitors were making.

"I went [to the factory] and I saw what the other designers were doing and I [thought] 'Does that mean that you're doing the same to my product?'"

With FDS, Crivello said, customers are welcome to visit the factory, but they won't see other brands' work while they're there.

"Clients can go and check out the factory," he said. "Anybody that wants to make an appointment—I'll go with you."



The FDS factory in El Paso, Texas, specializes in denim, leather outerwear and accessories.

And that is one of FDS's main points of difference, Crivello said.

"You can give the same premium jean design to 10 different factories with the same specs, the same fabric, and you will get 10 different-looking premium jeans," he said. "We understand the designer's point of view," he said. "Does he want thinner thread? Thicker thread? Where we stand out is we understand what the designers are looking for. That and the fact that we can turn stuff around very, very fast and at a very competitive price."

Federation Design Studio's New York office is staffed with three people and a fleet of freelance consultants at the ready.

"So if we get more tech-pack work or more graphics, whenever we need people, we just hire them on the spot," Crivello said.

Crivello hopes designers come to FDS not only for domestic manufacturing but as an innovation lab.

"If they want to do new types of accessories, for example, we're doing molded leather in our factory," he said. "If they want to do a new type of leather jacket or distressing, we do all that. Any different types of washes for denim, any different types of construction for denim, we can do all that. If they want to experiment with new high-tech performance fabric for outerwear, we can do that. There are a lot of plusses to working with us. And, again, we don't have minimums, so we can do very small quantities. The biggest thing is when the client calls, you can get an answer on the spot, that same day." ●

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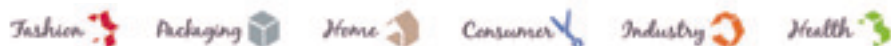
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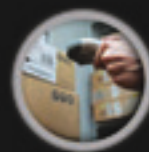
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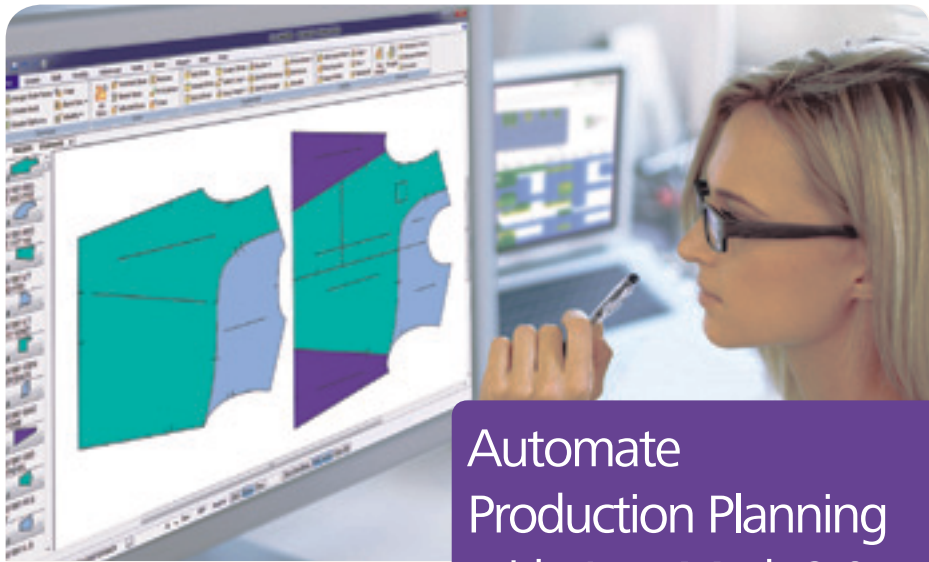
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SUPPLY CHAIN RESOURCE GUIDE

Continued from page 8

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King America/Kamtex Textile Group

2845 W. 48th Place
Chicago, IL 60632
www.kamtexgroup.com
Contact: Bob Mazur
bmazur@kamtexgroup.com
(773) 523-8361, Ext. 158
Fax: (773) 579-4616

Products and Services: King America Textile Group is the premier manufacturer of made in the USA cotton and poly-cotton fabrics. To learn more about the domestic fabrics manufacturer, check us out on the web.

Lectra

5000 Highland Parkway
Suite 250
Smyrna, GA 30082
(770) 422 8050
Fax: (770) 422 1503
www.lectra.com

Products and Services: For nearly 40 years, Lectra has delivered innovative technology solutions to fashion companies around the world, enabling them to improve their edge and better respond to today's most pressing challenges. Lectra's network of experts, specializing across a range of areas—including research and development, solution implementation, and change management—are dedicated to serving businesses as diverse as fast fashion, luxury, and ready-to-wear. Lectra offers an unrivalled suite of hardware, software, and associated services to optimize the entire value chain,

from line planning and scheduling through design, development, and sourcing, all the way to manufacturing to deliver a sustainable competitive advantage.

Nature USA

3097 East Ana St.
Rancho Dominguez, CA 90221
(310) 667-9030
www.natureusa.net

Products and Services: Nature USA is a vertically integrated private-label manufacturer located in Southern California. We use eco-friendly fibers, less water, less energy, and local manufacturing for an overall smaller footprint. Our dyeing process is bluesign compliant and one of the most environmentally friendly processes in the world. Our company has an extensive social compliance program and the only Fair Labor Association member with manufacturing facilities based in the United States. We specialize in conventional, organic and recycled fibers and produce premium-quality T-shirts and tops, intimateswear, sportswear, and activewear styles. With 1000 pcs min. per style, from fabric development and first pattern to printing and packing, we are the one-stop-shop for your medium- and large-size projects. For more information please visit our website. See us at SOURCING at MAGIC in Las Vegas, Feb. 17–20, Booth #90603.

Pacific Coast Knitting Inc.

6051 Maywood Ave.
Huntington Park, CA 90255
(323) 584-6888
Fax: (323) 582-8880
Contact: Mike Tolouee
www.pacificknitting.com
info@pacificknitting.com

Products and Services: We are an American mill, located in Huntington Park, California. Our passion and creativity produce high-quality fabric for the fashion industry with low minimums, fast delivery, and over 2,400 styles of knits.

What's New: We have developed over 3,000 new styles of novelty knits, including high twist, recycled cotton, recycled poly, 100 percent linen, MicroTencel, Supima, and many other

novelty yarns. We also have added to our eco-friendly collections.

Competitive Edge: We are always investing in new products to be on the competitive edge with European mills. We produce high-quality fabrics for women's, contemporary, men's, and children's with competitive pricing.

Proexport Colombia

Contact: Sylvia Reyes, Apparel and Textiles Sourcing Director
(212) 922-9114
sreyes@proexport.com.co
www.proexport.com.co

Services: Proexport Colombia provides you with reliable information about the industry and facilitates your business transactions with Colombian sourcing companies. We can help prepare information tailored to your needs, organize personalized agendas with potential suppliers in Colombia, and walk you through the entire process of connecting you with the country. We invite you to learn more about the Colombian textile and garment companies that showcase new trends. Learn more about trade opportunities featuring competitive advantages and benefit from the Free Trade Agreement: 0% duty on products imported from Colombia. Upcoming shows include Macrorrueda 50 (Feb. 19–20 in Bogota). Come see us at Sourcing at MAGIC Feb. 17–20 in Las Vegas (Booth #90816, LVCC South Hall).

Progressive Label

2545 Yates Ave.
Commerce, CA 90040
(323) 415-9770
Fax: (323) 415-9771
Info@progressivelabel.com
www.progressivelabel.com

Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight dead-

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lines facing our customers. Another important part of our business is FLASHTRAK, our online ordering system for price tickets. It's a great tool for placing and tracking price ticket orders and will soon be expanded to include custom products and carelabels.

Robert Kaufman Fabrics

129 West 132nd St.
Los Angeles, CA 90061
(800) 877-2066
Fax: (310) 538-9235
www.robertkaufman.com
info@robertkaufman.com

Products and Services: Robert Kaufman Co., Inc. is an importer and converter with national and international representation, stocking a wide variety of printed, yarn-dyed, and solid wovens and knits. In business for over 60 years, Robert Kaufman Fabrics has been delivering the highest-quality service to manufacturing clients in the U.S. and around the world in a variety of markets, including childrenswear, womenswear, contemporary, juniors, men's sportswear, maternity, uniforms, special occasion, accessories, and home fashions. In addition to an extensive catalog of on-trend design collections released every quarter, we offer domestic in-stock programs with low minimums, as well as customized fabric design, development and sourcing for prints, yarn-dyes, and solids. All fabrics are available for sampling. We also drop ship for customers with off-shore production needs. Robert Kaufman Fabrics sells wholesale and to the trade only. Our fabrics are available to the retail consumer through local quilt and fabric stores. To find a retail store that carries Robert Kaufman Fabrics, please see our website. To see what's available and our latest collections in a fully searchable format, please visit our website.

Satab America Inc.

1001 Sixth Ave., Suite 406,
New York, NY 10018
(212) 403-2805
Fax: (212) 403-2804
ribbons@satab.com
www.satab.com

Products and Services: The innovation, creativity, and excellence in the solutions offered by Satab are backed by textile expertise built up since 1947, driven by a dedicated and passionate team. Our in-house workshops include warping, weaving, braiding, knitting, dying, printing, coating, cutting, making up, packaging, logistics, etc. Our research and development department boasts fully dedicated facilities. Our in-house laboratory and all our work organisations are ISO 9001 certified, guaranteeing you second-to-none service in ribbons, webbing, stiff braids, and stretch braids. Our production capacity of 5 million meters per week and our stock of over 40,000 references make for a daily prompt turnaround in all fields of activity.

Simparel

53 W. 36th St.
11th Floor
New York, NY 10018
(212) 279-5800
Contact: John Robinson
www.simparel.com
info@simparel.com

Products and Services: Simparel Inc is a leading provider of concept-to-consumer business solutions tailored specifically for fashion and

softgoods brands, manufacturers, and retailers. Its flagship Simparel® all-in-one enterprise software delivers the full range of capabilities large and small companies need to manage their entire business and supply chain. Leveraging the latest technologies and industry best practices, this breakthrough solution empowers clients with previously unattainable process visibility, control, and collaboration across their product development (PLM), supply chain (SCM), manufacturing (MRP), warehousing and distribution (WMS), retail compliance and collaboration (EDI), and other critical business processes. With the power and simplicity of this single system, apparel and fashion-related companies can accelerate cycle times, reduce costs, and improve customer service. Los Angeles-based Koi Happiness, a leading developer of designer scrubs for the medical market, is one of the many companies that have replaced multiple systems and generic software with the comprehensive Simparel solution to better manage growth and changing business requirements. Simparel clients also include Ballin, Bonobos, Hanky Panky, Mamiye Brothers, Outerstuff, R.G. Barry, and other leading and emerging brands.

Studio Bert Forma

511 S. Palm Ave., Suite 9
Alhambra, CA 91803
(213) 625-3500
info@sbfusa.com

Products and Services: Under the stewardship of Kevin and Heather Maldonado, Studio Bert Forma strives for "French style, Italian creativity, Spanish craftsmanship, and German efficiency." The Maldonados have scoured the fashion centers of the globe for the latest and best fabrics from the most reliable mills to service American manufacturers from Abercrombie to J Brand. They select mills that best cover the needs of the market—organizing, coding, and displaying their collections in their art-filled showroom. They receive pre-collections one to two months before Premiere Vision and Milano Unica to review with customers who start their sourcing early and to assist in inspiring the season. As it cruises steadily toward its 50th year in business, Studio Bert Forma, with showrooms in Los Angeles and New York, is happily profitable and expanding.

Texollini

2575 El Presidio St.
Long Beach, CA 90810
(310) 537-3400
www.texollini.com
sales@texollini.com

Products and Services: We use state-of-the-art technology to supply the fashion and garment industries with innovative and trend-driven fabrics. Speed-to-market, trend insights, and quality control have been the cornerstones of our Los Angeles-based facility for over 20 years. Our in-house vertical capabilities include knitting, dyeing, finishing, and printing, and our development and design teams are unparalleled. Contact us to find out how our quality-driven products will enhance your brand.

Trim Networks Inc.

910 S. Los Angeles St., Suite 405
Los Angeles, CA 90015
(213) 688-8550
Fax: (213) 688-8551
info@trimnetworks.com
www.trimnetworks.com

ae@trimnetworks.com
Products and Services: TNI is not just a button company; it's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in Asia has been the foundation of our system and our networks. We are in touch with over 2,000 garment and denim factories in southern China. The good water quality of Canton has also enabled us to create some of the most exciting colors in electro plating. Over 300 wash-houses are scattered in this rich province, which in return can provide some of the newest colors in fashion today. In addition, our strategic location south of the Delta River gives us plenty of resources to all types of raw-material suppliers. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you.

Tukatech

5527 E. Slauson Ave.
Los Angeles, CA 90040
(323) 726-3836
Fax: (323) 726-3866
http://tukatech.com
tukateam@tukatech.com

Products and Services: Tukatech is the garment and apparel industry's leading provider of fashion technology solutions. Founded in 1995 by garment-industry veteran Ram Sareen, Tukatech offers award-winning 2-D and 3-D pattern making, design, and manufacturing software designed specifically for garment makers of all sizes and skill levels, as well as garment plotters, and automatic cutters and spreaders for production. All systems include unlimited training, consulting, process engineering, and implementation of our technologies. The capabilities of Tukatech's technology remains unparalleled in the fashion industry, and all of our products are offered at affordable prices.

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www.apparelexpo.com
Services: Within the promotional tools for sourcing in the region, VESTEX organizes every year the only trade show in the CAFTA-DR region where key players of the apparel supply chain meet at one place featuring the dynamic of an industry committed as a speed-to-market and higher-fashion-garment provider. Its main activity, the exhibition floor, becomes the ideal regional marketplace. Since 1991, the Apparel Sourcing Show is the only international show specialized in the apparel and textile industry in the CAFTA region. For three days and under the same roof, year by year, the key players of this industry coming from different countries involved have met and have done businesses at this show, which has become the ideal forum, bringing together all your company's needs: a full range of suppliers' exhibition floor, specialized seminars and conferences, the opportunity to have perfect appointments at the Matchmaking Meeting Program, and social events. Show dates are May 6-8, Grand Tikal Futura Hotel & Convention Center, Guatemala City [Lucia]. For more information, email apparelexpo@apparel.com.gt.

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