

SOURCING & FABRIC

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

AUGUST 2012

TEXTILES

USDA: New Player in Eco Labeling

Crailar Brings Flax West

Fabric Avenue Expands to New Location

SOURCING

Apparel Imports Dip, Costs Rise

New Trade Legislation Takes Effect

TECH NOTES

TEXTILE TRENDS

**43 countries in
only 4 days**

SOURCING
at **MAGIC**

FEATURING

**APPAREL, ACCESSORIES &
FOOTWEAR MANUFACTURERS**

FABRIC & TRIM SUPPLIERS

PRINT DESIGN STUDIOS

SERVICE PROVIDERS

TREND FORECASTING

AUGUST 20 – 23, 2012

LAS VEGAS CONVENTION CENTER

REGISTER NOW MAGICONLINE.COM

USA
INDIA
HONG KONG
TAIWAN
BANGLADESH
CHINA
PAKISTAN
MEXICO
KOREA
VIETNAM
GUATEMALA
NEPAL
FIJI
EGYPT
THAILAND
PERU
EL SALVADOR
INDONESIA
CANADA
ARGENTINA
TURKEY
COLOMBIA
ECUADOR
HAITI

MAGIC

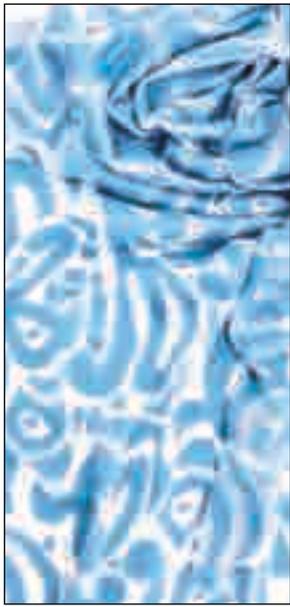
LAS VEGAS & MANDALAY BAY CONVENTION CENTERS

FOR MORE INFORMATION CALL (877) 554 4834

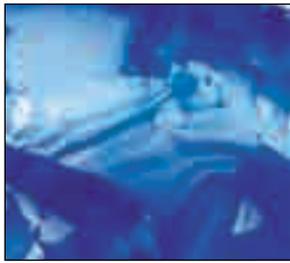
PROJECT slate. STREET MENS/WEAR POOLTRADESHOW SOURCING at MAGIC WWD MAGIC |||= PLATFORM



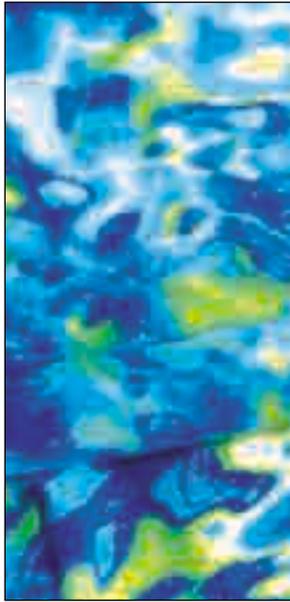
Eclat Textile Co. #R21010095



Triple Textile Inc. #L-568-X



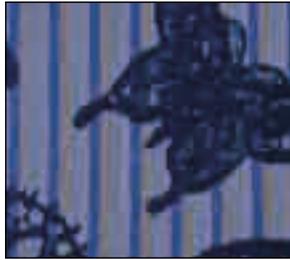
Triple Textile Inc. #L-354-P



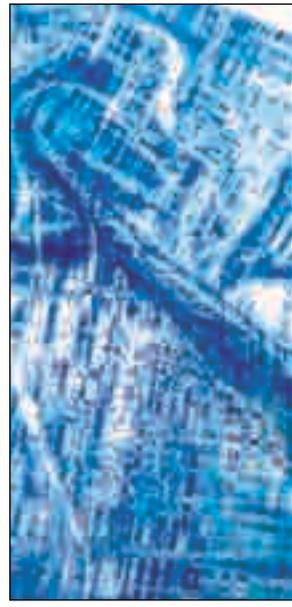
Pine Crest Fabrics #MIR279-57 "Tranquility"



Nipkow & Kobelt Inc. #GW-12092



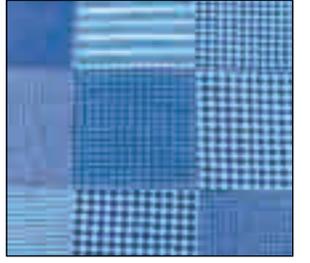
Bel Maille Creations #D213 DAM42



Pine Crest Fabrics #MIR282-53 "Inception Blues"



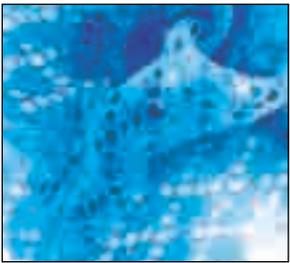
Asher Fabric Concepts



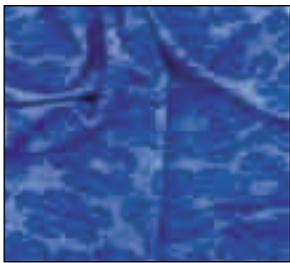
Robert Kaufman Fabrics #CPC-13052-4

Cool Blues

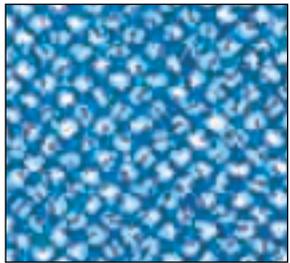
Textile designers have the blues. From bright, cheerful marine shades to sophisticated twilight tones, the blue mood is cool.—Alison A. Nieder



Nipkow & Kobelt #Y2HB-7414



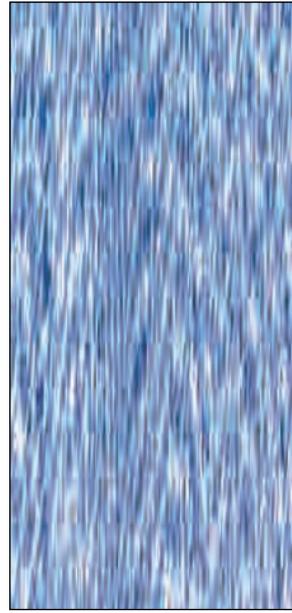
Eclat Textile Co. Ltd. #RT1111172



Nipkow & Kobelt Inc. #GW-12534



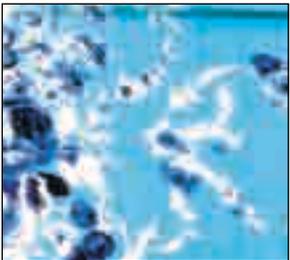
Vema Ricamificio #12659



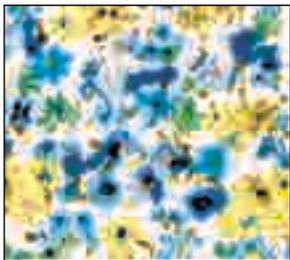
Eclat Textile Co. Ltd. #R21108041



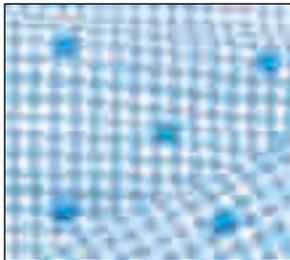
Textile Secrets International Inc. #HAN/039 "Floral Maniac"



Cinergy Textiles Inc. #GZLRX-16902 "Printed Gauze With Lurex"



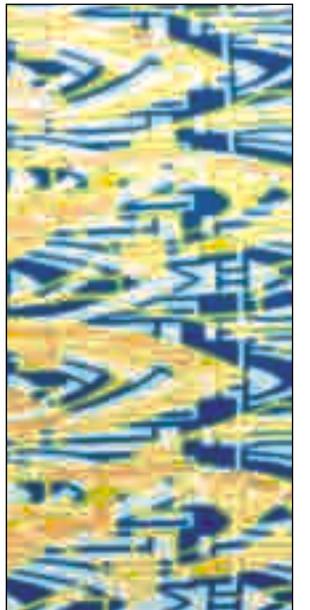
Cinergy Textiles Inc. #Lace-91260 "Printed Lace"



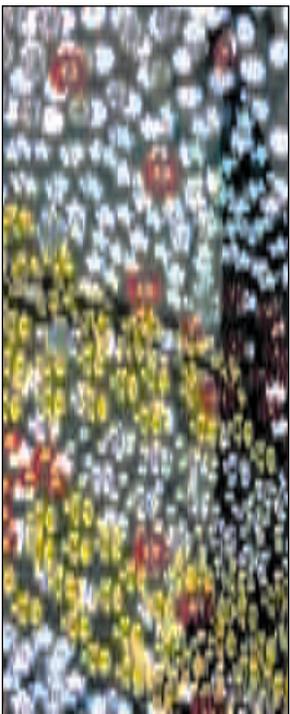
Juan Boluda S.A. #49.038772 003



Fabien Doliguez by AB Creations #69196 "Thelma"



Asher Fabric Concepts #VJ107 "Tiger"



Triple Textile Inc. #N-205-D



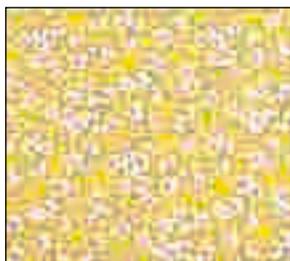
Textile Secrets International Inc. "Dilly Dally"

Ditsy

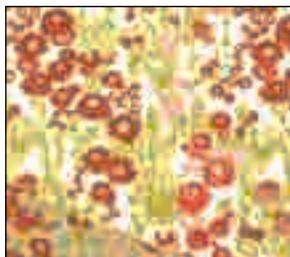
Sweet ditsy florals in soft, cool shades are a sophisticated break from bright.



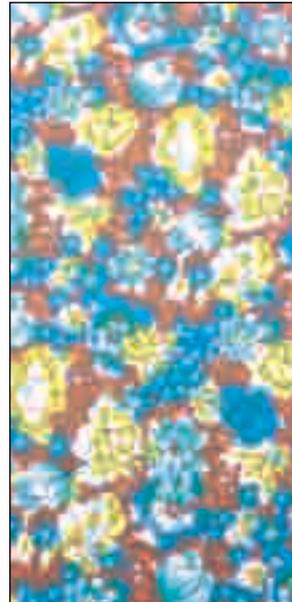
Robert Kaufman Fabrics #ADZ-12568-36



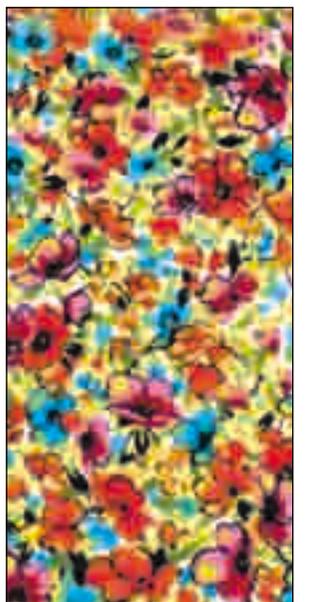
Robert Kaufman Fabrics #ADZ-12567-140



Vema Ricamificio #12968



Juan Boluda S.A. #39.007246 394



Cinergy Textiles Inc. #SPOP-17578

THE NEXT GENERATION OF SYNTHETIC LEATHER



Water based, 100% DMF free synthetic leather.

Limitless color and texture combinations.

Extremely breathable and light weight.

Excellent hand.

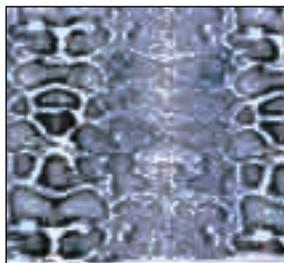


Call or visit Interpolymer today
888.467.5504
www.interpolymersolutions.com

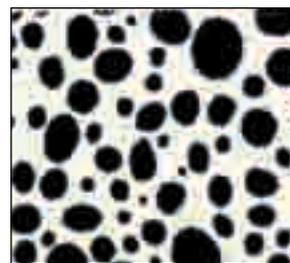


Animal

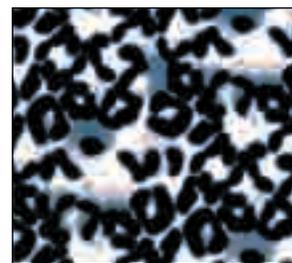
Animal prints are key—from big-cat patterns to reptile, feather and butterfly prints. Designs range from classic colorations to saturated brights.



Robert Kaufman Fabrics #AMFBF-12865-183 "Laguna Cotton Jersey Print"



Cinergy Textiles Inc. #Hacci-1218 "Polka Dot Sweater"



Cinergy Textiles Inc. #FDY-111



Textile Secrets International Inc. "Terri Trop"



Asher Fabric Concepts



Textile Secrets International Inc. "Flying Birds"



Cinergy Textiles Inc. #Jersey-PX35



Opening "Sao Paulo"



Textile Secrets International Inc. #HAN/035 "Riviera"



Triple Textile Inc. #FH-7-N



Avid Ink #A157339 "Safari Blossom"



Avid Ink #A159304 "Citrus Crush"

FASHION FORWARD

Fabrics of luxurious fibers made with love in California

- Viscose Cupra
- Sonora Corn Jersey
- Viscose Silk Cashmere
- Micro Modal Silk
- Couture Italian Terry
- Metallic Sparkle Fleece
- ...And Much More!

Find It All At:
www.asherconcepts.com

FASHION • PERFECTION • FLEXIBILITY
LUXURIOUS • HIGH QUALITY PRINTS

Try Our Free App: "Asher Calculator"

It is a must for anyone in apparel. iPhone or Blackberry compatible!

ASHER fabric concepts

2301 E. 7th Street #F107
Los Angeles, CA 90023

t: 323.268.1218
sales@asherconcepts.com

DATCHEN INC.

WHOLESALE AND MANUFACTURER OF DESIGN KNITS

- Organic Knit Fabrics and Shirts
- Vegetable Dye and Eco Dye
- United States and Central America



TEL: 323.544.0171 FAX: 323.544.0174
EMAIL: MOE@DATCHEN.COM

Tradegood Matches Buyers With Suppliers Along the Supply Chain

As outsourcing has increasingly become a key component of apparel production, today's manufacturers face a bewildering array of foreign supply markets, many in emerging Asian countries, where language, culture and business protocol may be unaccustomed turf. As labor and materials costs continue to rise, and a horde of new vendors vie for business, making the right choice of supplier can mean the difference between profitability and reporting a loss.

Enter Tradegood. This new online community is a dynamic platform designed to not just introduce buyers to an enormous range of suppliers—some 20,000 in more than 100 countries—but also to make solid matches based on multiple points of compatibility. Suppliers are authenticated and verified by an army of more than 1,000 inspectors and auditors, who are on the ground inspecting more than 800 facilities a day, sometimes five or six times in a month.

These extraordinary resources are made possible by Tradegood's renowned parent company, Intertek. With 127 years of history and a worldwide network of laboratories, Intertek is a premier testing, inspection and certification facility for a slew of products, ranging from textiles to toys, petroleum to chemicals. This experienced company saw the need for organizations across industries, including the apparel industry.

"The growth in trade and outsourcing around the world has created a global network of new and complex supply chains," says William Quilindo, president of Tradegood. "It is increasingly difficult for buyers

"It is increasingly difficult for buyers and suppliers to sort through the quantity of information to build trusted relationships. Tradegood brings global business back to basics by providing authenticated and verified information to enable global buyers to know the people and organizations that form their supply chain, ensuring perfect compatibility."

—William Quilindo, President, Tradegood

and suppliers to sort through the quantity of information to build trusted relationships. Tradegood brings global business back to basics by providing authenticated and verified information to enable global buyers to know the people and organizations that form their supply chain, ensuring perfect compatibility."

Supplier members are located in countries including China, Cambodia, Vietnam, Bangladesh, India, Thailand, Turkey, Mexico, Colombia, Guatemala and El Salvador with primary buyer markets coming from the United States and Europe. Using Tradegood's vast database, buyers, for no cost, can identify compatible suppliers that meet their specific needs, including quality, social and environmental requirements, and security parameters. Tradegood verifies suppliers' capacity, capabilities and compliance performance against more than 50 criteria, resulting in an unprecedented—and immensely reassuring—level of transparency. Apparel buyers can accurately

gauge such essentials as quality, price and speed of delivery before committing to a partnership. In addition to its online services, Tradegood opens the door to the world's largest markets through its affiliation with leading brands, retailers and industry associations. Tradegood also hosts face-to-face events throughout China to further facilitate relationship development. Both buyer and supplier representatives are available, online and offline, to deal with specific needs.

More than 300 buyers worldwide are already using Tradegood. "Buyers today are recognizing that it makes good business sense to know the people and organizations that form their supply chain," says Quilindo. "Tradegood was developed as a solution for buyers who had to sort through thousands of faceless vendors in foreign countries, wondering about the quality of suppliers. Tradegood is a community of real companies and real people, with real products and services."

Tradegood

Business done right

www.iTradegood.com

Renee Payton

Vice President, Business Development

Intertek Supplier Management

New York, NY

Office: 212-803-5313

Have you met Bao?

He's part of your supply chain.
Let us introduce you. He's a good guy.

At Tradegood we help you get to know the people behind your supply chains. We connect responsible buyers with trusted suppliers, with total transparency for people on both sides of the supply chain. People who care about quality, safety, the environment and all the other things that matter to good businesses.

Visit SOURCING at MAGIC (Las Vegas Convention Center, August 20 – 23) to find out more about how Tradegood can help you do business right.

Tradegood

Business done right

Apparel Imports Dip, Costs Rise

U.S. companies are importing less apparel and fabric from foreign companies but paying more for it.

According to the most recent U.S. Census figures, apparel and textile imports from around the world slipped 4.5 percent for the 12-month period ending May 31, while costs of those goods inched up 4 percent.

Much of the price jump is due to rising cotton prices that last year spiked to an all-time high of nearly \$2.20 a pound. Since then, October cotton future prices have settled down to 75 cents a pound. But many manufacturers are still working through their higher-priced cotton supplies or keeping prices up to improve profit margins.

For the 12-month period, the United States imported 53.57 billion-square-meter equivalents (SME) from around the world. That translates into \$102 billion in goods.

China is still the largest provider of apparel and textiles to the United States, even though Chinese shipments to the United States declined 3 percent to 25.5 billion SME. However, the import cost of that was \$41 billion, a 3.2 percent rise from the previous year.

Apparel and textile imports from Central America—which has a free-trade agreement

with the United States and supplies mostly cotton T-shirts, cotton pants, underwear and socks—were down 8.9 percent to 3 billion SME but up 5.4 percent in price to nearly \$8 billion.

Vietnam held steady on all fronts. The United States saw its apparel and textile imports from that country edge up almost 1 percent to 3.1 billion SME, but prices slipped 9.3 percent to nearly \$7.4 billion. Vietnam is now the second-largest provider of apparel to the United States.

On the export front, the United States made progress. For the 12-month period ending May 31, apparel and textile exports were up almost 7.5 percent to \$22 billion. About one-third of that was in fabric. Canada, Mexico and Central America received the largest share of U.S. exports.

Most U.S. exports to Mexico and Central America were in fabric, while fabric and apparel exports to Canada were evenly divided.

The United States shipped \$5.2 billion in apparel and textiles to Canada, up 11.3 percent, and \$5.1 billion to Mexico, up 11.85 percent. Textiles and apparel exports to Central America saw a small 0.80 percent increase to \$3.5 billion.—Deborah Belgium

New Trade Legislation Takes Effect

Apparel groups praised the recent bundle of laws that expand the possibility of sourcing in Africa and Central America.

Julie Hughes, president of the **U.S. Association of Importers of Textiles and Apparel** in Washington, D.C., was supportive of the various fixes to the Dominican Republic–Central America Free Trade Agreement that were approved by Congress on Aug. 2. These fixes included corrections that all monofilament-sewing thread must be produced in the United States or the DR-CAFTA region for apparel to qualify for duty-free entry.

She also gave high marks for extending through September 2015 the third-country fabric provision under the African Growth and Opportunity Act. This extension means that the 41 AGOA member countries can import fabric from outside the region, cut and sew it, and then ship it to the United States for duty-free entry. The Republic of South Sudan was added to the group.

“U.S. apparel brands and retailers are thrilled that Congress has finally renewed the AGOA third-country fabric benefit and enacted the DR-CAFTA technical fixes,” Hughes said. “These two provisions will help create and maintain jobs in the apparel industry both in the United States as well as in our trading partner countries, especially in Africa.”

The **American Manufacturing Trade Action Coalition** noted that the sewing-thread fix was negotiated at a February 2011 ministerial

meeting of DR-CAFTA countries.

This was after the original trade agreement said that apparel and textile home furnishings had to be assembled using sewing thread made in the region. However, an inadequate historical definition of sewing thread was inserted that did not cover single multifilament synthetic yarn used as sewing thread. The outdated definition failed to recognize the fact that new technologies have rendered single multifilament yarns strong enough for use when making apparel and home furnishings.

“U.S. sewing-thread manufacturers have been pressing for this fix since the implementation of the DR-CAFTA more than six years ago. We are very pleased it passed,” said AMTAC Executive Director Auggie Tantillo. “American sewing-thread manufacturers lost business to producers from China and elsewhere in Asia because of this loophole. By closing it, we are confident that U.S. thread producers can begin to recapture market share in the DR-CAFTA region, leading to more jobs and increased U.S. exports.” More than 1,800 people are employed in sewing-thread manufacturing in the United States, AMTAC said.

Also, Congress extended for three years the ban on imports from Myanmar, also known as Burma. The ban will remain in place until at least July 2013, when an annual review will take place. Import restrictions were placed on Myanmar in 2003.—D.B.

TEXTILE TRENDS DIRECTORY

ON THE COVER: Nipkow & Kobelt Inc. #GW-12692

DIRECTORY

- Asher Fabric Concepts, (213) 268-1218, www.asherconcepts.com
- Avid Ink, (877) AVID-INK, www.avidink.com
- Bel Maille Creations, (213) 627-1185, www.jminternationalgroup.com
- Cinergy Textiles Inc., (213) 748-7762, www.cinergytextiles.com
- Darquer Dentelles de Calais, (213) 627-1185, www.jminternationalgroup.com
- Eclat Textiles, (213) 624-2633, www.eclatusa.com
- Juan Boluda S.A., (213) 627-1185, www.jminternationalgroup.com
- Nipkow & Kobelt Inc., (714) 375-6473, www.nipkowkobel.com
- Opening, (213) 627-1185, www.jminternationalgroup.com
- Pine Crest Fabrics, (800) 877-6487, www.pinecrestfabrics.com
- Robert Kaufman Fabrics, (800) 877-2066, www.robertkaufman.com
- Taiana Blu, 39 031994411, www.taiana.it
- Textile Secrets International Inc., (213) 623-4393, www.tsitextile.com
- Triple Textile Inc., (213) 629-4300, www.tripletextile.net
- Turquoise, (213) 489-1727, www.foxfabrics.com
- Vema Ricamificio, (213) 627-1185, www.jminternationalgroup.com

CHECK THE WEB

ApparelNews.net

For more
Textile Trends

Showcasing Products From Pakistan



Visit Pakistan Pavilion
Sourcing & Home at MAGIC
Las Vegas Convention Center South Hall
August 20-23, 2012



Booth # in Sourcing
67302 to 67400
Booth # in Home
66363 to 66463



Trade Division
Consulate General of Pakistan,
Los Angeles

Consulate General of Pakistan, Los Angeles
www.pakconsulatela.org
Email: pakcomm@aol.com
Tel: 310-474-6861 - Fax: 310-474-4871



PHILIPS-BOYNE CORPORATION

Est. 1949



OVER
SIXTY
YEARS
SERVICING
THE
DESIGN
COMMUNITY

Photographer: Tadashi Tawarayama
Store Name: CANVAS boutique & gallery
Right and top: Jacqueline 'Jac' Forbes,
Arlington Forbes, Owners
Jac and Arlington shirts by CANVAS . MALIBU
Left: Maggie Barela, Sales Agent
Make-up by Kristy Goslin

Over 3 million yards of shirting weight cotton wovens stocked
in the New York area—Making designers dreams come true!

Philips-Boyne Corporation
135 Rome Street
Farmingdale, NY 11735

P(631) 755-1230 F(631) 755-1259
www.philipsboyne.com



Fabric Avenue Set to Expand in New Location, Online Division

Fabric Avenue was bursting at the seams. With 2.5 million yards of fabric and three apparel divisions spread across three buildings in downtown Los Angeles, Fabric Avenue owner Samir Masri knew it was time to move.

On July 25, the company debuted its new location, at 2445 E. 12th St., with a party to celebrate the new 50,000-square-foot space. The party also served as a birthday party for Masri, who founded the company 13 years ago. Masri said his company celebrates all the birthdays of its nearly 30 employees. From now on, Masri said, he plans to celebrate "Fabric Avenue Day" annually with a party for employees and customers.

Employees and guests—including bankers, designers and contractors—circulated the Fabric Avenue warehouse floor, listening to booming dance music provided by a DJ and enjoying a lavish spread of Persian food and boxes of ornately decorated cupcakes. When a belly dancer arrived to perform, Masri and his wife, Sonia, joined her on the floor.

The fabric inventory is now located in the new space on 12th Street, as is the trim inventory for Fabric Avenue's sister company, **Trims Avenue**. During the July 25 party, construction workers were busy finishing the upstairs offices, which will house Fabric Avenue's three branded lines: **Cailey22**,



EXPANDING: Samir Masri, founder of Los Angeles-based Fabric Avenue, moved to a new 50,000-square-foot space in downtown Los Angeles, where the company can house its 2.5 million-yard fabric inventory, as well as offices for its three brands.

a 3-year-old young contemporary line, and two new brands, **Red Tulip** juniors and **Xiori** leggings.

The new space will serve as design headquarters and showrooms for the brands. "[Retailers] are all looking for full package," said Alan Abrams, vice president of sales.

"Sam is already bringing in the fabrics,



BRAND BUSINESS: Fabric Avenue produces three branded lines: Cailey22, a young contemporary line (above, left); Xiori, a leggings line (above, right); and juniors line Red Tulip.

so we have a head start on price. This is the place for them to come so we can show them the variety [in inventory]."

Xiori is the only domestically made collection in Fabric Avenue's portfolio. Cailey22 started as a domestic brand but has since moved offshore.

In addition to its imported fabrics and three branded lines, Fabric Avenue offers full-package production in China. Fabric Avenue has an office in China with sourcing, shipping and quality-control personnel. The Chinese facilities can produce 200,000 units per month.

"Once retailers called on the manufacturers, in turn they'd call on me," Masri said. "I'm not competing with [the manufacturers], but I'm grabbing part of that big business."

Fabric Avenue's vast fabric inventory and its production capabilities in China mean retailers can customize their private-label orders from among a broad range of fabrics that include Tencel denim, cotton, denim, silk chiffon and cotton lawn.

"If you're a buyer, you can have this shirt in any of these fabrics," Abrams said. "No one can provide that amount of versatility which this company has."

Fabric sourcing online

Masri's newest project is **FabriChase** (www.fabrichase.com), a global fabric inventory website where designers and fabric buyers can source fabric. There is no fee for posting fabric for sale, and there are no minimum order requirements. Buyers can sample fabrics before buying and negotiate prices. Fabric Avenue will coordinate the sale and delivery.

The next stop for Fabric Avenue and FabriChase is Las Vegas, where both will show at **Sourcing at MAGIC** in the south hall of the **Las Vegas Convention Center**. Cailey22 and Xiori will also be showing at **WWD MAGIC** in the convention center's central hall.

For more information, visit www.fabricave.com.—Alison A. Nieder

USDA BioPreferred Program Joins Lineup of Eco Labeling

The U.S. Department of Agriculture has stepped into the organic fiber and apparel-labeling market with its **BioPreferred** program, which recently certified a number of fibers that have fashion applications.

First authorized as part of the 2002 Federal Farm Bill and later expanded under the 2008 Federal Farm Bill, the BioPreferred program was created to "spur development of bio-based products in industry," according to Kate Lewis, deputy program manager for the USDA, who said the program is designed to "reduce the nation's environmental impact" and "enhance the nation's energy security" by promoting the use of biological components rather than components derived from fossil fuels.

Bio-based components are those that contain biological ingredients, such as renewable plant, animal or marine materials.

"These are plants; this is feedstock corn; it's soy, fur, bones, proteins, marine-based ingredients, such as algae or fish," Lewis said, adding that the BioPreferred program does not include food, which is covered under a different USDA standard.

Many of the BioPreferred-certified products are for industrial or janitorial use. Fiber falls under the category "intermediate materials" in the USDA BioPreferred database.

To date, there are just a few fashion-related intermediate products already certified, including **Lenzing's Tencel**, **DuPont's Sorona** and **Naturally Advanced Technology's Crailar Flax**.

"The opportunity may seem small, but we have a number of actors in the supply chain and brand owners investigating [the program]," Lewis said.

Because the program is designed to promote development of new bio-based products, longstanding biologically based materials, such as cotton, are exempt from the program. "So you wouldn't see a bio-preferred T-shirt or wood furniture," she said.

The USDA has created a label for the BioPreferred program, which lists how much of the product—or the packaging—is biologically based.

The application process is online (at www.biopreferred.gov), and there's no fee to apply. However, applicants will need to

have an accredited third-party lab test the product and will be responsible for the testing fee, which is \$600 for up to three tests.

Lewis said the department has received 1,200 applications since the program first launched 18 months ago. So far, 750 certifications have been issued and 60 submissions failed, she said.

Lewis discussed the USDA's BioPreferred program at the recent **TexworldUSA** trade show, which featured a seminar covering some of the many eco certifications available for textile and apparel products. Speakers included Lewis; Sandra Marquart, the North American representative for international working group on **Global Organic Textile Standard** (GOTS); and Anne Gillespie, the director of industry integrity for the **Textile Exchange**.

GOTS is celebrating its 10-year anniversary this year, Marquart said.

"We started this discussion 10 years ago in a castle in Germany—which sounds romantic," she said before explaining the basic tenets of the standard, which covers all organic natural fibers, including cotton wool, linen and silk. GOTS includes environmental and social criteria and addresses all processing stages. Plus, in addition to a "certified-organic" standard, which covers products that contain at least 95 percent organic material, GOTS includes a "made with organic" standard.

There is a \$150 licensing fee for certified companies. "There are more than 50 U.S. companies certified, including **Harmony Art**, **Robert Kaufman** and **Organic Plus**," she added.

The Textile Exchange's Gillespie briefly discussed several eco standards, including the **Content Claim Standard**, the **Global Recycled Standard**, the **Recycled Content Standard**, the **Organic Content Standard**, and the **Eco Index**, which looks at the entire product lifecycle, measures the environmental impact and assigns a score.

Strictly speaking, Lewis noted, the USDA's BioPreferred program differs from other eco labels. "Just because it's bio-based doesn't mean you can check the green box," she said. "All these products are generally more environmentally friendly, yes, [but there are exceptions]."—A.A.N.



The U.S. Department of Agriculture's BioPreferred program was created to "spur development of bio-based products," such as products made from plant, animal or marine materials.

Crailar Brings Flax West

Portland, Ore.-based **Naturally Advanced Technologies**, makers of **Crailar**, a fiber made from flax and other bast fibers, is planting flax in Oregon.

The company currently contracts with farmers in South Carolina to grow bast plants for its products. The company is testing how Crailar seeds grow in other North American climates—including Oregon's Willamette Valley.

Earlier this year, the company hired Ralph Fisher as a regional agronomic adviser, tasked with contracting acreage for flax and working with NAT and **Oregon State University** to maximize growth cycles and yields in the region.

"I was originally attracted to the story of NAT's Crailar Flax fiber based on its ability to be worked into a grower's calendar year as a rotation crop," Fisher said in a company statement. "Both the partner brands that have helped [NAT] establish demand and the terms of their grower contracts, which are exceptional, make this one of the most promising new opportunities the region has seen in years."

NAT has partnerships with **Levi Strauss & Co.**, **Hanes-Brands**, **PVH Corp.**, **Carhardt** and **Target**. In July, NAT delivered an initial 100,000 pounds of fiber to Target's designated vendor to be used for several home products, including sheets, shower curtains, window treatments and towels.

Crailar partners with Lenzing

NAT also recently struck up a partnership with Lenzing, the Austrian fiber maker that produces **Tencel** and **Lenzing Modal**. The two companies are evaluating the blending of Crailar flax with Tencel.

"This is an important development for Crailar Flax in that, today, both of our commercial and exploratory partnership agreements have been focused on how Crailar can blend at varying levels with natural fibers for apparel, home and industrial applications," said Ken Baker, chief financial officer for NAT. "With Lenzing, we can now evaluate the opportunity to expand the host fibers with which Crailar can easily blend to identify new performance attributes, applications and industries. This partnership will have applications in industry sectors where polyester fibers have been the norm in addition to our existing application as a sustainable alternative to cotton."

More information about Crailar can be found at www.crailar.com.—A.A.N.

A leading manufacturer of high quality knits in Los Angeles

design knit inc.

SOURCING at MAGIC

"Made In Los Angeles" Pavilion

Booth# FTP 66201

Las Vegas Convention Center

August 20-23 2012

supima cotton licensee

linen blends

silk blends

wool blends

cashmere blends

micro tencel/tencel

micro modal blends

supima cotton

combed cotton

melange

rayon

streaky

tri-blends

sweater knits

1636 staunton ave. la ca. 90021

phone: (213) 742-1234



The fiber brand for heavenly softness

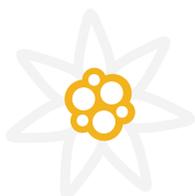
MicroModal[®] produced by Edelweiss technology is absolute perfection in terms of softness. Fabrics of this fiber are heavenly soft and nestle up against the skin in a completely natural way. MicroModal[®] produced by Edelweiss technology is made of beech wood and is thus 100% from Nature.

Find out more at: www.lenzing.com/micromodal

MicroModal[®] is a registered trademark of Lenzing AG.

SOURCING AT
MAGIC
AUGUST 20-23
BOOTH FTP 66310

REVEALING A GREENER PROCESS



INTRODUCING
EDELWEISS
TECHNOLOGY

MicroModal® fabric — now with Edelweiss technology

After pulling back the curtain on the industry's desire for more eco-conscious materials, we present a smaller carbon footprint for a product that you've already come to love. Thanks to an O²-based technology for all MicroModal® products, get the luxury, grace and comfort you want and the greener future we all deserve.



US Supima Cotton is superior in length, strength and fineness—forever achieving a high-quality product. Dedicated to conservation and carbon neutrality, it is preferred by luxury brands for its comfort and durability.



Lenzing Micro TENCEL® offers strength, softness and comfort. Made from FSC-certified pulp on a closed loop processor and certified by the Oeko-Tex® Standard 100, Micro TENCEL® moves moisture and reduces bacterial growth.



Lenzing MicroModal® with Edelweiss technology is the ideal fiber for flexible, graceful clothing. Thanks to Edelweiss technology, it's now more sustainable, biodegradable, and renewable, while retaining its soft and brilliant properties.

GELTMAN

FINISHING

Framing
Heat-Setting & Curing
Anti-Curling
Process to Improve Crocking
Natural Crinkling
Odor & Smoke Elimination
Tight or Loose Selvage
Sponging & Decating
Soft or Firm Hand
Gum & Trim Selvage
Resin Finish
Center Crease Elimination
Anti Static
Brushing
Water Repellent
Anti-Needle Cutting

LAUNDRY

Wash-Down
Pre-Shrink
Scouring
Softwash
Bleaching

BONDING

Knit Backing
Non-Woven Backing
Double-fuse Backing
Knit Back Express - Next Day Service

 GELTMAN INDUSTRIES

1914 Bay Street
Los Angeles, CA 90021

Tel: 213-622-2015

Fax: 213-622-4572

info@geltman.com

www.geltman.com

1.800.451.8772

*A Textile
Finishing Company
Serving the
Specialized Needs
of the
Textile, Apparel &
Home-Furnishing
Industry Since*

1931

please contact us for your repair work

Eberjey Selects Computer Generated Solutions' BlueCherry ERP and EDI

The Miami-based apparel provider **Eberjey** has selected **BlueCherry's** Enterprise Suite ERP (Enterprise Resource Planning) and EDI (Electronic Data Interchange) in order to help simplify its business processes and improve reporting capabilities and data manipulation, according to a statement released by **Computer Generated Solutions (CGS)**. Blue Cherry is a subsidiary of CGS, a New York-headquartered global provider of technology solutions.

Eberjey—a provider of intimate apparel, sleepwear and swimwear collections—was specifically looking for a solution to grow with the company during its rapid expansion, the company said.

"We felt that after looking at all the fashion and apparel solutions currently available, CGS's BlueCherry was the ideal fit for our operation," said Mariela Rovito, co-owner of Eberjey. "The ability to manipulate data the way we want to see it, customize reports, and merge several teams in a program that is user-friendly and easy on the eyes are capabilities we desired in a solution. In addition to meeting and exceeding our feature requirements, CGS and BlueCherry were the most committed to developing a long-term partnership, and that was something we could not overlook."

They also sought to merge their design, production and customer-service teams in an intuitive program, the company stated, in addition to looking to improve inventory control of raw and finished goods and track them across warehouses.

"Whenever a company selects CGS and BlueCherry over the myriad of other software options in the industry, it's always very satisfying. We are tremendously excited to embark on this partnership with Eberjey," said Paul Magel, president of the Applications Solutions Group at CGS. "They are truly a unique operation that continues to grow immensely, not only in the United States but internationally as well, and we are looking forward to being there with them every step of the way."

Eberjey also has plans to implement BlueCherry PLM (product lifecycle management) and its finance/accounting software in the future, CGS stated.

Eberjey is sold in upscale U.S. department stores and boutiques, as well as in Europe, Japan and Canada.

CGS provides business services and technology solutions for multiple industries, including the apparel industry. The company employs more than 4,500 employees in 20 offices in North America, Latin America, Europe and Asia.

—Deidre Crawford

Gerber Technology Launches New Precision Spreading System

The technology solutions provider **Gerber Technology** has announced the availability of its new precision spreading system, the **GERBERSpreader 250s**. The new machine accommodates material rolls weighing up to 550 pounds and spreads at speeds of up to 100 meters per minute without tension. It also provides precision selvage and end alignment technology that maximizes material utilization.

The system is targeted toward apparel manufacturers cutting heavy fabrics and operators working with bulky materials.

"This addition to our GERBERSpreader line enables apparel manufacturers cutting denim, corduroy or knits to spread from very heavy rolls," Ron Ellis, product manager for Gerber Technology, said in a company statement. "It also enables makers of automotive interiors and transport seating to spread foam laminate mate-

rials from very bulky rolls using an extra-large cradle that can accommodate rolls up to 47 inches in diameter."

The spreader comes in multiple widths and maximizes material utilization by using adjustable infrared photocells that ensure accurate selvage alignment, as well as precision end alignment technology that eliminates material end loss. The system also reports the amount of material used from a roll, as well as the amount lost to defects or flaws.

The spreader was built to address worker safety and ergonomics issues and includes a cradle feed system equipped with an electric cradle tilt for faster, more manageable loading and unloading and threading and rewinding of material rolls. An optional loading system also lifts heavy fabric rolls from the floor to the spreader cradle and vice versa.

"Throughout our 45-year history, customers have come to rely on Gerber to provide a total cutting-room solution that includes spreading tables, advanced spreading systems and computer-controlled cutting systems," Ellis stated. "This newest spreading system is the ideal addition to our suite of solutions because it is not only fast, precise and ergonomically sound, it also delivers significantly improved material utilization."

Gerber Technology provides hardware and software systems to automate and manage the product design and manufacturing process for customers in the aerospace, apparel, retail, composites, packaging, furniture, technical textiles and transportation-interiors industries. The Tolland, Conn.-based company is owned by **Vector Capital**, a San Francisco-based, global private-equity firm specializing in the technology sector. —D.C.



DESIGNER JEANS CAST ASIDE FOR UNRAVELING UNDER PRESSURE.

Unfortunately, its story is not unique. Every hour thousands of garments around the world suffer premature death or abandonment because of one simple flaw. *Inferior thread.*

At A&E we are committed to ending this tragic waste by providing manufacturers with the finest assortment of long-lived threads technology allows. For every application, anywhere in the world. A small step that can make a huge difference.

If you have a hand in designing or manufacturing garments, take a stand against cheap thread. *Join the fight by joining T.H.R.E.A.D. Technology to Help Reduce Early Apparel Demise.*

Membership has many rewards. Not the least of which is knowing your garments will never meet an untimely end.



American & Efird LLC | 22 American Street | Mt. Holly, North Carolina 28120



Take the first step now by visiting our special T.H.R.E.A.D. site at www.jointhread.org



SOURCING & FABRIC RESOURCE GUIDE



American & Efirid LLC

24 American St.
Mt. Holly, NC 28120
www.amefirid.com
Contact: Mark Hatton, Global Marketing Director
Products and Services: (A&E)—one of the world's leading manufacturers of sewing thread, embroidery thread and technical textiles for worldwide industrial markets—is proud to share their campaign (T.H.R.E.A.D.), Technology to Help Reduce Early Apparel Demise, a global initiative being launched throughout Europe, Africa, Asia, the Americas. With a tagline of "Help preserve the lives of innocent apparel around the world," the focus is to bring to light the advantages of using premium sewing thread. With 122 years' worth of experience under their belt, A&E's premium thread helps make garments that look better and last longer. The campaign also highlights A&E's commitment to environmental and social responsibility.



ApparelWorks International, LLC

707 Skokie Blvd., Suite 100
Northbrook, IL 60062
sales@apparelworkslc.com
(847) 778-9559

gregg@apparelworkslc.com
Products and Services: Apparel Works (AWI) is a U.S. company specializing in Western Hemisphere-based private-label sourcing, manufacturing, and design. Key items include premium-denim, shorts, jackets, skirts, industrial workwear and uniforms (pants, shirts, coveralls), embellished knit tops, T-shirts, and sleepwear. Production is currently being sewn in Guatemala, Haiti, and the Dominican Republic. Gregg Pavalon, president of AWI, has 23 years of experience manufacturing apparel in the region. Average lead times are 6-8 weeks max. Prices are drastically lower than what it costs to produce domestically, and with Asian prices on increase, the region is experiencing a lot of new activity. Delivery averages three days by boat to ports in Miami, Los Angeles, or Houston. AWI offers its customers several manufacturing options, including Full Package, CMT, or their signature service, called CMT Plus. CMT Plus is when AWI picks up the customer's fabric at a U.S. mill; sends it to the factory; supplies all trim, assembles, and finishes product as specified and then delivers back to the customer's U.S. warehouse. For more information, call (847) 778-9559, www.apparelworkslc.com, sales@apparelworkslc.com or visit us at Sourcing@Magic in the America's area booth #66410.



Asher Fabric Concepts

2301 E. Seventh St., #F107
Los Angeles, CA 90023
(323) 268-1218
Fax: (323) 268-2737
www.asherconcepts.com
sales@asherconcepts.com
Products and Services: Asher Fabric Concepts stands alone as the innovative trend-driven domestic textile supplier to the contemporary apparel market. Producing high end, luxurious fabrics in the USA and offering a fully searchable online inventory with easy swatch ordering and sampling, they are a designer's dream. With an extensive library and constant new line development in basic PFD, Novelties, Stripes, and Prints, they are always on trend. By supporting customized product development they facilitate the manufacturer's ability to achieve a unique look and brand identity. Set up to produce large and small orders with equal consideration and care, they are your trusted partner in building and growing your business from the ground up.



2614 Geraldine St.
Los Angeles, CA 90011

(310) 884-9083
www.aztecadylaundry.com
Products and Services: Since 1999, Azteca Dye and Laundry has been committed to providing quality dye and wash services to the garment industry. We have a history of working, developing, and creating some of the biggest names in the garment industry. We have two locations in the Los Angeles area with a total of 96,000 square feet of space. At Azteca, we work 24 hours a day, seven days a week in order to provide you with the fastest turnaround time in our industry.



Buhler Quality Yarns Corp.

1881 Athens Highway
Jefferson, GA 30549
(706) 367-9834
www.buhlerqualityyarns.com
sales@buhlerqualityyarns.com
Contact: Werner Bieri
Products and Services: Buhler Quality Yarns Corp. ensures the highest-quality products backed by environmental sensitivity and around-the-clock support throughout your supply chain. Our distinctive portfolio offers Supima, MicroTencel®, MicroModal®, Supima Outlast, and various blends, all certified by Oeko-Tex 100, which ensures they are safe for all applications. Additional yarns include Siro Spun and fashion slub yarns in Supima and Supi-

ma MicroModal; all offer comfort, durability, and strength. Bring your product to market backed by decades of experience, dependable industry relationships, and unsurpassed technical support.



California Label Products

13255 S Broadway
Los Angeles, CA 90061
(310) 523-5800
Fax: (310) 523-5858
Contact: Tasha
www.californialabelproducts.com
info@californialabelproducts.com
Products and Services: California Label Products has been servicing the apparel industry for 20 years. With our full-service in-house Art Department, we can create your branding identity from design to delivery. Our product list consists of woven labels, printed labels, care labels, size tabs, custom hangtags, integrated hangtags, and novelty items, as well as buttons and snaps. We have price tickets, self-adhesive labels, thermal transfer labels, printers, and ribbons. Our service bureau for care labels, price tickets, and bar-coding can give you product in 48 to 72 hours. We are always concerned about quality, service, price, and creativity. And we are here to serve all your label needs!



China Sourcing Fairs

www.chinasourcingfairs.com
Show Dates: Fashion accessories, underwear and swimwear, and garments and textiles are featured Oct. 27-30 in Hong Kong at Asia World Expo.
Services: China Sourcing Fairs are premier trade shows that help volume buyers source from greater China. Fairs are held in Mumbai, Hong Kong, Singapore, Johannesburg in South Africa, Shanghai, Dubai, and Miami and serve a variety of industries including garments and textiles, electronics, and home products. The China Sourcing Fair: Garments & Textiles displays a wide array of clothing and fabric materials from Greater China's key garment manufacturing hubs. The China Sourcing Fair features a big assembly of mainland Chinese exhibitors known to offer quality goods at competitive price points.
Competitive Edge: Visit the China Sourcing Fairs to find a wide range of garments and textiles and underwear and swimwear. Cut out the middleman—meet and do business directly with more private, China-based manufacturers than other shows in the region. Visit the Color Trends Area, sponsored by Pantone, for 2013's hottest hues. Improve sourcing productivity—preview products, booths, and supplier details at our Online Sourcing



CELEBRATING OUR 84th ANNIVERSARY MANUFACTURING
BUTTONS FOR THE CLOTHING INDUSTRY
(1928-2012)

YOUR NUMBER ONE GLOBAL RESOURCE FOR
QUALITY - INNOVATION - DEPENDABILITY - DISTRIBUTION

OFFERING A FULL SELECTION OF
BUTTONS - BUCKLES - CLOSURES

FIRE RETARDANT



BUTTONS BY EMSIG / US BUTTON
Also now
offering 100%
Recycled Melamine
MADE IN THE USA

Environmentally
FRIENDLY



NATURAL &
RECYCLED
BUTTON
PRODUCTS

NOW OEKO-TEX CERTIFIED



Visit our
Web Site
for full details

NEW
ARRIVALS
EVERY
FASHION
SEASON



OFFERING A FULL
SELECTION OF



FOR SHIRTS AND PANTS

SALES OFFICES ACROSS AMERICA

CHICAGO *MIAMI* *DALLAS* *NEW YORK* *PORTLAND* *PHILADELPHIA*
SEATTLE *NASHVILLE* *SAN FRANCISCO* *LOS ANGELES* *NORTH CAROLINA*

SOURCING@MAGIC TRADESHOW
MADE IN AMERICA BOOTH FTP66413

Now visit us on the Web
at **WWW.EMSIG.COM**

CONTACT US TODAY FOR DETAILS :
1-212-563-5460 / 1-800-364-8003 sales@emsig.com

OptiTex

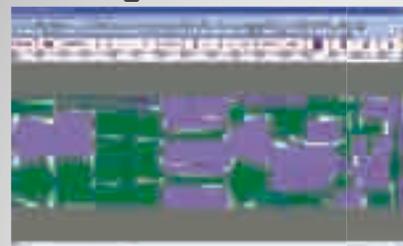
Think in style

For 20 years bringing you the most advanced CAD technology including the only fully integrated 2D/3D solution and most sophisticated automatic nesting.

Pattern Design + 3D



Marking + Automatic Nesting



optitex.usa@optitex.com
www.optitex.com



Fairs.



Cinergy Textiles

1422 Griffith Ave.
Los Angeles, CA 90021
(213) 748-4400
Fax: (213) 748-3400
www.cinergytextiles.com

Products and Services: Cinergy Textiles specializes in stock and order-based programs on over 500 fabrics, consisting of knits, wovens, basics, novelties, and linings. We have been servicing our clients throughout the United States and around the world for over 15 years. We cater to domestic manufacturers and provide drop shipments for off-shore production. Our product line provides piece goods for all markets, including childrenswear, women's, juniors, contemporary, misses, maternity, men's sportswear, uniforms, and special-occasion items. The majority of our product line is imported from Asia and stocked in Los Angeles. One roll stock minimum (approx 100-125 yds). Orders are generally processed on the same business day and ship out within one or two days, depending on the size of the order and availability of the particular style ordered.



Colormax

1627 Paloma St.
Los Angeles, CA 90021
(213) 746-6060
Fax: (213) 746-6111
info@colormax.us

Products and Services: Established in 1980, we are South-

ern California fashion industry specialists in laundry, fabric framing, enzyme washing, soft hand, over-dyed to black, and any other specialized needs. We dye knits and woven fabric. Call Goody or Rea for services at (213) 746-6060 or visit www.colormax.us.com.



Design Knit, Inc.

1636 Staunton Ave.
Los Angeles, CA 90021
(213) 742-1234
Fax: (213) 748-7110
www.designknit.com
shalat@designknit.com
Contact: Shala Tabassi

Products: Designer and better contemporary knit fabrics from sheer to heavyweight.
What's New: New items include lightweight sweater knits, novelty and basic fabrics with cashmere, silk, wool, rayon, Modal blends, organic cotton, organic Supima cotton, organic Supima/micro-Modal, Supima blends, tencel, micro-tencel, proModal, rayon hemp, recycled poly, linen blends, rayon bamboo/cotton, garment dyeable stripes, as well as yarn-dye solids and stripes.
Custom Work: Yes
Inventory: Knit to order
Minimum: Varies by fabric
Price Points: Moderate to high
Competitive Edge: We offer new and innovative fabrics every season. Custom developments also available.



Emsig Manufacturing

253 W. 35 St.

New York, NY 10001
(800) 364-8003, Ext. 301, 308, 309, or 312
sales@emsig.com
www.emsig.com.

Products and Services: Back in 1928, the Emsig family started a new business, Emsig Manufacturing. The initial market strategy, as it remains today, was to produce the highest-quality button products for their customers. From the humble beginnings, complicated with the very difficult financial times of the early 1930s, Emsig emerged as a formidable button-manufacturing company over the ensuing years. Today, Emsig Manufacturing is managed by third- and fourth-generation family members, and through all the years of innovation and expansion, The Emsig Group has maintained its initial family friendliness, trust, and market integrity. Some of the company's recent innovations include the Bio-Tech Melamine product, which restricts the growth of viral and bacterial organisms, as well as introducing the first 100 percent recycled button (Melamine) made from recycled factory materials. Our Melamine buttons are made in our USA factory. We are the manufacturers of the unbreakable shirt button, and we made urea horn buttons in our U.S.A. factory.



The Evans Group

500 Molino St., Suite 102
Los Angeles, CA 90013
www.evansgroupinternational.com
(877) 531-5225

Services: The Evans Group is a fashion development and production house for independent and emerging designers. Services range from making patterns and samples for the runway and showroom to filling small production orders without minimums. In vertically integrated studios in Los Angeles and San Francisco, designers from throughout the United States and abroad work directly with the group's team of highly skilled craftsmen, from the development of the collections and samples to photoshoots and small-volume production. The Evans Group is recognized locally and nationally for restoring the humanity and quality behind manufacturing clothes domestically and promoting independent design.



Franco American Textiles

1051 Monterey Pass Road
Monterey Park, CA 91754
(800) 280-1648
Fax: (323) 268-0212
www.franco-american.com
Info@Franco-American.com
Contact: Sandy, Isabel, or Diana

Products:

Threads: 100% Spun Polyester, Textured Polyester, Cotton, Bonded Nylon, Monofilament and Elastic Thread
Hangers: Garment - BL64, S111, CH94, 484, 6012. Dry Cleaning - Shirt, Strut, Cape, Drapery Hangers
Poly Bags: Garment Plastic Bag (Economy & JCP), Laundry Bags, Flat Bag (Cut Work/Liner)
Packaging: Boxes G-Series (G5,G7,G9), S-Series (SS4, SS6, SS8, SS10), Stretch film, Sealing Tape, Tissue Paper (Acid Free & Non-Acid Free)
Accessories: Sizers, Hanger Tape, Thread Clippers, German Schmetz Needles, Japa-

nese Organ Needles, Garment Clips, Sewing Machine Parts, Machine Oil, Braided & Knitted Elastic

What's New: We've expanded our product line of Polyester Thread colors and packaging supplies.

Services: We have the capability to dye-to-match 100% polyester and textured polyester threads. We can also custom print any garment, laundry, or flat bag. Free delivery is provided anywhere within Downtown Los Angeles.

Custom Orders: We can dye-to-match your swatch in Los Angeles and have ready within two to five business days. We can also custom print poly bags and boxes.

Minimum: Minimum order varies based on the product for custom-made goods.

Turnaround Time: Deliver within Downtown L.A. within one to two business days, excluding custom-made items.

Competitive Edge: We offer an in-house dye facility and an expert in color matching. We are also conveniently located in Orange County, San Gabriel Valley, and Downtown Los Angeles.



Geltman Industries

1914 Bay St.
Los Angeles, CA 90021
(213) 622-2015
Fax: (213) 622-4572
www.geltman.com
geltmanind@aol.com
Contact: Shari Rezaei, President; Ron Cueto, Operations Manager

Products and Services: Since

1931, Geltman has provided a full range of services to textile mills, apparel manufacturers, and the home-furnishing industry. With our highly skilled personnel and efficient production methods, we guarantee the finest-quality work and the most reputable service. In continuing to keep abreast of the latest technological developments, Geltman has been able to cultivate exclusive processes to meet the specific needs of the textile industry. Our years of renowned experience and customer relationships have been the product of our honorable policy—to provide clients with the highest-quality service.



Interpolymer Solutions Inc.

1195 Larchmont Drive
Englewood, FL 34223
(888) 467-5504
Fax: (941) 475-5349
www.interpolymersolutions.com

Contact: Jesse Pasternak

sales@interpolyinc.com

Product Line: Ecopure water-based synthetic leather

What's New: Ecopure's proprietary chemistry means we can provide customers with a truly ecologically friendly alternative to traditional, solvent-based synthetic leathers. Our products are water based and 100% DMF free. We offer limitless colors and textures while maintaining the subtle feeling and hand that today's fashion brands demand. Ecopure also weighs much less than real leather and is extremely

➔ Sourcing & Fabric Resource Guide page 16

Cinergy Textiles Inc.

*Specializing in
a variety of
stocked novelty knits,
wovens, linings
and more!*

One roll minimum for stocked items.

**Get inspired.
Visit our website.
75 categories.**

**Thousands of fabrics
online at**

cinergytextiles.com

Tel: 213-748-4400 Fax: 213-748-3400 Email: cinergytextiles@aol.com
1422 Griffith Avenue, Los Angeles, CA 90021

CALIFORNIA LABEL PRODUCTS

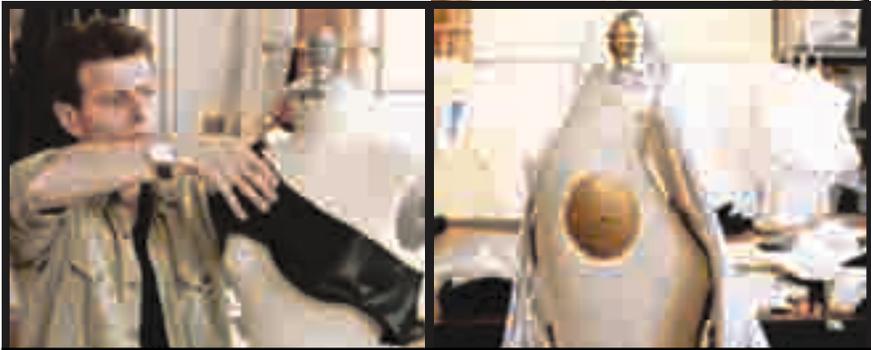
www.californialabel.com



From Design to Delivery! 310.523.5800 info@californialabel.com

13255 S. Broadway, Los Angeles CA 90061

CUSTOM DEVELOPMENT PACKAGES TO LAUNCH YOUR LINE



Be sure to visit our booth at WWD Magic 8/21-23



PRODUCTION WITHOUT MINIMUMS

THE EVANS GROUP

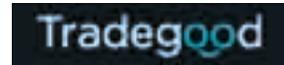
FASHION DEVELOPMENT & PRODUCTION HOUSE
EVANSGROUPINTERNATIONAL.COM 877.531.5225

VERTICALLY INTEGRATED STUDIOS IN
LOS ANGELES SAN FRANCISCO

SOURCING & FABRIC RESOURCE GUIDE

Continued from page 15

breathable while maintaining water resistance.
Services: Manufacturing, logistics and sales support
Custom Orders: Yes
Inventory: U.S. Warehouse
Minimum: 500 yards
Price Points: USD \$4-15/per yard ex factory
Turnaround Time: 3 weeks plus shipping
Competitive Edge: In short, our edge is technology—in both chemical development and manufacturing techniques. We are well positioned to work with customers to develop new products. Ecopure offers customers unsurpassed cosmetic flexibility in an eco-friendly synthetic leather.



Intertek
www.iTradegood.com
Contact: Renee Payton, Vice President, Business Development, New York, NY
Intertek Supplier Management (212) 803-5313
Services: Tradegood, the new online community, is a dynamic platform designed to not just introduce buyers to an enormous range of suppliers—some 20,000 in more than 100 countries—but also to make solid matches based on multiple points of compatibility. Suppliers are authenticated and verified by an army of more than 1,000 inspectors and auditors, who are on the ground inspecting more than 800 facilities a day, sometimes five or six times in a month. These extraordinary resources are made possible by

Tradegood's renowned parent company, Intertek. With 127 years of history and a worldwide network of laboratories, Intertek is a premier testing, inspection, and certification facility for a slew of products, ranging from textiles to toys, petroleum to chemicals. This experienced company saw the need for organizations across industries, including the apparel industry.



Keylin Inc.
312 E. Jefferson Blvd.
Los Angeles, CA 90011
(323) 232-6700
Fax: (323) 232-6858
Support@KeylinInc.com
www.KeylinInc.com
Products and Services: Keylin, Inc. is a company organized to design, manufacture, and market fasteners for the aviation, construction, garment, leather, medical, and oceanic industries. This Los Angeles-based company serves as a distribution center that provides immediate delivery of goods to customers. Keylin offers a vast variety of hardware to the global market. The company specializes in custom-built, made-to-order product lines that satisfy the customers' needs. Keylin is proud to become the Mid- and Western Regional Distributor of the world's leading premium fashion zipper manufacturer, Riri Zippers of Switzerland. To date, Keylin has a stock collection of #4, #6, and #8 metal zippers available in 5-metal teeth colors and 7 tape colors. This provides a vast array

of 105 different combinations of items to satisfy the customer's creative demand. To enhance Keylin's operation as Riri's Regional Distribution Center, Keylin has an on-site Riri machine from Switzerland to allow on-site custom jobs enabling zipper customization that closely matches the original factory specification. Keylin may also accept orders for production from Riri's Swiss plant that can be shipped anywhere in the world where customers may desire. The success of Keylin, Inc. as a leader in its line of trade is indicative of the effectiveness of the company's philosophy and goal.



Lectra
889 Franklin Road SE
Suite 100
Marietta, GA 30067
(770) 422 8050
Fax: (770) 422 1503
www.lectra.com
Products and Services: Drawing on the unique experience acquired with close to 23,000 customers, Lectra creates innovative technology solutions enabling customers to improve their competitiveness and better respond to their challenges. As a dedicated apparel technology provider for businesses as diverse as fast fashion, luxury, and ready-to-wear, Lectra has developed a worldwide network of specialists in areas ranging from R&D to implementation strategies and change-management methodologies in response to specific demands in the apparel

S & J USA, Inc.



The First Name In Zipper



ALL TYPES ZIPPERS
JEAN RIVETS
TACK BUTTONS
SNAP BUTTONS
PLUS MORE
TRIMS AVAILABLE

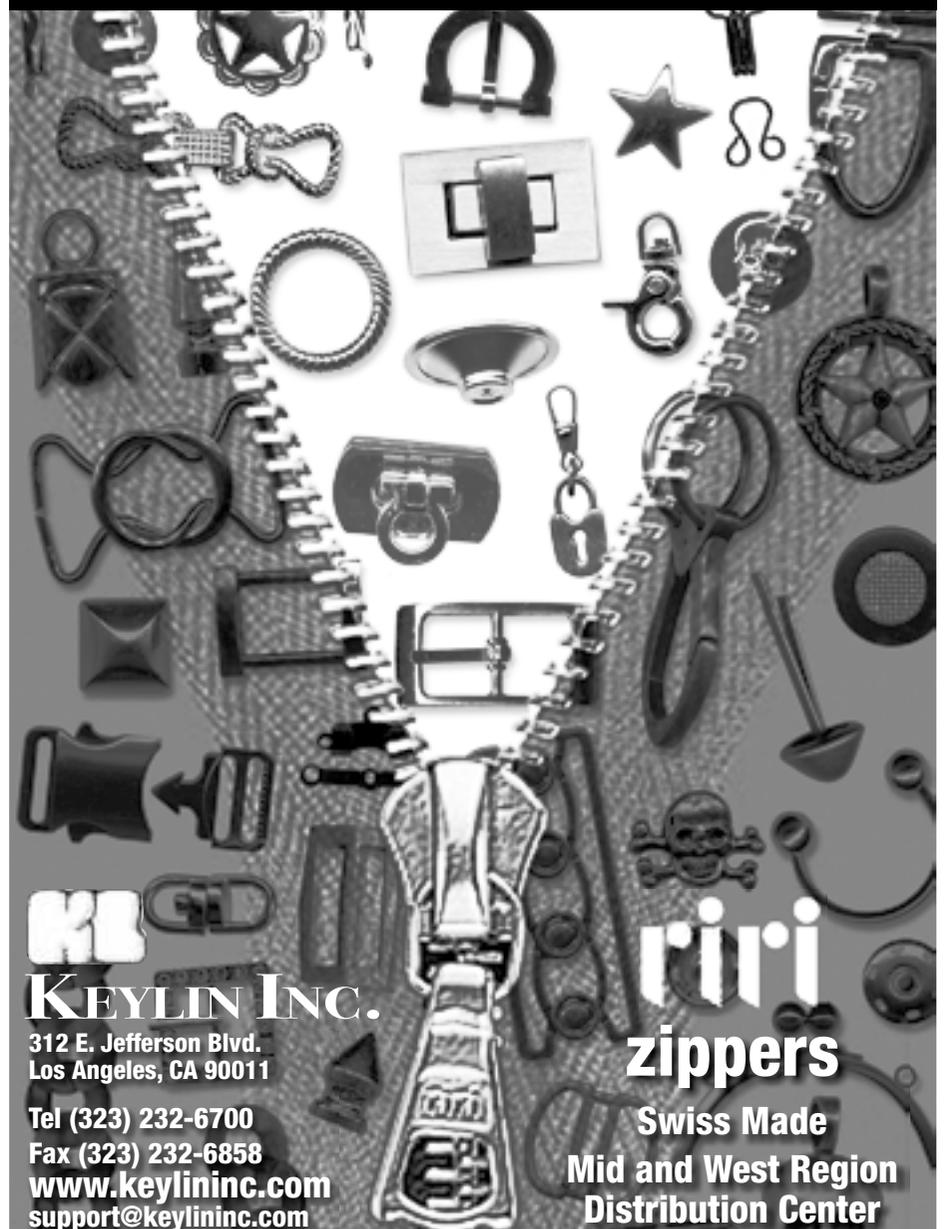


843 E. 31st St.
Los Angeles, CA 90011

Tel: (323) 231-0811
Fax: (323) 231-3820
Email: snjusa@snjusa.com

Operating Hours
8:00 am – 5:00 pm (PST)
Monday – Friday

OPEN UP ALL YOUR POSSIBILITIES



KEYLIN INC.

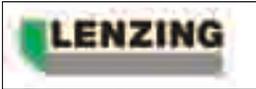
312 E. Jefferson Blvd.
Los Angeles, CA 90011

Tel (323) 232-6700
Fax (323) 232-6858
www.keylininc.com
support@keylininc.com

riri
zippers

Swiss Made
Mid and West Region
Distribution Center

and fashion industry. With our fashion-specific PLM, Lectra delivers an unrivalled solution covering the whole value chain from line planning and scheduling through design, development, and sourcing, all the way to manufacturing, in a truly collaborative platform.



Lenzing Fibers Inc.
530 Seventh Ave., Suite 808
New York, NY 10018
(212) 944-7400
Fax: (212) 944-7406
newyork@lenzing.com
www.lenzing.com

Products and Services: The Lenzing Group is a world leader in marketing and manufacturing man-made cellulose fibers. The portfolio of Lenzing Fibers includes TENCEL®, Lenzing Modal®, MicroModal®, Pro-Modal®, and MicroTencel®. Supply-chain support through resource lists, technical support, and hangtag program. These ecologically responsible fibers with performance benefits are comfortable, sustainable, biodegradable, and derived from a renewable raw material, wood pulp. For more information, please visit www.lenzing.com/textile.



OptiTex USA
325 W. 38th St., Suite 1107
New York, NY 10018
(212) 629-9053
Fax: (212) 629-9055
www.OptiTex.com
Contact: Sabrina Cove
Products and Services: OptiTex's apparel-specific software includes a suite of preproduction

and production tools featuring 2D flat pattern design, 3D garment simulation, animated garment simulation, fabric texture, and colorway variation. Entire lines can be created virtually, eliminating wasted material and speeding products to market. OptiTex now offers 3D to 2D garment flattening, 3D digitizing, updated models, and the ability to create animated 3D cloth and virtual fitting simulations, as well as improved integration with PDM/PLM systems via a newly developed API. Services include full production pattern design, grading, marker making, nesting, file-conversion services, 3D design, 3D flattening, animation services, and 24-hour online support. OptiTex is fully Windows-based, uses an open architecture, and integrates seamlessly with hardware and software already on the market. It offers a user-friendly nature, highly customizable on-screen environment, and environmentally friendly efficiency. All design modules exist within the same application; no conversion is needed between modules.



Philips-Boyne Corp.
135 Rome St.
Farmingdale, NY 11735
(631) 755-1230
Fax: (631) 755-1259
www.philipsboyne.com
sales@philipsboyne.com

Products and Services: Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long staple Egyptian cotton that is woven and finished in

Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo®, Corona®, and Superba®. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.



S & J USA Inc.
843 E. 31st St.
Los Angeles, CA 90011
(323) 231-0811
Fax: (323) 231-3820
snjusa@snjusa.com
Products and Services: S & J USA, Inc. has been a major, authorized distributor of YKK zippers for over 25 years. We carry a vast array of zippers, and we have an in-house factory that allows us to complete orders quicker than our competitors. S & J USA, Inc. also specializes in snaps, tack buttons, eyelets, and elastics, among other trims. Our customers range from the U.S. to Asia, and we hope to expand even further in the future. We are known for great customer service and quality materials.



SHOL Textiles
234 Eucalyptus Drive
El Segundo, CA 90245
(310) 766-5074
Fax: (213) 482-4858

➔ Sourcing & Fabric Resource Guide page 18

U.K.P. Accessories

HONG KONG



YOUR ONE STOP SHOP FOR GARMENT LABELS & TRIMS



SWING TICKETS & HANG TAGS - EMBROIDERED, PRINTED & WOVEN LABELLING - ZIP PULLERS - LEATHER LABELS - JEANS BUTTONS & RIVETS



WWW.UKPACCESSORIES.COM
ENQUIRIES@UKPACCESSORIES.COM

CAT & FRANCO AMERICAN TEXTILES

Threads

- 100% Spun Polyester (50/2, 40/2, 30/3, 20/3)
- Cotton (Mercerized & Non-Mercerized)
- Textured Poly (T18, T24, T35)
- Bonded Nylon
- Elastic
- Mesoflamon



Dye-to-Match facility in Los Angeles for 100% Spun & Textured Polyester Thread.

Accessories

- Plastic Garment Clips
- Clear Hanger Tige
- Sewing Machine Parts
- Needles: Organ, Schmetz & Groz-Beckert
- Sizes (Crown & Wires)
- Thread Clippers / Scissors
- Knitted & Braided Elastics
- Machine Oil / Silicone Spray



Hangers

- Garment Plastic: M, 64, S11, C104, 485, 6012, 484
- Dry Cleaner Metal: Suit, Suit, Cage, Shirt, Drapery



Poly Bags

- Garment Poly: JCP & Economy
- Laundry Bag
- Flat Bag
- Cut Work Liner Bag



Poly bags can be custom printed

Packaging

- Shipping Boxes (G-series & S-series)
- Masking Tape
- Sealing Tape
- Stretch Film
- Rubber Bands
- Stuffing Tissue Paper (Acid Free & Non-Acid Free)



Boxes can be custom made locally

FRANCO AMERICAN TEXTILES
1091 Monterey Park Rd.
Monterey Park, CA 91754
Tel: (800) 280-1648
Fax: (323) 268-2155

ROSEMEAD THREAD & SUPPLY
ROSEMEAD
8904 E. Lurvey Ave.,
Rosemead, CA 91778
Tel: (626) 873-1166
Fax: (626) 273-8031

LOS ANGELES
2222 S. Broadway Ave.,
Los Angeles, CA 90007
Tel: (213) 748-1699
Fax: (213) 748-1898



SHOL textiles

supplier of fusibles and interlinings

“WHAT’S IN YOUR PANTS?”

SHOL textiles

234 Eucalyptus Drive
El Segundo, CA 90245

O: 323.786.0334

F: 213.482.4858

Shane Rabineau: 310.766.5074

shane@sholttextiles.com

Oleg Zatsepin: 323.804.6383

oleg@sholttextiles.com

info@sholttextiles.com

www.sholttextiles.com

ApparelWorks International LLC



Attention Retailers & Branded Manufacturers

Guatemala, Haiti,
Dominican Republic—
Duty-free private label
production available

6-week average turn.
We make it really easy
for your business to go
“near” shore!

Jeans, Pants, Knits

20+ years experience in
CAFTA region

Full package or CMT

Gregg Pavalon
847-778-9559

gregg@apparelworksllc.com

Please visit us at **SOURCING at MAGIC**
(America's Area) Booth #66410

SOURCING & FABRIC RESOURCE GUIDE

Continued from page 17

www.sholtextiles.com
Contact: Shane Rabineau or
Oleg Zatsepin
shane@sholtextiles.com
oleg@sholtextiles.com

Products and Services: SHOL Textiles' premium soft and stable interlinings can go through aggressive washes and still give you the look and feel on the inside to make you look good on the outside. Services include full-service testing of fabrics with SHOL Textiles' premium fusibles for any apparel needs. We offer excellent quality, service, and price! We will visit you or send samples or receive your fabric to make fuse tests to recommend the proper fusible for your fabric.



Sourcing at MAGIC

2501 Colorado Ave., Suite 280
Santa Monica, CA 90404
(310) 857-7558

cs@MAGIConline.com
www.magiconline.com/sourcing
Services: Sourcing at MAGIC is North America's largest, most comprehensive sourcing event, reflecting the fashion supply chain at its most complete. Offering unmatched access to over 40 countries representing the world's most important markets, Sourcing at MAGIC showcases more than 800 apparel, accessories, and footwear resources, conveniently merchandised by country and category: contract and original design manufacturers; fabric, trim and component suppliers; and service and technology providers. Upcoming show dates are Aug. 20-23 at the Las Vegas Convention

Center. (877) 554-4834, cs@MAGIConline.com or www.magiconline.com/sourcing



Trade Development Authority of Pakistan (TDAP)

10850 Wilshire Blvd., Suite 1250, Los Angeles
Los Angeles, CA 90024
(310) 474-6861
Contact: Head of Trade Division/
Commercial Counselor, Pakistan
Consulate, Los Angeles
www.tdap.gov.pk, www.pakcon-
sulatela.org,
pakcomm@aol.com, and pak-
com.loa@tdap.gov.pk

Product Line: Apparel, textile (all categories, i.e., towels, home furnishing, denim, fabric, sports uniforms, knits, T-shirts, etc.)

What's New: Home textile products being displayed in MAGIC for the first time

Services: TDAP, through its Trade Division at the Pakistan Consulate, provides facilitative B2B services to both Pakistani exporters and American Importers Division

Competitive Edge: In the world trading market, our ranking is No. 1 in cotton, cotton yarn, and cotton woven fabric; No. 2 in cotton knitted shirts; and No. 3 in rice exports.



U.K.P. Accessories (Hong Kong)

Unit 12, 18/F., Sterling Centre,
11 Cheung Yue Steet, Cheung
Sha Wan, Hong Kong

(852) 2744 4410
www.ukpaccessories.com
enquiries@ukpaccessories.com

Contact: Stephen Starkey
Product Line: We supply a multitude of trimming items such as hangtags, woven, printed and embroidered labeling, zip pullers, real and imitation-leather labels, jeans buttons, and rivets. Further products include rubber labels, seals, boxes, tapes, ribbons, and cords.

What's New: We always look to keep customers up to date with the latest developments and techniques for our main product range. We also have introduced a range of accessories to our portfolio, including hats and caps, webbing belts, and silicone wristbands.

Services: We offer a range of logistical services to guarantee you can maintain control of your trims, which includes producing order forms, product manuals, and reports tailored to your needs, as well as offering stockholding in our warehouses. We have also recently developed an online ordering system for those customers who want an easy method of ordering their trims.

Custom Orders: All our items are made to customers' individual specifications to ensure we supply items to perfectly suit your garments and accessories.

Competitive Edge: We have been supplying the worldwide clothing industry for 20 years, with customers varying from major store groups to sole designers. With our extensive product collection and our range logistical services, we can offer a complete trims solution.

This listing is provided as a free service to our advertisers. We regret that we cannot be responsible for any errors or omissions within the Sourcing & Fabric Resource Guide.

Fabric Solutions

WE DYE KNIT AND WOVEN FABRICS

FINISHING

- Framing/Re-Rolling
- Heat-Setting & Curing
- Anti-Curling
- Process to Improve Crocking
- Odor & Smoke Elimination
- Soft & Firm Hand
- Gum & Trim
- Resin Finish
- Center Crease Elimination
- Ani-Static

LAUNDRY

- Wash-Down
- Pre-Shrinkage
- Scouring
- Softwash
- Bleaching
- Silicone Wash
- Enzyme Wash

OVERDYE

- Overdye to Black
- Overdye Unused Fabric to Your Colors



1627 Paloma St. Los Angeles, CA 90021
(213) 746-6060 • Fax (213) 746-6111
www.goodmanind.com

• FINISHING

• LAUNDRY

• OVERDYE

(213) 746-6060

Apparel News Group



1944-2012
Sixty-eight years of news,
fashion and information

EXECUTIVE EDITOR

ALISON A. NIEDER

FASHION EDITOR

N. JAYNE SEWARD

SENIOR EDITOR

DEBORAH BELGUM

RETAIL EDITOR

ANDREW ASCH

TECHNOLOGY EDITOR

DEIDRE CRAWFORD

EDITORIAL MANAGER

JOHN IRWIN

WEBMASTER

GREG WILKER

WEB PRODUCTION

IAN BRAMLETT

SOCIAL MEDIA COORDINATOR

JENN KOLU

CREATIVE MARKETING DIRECTOR

LOUISE DAMBERG

DIRECTOR OF SALES AND MARKETING

TERRY MARTINEZ

ACCOUNT EXECUTIVES

DANIELLA PLATT

AMY VALENCIA

ACCOUNT MANAGERS

LYNNE KASCH

MARION METCALF

SALES & MARKETING COORDINATOR

BIANCA WESTCOTT

CLASSIFIED SENIOR ACCOUNT EXECUTIVE

JENN KOLU

CLASSIFIED ACCOUNT EXECUTIVES

ZENNY R. KATIGBAK, JEFFERY YOUNGER

CLASSIFIED ACCOUNTING

MARILOU DELA CRUZ

SERVICE DIRECTORY ACCOUNT EXECUTIVE

JUNE ESPINO

PRODUCTION MANAGER

KENDALL IN

ART DIRECTOR

DOT WILTZER

PRODUCTION ARTIST

JOHN FREEMAN FISH

PHOTO EDITOR

JOHN URQUIZA

CONTROLLER

JIM PATEL

CREDIT MANAGER

RITA O'CONNOR

PUBLISHER/GENERAL MANAGER

MOLLY RHODES

MNM PUBLISHING CORP.

CO-CEOS

TERI FELLMAN

CARL WERNICKE

PUBLISHER/CHAIRMAN/CEO

MARTIN WERNICKE

1922-2000

PUBLISHED BY

MNM PUBLISHING CORP.

APPAREL NEWS GROUP

Publishers of:

California Apparel News

Waterwear

EXECUTIVE OFFICE

California Market Center

110 E. Ninth St., Suite A777

Los Angeles, CA 90079-1777

(213) 627-3737

Fax (213) 623-5707

Classified Advertising Fax

(213) 623-1515

www.apparelnews.net

webmaster@apparelnews.net

PRINTED IN THE U.S.A.



AZTECA DYE & LAUNDRY

Innovative Developments
GFK twin 3E Laser Machine
Fully Equip / Fastest Turnaround Time
12 years of Dependable Quality service
"Laser machine is the future of development"
310 884 9083
info@aztecadyeandlaundry.com

Meet quality OEMs at our one-stop sourcing fairs in Hong Kong!



global sources
Garments & Textiles
China Sourcing Fair



global sources
Underwear & Swimwear
China Sourcing Fair

October 27-30, 2012
AsiaWorld-Expo • Hong Kong

Visit the China Sourcing Fairs to:

- ✓ Find a wide range of garments & textiles and underwear & swimwear at these unique shows in Hong Kong
- ✓ Cut out the middleman – meet and do business directly with **more private, China-based manufacturers** than other shows in the region
- ✓ Visit the **Color Trends Area** for 2013's hottest hues, sponsored by Pantone and see the Fair's **Show Highlights** for stylish designs
- ✓ **Improve sourcing productivity** – preview products, booths and supplier details at our **Online Sourcing Fairs**



Major exhibits:

Garments & Textiles

- Ready-to-wear garments
- Sports/Casual wear
- Children's wear
- Sweaters & knitwear
- Fabrics, lace & trimmings

Underwear & Swimwear

- Underwear
- Swimwear & beachwear
- Sleepwear



Scan the QR code for more details or register now for FREE admission at:

Garments & Textiles: www.chinasourcingfair.com/hk/gtv
Underwear & Swimwear: www.chinasourcingfair.com/hk/uwc

October							Hong Kong						
S	M	T	W	T	F	S	S	M	T	W	T	F	S
		1	2	3	4	5	6						
7	8	9	10	11	12	13							
14	15	16	17	18	19	20							
21	22	23	24	25	26	27							
28	29	30	31										

Just before Canton Fair

Trade only - no one under 18 admitted
Strictly no sample or retail sales

Co-located with:

global sources
Fashion Accessories
Global Sourcing Fair

global sources
Garments & Accessories
India Sourcing Fair

www.chinasourcingfair.com

MASTERPIECE

[mas-ter-pees] an outstanding work,
achievement, or performance

The built-in camera on
the cutting head precisely
locates the starting point.

New Vector[®] — World launch 2012

At Lectra, we pay infinite attention to detail.

We believe excellence is nothing but perfection
embodied in a sum of individual details, resulting
in sustainable quality, reliability, and precision.



lectra.com