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FEBRUARY 2012

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Odd Botany

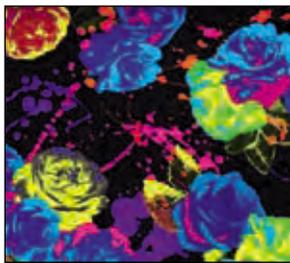
Botanical prints take a strange turn in acid shades, unusual color combinations and offbeat designs.



Avid Ink #A150671 "Alluring Sense"



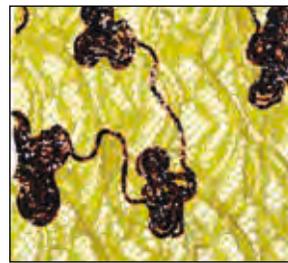
Jay Ann Fabrics #7423/4



Pine Crest Fabrics #QTNP077



Darquer Denteles de Calais #19225



Darquer Denteles de Calais #D1740



Bel Maille Creations #N099DAL51

Dash of Olive

A dash of olive adds sophistication to floral and abstract geometric prints.



Jay Ann Fabrics #7436/2



Jay Ann Fabrics #5295/2



Bel Maille Creations #N027 DAK73



Darquer Denteles de Calais #MD369/726454



Triple Textile #L-583-P



Robert Kaufman Fabrics #ARZ-12034-200 "Vintage"



Cinergy Textiles Inc. #Yoryu-16056



Bel Maille Creations #C918 R7231

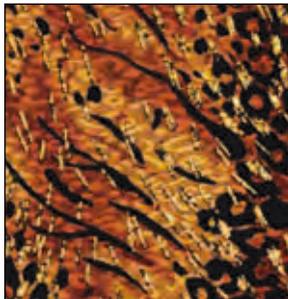
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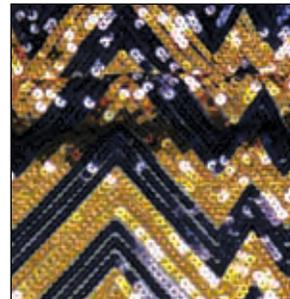
Cinergy Textiles Inc. #Sequins-PNS627



Robert Kaufman Fabrics #ETJM-11996 Rose



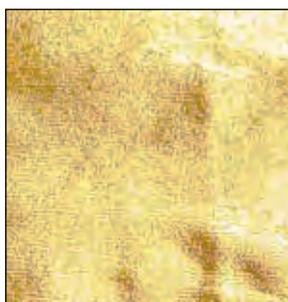
Triple Textile #L-590-J



Nipkow & Kobelt Inc. #GW-11832

Silver & Gold

Metallic shades of silver and gold lend glam to florals, edge to animal prints, and sophistication to geometrics, stripes and chevron patterns.



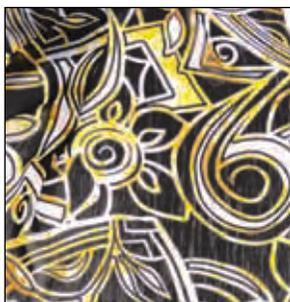
Cinergy Textiles Inc. "Emboslamei"



Triple Textile #FH-7-M



Triple Textile #L-584-N



Triple Textile #N-205-E



Jay Ann Fabrics #5415/7

Pop Florals

Bright colors, cheery '60s sensibility and a touch of whimsy add pop to floral prints.



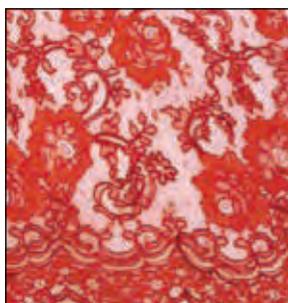
Robert Kaufman Fabrics #ETJM-11993-195 "Bright"



Darquer Denteles de Calais #19215



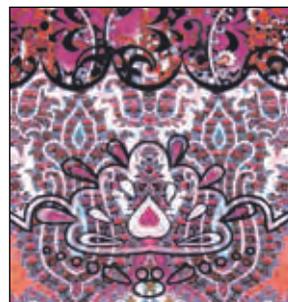
Robert Kaufman Fabrics #AAS-11933-207 "Sunrise"



Darquer Denteles de Calais #D704974

Nouveau Paisley

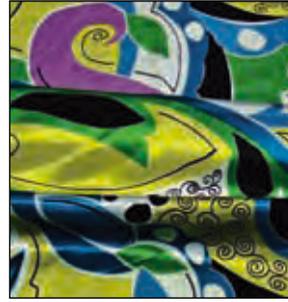
Paisley prints and bandana motifs look modern in candy shades and paired pastels.



Avid Ink #A194272 "Real Trust"



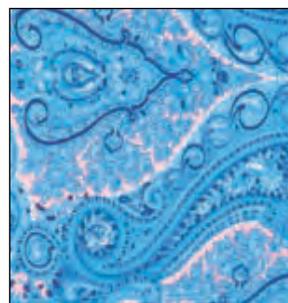
Triple Textile #NP-19-



Triple Textile #N-205-F



Darquer Denteles de Calais #D19241



Triple Textile #NP-19-C

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Fabricbook Aims to Be Craigslist for Fabric, Trim, Apparel

Designers and piece-goods buyers have a new online resource for finding in-stock fabrics.

Founded by the **I Envision Group**, Los Angeles-based **Fabricbook.net** provides an online venue for fabric vendors and apparel makers to post, sell, buy or trade fabric inventory.

"The apparel industry is still working like it did 40 years ago," said Paola Borja, coordinator on the launch. Before joining Fabricbook.net, Borja worked as a childrenswear designer, sportswear sales representative and fabric sales rep in the Los Angeles apparel industry. The name of the site is taken from manufacturers' practice of keeping a physical log—called a fabric book—of yardage in inventory.

"We'd say, 'What do we have in stock? Look at the fabric book,'" Borja said.

The site is similar to **Craigslist**, the online classified ad site. Fabricbook.net listings can be browsed for free. Sellers can post information about yardage for sale for \$25. Listings can include a photo and information about the fabric, yardage available, re-



quested price and location. Fabric sellers can post listings for any quantity.

"We provide a platform; suppliers provide as much information as they want," Borja said.

The site is built on a PHP platform that allows buyers and sellers to access and use the site on a desktop computer, mobile phone or tablet. Visitors can email, print or share listings on social-networking sites such as **Facebook**, Borja said.

The site can help potential buyers quickly locate specific fabrics and new suppliers. "Back when I was manufacturing, there were always last-minute orders—you want it yesterday," Borja said. "This can avoid so much chaos. This will facilitate the way business is done."

Buyers can purchase online using a credit card or **PayPal**, or they can privately contact the seller to negotiate price and discuss delivery. Fabricbook.net also has a message board, where potential buyers can post photos and information about specific fabrics needed, as well as about quantity and delivery.

Accessing the site is free for buyers, although registration is required to contact suppliers, receive weekly updates on fabric information or to post on the message board.

The site is scheduled to launch this month, although visitors can watch a video demo online.

Fabricbook.net is the first of a three-phase project. A second site for trim inventory, called **Trimbook.net**, is scheduled to launch in March. And a third site, **Apparelbook.net**, is expected to launch in April.—Alison A. Nieder



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Crailar, Tuscarora Partner for Flax-Blend Yarns

Naturally Advanced Technologies Inc., maker of **Crailar** yarns, struck a licensing deal with Mt. Pleasant, N.C.-based **Tuscarora Yarns** to create new blended yarns using Crailar flax.

Under terms of the deal, Tuscarora will design and produce Crailar-yarn blends for sale and distribution by Crailar's third-party licensees.

Crailar yarns are made under a proprietary enzymatic process developed by Naturally Advanced Technologies in partnership with the **National Research Council of Canada**. The enzymatic process turns natural bast fibers—including flax, hemp, jut and kenaf—into a soft and durable fiber that has the comfort of cotton. Textiles made from Crailar fibers can be used in apparel, footwear, work wear and domestic textiles, as well as in industrial applications. According to Naturally Advanced Technologies, in the last year Crailar-flax fibers have been used by—or are in development with—**Hanes Brands**, **Georgia-Pacific**, **Levi Strauss & Co.**, **Cintas**, **Carhartt**, **Ashland**, **Westex**, **Brilliant Global Knitwear** and **Target**.

Crailar Fiber Technologies Inc. is a subsidiary of Vancouver and Portland, Ore.-based Naturally Advanced Technologies. Crailar fibers are made using environmentally sustainable processing and production, according to Naturally Advanced Technologies, which was founded in 1998 to be a provider of environmentally friendly, socially responsible clothing.

For more information, visit www.tuscarorayarns.com or www.naturallyadvanced.com.—A.A.N.

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U.S. Apparel and Textile Imports Dip as Prices Rise

By Deborah Belgum Senior Editor

U.S. consumers were definitely in a conservative mood when it came to buying clothing in 2011.

Clothing and textile imports from overseas were down 2 percent for the year ending Nov. 30 when calculating imports by units. When it came to dollar value, imports jumped 9.2 percent, due primarily to rising raw-material costs that included cotton and polyester.

"Prices continue to go up while the number of garments goes down," said Julie Hughes, president of the **U.S. Association of Importers of Textiles and Apparel**.

With 95 percent of U.S. clothing sourced from overseas, the country brought in \$101.3 billion worth of apparel for the year ending Nov. 30, compared with \$92.7 billion the previous year. But when calculated in square-meter equivalents, a fabric measurement, the United States imported only 54 billion SME, compared with 55.2 billion SME in 2010.

Part of the disparity was due to cotton prices, which started on a rocket-like ascent in November 2009, when cotton was at 72 cents a pound, and peaked at \$2.30 a pound in March 2011. Since then, prices have leveled off quickly. Cotton now fetches about 90 cents a pound. For months, manufacturers were reluctant to pass on price hikes to retailers when the country was digging itself out of a deep recession. But eventually they had to relent or sacrifice profits.

Even sourcing in China, a country known for its low costs, has been affected. The value of its apparel and textiles shipped to the United States during the 12-month period was up 6.2 percent to \$40.6 billion. But the number of units sent was down 2.5 percent to 25.2 billion SME. China accounts for 46 percent of all apparel and textiles imported by U.S. companies.

It was a different story for Vietnam, the second-largest apparel provider to the United States. That country, with its burgeoning garment industry, which accounts for Vietnam's largest export product, saw the unit value of its clothing and textiles

ordered by U.S. companies grow nearly 10 percent while the dollar value of those goods was up nearly 15 percent.

Vietnam shipped 9.85 billion SME valued at \$7.2 billion to the United States as apparel companies tried to diversify their manufacturing sources.

India, the third-largest apparel and textile supplier to the United States, is on a growth path, too. Its apparel and textile exports to the United States rose nearly 2 percent in unit value last year to 3.3 billion SME. The value of those goods was up nearly 11 percent to \$6 billion.

Many countries are concerned that China's burgeoning middle class will start spending more money on domestically made clothing, tying up garment factories that have been challenged in recent years with labor shortages and higher wages.

"China's domestic market is going to create more competition, but we haven't seen that play out yet," Hughes said. "But it continues to be a concern."

China's new textile plan

China has been trying to get more apparel factories and textile mills to move away from the coastal region, where there is a labor shortage, and move inland. This has been going on for the past three years, but the Chinese government recently released a five-year, 40-page plan for its textile industry that puts those goals into writing.

The country would like to see more textile factories, now located predominantly in the eastern coastal region of the country, move closer to Xinjiang province in the west, where much of China's cotton is grown. Apparel factories would be set up in inland provinces with lower costs and abundant labor. China wants the textile industry, during the five-year period, to upgrade in eight areas, including technological innovation, the industrialization of advanced technologies, branding development, sustainable development, the planning of industrial parks, adjustment of the industry structure, mergers and acquisitions, and talent management. In addition, China will seek more innovations in the fields of high-performance fiber materials such as carbon fiber, and in the research and development of fibers made of renewable resources. Chemical fiber producers in developed countries produce more than 100 types of products each year, while the production of carbon fiber, aramid fiber and polyphenylene sulfide in China is still in preliminary stages, according to a report released by **China Investment Consulting Corp.**

The five-year plan calls for the development by 2015 of five to 10 internationally recognized Chinese brands that could be sold overseas and the development of at least 100 national brands for domestic consumption.

Apparel makers should be trained in brand management and development to compete with Western countries that, for decades, have been adept at launching and building international brands.

The plan acknowledges that China has a lot of competition now for U.S. and European accounts. India has been making great strides in apparel production, as have countries in South-east Asia. ●

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YEARS
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DESIGN
COMMUNITY

LEFT:

Aimee Grubel for Aimee G.
Since 2004
Hair by Jeffery at Autonomy
Jacket/skirt/leggings by Aimee G.

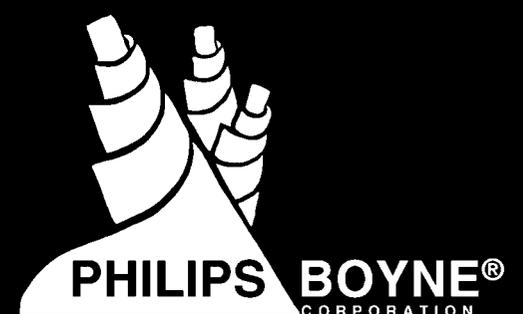
RIGHT:

Charles Klein - Liaison
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Texworld Adds Sourcing Section to Paris Show

Messe Frankfurt France, which organizes the Texworld fabric show in Paris, said it is adding an apparel sourcing section, filled with manufacturers from around the world.

More than 60 companies from Portugal, China, India, Pakistan, Italy, Bangladesh and Vietnam are attending the show, which takes place Feb. 13-16 at the Paris Le Bourget Exhibition Center.

The new section is called ApparelSourcing Paris and was created in response to requests by fair goers to have more overseas factories that do short- and long-term orders.

Factories that produce womenswear make up 50 percent of the sourcing lines shown. Menswear and childrenswear take up another 30 percent, and accessories round out the lineup by representing 20 percent.

The show's organizers said that 630 exhibitors are participating in the fabric side of the show, where they are unveiling their new products for Spring/Summer 2013.—Deborah Belgium

Surface Trade Volume Up With Canada and Mexico

Exports sent by truck and rail to two of the United States' larger trading partners, Canada and Mexico, were up 12.7 percent in November 2011 compared with the same period the year before.

The amount of goods exported in November to Canada totaled \$44.3 billion. Goods exported to Mexico reached \$32.4 billion, according to the U.S. Bureau of Transportation Statistics.

Surface transportation includes freight movements by truck, rail and pipeline. In November, 84.8 percent of U.S. trade with Canada and Mexico moved by land. Another 10.8 percent was transported by ship, and 4.4 percent was sent by air.

Michigan led all the states in November in exporting goods by land to Canada, sending \$5.7 billion in merchandise, up 26.7 percent from November 2010.

Texas continued to lead the states in exporting goods to Mexico, with a total of \$11.2 billion sent over land in November, a 9.5 percent bump from the previous year.—D.B.

Containerized Imports Showed Positive Signs in 2011

A rise in the auto industry and the housing market pushed containerized import cargo traffic up 3 percent in 2011 over the previous year, according to *The Journal of Commerce*.

The positive figure was helped by an economically strong fourth quarter after some weakness was seen in the fall.

Despite the late-year growth, Mario Moreno, an economist with *The Journal of Commerce* and its database arm, PIERS, remains cautious about 2012. "The overall economy continues to recover in a stubbornly slow fashion, which makes it highly vulnerable to shocks," Moreno said.

An uptick in the sale of existing homes led to a 5 percent increase in U.S. furniture imports last year. Growth in the manufacturing sector also pushed auto-parts imports up 19 percent. Requests that empty containers be returned from Mexico for U.S. export and domestic use rose by 264 percent.

"The auto industry cannot, by itself, sustain the import trade, but a steady, self-sustained recovery in home sales is decidedly required to support growth going forward," Moreno said.

The economist predicted that containerized import traffic would rise 2.5 percent to 3.5 percent in 2012 compared with 2011.—D.B.

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Dow's Latest Technology Has Impact by Design

Midland, Mich.-based Dow Corning introduced its latest Deflexion technology at the recent ISPO trade show in Munich, Germany.

Designed for impact protection, Deflexion silicones allow for comfort, enhanced fit and freedom of movement in high-performance protective apparel and equipment, according to Dow.

Deflexion materials also perform under a wide range of temperatures and conditions. At ISPO, Dow Corning showed Deflexion's use in athletic apparel and footwear for snowboarding and wakeboarding. Professional wakeboarder and Deflexion brand ambassador Matt Crowhurst was at the trade show to discuss his role in designing a custom wakeboarding impact vest with Deflexion materials.

Dow Corning is a joint venture owned by **The Dow Chemical Co.** and **Corning Inc.** For more information about Deflexion, visit www.deflexiontechnology.com.

—Alison A. Nieder



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PERU'S National Treasure

Goods made from alpaca fiber take center stage at Sourcing@MAGIC and at this year's Peru Moda trade fair.



ALPACAS LIVE IN A VERY COLD, DRY CLIMATE, WHICH PRODUCES A COAT SEVEN TIMES WARMER AND FOUR TIMES STRONGER THAN WOOL.

FERNANDO BRAVO/PROMPERU

PERU HAS BEEN BLESSED

with many natural resources, but none, perhaps, is as valuable, or appealing, as the alpaca. The silken fleece of this gentle South American *camelid* is intertwined with two millennia of Peruvian history. The country's great weaving and knitting tradition was built largely on the fiber of the alpaca, once considered fit only for royalty and the gods.

Today, we know a great deal more about what makes this luxury fiber so remarkable. Alpaca fleece is several times warmer than wool and offers great insulating properties due to microscopic air pockets in the fiber itself. It is hypoallergenic and has no lanolin, that natural oil often responsible for itchiness. Alpaca has a smoother cuticle than cashmere, endowing it with an exceptionally soft hand, but it is far stronger and more resilient than wool because it retains its strength even at the finest gauges. It is both water repellent and flame retardant. Alpaca exhibits brilliant natural luster and a sophisticated neutral palette of 22 colors, from white and creams to grays and black, and the lighter shades dye beautifully. For overseas markets long fixated on cashmere and mohair, the dawning appreciation for alpaca's many attributes marks the next chapter in the fiber's narrative and new opportunities for Peru's storied textile tradition.

Peru produces about 80 percent of the world's alpaca fiber. Alpacas have long been domesticated, and herds, often tended by small ranchers, graze the highest *altiplano* mountain region of Peru, as they have for centuries. Since the middle of the 1900s, attention has turned to improving alpaca husbandry, with focus on proper diet and care and genetic management for breeders, all designed to improve the health of the breed and the quality of its fleece. Alpaca fiber production is a cornerstone of those rural villages for both the ranchers and the extensive community of artisan knitters who carry on Peru's ancient textile tradition.

The dynamic combination of luxury fiber and natural skilled labor has spurred a vibrant textile manufacturing base that is successfully expanding the horizon of the Peruvian alpaca market while buttressing



P. CARDENAS/PROMPERU

MORE THAN 9,000 BUYERS FROM 45 COUNTRIES ATTENDED THE LAST EDITION OF PERU MODA.

the rural agricultural and artisan knitting communities. For Jessica and Jorge Rodriguez of Art Atlas Peru, it was a deep appreciation of the knitters' art, and concern for their overall welfare, that served as their company's foundation. They quickly realized that success abroad with their hand-knit sweaters and coats depended not simply on fine yarn and a strong knitting tradition but also on sophisticated contemporary design and consistent high-quality execution. "This was the perfect situation that inspired me to create jobs for all these people," says Jessica, "training them, making them see that instead of one typical sweater they could knit beautiful things that any woman around the world could wear."

Art Atlas, which is located in Arequipa, created a business model that has established 40 workshops to date in 10 rural communities. Some "700 rural families are dependent on the work we give to them," Jessica explains. The women receive training and supervision to improve the quality and consistency of their knitting, plus no-interest loans to purchase knitting machines and "a guarantee of constant work." The training has paid off. Art Atlas does a thriving private label business for companies in France, the United Kingdom, Italy, Japan, Canada, and in the United States for the likes of Eileen



P. CARDENAS/PROMPERU

THE BEST OF THE ALPACA GARMENTS ARE EXHIBITED AT THE ANNUAL PERU MODA TRADE FAIR.

Fisher among others. Many companies send their designs, but Art Atlas also employs Peruvian designers well versed in overseas market tastes. Last year, the company launched its own label, Antara, which it will show at the February 2012 edition of MAGIC. "We are growing between 20 and 30 percent in sales every year—every year, more units, more units," Jessica says. "This is a new opportunity for us to show we can do great quality—lots of details, fully fashioned, fine sewn."

The Huaman family company, Mantari Sweater, operates in a similar fashion on a smaller scale. Mantari is run by Julia Huaman with sister Edith, who was winner of the trade fair Peru Moda's young designer award in 2011, creating fashionable silhouettes in mainly 100 percent alpaca or alpaca blends. Employing some 50 knitters, with others in training, Mantari's focus is on teaching the artisans precise measurements, consistent tension, steady production, and the high quality demanded for such luxury goods in the U.S., French, Danish, and Italian markets. Mantari is strictly private label at the moment but hopes to grow sufficiently to launch its own label soon, and perhaps a U.S. retail boutique.

For Peruvian native Miguel Paz, it's all about the alpaca yarn. The third generation of his family in alpaca production, Paz came to the United States on a Fulbright scholarship to study animal science and stayed to distribute alpaca yarn through his Chicago-based company Misti International. But Paz also had another plan. "I wanted to develop a very special type of hand-painted alpaca yarn that wasn't being done in Peru," he says, "to sell as knitting yarn and also to produce our own sweaters and garments." Teaming up with Minnesota knitting and color expert Lonnie Helgeson and Peruvian designer Diana Yrivery in Arequipa, in 2007 they formed Calicampo. Training their own dyers in Peru, Calicampo uses only organic dyes, most extracted from local plants and vegetables, then painted onto spun alpaca yarns to create unique blends and colorways. "We are developing a large library of sources and colors and techniques," Paz says with a distinct nod to his country's rich history, "using resources local to Peru and trying to bring back that knowledge that is present in 2,000-to-3,000-year-old textiles." The beautifully dyed yarns are then either sold to companies in Australia, Europe, England, Canada, and the United States or turned over to Calicampo's 120 trained artisan knitters, who craft them into ponchos, shawls, and sweaters, which will be displayed

under the Calicampo label at this month's MAGIC.

The fine work generated by Art Atlas Peru, Mantari Sweater, Calicampo, as well as many other burgeoning Peruvian manufacturers are all on display this April 26–28 at Peru Moda, Peru's trade fair in Lima, which showcases the country's exceptional alpaca and cotton yarns and handwork to the world. Whether it is a matter of establishing business contacts or finding product, Peru Moda is the premier event for foreign companies to discover the otherworldly beauty and quality of all that Peru's apparel and textile industry has to offer.



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Supply-Chain Software Tapped to Manage Calif. Human-Trafficking Law

By Deidre Crawford *Technology Editor*

When California's new Transparency in Supply Chains Act went into effect on Jan. 1, apparel companies found themselves under increased scrutiny to disclose their efforts to eradicate slavery and human trafficking from their supply chains.

Known as SB657, the act mandates that all retailers and manufacturers doing business in California with annual worldwide gross receipts over \$100 million must provide verification of transparency by monitoring supplier information and providing training for company employees and supply-management staff on human trafficking and slavery.

California companies that fall below the \$100 million annual-sales threshold can all find themselves required to provide similar information to their major retailers and customers who do meet the law's threshold.

"Organizations have to be able to keep track of compliance with their vendor base," Bob McKee, industry strategy director for **Lawson Software**, said. "If you don't have the tools to adhere to those things, then you're always at risk of being out of accordance with the law."

Information such as vendor reputation, employee hours and human-resource records, as well as ensuring that employees are not underpaid or unpaid, can be tracked using PLM (product lifecycle management), ERP (enterprise resource planning) or other supply-chain software systems.

Patagonia, long considered a leader in corporate social responsibility, is considering building its own database to keep tabs on the 91 factories the company works with in the United States, China, Colombia, Costa Rica, El Salvador, India, Israel, Jordan, Korea, Mexico, Nicaragua, the Philippines, Sri Lanka, Thailand, Turkey and Vietnam.

For now, the company is using a customized version of **Microsoft Access**, which is separate from the company's PLM system. Patagonia uses PLM for tracking environmental adherence by factories, in addition to development and design of merchandise.

According to Cara Chacon, director of social and environmental responsibility for Patagonia, the company has always monitored whether a factory uses migrant or farm workers, or a third-party labor broker, but the Access database now has new fields to more easily highlight red flags, such as if there are a large number of foreign workers in a factory or the native countries of the factory workers.

In many cases, using a third-party labor broker could be sign of human trafficking, Chacon said.

"For any new factory, we're going to screen to see if they can meet our social and environmental standards, and they go through an audit that has a whole section on imported workers and finding red flags for human trafficking and other human-rights issues," she explained.

The company uses Access to store detailed factory information, including if an audit was performed by Patagonia or by an independent third party, when an audit was last performed, what the results of the audit were, and if there were any areas of non-compliance. The results can be viewed as a spreadsheet or dashboard and can even include details such as who pays for the airfare if a worker wants to return home for a visit.

"[SB657] made me take a hard look at what my management systems around human trafficking were," Chacon said. "We did a lot of things really well—we've always had a lot of information collected at audits on foreign workers and labor brokers, but I found we could be doing it better. There were things we could be digging deeper on, such as more pointed questions around deposits and other fees that a worker might have to pay."

Chacon also renamed a section of the database "Human Trafficking" and divided the types of workers that are potentially exploited into four categories—foreign/imported workers, migrant workers, contract workers and



PHOTO COURTESY OF PATAGONIA

SUPPLY-CHAIN TRANSPARENCY: With the new California Transparency in Supply Chains Act, apparel companies are under increased scrutiny to disclose their efforts to eradicate slavery and human trafficking from their supply chains.

seasonal temporary workers—in order to more easily view the data.

The company has not decided yet if it will use a PLM or ERP system to continue screening this information or if it will create its own supply-chain database, but all of the current information in Access will be migrated to the new system, which will be cross-departmental and able to track quality, social and environmental data in one location, as well as allow factories to log in and add information themselves, Chacon said.

Tech tools for compliance

Lawson Software's Lawson Fashion Solution provides a set of PLM, ERP and business intelligence software that can work independently or together to help monitor supplier information.

"The key issue is do you have places to store the appropriate information," McKee said. "Anything that's stored can be used for analytics and display, but if you don't have the data elements to begin with, you're in big trouble."

Lawson's PLM system focuses on vendor selection and compliance requirements set by the retailer. Once those are established, the system can trigger reminders to let production staff know if a supplier is due for an audit or certification. The database also works with its ERP system, which contains information relative to vendor performance, statistics, compliance and historical information. It can maintain notes on suppliers and permanent copies of records, including audits and independent quality bureau checks, which can be saved as a link, PDF, video or any other type of file.

Once the company has its data elements created, there are business intelligence components and reporting tools within the systems that can be used to display all of the information, McKee explained.

Lawson did not need to make any specific changes to its technology with the enactment of the new California act because the software already had the capability to monitor all of the

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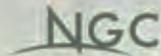
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X-Rite Color Seminar Program Expanded With New QC Workshop

Grand Rapids, Mich.-based X-Rite Inc., owners of Pantone LLC, will kick off its North American series of color workshops on Feb. 28.

The training program will be held in 10 cities in the United States and in Canada. The program includes X-Rite's Fundamentals of Color and Appearance (FOCA) workshop, which provides hand-on training in sample measurement, data collection and reporting for quality control.

The course is designed to address color-control issues for a range of industries, including retail and apparel brands, textile design, graphics arts, packaging, and consumer electronics and automotive.

Attendees who have taken the FOCA course or who already have a working knowledge of color theory can take X-Rite's new Fundamentals of Instrumentation and Quality Control (FIQC) seminar to learn how to create color standards, develop appropriate color tolerances, measure samples against the target color and analyze the results. Each seminar runs from 9 a.m. to 4 p.m., and continental breakfast and lunch will be served. X-Rite will provide computers, software and instruments. The cost to attend is

\$595 for the FOCA seminar and \$895 for the FIQC. A 10 percent discount will be applied to those who register before Feb. 24, and the cost to attend both seminars is \$1,295. The seminars also qualify as continuing education under certain accreditation programs.

"These seminars are particularly effective and fun because we encourage hands-on participation," said Joel Schick, business-development manager of X-Rite Color Services. "Attendees are asked to bring their own samples so they can develop best practices in measuring the colors of their products to improve and monitor workflows. We love it when the attendees come prepared with questions about their quality-control needs."

The seminars will begin on Feb. 28 in Chicago and run through May. West Coast stops include April 17-18 in Los Angeles and May 22-23 in Portland, Ore.

Workshops will also be held in New York; Nashville; Cincinnati; Baltimore; St. Louis; Milwaukee; Clemson, S.C.; and Toronto.

A complete schedule and more information, including registration information, can be found at www.xrite.com/seminar.

—Alison A. Nieder

Teijin Expands Its Recyclable-Poly Concept to China's Uniform Market

The Teijin Group launched a new program in China to collect and recycle used uniforms in a closed-loop system to create chemically recycled polyester yarns.

The uniforms will be collected and sent to Teijin Fibers' Matsuyama plant in Japan for chemical decomposition. Teijin's Eco Circle closed-loop process converts the uniforms into a polyester raw material that is then turned into a polyester yarn to be made into new recyclable products. Teijin Fibers' chemically recyclable polyester fiber will be woven and dyed by Nantong Teijin Co. Ltd., a Teijin Group company located in Nantong on the east coast of China.

According to Teijin, repeated recycling through its Eco Circle system reduces both energy consumption and carbon-dioxide emissions compared with conventional petroleum-based polyester production processes.

The program was launched in collaboration with agriculture companies Shandong Asahi Green Source Hi-Tech Farm Co. Ltd. and Shandong Asahi Green Source Milk Prod-

ucts Co. Ltd. About 200 employees from the two companies received high-warmth uniforms made from Teijin Fibers' recyclable textiles. Both companies are subsidiaries of Asahi Group Holdings.

Tokyo-based Teijin is working with more than 150 international apparel and sportswear manufacturers—including Patagonia Inc., Henri Lloyd, Quiksilver Europe and Li Ning—to develop products made from recyclable materials, as well as to collect and recycle these products. The company recently expanded the recyclable-polyester concept to the uniform business.

"With environmental consciousness steadily rising in China, Teijin is witnessing a growing interest in its Eco Circle program," said Hiro-taka Nakagawa, president of Nantong Teijin. "We will continue to pursue and expand our environmental initiatives in this fast-growing market."

For more information, visit www.teijin.co.jp/english.—A.A.N.

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Technology *Continued from page 13*

necessary areas, McKee said. The difference is that now the affected companies will be required to use them.

Florida-based NGC Software uses a Web-based supply-chain management system to help companies monitor for social compliance.

Their e-SPS global sourcing software enables retailers to manage their supply chain from the time a purchase order is issued until the goods are received, and it also allows vendors and factories to log on and view and update information.

The system provides a database of vendors, which contains certifications, audit-compliance forms and a scorecard index in regards to how the vendor is performing so companies can easily choose an appropriate supplier.

"Customers can add additional information as needed—the type of machinery, what type of materials the factories are using, what types of processes they can handle, what are their minimum order quantities or employment

qualifications, and the employment ledger," said Mark Burstein, NGC's president of sales, marketing, and research and development.

The software also provides calendar tracking for certifications and audits, as well as an alert system to message the production staff if a vendor is out of compliance or if its certification is set to expire. It also allows for different language capabilities so that companies can have their codes of conduct translated into a local language so factories can understand the expectations of the vendor.

Burstein said the new act has created an increase in business for NGC that started about a year ago.

"Our sales are really strong right now, and a lot of it has to do with this legislation and because of the need to track and manage more closely," he said. "Most of [the companies] were doing it all along, but it wasn't a formal process, and they didn't have a tool. Now companies are looking for tools in order to comply." ●

SOURCING & FABRIC RESOURCE GUIDE



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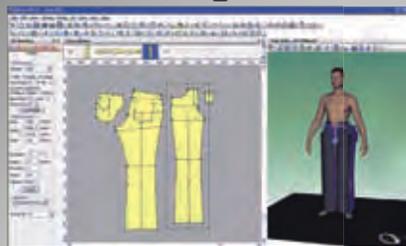
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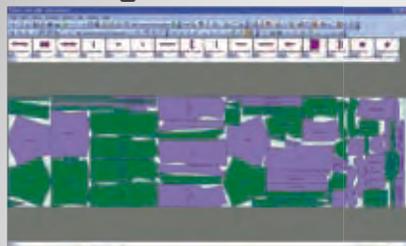
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What's New: NGC's Vendor Compliance software allows retailers, brands, and manufacturers to manage Social Compliance mandates such as the new California Transparency in Supply Chains Act (SB 657), as well as regulatory initiatives such as CPSIA compliance and cadmium testing. The Vendor Compliance solution is part of NGC's Extended PLM Application, which includes workflow calendars, exception management, and global collaboration features that make it easy to schedule audits and tests, stay on top of deadlines, and maintain all required documentation.

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- Overdye Unused Fabric to Your Colors



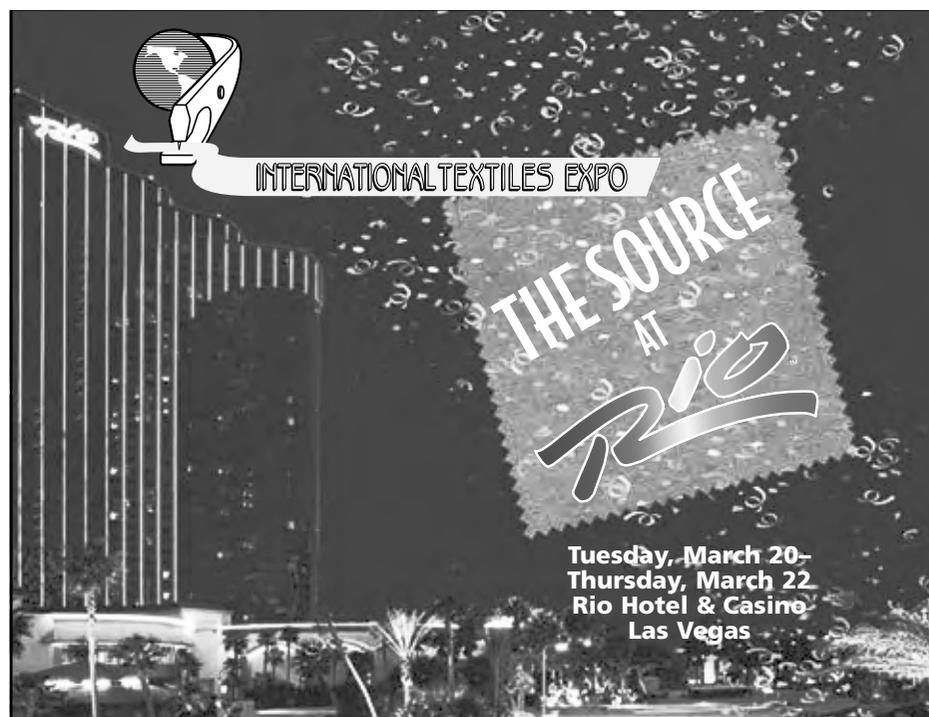
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Services: Our partner company, Nature's Laboratory, will dye all kinds of natural fibers with natural plant and eco dyes.

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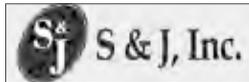


PeruModa

www.perumoda.com

Show Dates: PeruModa takes place in Lima (April 26-28).

Description: PeruModa is the main event of the Peruvian fashion industry. It showcases the best of the Peruvian export supply in apparel, footwear, accessories, and jewelry. Learn about the advantages of the Peruvian fashion industry in terms of quality, design, competitive costs, response-to-client capacity, and product development. PeruModa also promotes the direct contact between the Peruvian export companies and the international buyers from all continents.



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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, dobblies, voiles, Swiss dots, seersuckers, ginghams, 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.

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Los Angeles Laundry Denim-Tech Joins Forces With HOWA Corporation of Japan

When the largest premium laundry facility in Japan, one known for its advanced technology and commitment to environmentally gentle processes, acquires a major premium denim laundry in Los Angeles, the news can only be great for both the industry and consumers. Denim-Tech LLC has made its considerable mark in the super-premium, premium, and contemporary denim market since its launch in 2005 by President Shinzo Suzuki. Since then, it has developed its repertoire of thousands of denim washes and treatments for the most discerning designers. Success in the laundry spawned a second private-label package-production service of entire garments from design to finish.

In comes the innovative HOWA Corporation of Japan and CEO and Chairman Toyoo Tashiro, acquiring both the Denim-Tech laundry and private-label business in a deal announced Jan. 1. HOWA, which invented stone washing back in 1978, has remained on the cutting edge of denim processing and treatment and is the laundry of superstar Edwin jeans, a fact well appreciated by Suzuki. "I have known about HOWA for over 20 years," he says. "I knew they were the best laundry in Japan."

HOWA has a string of patents for its technological breakthroughs, including an automated "wrinkle machine," which creates a 3D effect, and a "brushing robot," both known processes previously done only by hand. The company's most important contribution, however, is in the environmental arena. HOWA, the first Japanese company to secure ISO certification, is known for its aggressive efforts to reduce the sizable footprint laundries are notorious for, with their copious use of chemicals and water. HOWA's Eco Project has produced such important patented and water-free innovations as using lasers to distress jeans and "air bleaching" jeans in a dry



Shinzo Suzuki, President, Denim-Tech, and Toyoo Tashiro, CEO and Chairman, HOWA Corporation of Japan



Denim-Tech's premium laundry facility in Los Angeles

process using ozone that then decomposes into simple oxygen, with no chemicals used at all.

The marriage of HOWA and Denim-Tech brings together the latest eco-friendly Japanese technology with the American denim sensibilities and design cachet of Los Angeles. "The most important asset we have at Denim-Tech is the authenticity of the American product—the classic American taste," says Suzuki, who remains the company's president. "We are already getting inquiries from Japanese jean brands who want to have 'Made in the USA' jeans. And, through HOWA, we can also offer 'Made in Japan' jeans to U.S. customers, which will be good for the high-end market."

Machinery and Japanese technicians will start arriving in the next several months, and the impact will be immediate—less water, fewer chemicals, less electricity. Clients, Suzuki reports, are increasingly requesting these processes, because "consumers are more aware." And HOWA will learn how to

design for the country that invented the garment. "American culture is so popular around the world," Suzuki says. "Jeans are the most important icon of that culture, and Los Angeles is the center of 'Made in the USA' jeans. We are proud that we have the ability to make the authentic look for the U.S. taste, from vintage to modern."

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