



# SOURCING & FABRIC

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

FEBRUARY 2011

**Sourcing & Fabric News**  
**Tech Notes**

**TEXTILE TRENDS**



# SOURCING

at MAGIC

FEBRUARY 13–16, 2011  
Opens One Day Before MAGIC



## Where Fashion Starts

North America's largest sourcing event representing the total fashion supply chain from fiber to finish. 700+ manufacturers, fabric and design resources from around the world. Exclusive Spring/Summer 2012 trend forecasting, business matchmaking and seminars featuring top industry experts.



LAS VEGAS CONVENTION CENTER / SOUTH HALL  
REGISTER TODAY AT [SOURCINGATMAGIC.COM](http://SOURCINGATMAGIC.COM) OR 877.554.4834



## Tropical Punch

Hawaiian and tropical florals look best in fresh berry and sorbet shades.



Triple Textile Inc. #NP-3-B



Triple Textile Inc. #NP-11-G



AVID Ink #A133583 "Recycle Often"



Taiana Blu #9210004 "Kite"

## Having a Conversation

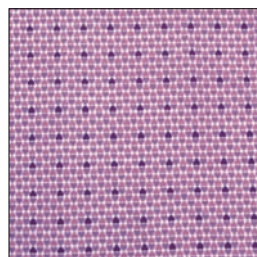
Conversational prints get a retro-modern makeover with whimsical motifs in all-over patterns.



Robert Kaufman Fabrics ASD-10763-182



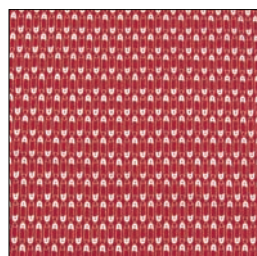
Triple Textile Inc. #NP-9-F



Triple Textile Inc. #NP-13-E



Robert Kaufman Fabrics  
AMN-10879-67



Robert Kaufman Fabrics  
AMN-10587-3

Directory: AVID Ink (877) AVID-INK, [www.avidink.com](http://www.avidink.com); Cinergy Textiles Inc. (213) 748-7762, [www.cinergytextiles.com](http://www.cinergytextiles.com); Robert Kaufman Fabrics (800) 877-2066, [www.robertkaufman.com](http://www.robertkaufman.com); Soletex (213) 688-9797, [www.soletex.com](http://www.soletex.com); Taiana Blu 39 031994411, [www.taiana.it](http://www.taiana.it); Triple Textile (213) 629-4300, [www.tripletextile.net](http://www.tripletextile.net)

## World Textile Sourcing Provides Superior Cotton Products of Exceptional Value

While China has attracted mainly bargain hunters for its cotton products, Peru has long been a prime destination for knitwear manufacturers in search of the best quality Pima cotton, prized for its exceptional softness and brilliant luster. Victor Azria—yes, brother of two other famous Azrias—realized that fact more than 20 years ago when he began sourcing fabrics from different areas of the world. So, when the opportunity came several years ago for him to buy a Pima cotton sourcing company in Peru, he did not hesitate. In partnership with native Peruvian Luis Antonio Aspillaga, an experienced textile engineer with "close and privileged relationships with the largest factory owners in Peru," World Textile



Victor Azria

from the cotton in the field up to finished products." Combine that with NAFTA's customs-free and duty-free benefits, the relatively short

delivery time, and Peru has become the Pima cotton market of choice.

WTS, which is headquartered in Los Angeles, is positioned to take full advantage of the goods Peru has to offer. It has a full production office in place that includes product development, in-house lab and testing facilities, and creative design, plus account management teams ready to translate a client tech pack into finished goods delivered straight to the client's warehouse.

The relationship with the major factories "allows us to be able to present our clients almost on a monthly basis with new products, new fabrics," including a 100-single Pima cotton, "which looks like sheer—absolutely beautiful—and we are the only ones that have this," says Azria. It also enables WTS to find the best match at the best price.

Peru has the most advanced machinery you can imagine in factories that are all vertical, from the cotton in the field up to finished products.

Sourcing Inc. (WTS) was formed with Azria as chairman and CEO of WTS USA and half owner of WTS Peru.

The move was both fortuitous and far-sighted. Today, as Azria explains, a two- or three-year phenomenon has seen a shift in desirability of the cotton market from China. "There is a shortage of labor in the big textile centers of China," he says. "The cost of living has increased and wages have had to go up, while the price of cotton in China has almost doubled. All this and the long lead time and the cost of duty have created a mounting frustration."

Peru, on the other hand, has remained steady as a rock, Azria explains, with "300,000 mostly English-speaking workers in the textile industry and the most advanced machinery you can imagine in factories that are all completely vertical,



1801 Avenue of the Stars, Suite 430, Los Angeles, California 90067  
(310) 556-0788 - Telephone (310) 556-0772 - Facsimile  
[vazria@wtsusa.us](mailto:vazria@wtsusa.us) - Email



**INTERNATIONAL TEXTILES EXPO**  
**THE SOURCE**  
 RIO HOTEL & CASINO • LAS VEGAS • MARCH 21-23



**THE SOURCE FOR ALL YOUR TEXTILE BUSINESS NEEDS**

**PRODUCTS:** Fabrics, Trimmings, Buttons, Embellishments, and Patterns from More Than 200 Top Industry Resources

**FASHION:** Fall Fashion Forecast and Runway Fashion Show on Monday Morning

**SEMINARS:** Facebook Marketing, Sourcing Solutions on Sunday afternoon. Lawsuit Protection & Tax Reduction on Tuesday morning

**NETWORKING:** Industry Mixer on Monday Evening. Complimentary Buffet Luncheon on Monday and Tuesday

**SAVINGS:** Show Specials. Low Minimums Orders. Immediate Shipping

Visit [www.textileshows.com](http://www.textileshows.com) for the latest exhibitor list and pre-registration savings

**INTERNATIONAL TEXTILES EXPO**  
 For more information, contact Show Office  
 PHONE: 516-596-3937 • FAX: 516-596-3941  
 E-MAIL: [textileshow@earthlink.net](mailto:textileshow@earthlink.net)

BRINGING YOU TERRIFIC TEXTILE SHOWS SINCE 1977

AND AGAIN THIS FALL  
**THE SOURCE**  
 AT  
**rio**  
 SEPT. 25-27, 2011

**FASHION FABRICS**  
**QUILT FABRICS**  
**CRAFT FABRICS**  
**HOME DEC FABRICS**  
**SPECIAL OCCASION**

## TEXTILE TRENDS

### It's a Tradition

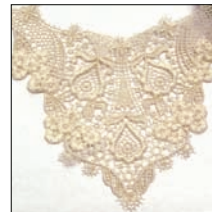
Textile designers revisit traditional paisleys, florals and lace patterns to create new classics.



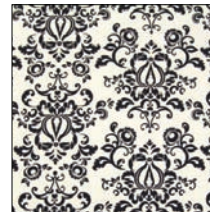
AID Ink #A134681 "Proved Strong"



AID Ink #A133196 "Real Deal"



Solstiss #903611.01



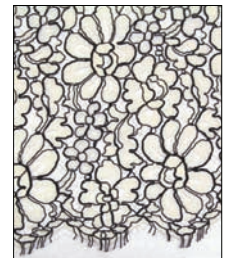
Robert Kaufman Fabrics  
N0260078



Robert Kaufman Fabrics  
N0260071



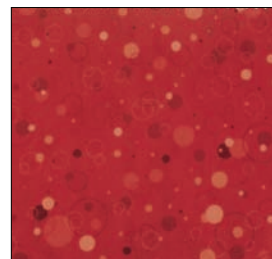
Robert Kaufman Fabrics N0540042



Solstiss #489462N

### Dots? Check!

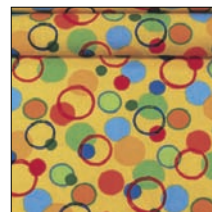
Plaids and dots are bold and bright in primary shades of red, blue and yellow.



Robert Kaufman Fabrics M1010007



Cinergy Textiles Inc. #LAWN-14941



Robert Kaufman Fabrics  
AAS-10961-193



Taiana Blu #N260001 "Pilly"



Taiana Blu #N250002 "Aloa"

**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](mailto:optitex.usa@optitex.com)  
[www.optitex.com](http://www.optitex.com)



# Apparel Production in the Philippines Could Gain Advantage

Legislation to give preferential trade treatment to certain apparel made in the Philippines has been introduced in a U.S. Senate bill.

Sen. John Ensign (R-Nev.) introduced S. 105 on Jan. 25, a bill that is similar to legislation introduced during the previous Congress by former Sen. Kit Bond (R-Mo.).

The newest bill would give duty-free status to certain apparel wholly assembled or knit to shape in the Philippines regardless of yarn origin, fabrics or components. Clothing that would be eligible for duty-free status includes cotton and synthetic shirts, T-shirts, tank tops, blouses, pants, shorts, swimwear, and underwear.

In 2010, the Philippines exported about \$1 billion in apparel and textiles to the United States, a 0.65 percent decline over the previous year.

In 2008, the United States exported nearly \$20 million in textiles to the Philippines. A preferential tariff program in the Philippines could help the United States boost textile exports to that country. The bill is also con-

sidered a stepping stone for eventually hammering out a free-trade agreement between the United States and the Philippines.

The Philippines, however, has to meet a few requirements if the bill is passed.

It must re-establish the Electronic Visa Information System to help prevent transshipment of apparel and the use of counterfeit documents related to goods sent to the United States.

It must agree to cooperate with the United States to act on transshipment of goods that come from other countries and pass through the Philippines and then on to the United States.

Philippine factories and exporters of goods receiving preferential treatment must keep export records and production records for at least five years.

The government must pass regulations that will allow for seizure of merchandise that is transiting the country from other countries and appears to be destined for the United States.—*Deborah Belgium*

# Garment-Manufacturing Operations Resume in Egypt

Israeli private-label apparel maker **Delta Galil** reopened its Egyptian factories after a one-week shutdown during the widespread protests in Egypt.

Founded in 1975, Delta Galil produces intimate apparel and men's furnishings, baby-wear, leisurewear, and nightwear for retail giants **Marks & Spencer**, **Target**, **Wal-Mart**, **Kmart** and **JCPenney**, as well as apparel brands **Calvin Klein**, **Nike**, **Hugo Boss** and **Pierre Cardin**. The company also has licensing agreements with **Wilson**, **Maidenform**, **Nicole Miller**, **Barbie** and **Tommy Hilfiger**.

Cairo-based apparel and retail conglomerate **Arafa Holding**—whose clients include **Zara**, **JCPenney**, **Macy's**, **Banana Republic** and **Gap**—announced that it is back up to

95 percent production capacity.

The company, which operates a large factory, headquartered 30 miles outside of Cairo, said none of its orders were canceled.

The protests, which called for President Hosni Mubarak's ouster, began on Jan. 25, but Arafa said its factories were up and running by Jan. 29.

Work shifts are running from 8 a.m. to 4 p.m., 30 minutes shorter than normal, but they will be lengthened in line with curfew adjustments, which are in effect right now between 8 p.m. and 6 a.m.

The company said it expects a shipment lag of about one week because of back-up traffic at the country's ports. But orders currently are being shipped by air and sea.

# China and India Pair Up for Trade Show in Hong Kong

Visitors looking for sourcing resources from China and India will find them under one roof in Hong Kong this April when the **China Sourcing Fair: Garments & Textiles** and the **India Sourcing Fair: Garments & Accessories** will be held side-by-side at the **AsiaWorld-Expo**, located near the **Hong Kong International Airport**.

The April 27-30 show is organized by b-2-b media company **Global Sources**, which co-located the two shows for the first time last year. Show exhibitors include resources from mainland China, Taiwan, Hong Kong and India.

"The launch of the Garments & Textiles Fair comes amid robust activity in China's export sector, which is already shooting past pre-crisis levels," said Tommy Wong, president of Global Sources Exhibitions. "China customs statistics showed clothing and textile exports had a 27 percent year-on-year increase in January to July 2010. Industry players also see a record growth of U.S. \$186 billion in 2010."



**ONE-STOP SHOP:** The China Sourcing Fair and the India Sourcing Fair highlight apparel and textile offerings from resources from mainland China, Taiwan, Hong Kong and India.

The China Sourcing Fair will include everything from ready-to-wear, outerwear, sweaters and knits, and bridal apparel to textiles, yarn, fiber, trim and accessories.

At the India Sourcing Fair, the offerings include casual, fashion handbags and evening bags, hair accessories, hats, sunglasses, jewelry, scarves, gloves, belts, footwear, luggage, socks, umbrellas, and men's and women's apparel, as well as garment trimming supplies.

For more information, visit [www.china-sourcingfair.com](http://www.china-sourcingfair.com).—*Alison A. Nieder*

More than  
**SIXTY YEARS**  
of Superior  
Products and Service  
Est. 1949

Shirting.  
It's not just for shirts anymore.

OUTERWEAR  
BEACHWEAR  
LININGS  
LOUNGEWEAR  
RESORTWEAR  
SHIRTS  
BLOUSES

100% woven Egyptian cotton. Made in Japan. More than 3 million yards in stock. Ask for it by name: Superba,® Corona,® Ultimo.®  
Low minimums. Special orders welcome.

**Stocked in NYC for U.S.-based manufacturers**

Tel. (631) 755-1230  
Fax. (631) 755-1259  
PHILIPSBOYNE.COM  
SALES@PHILIPSBOYNE.COM

**PHILIPS BOYNE®**  
CORPORATION



## Under Armour Launches 'Charged Cotton' Collection

Baltimore-based athletic-apparel maker **Under Armour** has a new collection of men's and women's shirts and shorts featuring a newly created performance cotton called "charged cotton."

The Under Armour Charged Cotton collection features a blend of hydrophilic and hydrophobic yarns developed by the apparel maker to offer the comfort of cotton with the performance of a synthetic. The fabric is made from 95 percent cotton and 5 percent spandex. The material helps wick moisture away from the body and dries five times faster than regular cotton, according to the company. Charged Cotton also has good stretch and recovery, which gives the finished garments a "stick-free fit," the company said.

In addition to tees and shorts, the Under Armour Charged Cotton Collection includes women's capri tights.

For more information, visit [www.underarmour.com](http://www.underarmour.com).—Allison A. Nieder

## Olah to Debut Style Library

After many seasons collecting interesting, unique and authentically worn vintage denim (and complementary sportswear and accessories) to use to help clients develop denim, patterns, washes and prints, New York-based **Olah Inc.** found that it had amassed an impressive archive.

The company, an agent that represents textile and manufacturing companies and produces the premium-denim sourcing trade show **Kingpins**, took inventory and found an exhaustive collection of shirting, T-shirts, denim pieces, jackets, belts, luggage, twills and accessories.

"We have well over 1,500 well-curated pieces—and counting," said Emily Olah, director of production.

In March, Olah will debut its Style Library—a design-inspiration archive for designers—and launch a website to make the archive available to denim and sportswear designers. "We're going to rent the pieces out for inspiration. It makes sense—a lot of designers have had cutbacks on their travel and buying [pieces] for inspiration, and then figuring out where to store them can be expensive and a hassle," she said.

The archive, which will include a photo-heavy website

where designers can peruse the available pieces, will be available to designers all over the country. Rates for weekly rentals of the pieces will vary based on the item. And a brand or designer hooked on a garment may be able to purchase it out of the archive, Olah said. "We're excited to offer this new service."

The company, which hosted its Los Angeles edition of **Kingpins** in January, brought more than 100 pieces from the Style Library to the show to introduce the concept to buyers. The reaction was positive, Olah said. Garnering the most interest were vintage **Levi's** pieces and denim pieces that had interesting details, including patch jobs in contrasting fabrics, selvedge trim at the waist and cool cinch tabs at the waist.

For pricing information and more information about Olah's Style Library, visit [www.olahinc.com](http://www.olahinc.com) or call (212) 260-9266.

—Erin Barajas



## Denimatrix Honored by U.S. State Dept.

**Denimatrix**, a Guatemala-based subsidiary of the Lubbock, Texas-based **Plains Cotton Cooperative Association**, was presented with the 2010 Award for Corporate Excellence in the small-to-medium enterprise category in December. The award, presented annually by the U.S. State Department, honors American companies with overseas operations that demonstrate corporate social responsibility, innovation, exemplary practices and democratic values worldwide.

Denimatrix, which produces PCCA's denim out of Guatemala City, was nominated for the award by U.S. Ambassador to Guatemala Stephen McFarland. A total of 78 companies competed for the award, said Carlos Arias, president of Denimatrix. "We were so thrilled just to be nominated. It sounds like a cliché, but it's true. There were so many great companies who were also being considered, and we were fortunate to be chosen," he said. "This is the first time an apparel company has won the award. It is a big honor."

In December, Wally Darneille, president of the PCCA, and Arias traveled to Washington, D.C., to accept the award from Secretary of State Hillary Rodham Clinton.

According to a release from the PCCA, Denimatrix was honored for its contributions to the development of the local economy, for reaching out to the community to help disadvantaged youth and the homeless in Guatemala City, and for its environmental stewardship.

"This award means a great deal to us about the future as well as the past," Darneille said in a statement. "It is a recognition of the dedication of several generations of PCCA stockholders to doing the right thing for present and future generations. When our apparel customers come to visit Denimatrix, one of the strongest impressions they take away is the sense of teamwork and of family that pervades our facility."

Denimatrix, part of the PCCA's vertically integrated business model, was founded in 2009 as a manufacturer of high-fashion denim jeans. The factory has a capacity to produce 150,000 pairs of jeans per week.—E.B.

# APPAREL

## SOURCING SHOW

20th edition • Guatemala

**CAFTA-DR:** the right time, the right place for sourcing today

**March 22-24, 2011**  
Grand Tikal Futura Hotel & Convention Center

**EXHIBITION AREA  
MATCHMAKING MEETING PROGRAM  
CONFERENCES & SEMINARS**

ORGANIZED BY

[www.apparelexpo.com](http://www.apparelexpo.com)

PBX: (502) 2410-8323  
FAX: (502) 2410-8320  
[apparelexpo@apparel.com.gt](mailto:apparelexpo@apparel.com.gt)



# l.a.textile

los angeles int'l textile show

MARCH 28-30, 2011  
AT THE CALIFORNIA MARKET CENTER

spring/summer 12

THE FASHION INDUSTRY'S WEST COAST SHOW-  
CASE FOR PREMIER TEXTILE, DESIGN & TREND  
RESOURCES FROM AROUND THE GLOBE. PRE-  
SENTED FOR A DIRECTIONAL DESIGNER AUDI-  
ENCE IN MIND.

LUXE EUROPEAN & DESIGNER TEXTILES PAVILION

**LENZING** INNOVATION PAVILION

COMPLIMENTARY TREND & BUSINESS SEMINARS

TREND FORUM CO-PRESENTED BY **WGSN**

AND MUCH MORE...

[californiamarketcenter.com/latexile](http://californiamarketcenter.com/latexile)

inspiring the fashion industry since 1993



Building better brands



## BUHLER QUALITY YARNS FEATURES **MICROTENCEL®**

The best yarns that are stronger, inherently move moisture & naturally inhibit the growth of bacteria.

Beautiful fabrics that provide the ultimate in softness and comfort.

A better Footprint with FSC certified pulp, closed loop processing, and fibers certified by the Oeko-Tex® Standard 100.

---

### CONTACT US

---

**Werner Bieri**, President & CEO  
wbieri@buhler yarns.com

**David Sasso**, International Sales  
dsasso@buhler yarns.com

**Victor Almeida**, Tech. Serv. & Sales  
valmeida@buhler yarns.com

**Kelly Ouellette**, Customer Service  
kouellette@buhler yarns.com



**Buhler Quality Yarns Corporation** 1881 Athens Highway, Jefferson, GA 30549  
office: 706.367.9834 | fax: 425.944.2675 | e-mail: sales@buhler yarns.com

[www.buhler yarns.com](http://www.buhler yarns.com)





## At Design Knit, it's all about love of fabric and family, country and customers

**S**hala Tabassi sometimes wakes up in the middle of the night and her thought is always the same: "What fabric is coming next?"

When you love what you do, work becomes more than just a business—and that feeling can be contagious. To hear Shala and daughter Pat Tabassi talk about Design Knit, Inc., is to hear the story of a dream come true for the entire Tabassi family.

That story began in Iran with a woman trained as a physicist who had an equal passion for clothing design and the arts since her teen years. Seemingly at odds—the science and the art—the two interests were in fact completely compatible when concentrated toward the manufacture of knit fabrics.

"Physics, combined with her artistic abilities, helped her become very successful," says Pat. In addition to her artist's eye, Shala has a basic understanding of the technology needed to properly develop, produce, and test quality fabrics. "I can pinpoint problems," says Shala simply. "My training helps me come up with solutions in the business, from the quality of the fabrics to customer service."

Design Knit, now in its 26th year, specializes in high-quality knit-to-order fabrics, from sheer to medium-weight sweater knits. A good deal of its business is custom work and novelty-yarn

combinations whose creation often keeps Shala from her full night's sleep.

The Tabassis take particular pride in the fact that all the design, development, and knitting of their fabrics takes place right in downtown Los Angeles at Design Knit's newly expanded facilities. "We knit everything in our facility because it's important to us to have control over the quality of our products," says Shala. And while they source yarns from around the world, they are a Supima licensee and use several domestic yarns, buying Supima cotton and Supima/micro-Modal from Buhler and using yarns made with Lenzing fibers.

"Made in the U.S.A. is very important to us as a company that started here and grew here," she says. It was a deliberate decision made after traveling to China at one point to make a study. "When we traveled abroad, we came back even more determined to produce here," says Pat. "It's challenging and difficult, but if it was easy, it wouldn't be interesting. And it makes it more convenient for our customers. Person-to-person contact is very important."

From that trip, the Tabassis also determined that it would be important for Design Knit to not rely on producing basic fabrics but to create their own niche in unique novelty and fashion-forward fabrications, looking to the European market for cues and looking always to be "a few steps ahead."

"Fortunately, that really worked well for us," says Shala. "We do lots of research, always looking two years down the line for what we believe will become popular."

Design Knit works with such yarns as Supima cotton and micro-Modal; mélange yarn dyes, rayon, and wool; Tencel; linen, cashmere, and silk blends; in addition to combed ring-spun cotton. The vast array of fabrics includes double and single knits—novelty, jersey, pointelle, pique, thermal, fleece, French terry, and sweater knits among them.

The Design Knit showroom has "hundreds of fabric headers" to look at, plus archives of items that often come in handy. Customers frequently come to the Tabassis to help them come up with concepts and unique yarn blends. As Shala points out, "the best way for a lot of customers in the Los Angeles market to compete is to come up with something interesting and different in the fabric."

"If you go to any better contemporary section of many department stores, you can find several styles that incorporate our fabric," says Pat. "We have



Shala & Pat, 1986 and 2011

different tiers of fabrics, from the casual basic T-shirt material up to dressy high-end fabric. If someone comes with a specific price point, we have quite a range of options. They may say, I love this fabric but I can't afford it, and we help them come up with a creative alternative within their budget."

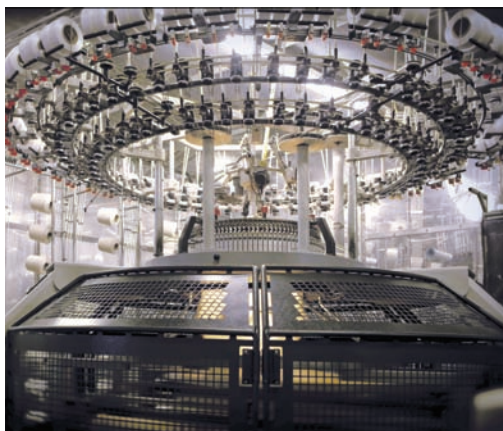
The majority of Design Knit's line is prepared for dye fabrics, although Design Knit can produce piece and yarn-dyed fabric as well. These days, Shala and Pat see a trend toward "sheer layering pieces, pieces on top of one another," which calls for Design Knit's signature feather-light fabrics.

"Texture is also really big, either visual or physical," Pat reports. "Slubs have been popular for years. Stripes also continue to be bestsellers. We try to do a lot of garment-dyeable stripes. We knit up the stripes, using different yarns to come up with a pattern, different textures within the stripes. We can do, for example, a red-and-blue stripe with a garment-dyeable portion. It gives the customer lots of versatility."

The fine quality of its fabrics coupled with an intense dedication to customer service has garnered Design Knit a wide and loyal customer base. "Our suppliers, staff, and customer base—it's amazing at the end of the day, it's encouraging and comforting to know you work with such good people. That is what has kept us around for so long. We know we couldn't have made it this far without them," says Shala.

Pat, who left her job in international trade to come work in the company as product development and marketing manager, delights in the "perseverance and creativity and love of her work" that her mother exudes. "It's a motivating factor," she says. "You see art in process every day. For me to have a mentor like that is amazing."

The fact that Pat's father, also a trained physicist, and brother are part of Design Knit has made the experience even deeper. "I fell in love with my job, and it's really rewarding and beautiful to have my family around me, seeing how hard they work and what they've built. You don't mind putting in the extra hours. It's so much more than a business for us."



**dk design knit inc.**  
celebrating 25 years of excellence  
(213) 742-1234 shalat@designknit.com



# 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

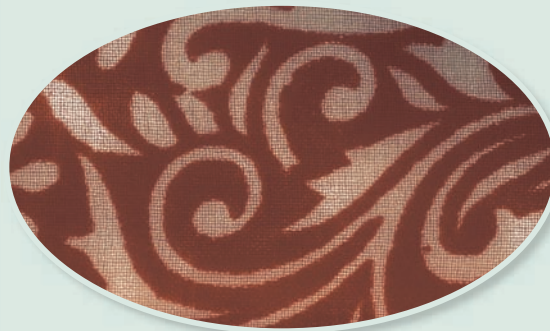
Knit Backing  
Non-Woven Backing  
Double-fuse Backing  
Knit Back Express

## 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**

*Contact us for your repair work  
Please refer to code "Apparel News"  
to get \$100 off your first order.*



*A Textile Finishing  
Company Serving the  
Specialized Needs of  
the Textile, Apparel  
& Home-Furnishing  
Industry Since  
1931*



## TÜV Rheinland to Open Testing Facility in Arkansas

Boston-based TÜV Rheinland will open its first North American testing facility in Bentonville, Ark., where it will offer a range of testing services for consumer goods, including apparel, jewelry, cosmetics and other products.

The lab will provide Consumer Product Safety Improvement Act (CPSIA) and ASTM International compliance testing, hazardous chemical content testing, and green compliance testing.

"TÜV Rheinland has more than 130 years of experience in providing testing and certification services for organizations worldwide for a broad range of products and market segments. However, this new lab provides customized services and support specifically designed for our North American clients," said Cheryl Rieser, business-development director for softlines at TÜV Rheinland. "The new Bentonville lab gives our clients local support, expertise, services and solutions they need to deliver high-quality, safe products to their customers, which is critical in today's competitive and highly regulated environment."

According to Wolfgang Kruschak, vice president of softlines for TÜV Rheinland,

the new lab offers state-of-the-art equipment that allows for quick-turn testing.

"For example, our new technology enables us to provide accurate analysis for lead and cadmium content in seconds without damaging the product whatsoever," he said. "This minimizes the number of product samples required to perform the analysis and also eliminates unnecessary destruction and disposal of products. This provides an invaluable service to our customers, as it reduces both the cost and time to ensure compliance with CPSIA and other safety regulations mandated by the Consumer Product Safety Commission, as well as individual U.S. states and other countries, including Europe and Canada."

**TÜV Rheinland North American Group** is a division of TÜV Rheinland, which provides independent product testing and certification to meet compliance standards in more than 200 countries. The \$1.5 billion corporation has an international network of more than 13,300 employees working in 61 countries.

The company will host an open house at the Bentonville lab on March 2. For more information, visit [www.tuv.com](http://www.tuv.com).—Alison A. Nieder

## Innovative Systems' New Clients: Affliction & The Hundreds

In the past year, a handful of high-profile brands have purchased Laguna Beach, Calif.-based **Innovative Systems LLC's Full Circle Integrated Apparel Software**.

In January, Seal Beach, Calif.-based fashion brand **Affliction** bought the Full Circle supply-chain management and financial programs along with Innovative's **EDI Direct** software for computer transmission of company data. The same month, hip streetwear brand **The Hundreds** bought the same package.

In November, **Civilianaire** bought the Full Circle Integrated Apparel Software and EDI Direct programs. Civilianaire is the recently launched Los Angeles-based denim project of **Lucky Brand** founders Barry

Perlman and Gene Montesano.

In August, **Hudson Jeans** bought the Innovative Systems package, and in May, **Joe's Jeans** bought Full Circle Integrated Apparel Software and EDI Direct.

Full Circle Integrated Apparel Software handles tasks such as supply-chain management and production administration duties. The software also features Full Circle Financials, the company's proprietary financial module, which includes accounts payable, accounts receivable, general ledger and financial statements.

Innovative Systems LLC's EDI Direct program translates documents into a standard format, which allows easy exchange of documents.—Andrew Asch

## Cynthia Vincent Builds Its E-Commerce Site With AIMS

**Green Mochi LLC**, the parent company of high-profile women's fashion line **Twelfth Street by Cynthia Vincent**, has selected **AIMS Apparel EasyShop** software to build and maintain its e-commerce boutique at [www.shop.cynthiavinc.com](http://www.shop.cynthiavinc.com).

AIMS Apparel EasyShop was developed and is operated and sold by **Apparel Information Management System (AIMS)**, based in downtown Los Angeles. AIMS focuses on making software for apparel, accessories and home-furniture manufacturers and wholesalers.

Designed to be user-friendly, AIMS Apparel EasyShop allows users to manage an e-commerce shop's system without requiring HTML coding. The system also offers more

user friendliness in e-commerce tasks, such as modifying product categories as well as efficient management of customer information.

AIMS Apparel EasyShop's reporting and analysis capabilities are integrated with **Google Analytics**, which allows monitoring of important statistics and metrics crucial to judge the success of an e-commerce shop. AIMS Apparel EasyShop also provides full support for international commerce.

Rachel Hinman is the e-commerce director for Green Mochi LLC. She said Twelfth Street by Cynthia Vincent has been a growing business for seven years, and the company wanted to expand its e-commerce reach. AIMS has been a good partner for this venture, Hinman said.—A.A.



Dan's Co-workers  
Have More  
Visibility Than  
They'd Like...



Dan's favorite retailer should have relied on  
**NGC PLM & Global Sourcing** for supply chain visibility  
– to ensure Dan's pants arrived on time, on budget

You can't afford to lose your best customers because of late deliveries or production problems. That's where NGC comes in. Our solutions help you plan your line, develop your styles, source your production and track your shipments – so all your styles arrive on time, on budget and with the right quality, every time. **Don't be caught with your pants down – contact NGC.**

305.556.9122 [www.ngcsoftware.com](http://www.ngcsoftware.com) PLM • Global Sourcing • ERP • Compliance & Testing

[www.ngcsoftware.com](http://www.ngcsoftware.com)

new generation computing

**parcheh inc.**

WHOLESALE AND MANUFACTURER OF DESIGN KNITS

 **Organic Knit Fabrics and Shirts**

100% ORGANIC COTTON & BAMBOO BLEND  
SINGLE AND DOUBLE KNIT

 **Vegetable Dye and Eco Dye**

 **United States and Central America**



TEL: 323.544.0171 FAX: 323.544.0174  
EMAIL: [MOEG12@GMAIL.COM](mailto:MOEG12@GMAIL.COM)



**Azteca Dye & Laundry** is committed to providing quality garment dye and denim wash services to our industry. With two locations totaling 96,000 sq. ft. of space, Azteca Dye & Laundry is your leading dye house in the Downtown area. We work a 24 hour day, 7 days a week to provide the fastest turnaround time for your needs.

Ph. 323.846.9156  
[Aztecadyelaundry.com](http://Aztecadyelaundry.com)



ASHER  
fabric concepts

## FASHION FORWARD

Fabrics of luxurious fibers made with love in California

### TEXTILE TRENDS



- Marble Micro Modal Poly
- Sorona Corn Jersey
- Micro Modal Silk
- Metallic Sparkle Fleece
- Couture Italian Terry
- ...AND MORE!

**FIND IT ALL AT:**  
www.asherconcepts.com



2301 E 7<sup>th</sup> Street #F107  
Los Angeles, CA 90023  
Tel: (323) 268-1218  
Fax: (323) 268-2737  
sales@asherconcepts.com

New Version 5.0 — New Pricing  
New Payment Options



WWW.PADSYSTEM.COM  
TEL: 855-PAD-4USA

CALL OR EMAIL US FOR A WEB DEMO OR PERSONALIZED APPOINTMENT

# SOURCING & FABRIC RESOURCE GUIDE



## Apparel Sourcing Show

15 avenida 14-72 zona 13  
Guatemala, Guatemala 01013  
(502) 2410 8323  
Fax (502) 2410 8320 / 8321  
www.apparelexpo.com  
Email: gvasquez@apparel.com.gt  
Contact: Gabriela Vásquez Campollo

**Show Dates:** March 22–24 at the Grand Tikal Futura Hotel & Convention Center in Guatemala City

**Description:** The key players of the CAFTA-DR apparel supply chain meet in one place at the Apparel Sourcing Show in Guatemala City, featuring the dynamic of an industry committed to a speed-to-market and higher-fashion-garment provider. This exhibition floor becomes the ideal regional marketplace. Since 1991, the Apparel Sourcing Show is the only international show specialized in the apparel and textile industry in the CAFTA region. For three days and under the same roof, year by year, the key players of this industry, coming from different countries, have met and done businesses at this show, which has become the ideal forum for bringing together all your company needs.



## 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  
**Product Line:** High-end fashion-forward knits, swimwear, activewear, sportswear, bodywear, and intimate apparel  
**What's New:** Yarn dye micro Modal cashmere stripe, big loop Italian couture, French terrys, yarn dye "Missoni" jerseys

**Services:** Fabric development, knitting, dyeing, finishing, wet printing, yarn dye, cross dye, and foiling  
**Custom Orders:** We knit to order.  
**Inventory:** We stock greige goods of our basic fabrics—Modal, Spandex, micro Modal, silk, 100 percent Modal  
**Price Points:** \$3 to \$10  
**Turnaround Time:** 3 to 4 weeks  
**Competitive Edge:** Novelty, novelty, novelty!



## Antex Knitting Mills/div. of Matchmaster Dyeing & Finishing Inc.

3750 S. Broadway Place  
Los Angeles, CA 90007  
(323) 232-2061  
Fax (323) 233-7751  
anna@antexknitting.com  
Contact: Bill or Anna Tenenblatt  
**Product Line:** Knitted fabrics for apparel and swimwear, including single and double knits, ribs, novelties, yarn-dyed stripes, and prints in gauges from 18 to 36 cut. We produce cotton, polycotton, rayon blends, cotton modal, micro-fiber, nylon, and spandex fabrics.  
**What's New:** Flame-resistant PyroSafe by Antex®; Green-line by Antex™, which includes organic cotton, recycled poly, and soy and bamboo blends; and Dry Inside Performance Cotton  
**Services:** Knitting, dyeing, printing, sueding, brushing, and special finishes  
**Minimum:** 500 yds. per color  
**Turnaround Time:** 3–4 weeks  
**Competitive Edge:** We are a local vertical mill in operation for more than 30 years, produce approximately 1.5 million yards per week, have an extensive knit and print line, and continually create new, exciting fabrics.



## Azteca Dye

2614 Geraldine St.  
Los Angeles, CA 90011  
(323) 846-9156  
Fax (323) 846-9130  
www.aztecadyeandlaundry.com  
mariann@aztecadyeandlaundry.com  
**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. Specific services include stone wash, enzyme wash, resin, coatings (clear or color), hand sand, chevrons, grinding, destruction, and airbrush.

**Competitive Edge:** 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  
Contact: Werner Bieri  
**Competitive Edge:** Buhler Quality Yarns Corp. provides ringspun yarn with 100 percent Supima, 100 percent Micro Modal, 100 percent Micro Tencel, and 50/50 blends of Micro Modal or Micro Tencel with Supima cotton. Yarn count ranges from 12/1 Ne to 90/1 Ne. New fabrics include Micro Tencel and fashion slub yarns in Supima and Supima Micro Modal that are super-soft, comfortable, durable, bright, and extraordinarily strong. Popular counts and blends are inventoried, and there are no minimums for samples. Buhler provides service, quality, innovation, and flexibility.



## The Button / Accessory Connection, Inc.

152 West Pico Blvd.  
Los Angeles, CA 90015  
(213) 747-8442  
Fax (213) 747-8411  
www.buttonconnection.com  
Sales@ButtonConnection.com  
Contact: Customer Service  
**Services:** The Button/Accessory Connection, Inc. can work together with your designers to develop custom logo packages from concept to final art as well as provide a large selection of in-stock, fashion-conscious trims in a variety of materials like metal, including nickel-free base products, polyester, dyable, wood, coconut, and bamboo to name just a few. All of our collection is available in multiple colors and finishes or with specialty finishing.  
**Competitive Edge:** TBAC offers your creative staff endless possibilities: designed, developed, and delivered worldwide. We have distribution centers in Los Angeles as well as Hong Kong to help you reach your global production logistics more effectively. Your satisfaction is very important to us, and 25 years of experience in accessory designing and manufacturing enables us to offer you innovative creations and competitive pricing.



## Design Knit, Inc.

1636 Staunton Ave.  
Los Angeles, CA 90021  
(213) 742-1234  
Fax (213) 748-7110  
www.designknit.com  
shala@designknit.com  
Contact: Shala Tabassi  
**Products:** Designer and better contemporary knit fabrics from sheer to heavy weight.  
**What's New:** New items include light-weight 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.



## Geltman Industries

1914 Bay St.  
Los Angeles, CA 90021



(213) 622-1015  
 Fax (213) 622-4572  
 www.geltman.com  
 geltmanin@aol.com  
 Contact: Shari Rezaei, President; Ron Cueto, Operations Manager  
**Services:** Textile finishing, laundry, bonding, and fabric repair  
**What's New:** Brushing and water-repellent process  
**Special Services:** Next-day service on bonding  
**Turnaround Time:** 3-5 days  
**Catalog:** Yes  
**Competitive Edge:** We serve the specialized needs of the textile, apparel, and home-furnishing industries.



### Grupo Industrial Miro

Ave del Parque #100 Parque Industrial Lerma  
 Lerma, Edo de Mexico, 52000  
 01 (728) 2827554  
 Fax 01 (728) 2821285  
 www.grupomiro.com  
 exports@grupomiro.com  
 Contact: Angelica Castro  
**Product Line:** Knit fabrics in open end, carded, or combed ringspun cotton. Constructions: jersey, rib, French terry, pique, interlocks  
**What's New:** Natural fibers, Modal, Tencel, poly cotton, organic-cotton line  
**Services:** Deliveries within two weeks, certified lab by Intertek, custom-made fabric developments in seven days, fast turn  
**Custom Orders:** We offer our clients the ability of developing any fabrics in seven days.  
**Inventory:** We work with greige goods in order to give fast turn.  
**Minimum:** Dye lots from 1,000 to 5,000 yards  
**Turnaround time:** Two weeks  
**Competitive Edge:** Best quality, fast turn, versatility, technology, customer service, innovation, quick response, leadership in Mexico



### Hi Fashion Production Inc.

2933 Supply Ave.  
 Commerce, CA 90040  
 (323) 722-8200  
 Fax (323) 722-8535  
 www.1800shoulder.com  
 www.shoulderpads.com  
 sales@shoulderpads.com  
 Contact: Cindy Aguilar  
**Product Line:** Shoulder pads, bra cups, and pushup pads  
**What's New:** As fashion changes, we create new designs, shapes, and sizes never before seen.  
**Services:** We can design custom shoulder pads per customer request.  
**Inventory:** Yes  
**Price Points:** In order to maintain prices as low as possible, we apply the latest technology and automated components in our production lines.  
**Turnaround Time:** Varies by product, but standard production of 12,000 pairs starts at 24 hours.  
**Competitive Edge:** Our in-house design and engineering team maintains our production equipment to the highest standards possible.



### Hong Kong Trade Development Council

350 S. Figueroa St., Ste. 139  
 Los Angeles, CA 90071  
 (213) 622-3194  
 Fax (213) 613-1490  
 www.hktcdc.org  
 los.angeles.office@hktcdc.org  
 Contact: Julia Son  
**Show Dates:** Feb. 13-16 at Sourcing at MAGIC in the South Hall, Las Vegas Convention Center  
**Description:** Source Hong Kong in Las Vegas. For free sourcing online, visit our website.



### L.A. International Textile Show California Market Center

110 E. Ninth St.  
 Los Angeles, CA 90079  
 (213) 630-3600  
 www.californiamarketcenter.com/textile  
 orodriguez@californiamarketcenter.com  
 Contact: Oscar Rodriguez  
**Show Dates:** March 28-30 and Sept. 26-28.  
**Description:** The Los Angeles International Textile Show (L.A. Textile) is the fashion industry's West Coast destination.

tion for premier textile, design, and production resources. Offering hundreds of fabric collections and design services from around the globe, the caliber of resources and fashion direction is presented with the CMC's contemporary designer audience in mind. The trend forum, curated by trend partner WGSN, and complimentary seminar program are designed to inform and inspire.



### New Generation Computing

14900 NW 79th Court  
 Miami Lakes, FL 33016  
 (305) 556-9122  
 West Coast:  
 2234 E. Colorado Blvd.  
 Pasadena, CA 91107  
 (323) 497-4200  
 www.ngcsoftware.com  
 sales@ngcsoftware.com  
**Client Base:** Fashion and apparel brands, retailers, and consumer-product companies.  
**Products:** NGC provides the industry's highest-rated PLM system, the most widely used global sourcing software, the most versatile fashion ERP system, and the most complete solution for testing and CPSIA compliance.  
**Competitive Edge:** NGC has specialized in software solutions for the fashion industry for 29 years, and more than 300 customers rely on us as a strategic partner to help drive growth, profitability, and market expansion. NGC provides local sales, support, and implementation services through our Los Angeles office.  
**What's New:** The latest release of NGC's PLM system includes enhanced line planning capabilities to ensure that apparel companies focus on the right products, meet key deadlines, and achieve their cost and profit goals. NGC's line planning can help your company maximize profits, improve sales velocity, and increase full-price sales.



### OptiTex USA

325 W. 38th St., Ste. 1107  
 New York, NY 10018  
 (212) 629-9053; Fax (212) 629-9055  
 www.OptiTex.com  
 Contact: Sabrina Cove  
**Products:** Our 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.  
**What's New:** 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:** Full production pattern design, grading, marker making, nesting, file-conversion services, 3D design, 3D flattening, animation services, and 24-hour online support.  
**Competitive Edge:** 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.



### PAD System Technologies, Inc.

110 E. Ninth St., Suite B-721  
 Los Angeles, CA 90079  
 (855) PAD-4USA  
 Fax (450) 641-5276  
 Contact: Kristine Gloviak or Martha Yelaz  
 supportusa@padsystem.com  
 www.padsystem.com  
**Product Line:** Digitizing, grading, patternmaking, and automatic marker making software.  
**What's New:** V.5.0 has new features to work with any other apparel CAD system, automatic walking, easier arrow grading, and more.  
**Services:** Time-study audits, pattern through-put studies, import-export services.  
**Custom Orders:** Yes  
**Inventory:** Yes  
**Minimum:** No  
**Price Points:** \$1,400-\$12,075  
**Turnaround Time:** 1 week  
**Competitive Edge:** Global leaders in Apparel Production. In all time-study audits, PAD System outperforms its competition.

**Mention This Ad When Ordering And  
 Receive 5% Off Your First Purchase!**

# LET YOUR CREATIVITY RUN WILD!

- NICKLE FREE
- LEAD FREE
- CUSTOM DESIGNED LOGO TRIMS
- BELTS
- BUCKLES
- HEAT TRANSFER
- ARTWORK DESIGN
- AND MORE...



### The Button / Accessory Connection, Inc.

**Endless Possibilities: Designed, Developed, Delivered Worldwide!**

152 West Pico Boulevard - Los Angeles, CA 90015  
 Phone (213)747-8442 FAX (213)747-8411

**www.buttonconnection.com**



# antex

KNITTING MILLS

3750 S. BROADWAY PLACE, LOS ANGELES, CA 90007  
TEL. (323) 232-2061 FAX (323) 233-7751

A Division of Matchmaster Dyeing & Finishing Inc.

## ONE STOP FOR ALL YOUR KNIT FABRIC NEEDS!

**Jerseys**

**Ribs**

**Interlocks**

**Novelties**  
(Single & Double Knit)

**Technical Fabrics**

**Pigment Printing**

**Wet Printing**

**Sueding**

**Brushing**

**Performance Finishes**

**FASHION - LIFESTYLE - PERFORMANCE**

## Shoulder pads in every style

Bra cups & inserts  
Needle punch felt  
Nonwoven fiberfill  
Coat and chest pieces  
Sleeveheads  
foam  
molded fiber  
molded felt  
needle punch  
cotton web  
constructed  
raw forms  
linings in 32 colors



**Certain  
standard  
sizes  
shipped  
free  
anywhere  
in the U.S.**



E-mail us at [sales@shoulderpads.com](mailto:sales@shoulderpads.com)  
or call us at 1-800-shoulder for samples

**1800shoulder.com**  
**Shoulderpads.com**

Made in the U.S.A.

## SOURCING & FABRIC RESOURCE GUIDE

Continued from page 13



### Parcheh Inc.

4826 S. Figueroa St.  
Los Angeles, CA 90037  
(323) 544-0171; Fax (323) 544-0174  
[moe12@gmail.com](mailto:moe12@gmail.com)

Contact: Moe Ghobadpour

**Product Line:** This Los Angeles-based manufacturer and importer offers a wide range of designer and fine knits, from sheer to heavy, from basic to novelty.

**What's New:** New line of certified-organic fabrics includes: 100% organic cotton and bamboo/cotton, single and double knits, ribs, pique, terrys, fleece, and poutelle, and 100% organic cotton woven popline, canvas, and voile.

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

**Custom Work:** We handle private labels in the U.S.A., China, India, Vietnam, and Central America.

**Inventory:** Yes

**Minimum:** None for stock

**Price Points:** Very reasonable and competitive

**Turnaround Time:** 2-3 weeks, confirmed before placing order

**Competitive Edge:** Our selection of organic fabric, organic T-shirts, and our eco and natural dyes



### Philips-Boyne Corp.®

135 Rome St.  
Farmingdale, NY 11735  
(631) 755-1230  
Fax (631) 755-1259

[www.philipsboyne.com](http://www.philipsboyne.com)  
[sales@philipsboyne.com](mailto:sales@philipsboyne.com)

Contact: David Haber

**Product Line:** 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, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo®, Corona®, and Superba®.

**What's New:** New patterns added regularly: woven, end on end, yarn-dyed plaids; flannels, large houndstooth; yarn-dyed stripes and checks.

**Custom Work:** Yes; minimums apply; 90 ex-mill Japan

**Inventory:** More than 3.5 million yards of stock also includes blends, linens, and silks.

**Minimum:** 3 yards

**Price Points:** Moderate to better to designer

**Turnaround Time:** Immediate shipping for stock

**Competitive Edge:** Fully stocked distributor. Inventory available on website. 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. Call or e-mail for samples.



### SOURCING at MAGIC

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

[www.sourcingatmagic.com](http://www.sourcingatmagic.com)  
Contact: [cs@magiconline.com](mailto:cs@magiconline.com)

**Show Dates:** Feb. 13-16 at Las Vegas Convention Center, South Hall, Level 2

**Description:** Adjacent to MAGIC, SOURCING at MAGIC is the largest fashion sourcing event in North America, offering one-stop shopping for the entire apparel, footwear, and accessories supply chain. Twice a year, meet over 700 contract and original design manufacturers, textile and design resources, fabric mills, component suppliers, and service providers from around the world. From fiber to finished product, SOURCING at MAGIC allows you to find new materials, resources, and inspiration with easy-to-navigate show categories, onsite matchmaking, and complimentary seminars featuring top industry experts.



### The Source/International Textiles Expo

80 Melrose Ave.  
Lynbrook, NY 11563  
(516) 596-3937

Fax (516) 596-3941

[www.textileshows.com](http://www.textileshows.com)

[textileshow@earthlink.net](mailto:textileshow@earthlink.net)

Contact: Pat Kobishyn

**Show Dates:** March 21-23 and Sept. 25-27 at the Rio All-Suite Hotel & Casino in Las Vegas.

**Description:** The International Textiles Expo is the source for fabrics, notions, trimmings, patterns, and supplies in the apparel/accessories, home décor, quilting, and gift industries. Serving the needs of independent retail fabric stores and manufacturers, the show is held twice a year in Las Vegas, in the fall and spring.



### World Textile Sourcing, Inc.

1801 Avenue of the Stars, Suite 430  
Los Angeles, CA 90067

(310) 556-0788

Fax (310) 556-0772

[www.wts.com.pe](http://www.wts.com.pe)

[kstuart@wtsusa.us](mailto:kstuart@wtsusa.us)

Contact: Katie Stuart

**Product Line:** Knit apparel from Peru of high-quality Pima cotton, jersey, French terry, Alpaca

**Competitive Edge:** Quality and pricing compared with China and other sourcing companies. The third Azria brother is the owner and CEO of WTS, the most powerful sourcing company from Peru.

**Services:** Customer-service department, quality-control department, production-development department, production department, lab and testing department, creative design department

**Custom Orders:** Yes

**Inventory:** Ladies' and men's T-shirts in cotton and poly/cotton

**Price Points:** Based on clients' needs

**Production Lead Times:** 45-75 days EX Peru from PO issue and fabric approval; 30 days for reorders

**Shipping Lead Times:** 20-25 days for USA, depending on port of entry and final warehouse destination; daily flights to Los Angeles, Miami, and New York, with connections to other cities

**Minimum:** 1,200 units (pcs per style). We can do fewer pcs per style (600 to 1,000) as long as we meet the minimum dye lot by working in different styles within the same fabric and color.

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.

### Apparel News Group



Sixty-six years of news,  
fashion and information

**EXECUTIVE EDITOR**  
ALISON A. NIEDER

**FASHION EDITOR**  
N. JAYNE SEWARD

**SENIOR EDITOR**  
DEBORAH BELGUM

**RETAIL EDITOR**  
ANDREW ASCH

**MANUFACTURING EDITOR**  
ERIN BARAJAS

**EDITORIAL MANAGER**  
JOHN IRWIN

**WEB EDITOR**  
CONNIE CHO

**WEBMASTER**  
GREG WILKER

**CREATIVE MARKETING DIRECTOR**  
LOUISE DAMBERG

**DIRECTOR OF SALES AND MARKETING**  
TERRY MARTINEZ

**ACCOUNT EXECUTIVES**  
DANIELLA PLATT, AMY VALENCIA

**ACCOUNT MANAGER**  
LYNNE KASCH-GORDON

**SALES & MARKETING COORDINATOR**  
MICHELLE ANDRIZZI

**SALES ASSISTANTS**  
CRYSTAL CONTI, MIRANDA MALOUF

**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

**MMN PUBLISHING CORP.:**  
CO-CEOS

TERI FELLMAN

CARL WERNICKE

**PUBLISHER/CHANCEMAN/CEO**  
MARTIN WERNICKE

1922-2000

**PUBLISHED BY**  
MMN PUBLISHING CORP.

**APPAREL NEWS GROUP**  
Publishers of:

California Apparel News

Waterwear

Jr.

**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](http://www.apparelnews.net)

[webmaster@apparelnews.net](mailto:webmaster@apparelnews.net)

PRINTED IN THE U.S.A.





# STYLE HONG KONG



## Hong Kong Pavilion

香港館

13 - 16 February 2011

SOURCING at MAGIC, Las Vegas

Hong Kong Pavilion

Booth No. 66940-66941

South Hall, Las Vegas Convention Center

**Unique Value through Quality, Creativity, Reliability and Sophistication**

**Come and visit the Hong Kong Pavilion at  
SOURCING at MAGIC, Las Vegas!**

For more information, please contact our Los Angeles office:

Tel: 1 (213) 622 3194 Fax: 1 (213) 613 1490 Email: [los.angeles.office@hktdc.org](mailto:los.angeles.office@hktdc.org)

[www.hktdc.com](http://www.hktdc.com)





GRUPO  
INDUSTRIAL

MIRO

Latin America's #1 TEXTILE MILL

BEST QUALITY GUARANTEED | DELIVERIES WITHIN TWO WEEKS

WE EXPORT FABRICS AND T-SHIRTS



[www.grupomiro.com](http://www.grupomiro.com)

[exports@grupomiro.com](mailto:exports@grupomiro.com)