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**TEXTILE TRENDS**



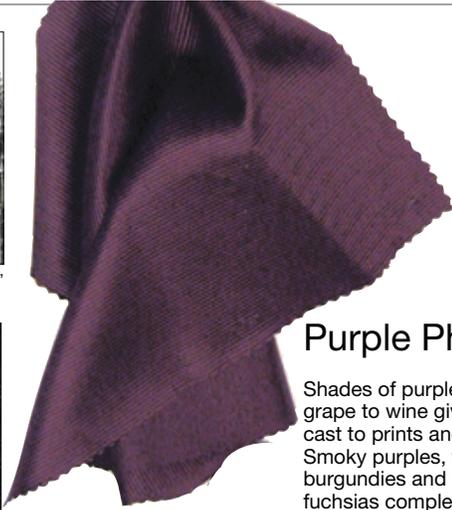
Solid Stone Fabrics #6245



Cinergy Textiles Inc.  
#Jersey-13459



AVID Ink #A120528 "Exterior Etch"

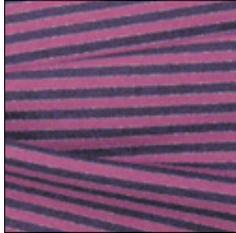


**Purple Phase**

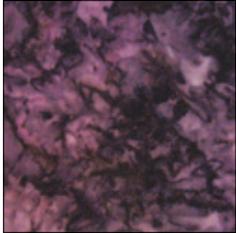
Shades of purple from grape to wine give a rich cast to prints and solids. Smoky purples, tart burgundies and cheerful fuchsias complete the color story.

—Alison A. Nieder

Symphony Fabrics Corp.  
"Melano Stretch Ottoman"



Eclat Textile Co. Ltd. #R2-0903145 jersey stripe



Robert Kaufman Fabrics #AMD-7012-95 burgundy



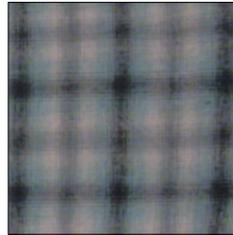
Robert Kaufman Fabrics #AMD-9357-232 wineberry



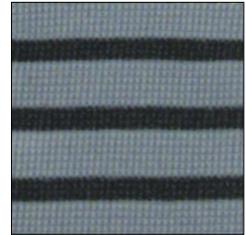
AVID Ink #A121556 "Even So"



Robert Kaufman Fabrics  
#AMD-9359-218 avocado



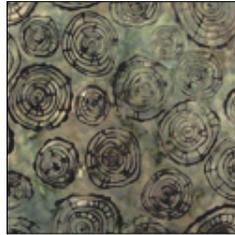
Cinergy Textiles Inc.  
#gauze-2179



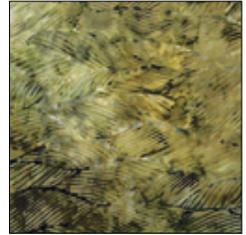
Cinergy Textiles Inc.  
#thermal-13518

**Easy Greens**

Textile designers go back to nature to create an eco-themed palette that ranges from mossy green to marine blue.



Robert Kaufman Fabrics  
#AMD-9360-58 cactus

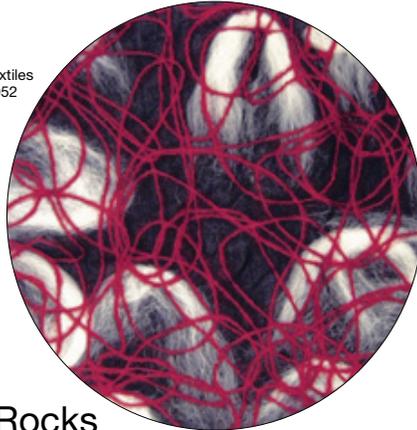


Robert Kaufman Fabrics  
#AMD-9358-58 cactus



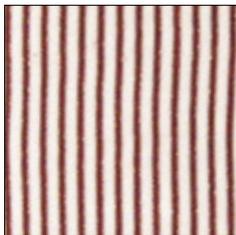
Robert Kaufman Fabrics  
#ASY-9605-193 "Summer"

D&N Textiles  
Inc. #3952



**Red Rocks**

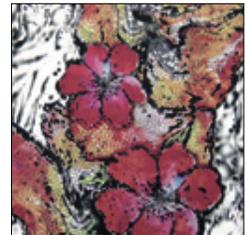
Red rocks for printed knits and wovens—including cheeky conversationals, moody abstracts or nautical stripes with a hint of metallic. The bright shade looks best when paired with black and gray.



Cinergy Textile Inc. #Knit-K9325



Solid Stone Fabrics #6250



AVID Ink #A121727 "Look at This"



Robert Kaufman Fabrics  
#AMD-9354-120 "Bordeaux"



AVID Ink #A121632 "Magic Red"

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## SOURCING NOTES

### Buhler Introduces Micro Tencel Yarn

**Lenzing**, the maker of Tencel fiber, has introduced a new ultra version of the eco-friendly fiber, which will be available exclusively from **Buhler Quality Yarns Corp.** beginning in April.

Micro Tencel retains all the characteristics of Tencel—including high moisture absorption, antimicrobial properties and a soft, smooth hand—but it is available in finer deniers. A cross section of Micro Tencel has more fibers than traditional Tencel, which gives the new fiber a softer hand and added strength.

Tencel is made using a closed-loop process from wood pulp harvested from eucalyptus in a process certified by the **Forest Stewardship Council**. The closed-loop

process employs a non-toxic solvent and uses less water, dye and sodium. Tencel and Micro Tencel are made from fiber certified by the **Okeo-Tex 100** eco standard.

Buhler will be offering Micro Tencel in a range of sizes in both S and Z twists. The Jefferson, Ga.-based spinner will work initially with mills to create circular knit and seamless fabrics in Micro Tencel, but the company anticipates eventually rolling out a full range of fabrics made from Micro Tencel. The company's technical service and sales department is also available to assist mills in creating Micro Tencel fabrics from construction through wet processing.

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

### Government Warns Retailers on Bamboo Labeling

The federal government has warned 78 companies, including **Wal-Mart** and **Target**, that they could face monetary fines if they don't stop labeling certain rayon clothing as bamboo.

The U.S. Federal Trade Commission at the end of January sent letters to retailers putting them on notice that they must change their labels or face civil penalties of \$16,000 per violation.

"We need to make sure companies use proper labeling and advertising in their efforts to appeal to environmentally conscious consumers," said David Vladeck, director of the agency's Bureau of Consumer Protection, in a statement. "Rayon is rayon, even if bamboo has been used somewhere along the line in the manufacturing process."

The FTC sent letters outlining proper labeling procedures for textile products derived from bamboo. The letter says that rayon, even if manufactured using cellulose from bamboo, must be described using an appropriate term recognized under the FTC's textile rules.

Rayon is a man-made fiber created from

the cellulose found in plants and trees and processed with chemicals. Any plant or tree, including bamboo, can be used as the cellulose source, but the fiber has to be labeled "rayon."

Other retailers who received letters include **JCPenney**, **Jockey**, **Kmart**, **Kohl's**, **Land's End**, **Macy's**, **Maidenform**, **Nordstrom**, **REI**, **Saks Fifth Avenue**, **Sears**, **Sports Authority** and **The Gap**.

Last August, the FTC issued similar warnings to manufacturers and retailers who labeled their clothing "ecoKashmere," "Pure Bamboo," "Bamboo Comfort" and "BambooBaby." Four companies were sued and ended up settling the FTC charges and agreed to modify their labels.

Those companies were **Pure Bamboo**, **Sami Designs**, **The M Group Inc.** and **CSE Inc.**

"While we have seen action by some retailers to correct mislabeled clothing and textile products, our hope is that these warning letters will serve as a wake-up call to all companies, regardless of their size," Vladeck said.—*Deborah Belgun*

### STC-QST to Distribute High-End Buttons

**STC-QST**, the supplier of interlinings, pocketing, embroidery backing and other inner construction materials to the Los Angeles apparel and home furnishings industry, has signed on to become the West Coast distributor of **ITS Worldwide**, a New York-based maker of high-end and mass-market buttons and hardware.

ITS, which designs its buttons in Italy and derives inspiration for its buttons from European runways, produces its high-end collection in



**BUTTONED UP:** Ross Scrivano (left) ITS' Marc Shuman (center) and Brian Weitman (right) want to sell you buttons.



**CUSTOM CLIENTS:** ITS can provide custom buttons and hardware and offers upscale fabrications as well as mass-market goods.

Italy. The more price-conscious collection is derivative of ITS' designer buttons and is produced in China. Some of ITS' clients include **Celine** and **Michael Kors**, but Brian Weitman, STC-QST's chief executive, sees a need for fashion-forward buttons and hardware in Los Angeles' contemporary and designer markets.

"There's nothing like this in the Los Angeles market," Weitman said, adding that the tiered pricing and extensive inventory give ITS' buttons a broad appeal.

Ross Scrivano will lead sales of ITS' buttons for STC-QST. The distribution deal is the first of its kind for ITS.—*Erin Barajas*

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# Door to China Opening Up for U.S. Brands

By Deborah Belgium Senior Editor

U.S. brands interested in setting up showrooms in Shanghai now have a vehicle to make that easier.

Los Angeles-based **Tradeshow Associates** is working with a new program to connect apparel companies to retail franchisers in China. The program, called **International Fashion Exchange (IFEX)**, offers turn-key showrooms for \$25,000 a year at the **ShanghaiMart**. This includes a showroom manager, four matchmaking events a year with Chinese business contacts, marketing support, China-oriented design services and information services to connect with a key group of distributors in the retail industry.

"This is a permanent space for 365 days a year," said David Pennes, president and chief operating office of Tradeshow Associates. "Going to a trade show for three days costs about \$10,000 for expenses. And this is for \$25,000."

The showrooms are not limited to U.S. brands but open to other companies around the world. South Korea already has eight brands signed up, and Japan has four brands.

Tradeshow Associates, which for two years is the exclusive agent for IFEX, works with one-store and multi-unit franchisers as well as master franchisers.

Distribution franchisers will set up a few stores under a brand name and then contract with other sub-franchisees to set up other stores. A master franchiser will negotiate to exclusively distribute and set up stores in a certain region under a brand's name.

"For example, a master franchiser would come in and want to distribute in the entire Shanghai area," Pennes explained. "Then the individual brand and the mas-

ter franchiser would determine the components of that particular arrangement. That could mean they would open up 10 stores the first year and 30 stores the second year and 50 stores the third year."

All the branded IFEX showrooms will be located on the ShanghaiMart's 10th floor, which is being redesigned for an Aug. 10 launch date. "The floor will be totally revamped with a grand entrance area and an area for display and different types of facilities to augment the IFEX concept," Pennes said.

The ShanghaiMart was opened in 2000 and has 12 floors of 2,200 showrooms and another 22 floors of trade offices in the Hongqiao economic-development zone of the city, which has become the business hub of China.

## New York sourcing show

In addition, Tradeshow Associates is working with **Texworld USA** to find sourcing exhibitors for Texworld's new **International Apparel Sourcing Show**, which debuts July

13-15 at the **Jacob K. Javits Convention Center** in New York. "We will work with all the trade commissioners from all the major countries—such as China, Pakistan, India, Korea, Hong Kong, Vietnam, Thailand—all the African countries; South American producers, the bulk being in Brazil, Peru and Colombia; all of Central America; Mexico; and Canada," said Pennes, who used to work as the show director and international sales manager for the large sourcing show, held twice a year at the **MAGIC Marketplace** in Las Vegas.

**Messe Frankfurt USA**, which launched **Texworld USA** as a twice-a-year event for fabric sourcing, is working with **CCPIT Tex**, the Chinese government group that promotes the country's textile and garment manufacturers, to bring Chinese apparel companies to the annual sourcing show. The eighth edition of **Texworld USA**, in January, showcased 139 exhibitors from 14 countries and had 2,468 attendees.

For more information, contact Tradeshow Associates at (805) 241-4030 or visit [www.tradeshowassociates.net](http://www.tradeshowassociates.net).

## Big Increase for Container-Traffic Forecast for 2010

Cargo-container traffic at the nation's ports is expected to be up a sizeable 25 percent during the first six months of this year compared with last year.

According to *Port Tracker*, a monthly newsletter published by the **National Retail Federation**, the prediction assumes we are not in a double-dip recession—which means we go in, out and back into a recession—and that a recovery is underway.

"This is a dramatic turnaround over what we've seen during the past two years," said Jonathan Gold, NRF vice president for supply chain and customs policy. "Increases in import volumes don't correspond directly with dollar volumes in sales, so caution has to be exercised when looking at these numbers. But retailers are clearly expecting to move more merchandise this year."

Last year was one of the worst years for container traffic since 2003. In 2009, 12.7 million 20-foot containers passed through the nation's major ports, down 17 percent from 2008's 15.2 million containers and the lowest volume since 2003's 12.5 million containers.

At the **Port of Los Angeles**, traffic last year was down 14 percent to 6.75 million cargo containers. Activity dipped even more at the **Port of Long Beach**, where container traffic plummeted 20 percent to 5 million containers.

—D.B.

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# Bringing Technology Home

Cal Poly Pomona explores the possibility of single-camera body scanning.

By Alison A. Nieder Executive Editor

In the corner of the mass customization lab at **California State Polytechnic University, Pomona**, in Pomona, Calif., stands a [TC]2 NX16 body scanner, acquired by the university in 2007. Roughly the size of a fitting room, the body scanner has 16 cameras, which take a three-dimensional image of a body, allowing students and faculty to create a perfect-fit avatar based on the scanned measurements.

The NX16's accuracy is impressive, but new software created by an aerospace engi-

neer has got Cal Poly Pomona faculty thinking on a much smaller scale.

The school is currently developing a single-camera body scanner that will use

**“Basically any kind of linear or circumferential measurement of the body that you can do with a tape measure, we can do.”**

—HENRY PFISTER, CREATOR OF THE VMS SINGLE-CAMERA BODY SCANNING SYSTEM

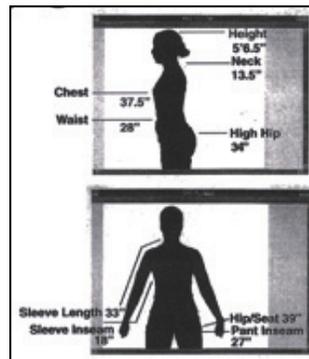
video-measurement-system technology—or VMS—to allow the consumer to create his or her own perfect-fit avatar using a single

camera, such as a web cam found on many home computers or laptops.

“This is going to be the technology that drives customization,” said Peter Kilduff, chair of the Apparel Merchandising & Management department at Cal Poly Pomona.

Several apparel companies, including Levi Strauss & Co. and Brooks Brothers, have attempted to capitalize on body-scanning technology to create garments with a custom fit with varying results.

St. Louis-based designer Lori Coulter of-



**KEY MEASUREMENTS:** The Video Measurement System—or VMS—scans for the nine key measurements that are most often used to make apparel.

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fers custom-designed swimwear made from measurements taken from a multi-camera body scan.

Efforts such as the **ImageTwin Data Sharing Network**, a consortium of body-scanning locations around the United States, have attempted to simplify the process for end consumers.

A multi-camera body scanner such as the NX16 can cost between \$30,000 and \$80,000. [TC]2's NX16 scanner is currently priced for customers in the continental United States at \$35,000, which includes shipping, installation and training. The size of the equipment—and the cost—has prevented the process from entering the mainstream market. Multi-camera body scanners capture a great amount of detail, which make them ideal for video-game developers and animators; for the manufacturing of very specialized garments, such as space suits, helmets and some footwear; or in the medical field for artificial-limb replacement.

Rather than create a perfect 3-D likeness of the body, VMS gathers just the key measurements needed to create most apparel from just four digital photos snapped from a single camera.

“[Traditional] body scanning is taken from medical technology,” said Kristine Gloviak, senior manager of **PAD System Operation**, a division of **GCL Distribution USA** and a former designer who became interested in apparel technology in the early days of computer-aided design.

Gloviak has been working with Cal Poly Pomona to develop VMS using PAD Systems' pattern-making software.

Using special lighting and a video camera on a tripod, VMS captures four images—front, back and both sides of the body. The system generates nine measurements: bust circumference, waist circumference, high-hip circumference, low-hip circumference, leg inseam, neck circumference, sleeve length, wrist circumference and height.

“With apparel, you just need the critical measurements that are on the back of a catalog,” Gloviak said.

VMS was developed by Henry Pfister, a senior research engineer who works at the **Eglin Air Force Base** in Valparaiso, Fla.

Pfister and Gloviak met years ago when the two were working

➔ **Technology** page 10

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Technology *Continued from page 1*

on a project for **I.M. Singer and Co.**, the industrial and consumer sewing-machine maker, which, until the late 1980s, had a large aerospace and defense electronics division.

**Focus on key measurements**

Pfister came to learn about body-scanning technology while working on an image-analysis project for the military. "These body scanners were using multiple cameras and optical benches, and [at the time] they were all very expensive and very difficult to use," he said, adding that he came to realize that "the ideal body scanner would only use one camera and would be a simple installation.

Unlike a multiple-camera scanner, which scans a person standing still, Pfister's design calls for a stationary camera. "The person stands in front of it and they turn around," he

said. With PAD's help, Pfister built a prototype, which is currently installed at Cal Poly Pomona.

"It uses a number of clever ideas for extracting tailor measurements rather than getting clouds of points and then trying to figure out the body shape from that," Pfister said. "It actually works right down the way a tailor does with a tape measure. So it's a very simple thing."

Pfister and Gloviak opted to scan for the nine most frequently used measurements, gleaned from the **National Institute of Standards and Technology's** recommended tailors' measurements.

"Basically any kind of linear or circumferential measurement of the body that you can do with a tape measure, we can do," Pfister said. "It's not limited to the nine. Those are just the ones that are mostly used in the

apparel industry."

The next step is to conduct additional testing on VMS, including evaluating the system under different lighting and background conditions and variable distance between the scanner and the subject.

Cal Poly Pomona Assistant Professor Muditha Senanayake, who heads up the mass customization lab, is working with another Cal Poly professor, Amar Rajheja from the computer-science department, on a related project in which body measurements are extracted from a two-dimensional image, such as a photograph.



**AVATAR ME:** Multi-camera body scanners such as [TC]2's NX16 create an avatar of the scanned body. VMS captures just the key tailoring measurements, which are then exported into a pattern-making program. Instructors at Cal Poly Pomona are hoping eventually to be able to create an avatar from the VMS single-camera body scan.

VMS would make it easy to extract the key measurements needed to create a custom garment. But since the system gathers only measurements—not an image—it cannot currently generate an avatar—something Senanayake said he would like to see in the future.

"[We] would like to develop an avatar from the [VMS] scan at one point," he said. "[TC]2 scanner has the capability to define required measurements as needed and has additional functionality. VMS is limited to nine measurements at the moment. We want to develop it to the level where we can use it to produce any kind of apparel product."

But Gloviak sees an advantage to VMS' current method of gathering measurements only. Unlike the multiple-camera scanners, VMS allows for more anonymity because it does not generate a photographic image of the person being scanned.

**Targeting niche businesses**

Pfister said he envisions a future in which retailers no longer carry inventory and instead custom-make apparel to consumers' measurements. He points to other industries, such as production engineering, that have largely eliminated inventory for spare parts.

"In the production engineering area, we don't generally have big inventories of spare parts, he said. "We have numerical machining centers, and if you need a part for an F15 that's unusual—and they have thousands of parts in them—they just make it."

In the near term, he said, the bridal industry and the uniform business are ideal candidates for made-to-measure manufacturing. The speed and low-cost of the system would open up opportunities in non-apparel applications, such as fitness and weight-loss centers, Gloviak noted.

"It is my belief in the not too distant future, there won't be any on-the-rack clothes," he said. "You will go in and it will be made for you on the spot for anything other than basic socks and shirts. Anything of any value will be made to fit you. It will be made because it's cheap—not because it's better. It will be a lot less expensive to not cut the cloth until you've sold the garment." ●

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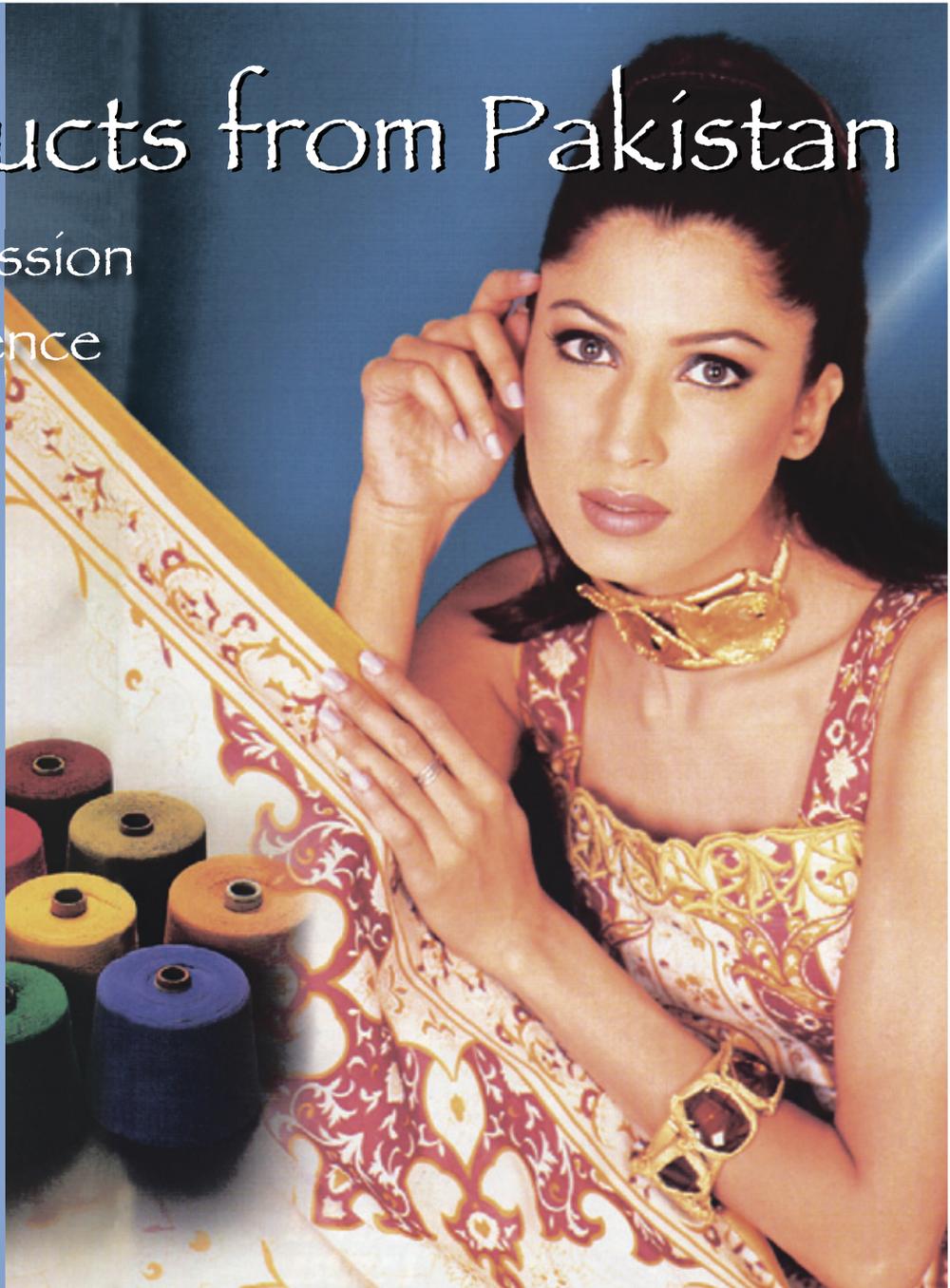
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# SOURCING & FABRIC RESOURCE GUIDE

February's apparel trade week in Las Vegas offers comprehensive sourcing for manufacturers as well as retailers. At the Las Vegas Convention Center, Sourcing at MAGIC represents hundreds of companies from 40 countries and connects branded-apparel companies with fabric wholesalers, designers, and product-development teams. At The Venetian, the ASAP Global Sourcing Show continues to feature the top 5% of full-package, overseas apparel manufacturers. The ASAP Show offers Global Trade Services to buyers who need one-stop-shopping and accountability and to overseas manufacturers who need a local U.S. representative (details at [www.asapshow.com](http://www.asapshow.com)). Sourcing at MAGIC runs Feb. 16-18, and ASAP Global Sourcing Show runs Feb. 15-17. Both feature unique matchmaking services and educational seminars. In conjunction, this guide profiles key providers in the textile and trim categories, technology solutions, sourcing trade events, and more.

## FABRICS & FIBERS



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Los Angeles, CA 90007  
(323) 232-2061; Fax (323) 233-7751  
[annat@antexknitting.com](mailto:annat@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, poly/cotton, rayon blends, cotton modal, micro-fiber, nylon, and spandex fabrics.

**What's New:** Flame-resistant PyroSafe by Antex®; Greenline 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.



### Asher Fabric Concepts

2833 Leonis Blvd. #308  
Vernon, CA 90058  
(323) 251-9090 or (323) 581-1112  
Fax (323) 581-1117  
[asher@asherconcepts.com](mailto:asher@asherconcepts.com)  
Contact: Asher Shalom

**Product Line:** Fabrics made in California from luxurious fibers

**What's New:** Sophisticated fabrics for the contemporary market  
**Services:** We accommodate both small and big lot orders.

**Custom Work:** Yes

**Inventory:** Samples or small lots  
**Price Points:** \$2.10-\$12 per yard  
**Turnaround Time:** 3-4 weeks  
**Competitive Edge:** We offer the most fashion-forward fabrics, PFGD solid colors, and prints made in the USA.



### Buhler Quality Yarns Corp.

1881 Athens Highway  
Jefferson, GA 30549  
(706) 367-9834; Fax (706) 367-9837  
[www.buhlerqualityyarns.com](http://www.buhlerqualityyarns.com)  
[sales@buhlerqualityyarns.com](mailto:sales@buhlerqualityyarns.com)  
Contact: David Sasso, Werner Bieri, Victor Almeida, Linda Newton

**Product Line:** Ring-spun yarn with 100% Supima, 100% Micro Modal, 50/50 Supima Micro Modal, and 50/50 Supima Outlast. Yarn count ranges from 12/1 Ne to 90/1 Ne.

**What's New:** Royal Spun and fashion slub yarns in Supima and Supima Micro Modal for super-soft, comfortable, durable, bright, and extraordinarily strong fabrics.

**Inventory:** Popular counts and blends are inventoried.  
**Minimum:** No minimums for samples; pallet quantities (approximately 1,000 lbs.) for production orders  
**Turnaround Time:** 2-4 weeks

**Competitive Edge:** Service, quality, innovation, and flexibility



### Design-Knit, Inc.

1636 Staunton Ave.  
Los Angeles, CA 90021

(213) 742-1234; Fax (213) 748-7110

[www.designknit.com](http://www.designknit.com)  
[shalat@designknit.com](mailto:shalat@designknit.com)  
Contact: Shala Tabassi

**Products:** Designer and better contemporary knit fabrics from sheer to heavy weight

**What's New:** New items include novelty and basic fabrics with cashmere, silk, wool, rayon, Modal blends, organic cotton, organic Supima cotton, organic Supima/micro Modal, Supima blends, hemp, recycled poly, bamboo/cotton, yarn-dye solids and stripes, garment-dyeable stripes, and an extensive collection of fabrics made with eco-friendly fibers.

**Custom Work:** Yes

**Inventory:** Wide selection

**Minimum:** Varies by fabric

**Price Points:** Moderate to high

**Competitive Edge:** We offer new and innovative fabrics every season.



### MJ Textile, Inc.

110 E. Ninth St., Ste. B798  
Los Angeles, CA 90079  
(213) 627-0034; Fax (213) 627-0079  
[www.mjtextile.com](http://www.mjtextile.com)  
[info@mjtextile.com](mailto:info@mjtextile.com)

Contact: Mr. Michael

**Product Line:** Herbal, go green, and organic fabrics plus hand-block prints and vegetable, root, and fruit prints

**What's New:** Japanese fabrics, herbal dye, vegetable prints, and hand-block prints

**Services:** All related textile services such as sanding, brushing, dye, and print

**Custom Work:** Yes, we knit and dye in 2 weeks all kinds of novelty fabrics.

**Inventory:** 200 lines of fabric in stock

**Minimum:** None for stock; one lot for domestic order  
**Price Points:** \$1.50-\$10



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**Turnaround Time:** 24 hours for stock; 2 weeks after lead time for domestic  
**Competitive Edge:** Superior quality



### Parcheh Inc.

4826 S. Figueroa St.  
 Los Angeles, CA 90037  
 (323) 544-0171; Fax (323) 544-0174  
 moeg12@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, terry, fleece, and pointelle, 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  
 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, dobbies, 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 Web site. 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.

## FINDINGS & TRIMMINGS



### 3A Thread & Supply Co.

1006 S. San Pedro St.  
 Los Angeles, CA 90015  
 (213) 749-0103; Fax (213) 748-6447  
 www.us3a.com  
 3a@us3a.com  
 Contact: Wayne Jung

**Product Line:** Thread, woven and printed labels, buttons, cord and cord lock, elastics, zippers, and more

**What's New:** Fabric and products sourcing

**Custom Orders:** yes

**Inventory:** All items inventoried in Los Angeles

**Minimum:** \$50

**Price Points:** Varies by product

**Turnaround Time:** 1-10 days

## FUSINGS & BONDINGS



### Hi Fashion Production Inc.

2850 Tanager 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.



### Metro Pads

3817 S. Santa Fe Ave.  
 Vernon, CA 90058  
 323-277-7600

www.metro padsla.com

Contact: Uri Pakravan

**Product Line:** For 20 years, Metro Pads Inc. has been manufacturing bra cups in the United States, supplying the swimwear and lingerie industries and, most recently, the apparel industry.

**Services:** Because Metro Pads Inc. makes its own molds, it can offer custom shapes and sizes. In addition,

laminated foam in several thicknesses and a large variety of colors are available at very low minimums.  
**Competitive Edge:** The Made in the USA label assures customers of quality control, flexible deliveries, quick turnarounds, and competitive pricing.

## TAGS & LABELS



### California Label Products

13255 S. Broadway  
 Los Angeles, CA 90061  
 (310) 523-5800; Fax (310) 523-5858  
 www.californialabelproducts.com  
 info@californialabel.com  
 Contact: Tasha Garfield

**Product Line:** Custom departments include woven and printed labels, hangtags, heat transfers, novelty items, in-house art services, and eco-friendly items. California Label Products offers self-adhesive labels, price tickets, thermal transfer labels and ribbons, barcode and care-label service bureaus, and software and label-printing services.

**What's New:** We have an entire line of eco-friendly labels and tags including recycled papers, hemp materials, cotton, and canvas labels.

**Services:** In-house art department and product-development team

**Custom Work:** Yes

**Competitive Edge:** We are a complete tag and label resource, serving the garment industry for more than 15 years. California Label Products is going "Back to Basics" with lower prices, lower minimums, and faster deliveries—priorities in addition to excellent customer service and quality products from design to delivery.

Sourcing & Fabric page 14

# 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  
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# SOURCING & FABRIC RESOURCE GUIDE

Continued from page 13

## TECHNOLOGY



### AG Systems/PERFECT FIT™

707 Cesar Chavez St.  
San Francisco, CA 94124  
(415) 821-6300  
Fax (415) 821-6332  
www.perfectfit.net

Contact: Alan Grimberg

**Client Base:** Small- to medium-sized apparel and accessories manufacturers, importers, and distributors.

**Products:** PERFECT FIT Apparel Management Software System has more than 25 modules available, so clients can purchase only the functions they need. PERFECT FIT is used for order entry, customer tracking, inventory control, production control, accounting, and all other related management tasks. Multiple preferences within the software allow custom configuration.

**What's New:** A new Forecasting module that takes into account customer order delivery dates, purchase order, and cut receipt dates so you can print a report that shows available to sell on a weekly basis.

**Services:** Software sales, installation, and training; transfer of legacy data; business and computer consulting; custom software systems and modifications; and a great tech support staff committed to a rapid response.

**Competitive Edge:** Our 24 years of experience with Windows operating systems has enabled us to create an easy-to-use and powerful computer program at a very competitive price. The powerful built-in double entry accounting system is complete with accounts payable, payroll, and general ledger.



### Gerber Technology

24 Industrial Park Road West  
Tolland, CT 06084  
(860) 871-8082; Fax (860) 871-3858  
www.gerbertechnology.com

Contact: Elizabeth King

**Client Base:** Fashion apparel, footwear, accessory and soft-goods brands, retailers, and manufacturers.

**Products:** YuniquePLM™ is an innovative, Product Lifestyle Management solution that delivers a full range of functionality across the entire value chain including planning, concept, development, and supply chain.

**What's New:** Yunique PLM is a 100 percent Microsoft.net Web-based solution that allows the user to run natively on both Mac and PC operating systems. The collaboration features allow users to work in partnership securely and in real time with off-shore trading partners, customers, and everyone throughout the value chain. The interoperability with ERP, SCM, and CRM systems align businesses' critical needs and technology.

**Services:** Gerber's project management methodology ensures any change in scope is quickly identified and managed. Tight system integration supports chain visibility and agility. **Competitive Edge:** YuniquePLM™ leverages the Internet to provide users with ease-of-use and global connectivity needed to collaborate across the enterprise and supply chain while the process-centric design aligns itself with the flow of the product design and development processes.



### 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 2-D flat pattern design, 3-D 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 3-D to 2-D garment flattening, 3-D digitizing, updated models, and the ability to create animated 3-D 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, 3-D design, 3-D 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.



### Pacific Apparel Systems

12459 W. Washington Blvd.  
Los Angeles, CA 90066  
(310) 397-1123; Fax (310) 397-1163  
Toll-free (866) 397-1123  
www.pacificapparel.com  
carl@pacificapparel.com  
Contact: Carl Ginsberg

**Products:** A fully integrated, easy-to use, Windows-based software solution that provides comprehensive busi-

ness features. A fully integrated, in-house EDI module, as well as a Factor Transaction Processing module, is available. The user-friendly Help System provides visual and text-based instructions for all areas of the system. **What's New:** We now support Microsoft's Sequel Server Database (SQL). **Services:** New features, reports, and displays are provided on a regular basis. We also offer training and telephone and interactive support. **Competitive Edge:** Our extensive experience authoring apparel software enables us to provide comprehensive but easy-to-use software solutions for any size company at very cost-effective pricing. A 30-day-free trial of the system is available.

## TEXTILE SERVICES



### Colormax/Goodman Industries

1627 Paloma St.  
Los Angeles, CA 90021  
(213) 746-6060; Fax (213) 746-6111  
Contact: Goody Haydarzadeh, CEO

**Product Line:** Specialize in laundry, enzyme wash, framing

**What's New:** Trouble-shooting, torque control, new finish

**Services:** Laundry, framing, wash, problem correction, shrinkage control

**Custom Orders:** Yes

**Inventory:** No

**Minimum:** \$50

**Turnaround Time:** 24-hour service available

**Competitive Edge:** Good knowledge of fabric, fast service.



### Geltman Industries

1914 Bay St.  
Los Angeles, CA 90021

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or email RoyalBlueInt@aol.com

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

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

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(213) 622-2015; Fax (213) 622-4572

www.geltman.com

geltmanind@aol.com

Contact: Shari Rezai, 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.

ROYAL BLUE, INC.

### Royal Blue, Inc.

3506 Rode Road  
Los Angeles, CA 90018  
(323) 299-1700; Fax (323) 299-9495

elikahen@aol.com

Contact: Eli Kahen

**Services:** Royal Blue serves manufacturers with garment treatments such as enzyme wash, bleaching, sanding, potassium wash, and potassium spray. In addition, the company offers all types of washes—direct, reactive, pigment, distress, tie-dye, mineral, and more.

**What's New:** Crystal, spray, discharge, botanical, crinkle, Ambré dip dye, and more

**Turnaround Time:** Please call

## TRADE SHOWS

california | market center

### California Market Center

110 E. Ninth St.  
Los Angeles, CA 90079  
Exhibit (213) 630-3696  
Attend (213) 630-3683  
www.californiamarketcenter.com  
info@californiamarketcenter.com

**Show Dates:** LA Fashion Market Fall '10, March 19-23; Transit & Focus, March 20-23; LA Fashion Market Fall II/Holiday '10, June 14-17; LA Fashion Market Holiday/Resort '10, Aug. 9-12; LA Fashion Market Spring '11, Oct. 15-19.

**Description:** The California Market Center (CMC) is the hub for the style industries in Los Angeles. More than 1,000 showrooms and nearly 10,000 product lines are housed in three 13-story wings. The CMC is open daily and hosts five major fashion markets, two textile markets, and four gift and home markets each year in addition to a range of market days, fashion weeks, educational events, and seminars throughout the year.



### Consulate General of Pakistan Trade Division

10850 Wilshire Blvd., Ste. 1250  
Los Angeles, CA 90024  
(310) 474-6861; Fax (310) 474-4871  
Contact: Mr. Eazaz Dar, Commercial Counselor  
pakcom.la@tdap.gov.pk  
www.pakconsulatela.org

**Show Dates:** Trade Delegation of U.S. Buyers to Pakistan EXPO 2010 will be held Feb. 26-28. ([www.expopakistan.gov.pk](http://www.expopakistan.gov.pk)). Sourcing at MAGIC in the Las Vegas Convention Center, North Hall, Booths 66104-66116 and 66204-66216, Feb. 16-18.

**Description:** A complete range of apparel items including cotton knit polos and T-shirts, flannel, denim, sports gear, jackets, and other leather products. Outstanding product quality, highly competitive prices, reliable delivery schedules, and capability to fill small to very large orders, customer service orientation, all supported by the Government of Pakistan.

Sourcing & Fabric page 16



# CALIFORNIA LABEL PRODUCTS

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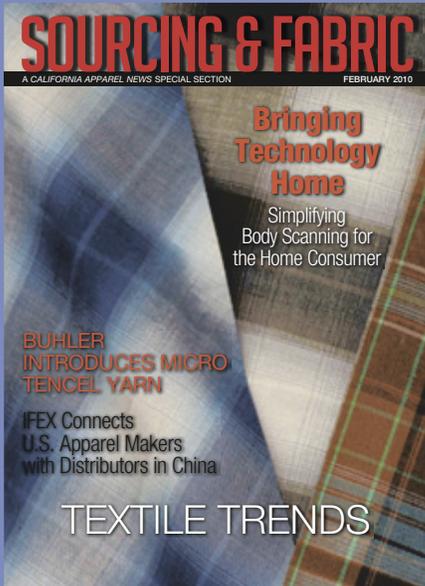
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Get into the next issue.

August 2010

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(213) 627-3737 Ext.213

CALIFORNIA  
**Apparel News**

## Pacific Apparel Systems, Inc.

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### Pacific Apparel Systems, Inc.

12459 Washington Blvd., Los Angeles CA 90066  
Phone: (310) 397-1123 | Toll Free: (866) 397-1123  
Fax: (310) 397-1163

www.pacificapparelsystems.com  
e-mail: carl@pacificapparelsystems.com



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[www.us3a.com](http://www.us3a.com)

[www.3ajewelry.com](http://www.3ajewelry.com)

## SOURCING & FABRIC RESOURCE GUIDE

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### Dallas Market Center

2100 Stemmons Freeway  
Dallas, TX 75207  
(800) DAL-MKTS; (214) 749-5458  
[www.dallasmarketcenter.com](http://www.dallasmarketcenter.com)  
info@mcmcm.com

Contact: Meredith Hite

**Show Dates:** Dallas Apparel and Accessory markets: March 25-28; June 3-6; Aug. 12-15; Oct. 21-24. Please confirm dates before booking travel, as dates are tentative and subject to change.

**Description:** Within its marketplace of more than 5 million square feet, retailers from around the globe, apparel and accessories for men, women and children, specialty categories of bridal, special occasion, prom, quinceañera and Western, home furnishings, gifts, decorative accessories, gourmet, lighting, textiles, floral, seasonal décor, and much more. With more than 50 markets each year attended by more than 200,000 retail buyers from all 50 states and 84 countries, Dallas Market Center offers hundreds of events and seminars geared toward helping retailers expand business and increase profits. As a result, more than \$8 billion in estimated wholesale transactions are conducted annually within the Dallas Market Center complex.



### GlobalTex: International Textile Fair

Market Center Management Company  
2100 Stemmons Freeway

Dallas, TX 75207  
(800) DAL-MKTS; Fax: (214) 749-5458  
[www.marketcentermanagement.com](http://www.marketcentermanagement.com)  
info@mcmcm.com  
Contact: Meredith Hite

**Show Dates:** March 2-4; Sept. 28-30.

**Description:** GlobalTex: LA International Textile & Sourcing Fair is a full-scale production and design trade show in the United States presenting the complete supply chain for apparel design and production. GlobalTex is endorsed by the Textile Association of Los Angeles (TALA) and the California Fashion Association (CFA). The show attracts leading designers, product developers, retailers, and wholesalers. GlobalTex features the latest fabrics, trims, yarn, textile design, garment manufacturing including private label, and manufacturing technology. For 2010, no show on the West Coast offers more European resources and more new resources that have not shown in Los Angeles. GlobalTex's Web site is available at [www.globaltex.com](http://www.globaltex.com).



### Guatemala Apparel and Textile Industry Association

15 Avenida 14-72, Zona 13  
Guatemala, Guatemala 01013  
(502) 2410 8323; Fax (502) 2410 8321  
[www.apparel.com.gt](http://www.apparel.com.gt)

[www.vestex.com.gt](http://www.vestex.com.gt)

[vestex@apparel.com.gt](mailto:vestex@apparel.com.gt)

Contact: Ligdia Barrios

**Description:** Representation of the interests of the Guatemalan apparel and textile export industry before private or government, national or international entities

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### Hong Kong Trade Development Council

350 S. Figueroa St., Ste. 139  
Los Angeles, CA 90071  
(213) 622-3194; Fax (213) 613-1490  
www.hktdcc.org  
hktcdc.office@hktdcc.org

Contact: Julia Son  
**Show Dates:** Feb. 16-18 at Sourcing at MAGIC in the North Hall, Las Vegas Convention Center  
**Description:** Source Hong Kong in Las Vegas. For free sourcing online, visit our web site.



### The Source/International Textiles Expo

80 Melrose Ave.  
Lynbrook, NY 11563  
(516) 596-3937  
Fax (516) 596-3941  
www.textileshows.com  
textileshow@earthlink.net  
Contact: Pat Kobishyn

**Show Dates:** March 8-10 at the Rio All Suite Hotel & Casino in Las Vegas; Sept. 13-15 at the Bally's 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.



### SPESA EXPO

9650 Strickland Road, Ste. 103-324  
Raleigh, NC 27615  
(919) 872-8909; Fax (919) 872-1915  
www.spesaexpo.com  
dave@spesa.org  
Contact: Dave Gardner

**Show Dates:** May 18-20, 2010, at the Georgia World Congress Center in Atlanta.

**Description:** SPESA EXPO is a comprehensive exhibition and educational event for the fashion and sewn-products industry. It covers the entire concept-to-delivery product lifecycle by showcasing the complete range of resources for design, product development, pre-production, sourcing, production, and distribution, including machinery and equipment, fabrics and materials, trims and components, production, and supply-chain services, IT and software solutions, logistics and distribution, education and professional services, and more. For 2010, SPESA EXPO is co-locating with two prominent textile events, ATME-/MEGATEX and Techtextil North America, to form the first-ever Textile and Sewn Products Industry Week in Atlanta.

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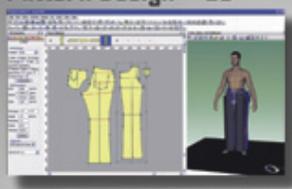
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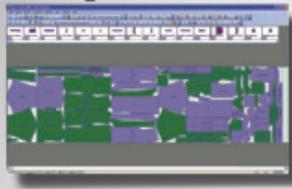
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## AAFA Sourcing Conference Set for May

The American Apparel & Footwear Association will be holding its eighth annual **International Sourcing, Customs and Logistics Integration Conference** May 5-7 in Miami.

The three-day event at the **Gansevoort Hotel** will cover key and emerging issues currently facing U.S. apparel and footwear brands and their suppliers with industry experts sharing their experiences and ideas.

The keynote speech will be given by Rick Darling, president of **Li & Fung USA**, part of **The Li & Fung Group**, the Hong Kong-based sourcing enterprise with offices around the world. Darling will highlight China's economic growth and emergence as a world leader in international trade.

Other apparel entities that will have speakers or panelists at the conference include **Anvil Knitwear**, **Bureau Veritas**, **Columbia Sportswear**, **Hanesbrands**, **Intertek**, **Luen Thai**, **Maersk Shipping**, **Phil-**

**lips-Van Heusen**, **Sandler & Travis Trade Advisory**, **TradeCard Inc.** and **VF Corp.**

"For the last seven years, AAFA has used this international sourcing conference to help U.S. apparel and footwear companies navigate often-complicated sourcing strategies," said AAFA President and Chief Executive Kevin Burke. "This past year was difficult for our industry. That is why we have built this year's theme on refocusing our efforts and moving forward as quickly as we can. We are thrilled that this year's program is shaping up to be our best yet."

Key agenda items will cover trade and sourcing alternatives, sustainability, product safety, customs, social compliance, and global logistics. Also attendees will be able to tour the new **UPS** hub for Latin America at the **Miami International Airport**.

For more information, contact Mary Howell at (703) 797-9045 or go to [www.apparelantfootwear.org](http://www.apparelantfootwear.org).—*Deborah Belgum*

## Crowley Delivers Relief Supplies to Haiti

**Crowley Maritime Corp.** teamed up with the U.S. Transportation Command to deliver more than 460 containers of relief supplies to Haiti, which is still struggling in the aftermath of last month's devastating earthquake.

The Jacksonville, Fla.-based freight company made four relief-supply trips, stopping three times in the country's capital, Port-au-Prince, and twice in Rio Haina, where supplies were then trucked to Port-au-Prince. Three of the trips were made by the Marcajama and one was made by the Crowley Americas, both Crowley ships. The Marcajama is expected to make another trip to Port-au-Prince under contract with USTRANSCOM to deliver more relief cargo. So far, the company delivered 462 containers of relief cargo to the area.

"With every voyage we are able to make, we bring much-needed supplies to the people of Haiti, allowing them to begin the process of rebuilding their lives, their country and eventually re-establish commerce," said John Hourihan, senior vice president and general manager, Latin America services.

Crowley has temporary suspended its scheduled commercial cargo services to and

from Haiti. The company has set up a customer-service group to answer questions—including assisting customers in sending relief supplies to Haiti. All relief cargo bookings must first be qualified by the Haiti Team customer-service group. For information, call (800) 490-3321 or e-mail [haitifiefcargo@crowley.com](mailto:haitifiefcargo@crowley.com).

Crowley Maritime Corp. is owned by **Crowley Holdings Inc.**, an 118-year-old privately held family- and employee-owned company.

The company operates six lines of business: Puerto Rico/Caribbean Liner Services, Latin America Liner Services, Logistics Services, Petroleum Services, Marine Services and Technical Services. The company's services include liner container shipping, logistics, contract towing and transportation, ship assist and escort, energy support, government services, petroleum and chemical transportation, and distribution and sales. Crowley also operates two subsidiaries, **TITAN Salvage**, which provides salvage and emergency response services, and **Jensen Maritime**, which oversees vessel management, vessel construction and naval architecture.

—*Alison A. Nieder*

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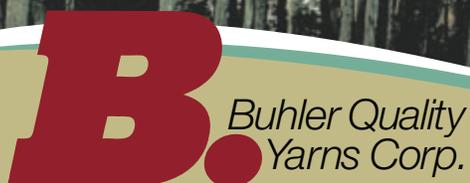
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