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AUGUST 2011

TEXTILE TRENDS

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Black Watch

Animal Bites

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Multi-Ethnic

Gold Bug

Primary Season

Unifi and Polartec Take Recycling From Company to Consumer

San Francisco Port Chief to Take U.S. Customs' Textile Top Spot

Textile Enforcement and Security Act Proposed

Central American Imports Under Scrutiny

ISKO, Hudson Partner for Exclusive Fabric Launch

**California Label's
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Recycled-Fiber Program Encompasses Manufacturers and Consumers

Unifi and Polartec want their textiles back. And your manufacturing scraps, too.

The two companies are partnering to launch the **Repreve Textile Takeback Program** to collect polyester fabric scraps and post-consumer-waste polyester textiles, which will be recycled into Unifi's new **Repreve Takeback** fiber.

"The industry continues to focus on ways to reduce textile-fabric waste throughout the supply chain. However, as a byproduct of manufacturing, waste is still created," said Roger Berrier, Unifi president and chief operating officer. "The Textile Takeback Program provides the industry with a responsible and sustainable outlet for this waste while expanding the growth and reach of the Repreve brand."

Unifi and Polartec partnered with Lansing, Mich.-based **Peckham Inc.** to develop the process for recycling Polartec polyester cut waste into the new yarn. Dubbed **Polartec Repreve 100**, the new yarn is a blend of recycled bottles and recycled fabrics. Polartec Repreve 100 will be used to make Polartec performance fabrics for the outdoor-apparel market.

"In typical garment manufacturing, 10 to 20 percent of all fabric produced becomes cut waste left over after panels are cut," said Andy Vecchione, Polartec president and chief executive officer. "This fabric has historically been down cycled into batting or simply sent to the landfill. We can now use this waste stream to create new, first-quality performance Polartec fabrics."

This year, 40 percent of Polartec's total production will include Repreve 100 recycled yarns. The company expects that number to grow next year, according to Vecchione.

Going forward, Unifi plans to expand its Repreve Textile Takeback Program to include other partners.

Greensboro, N.C.-based Unifi produces multi-filament polyester and nylon textured yarns and related raw materials for the apparel, leg-wear and home-furnishings markets, as well as medical, industrial and military applications. Lawrence, Mass.-based Polartec produces performance fabrics for base layers, insulation and extreme-weather protection.

For more information, visit www.unifi.com, www.repreve.com or www.polartec.com.

—Alison A. Nieder

Hudson Teams With ISKO for Denim 'Knit'

Los Angeles-based premium-denim brand **Hudson** has a new woven denim fabric that looks like denim and feels like knit.

Created in an exclusive collaboration with Turkish denim mill **ISKO**, **F&F Future Face of Indigo** is a patented woven technology that creates a fabric that has the fit and lightness of a knit but the shape retention of a woven.

Hudson will exclusively launch F&F Future Face of Indigo in the United States under the name Hudson x ISKO Freedom of Movement



WOVEN VS. KNIT: The Hudson x ISKO Freedom of Movement collection features ISKO's patented woven technology, which combines the shape retention of a woven with the fit and feel of a knit.

collection. The fabric will be used for four Hudson styles: the "Nico" five-pocket mid-rise super-skinny, the "Christa" signature flap-pocket mid-rise flare, the "Collin" signature flap-back-

pocket skinny and the "Mia" five-pocket flare. ISKO is a division of **Sanko Tekstil**. For more information, visit www.hudsonjeans.com and www.isko.com.tr.—A.A.N.

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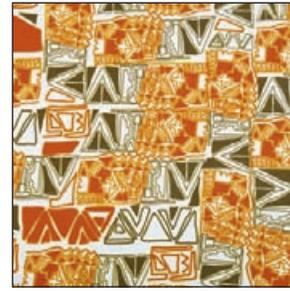
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SOURCING & FABRIC

Multi-Ethnic

Traditional ethnic patterns such as paisley, madras and block-print geometrics are updated in modern colorways.



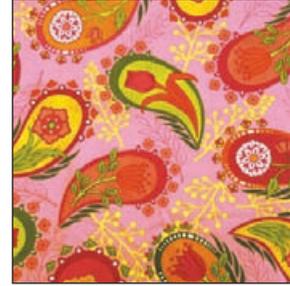
American Design Innovations #ADI21513 "Strange Tribals"



Cinergy Textiles Inc. #ITY-6609



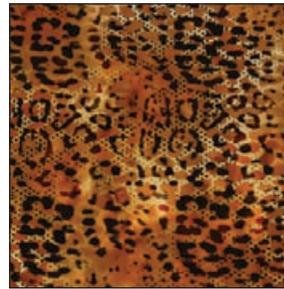
Textile Secrets International Inc. #KAY/002-C "Classy Ethnic"



Robert Kaufman Fabrics #AAM-11484-239



Robert Kaufman Fabrics #CPC-11530-238



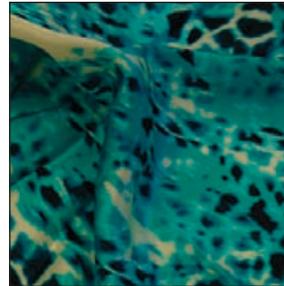
American Design Innovations #21498 "Only Skins"



Asher Fabric Concepts #11091 "Fuzzy Leopard"

Animal Bites

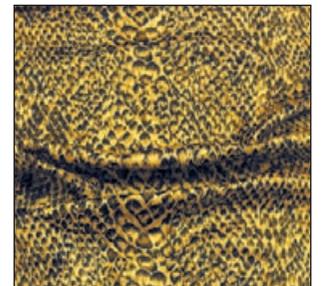
Animal motifs continue to roar, ranging from traditional patterns to recolored and reworked prints.



Textile Secrets International Inc. #KAM/004-C "Skin Up"



NK Textile #SL11256



Triple Textile Inc. #L-148-G

Gold Bug

Textile designers have the gold bug, deploying muted mustard shades in prints and knit stripes.



NK Textile #WEG3562



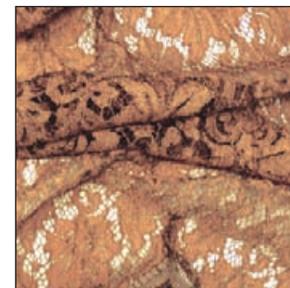
Textile Secrets International Inc. #KAY/005-C "Chic Floral"



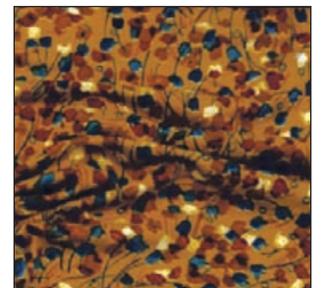
Avid Ink #A139936 "Draw Close"



Juan Boluda S.A. #30.007823



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Customs Officials Scrutinizing Apparel From Central America

By Deborah Belgum Senior Editor

In recent months, U.S. customs officials have mounted a campaign to make sure apparel coming in from Central America really does qualify for duty-free status.

Import specialists with U.S. Customs and Border Protection are asking for extensive documentation to verify that goods aren't fashioned out of fabric from China or other Asian countries but instead adhere to free-trade-agreement regulations stipulating that apparel be made from regional fibers, yarns and fabric coming from the United States or Central America.

"We noticed the change a few months ago," said John Salvo, president of **Carmichael International Service**, a Los Angeles customs broker and freight forwarder with a number of apparel clients.

Los Angeles customs attorney Richard Wortman of **Grunfeld, Desiderio, Lebowitz, Silverman & Klestadt** has had several clients who have had to roll out reams of documents explaining the origins of fabric, pocket linings and thread. "They have been looking at many of the free-trade agreements lately. But the biggest focus at the moment is on CAFTA along with NAFTA," Wortman said, referring to the Dominican Republic-Central American Free Trade Agreement—a free-trade pact among the United States, Guatemala, Honduras, Costa Rica, Nicaragua, El Salvador and the Dominican Republic—and the North American Free Trade Agreement, among Canada, the United States and Mexico.

DR-CAFTA has been in effect for five years, and NAFTA has been around since 1994. But in the past, customs officials concentrated more on making sure apparel from China didn't go over stringent quotas set to protect U.S. apparel manufacturers.

But when quotas on Chinese-made goods expired on Dec. 31, 2008, customs turned its attention to its next target—apprehending scofflaws who liberally interpret free-trade agreements.

"Now, customs is looking at free-trade agreements, but for textiles and apparel, CAFTA is getting the most focus right now," said Elise Shibles, a former U.S. customs apparel and textiles policy expert who is now an attorney in the San Francisco office of **Sandler, Travis & Rosenberg**.

Customs and Border Protection officials deny they are

taking extra steps to look at Central American apparel imports. In an email from CBP spokesperson Erlinda Byrd, she said there has been "no increased focus on the CAFTA verifications or increased 'scrutiny.'"

Yet, the CAFTA region, she noted, is considered a high-risk region, so duty-free claims under CAFTA would be considered high-risk.

She noted that 44 percent of all targeted inspections on CAFTA goods seeking duty-free entrance are found not to be eligible. "Some of the fabric producers are purchasing yarn from third countries, which would not be eligible for CAFTA treatment," Byrd wrote in her email. "Importers are making CAFTA claims without confirming CAFTA requirements, and then when a verification is done, they scramble to determine if they qualify."

By the numbers

Customs' concerns on what kind of yarns and fabrics are going into apparel coming from Central America surfaced in 2009 when U.S. yarn makers reported that Central American factories were able to buy U.S. combed cotton yarn for only \$3 per kilo (2.2 pounds) instead of the prevailing \$4 per kilo.

The industry suspected illegal trafficking of yarn in the CAFTA region when the government reported that more combed cotton yarn was exported from the United States to Central America than was actually produced.

That pattern held true in 2010. According to the **National Council of Textile Organizations**, the United States exported 86 million kilos of combed cotton yarn to the world while the U.S. government reported we produced 58.6 million kilos.

According to the Central American free-trade agreement, U.S. or regional yarns must be used in apparel and woven fabric made in Central America, and U.S. or regional fibers must be used in knit fabric to qualify for duty-free status into the United States.

Fabric or inputs not made in the United States or Central America can be placed on a short-supply list that allows tex-

➔ **Customs** page 7

Bill Introduced to Better Police Textile Imports

Some members of Congress would like to see more textile-import specialists on the borders and the names of companies that violate the rules and regulations set down in free-trade agreements published.

On Aug. 1, U.S. Representatives Larry Kissell (D-N.C.) and Walter Jones (R-N.C.), along with a host of other congressional representatives, mostly from North Carolina, introduced the Textile Enforcement and Security Act of 2011, which would give customs officials more enforcement tools to apprehend and punish textile and apparel importers who violate the various free-trade agreements giving duty-free status to certain goods. A companion bill is expected for consideration in the Senate before the end of the year.

Introduction of the bill was praised by the **National Council of Textile Organizations**, which is concerned about non-regional yarns and fabric making their way into goods produced in countries that have free-trade agreements with the United States. Some manufacturers are listing non-regional inputs as regional to gain duty-free status into the United States.

Cass Johnson, NCTO's president, said customs officials need to enforce U.S. trade laws to keep jobs in the small towns and communities where U.S. textile mills and plants operate.

The bill, which must be passed by both the House and the Senate, would:

- Increase the number of trained import specialists in textile and apparel verifications at the 15 largest U.S. ports.
- Mandate the government publish names of companies that intentionally violate the rules of trade agreements.
- Allow the Department of Homeland Security and the Department of the Treasury to use amounts from the fines and penalties collected to pay for expenses directly related to investigations and/or training.
- Instruct the U.S. government to establish an electronic verification program that tracks yarn and fabric inputs in free-trade-agreement countries.
- Establish a Textile and Apparel New-Importer Program and a Nonresident-Importer Program
- Establish a Textile and Apparel Manufacturing and Supplier Registry.
- Require the president to publish the names of high-risk countries in which illegal activities designed to evade duties or violate trade-preference programs are occurring.—D.B.



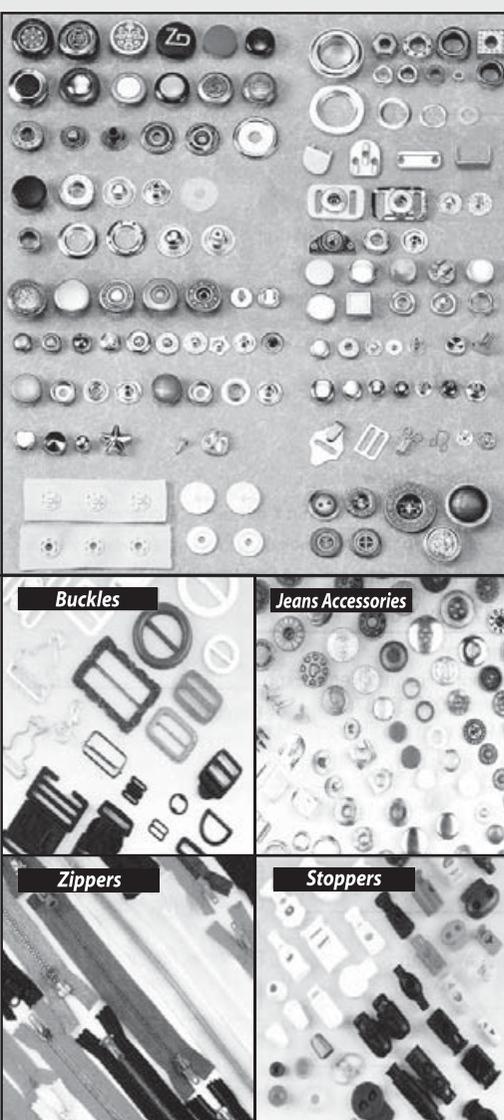
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California Label Introduces Water-Soluble Tag

You can print it, emboss it, calendar it, fold it, write on it, tear it, photocopy it and hang it on a garment.

And when you're done with it, you can toss it in a glass of water and watch it dissolve.

California Label Products has introduced a 100 percent biodegradable label made from cellulosic fibers. The label is a new compostable and non-toxic label and comes in a range of weights and thicknesses.

Made in the United States, the label has the look and feel of typical paper.

The water-soluble tag joins California Label Products' growing catalog of eco-friendly tags, including recycled paper and recycled polyester, hemp and canvas tags, seed paper and chipboard, cotton twill, and cotton-blend tags with damask, satin or taffeta.

"You can't coat it, but you can print on it," said Gary Garfield, president of California Label. The biodegradable tags are printed with water-soluble inks, giving the final product a matte look.

The paper mill is in New Jersey, and the tags are made in Los Angeles, although for high-volume orders, there is an offshore factory available to manufacture the tags, Garfield said.

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



DISSOLVE INTO GREEN: California Label Products' 100 percent biodegradable hangtags made from cellulosic fibers will dissolve in water.

U.S. Customs Taps Californian for New Textile and Apparel Chief

After more than six months without a permanent director, U.S. Customs and Border Protection has named John P. Leonard of San Francisco to become the next director of textile enforcement in Washington, D.C.

Leonard replaces Janet Labuda, who retired at the end of 2010 as the director of the textile enforcement and operations division after 30 years with U.S. Customs and Border Protection. Labuda was a fierce champion for textile enforcement and against illegal textile fraud.

Leonard, who currently is the San Francisco-area port director for U.S. Customs and Border Protection, will take over the job on Oct. 3, confirmed Erlinda Byrd, a spokesperson for U.S. Customs and Border Protection. Currently, Leonard and his 900 staff members oversee CBP port operations for the San Francisco Bay Area and Northern California, as well as activities in Nevada and Utah.

A 22-year veteran of U.S. Customs and Border Protection, Leonard has served with the agency in a variety of assignments in Boston, Washington, D.C., and Alexandria, Va.

He has a bachelor's degree in English from the **University of Massachusetts** and a graduate degree in international commerce and policy from **George Mason University** in Fairfax, Va.

CBP has not issued a formal announcement yet about the new appointment, and Leonard was unavailable for comment because he is on paternity leave until Aug. 15.

The job that Leonard will assume in six weeks is one of the most important positions customs has governing textiles and apparel. Responsibilities include enforcement of textile and apparel quotas, stopping illegal textile transshipment activities, forging trade agreements for textiles, and designing operational policy development and implementation.—Deborah Belgum

Customs *Continued from page 6*

tiles from China, South Korea or other areas to be used and still receive duty-free classification. The savings can be huge because duties reach as high as 32 percent on some manmade fabrics. The average duty rate for apparel is 16 percent.

With apparel and textiles accounting for 42 percent of all the U.S. duties paid by importers, customs officials feel it is important to make sure apparel imports adhere to all the rules.

So importers should make sure their paperwork is in order. "If you are missing one piece of paper, customs can fail you. It is a precise thing," Wortman said. "In a CAFTA verification, you have to show where the yarns, fabrics and trims are coming from and have bills of lading."

Often, customs officials don't take an extensive look at the documents until after the shipment has cleared customs and gained duty-free status. They have the right to go back weeks later, examine the documents and then send you a bill for the unpaid duties if they say the apparel didn't qualify for duty-free status.

"Under CAFTA, we haven't seen a lot of delays in getting goods," Wortman said. "We are seeing a lot of post-entry reviews."

Shibles recommends her clients keep their records for five years in case any reviews or questions pop up later. She also warns to watch out for subcontracting. If that occurs, there should be documentation to trace who did the subcontracted production, when it went out, when it went in and proof of payment.

"My advice to clients is to make sure their i's are dotted and their t's are crossed and that all their materials are traceable throughout the documentation," Shibles said. "And that they can identify all the parties that provided the materials and a timeline for everything." ●



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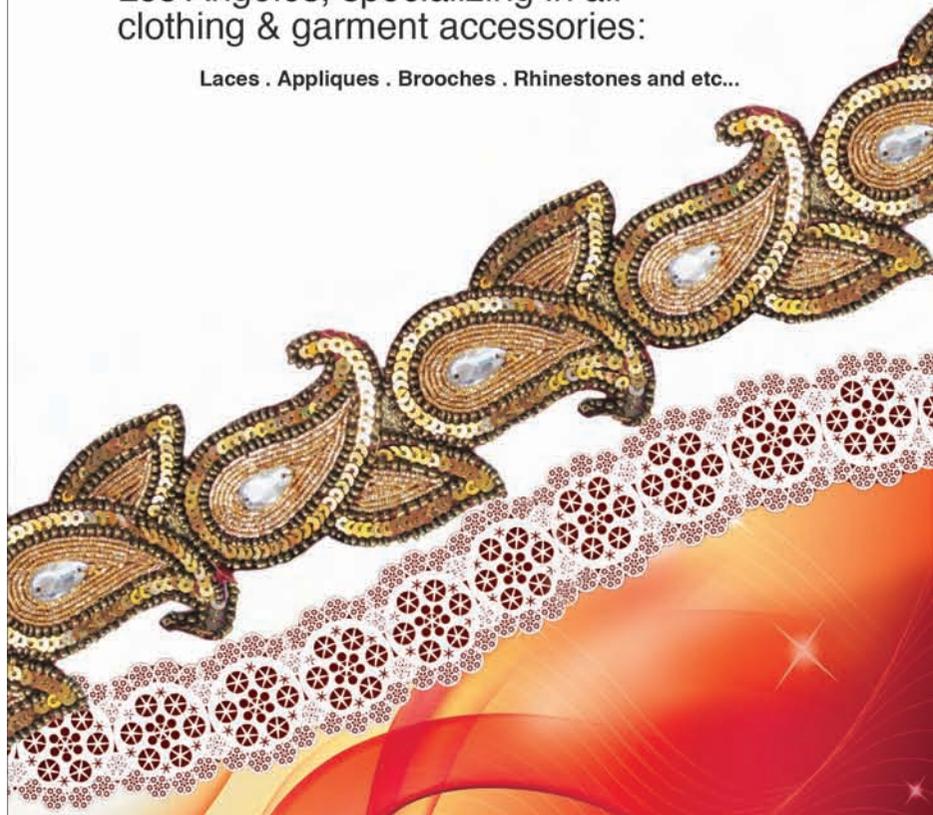
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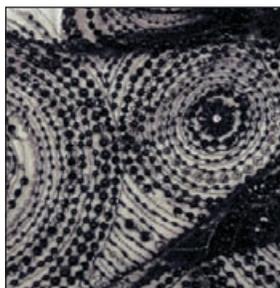
Textile Secrets International Inc. #IFAS-048-DC "Crying Lace"



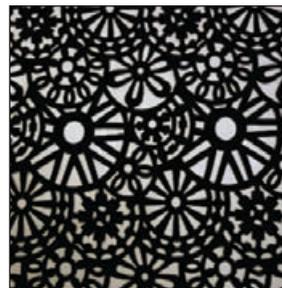
Robert Kaufman Fabrics #AIT-11328-190



American Design Innovations #ADI21480 "Afrika"



Monterossi Fabrics #1447/2655



Monterossi Fabrics #1482/0001

Black Watch

Black is paired with neutral creams, tans and browns for a sophisticated take on prints.



Cinery Textiles Inc. #SCHM-16661



Cinery Textiles Inc. #JSYSH-6947



Textile Secrets International Inc. #DGI/001-C "Moonpop"



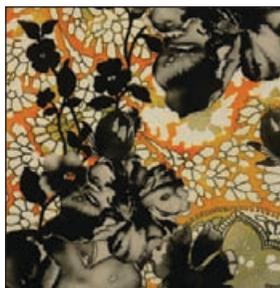
Textile Secrets International Inc. #KAY/003-FC "Love Lacy"



Avid Ink #A141626 "Captivating Essence"



Asher Fabric Concepts #HJR108 "Water Flowers"



Avid Ink #A143459 "Yellow Existence"



Bel Maille Creations #N045DAI70

Gray + Gardens

Bright florals pop against moody gray backgrounds.

Primary Season

Primary colors get a modern makeover in color-drenched versions for bold prints and yarn-dye plaids.



Juan Boluda S.A. #39.007823



Textile Secrets International Inc. #IFAS/049-C "Nostria"



Asher Fabric Concepts #R-10916



Taiana Blu "Alinghi"

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Got the Blues

Textile makers are in a blue mood, offering shades from Mediterranean to midnight for prints, novelty knits and foil-printed stretch fabrics.



Textile Secrets International Inc. #IFAS/046-C "Big Flutter"



Triple Textile Inc. #FH-3-A



NK Textile #WJ102887



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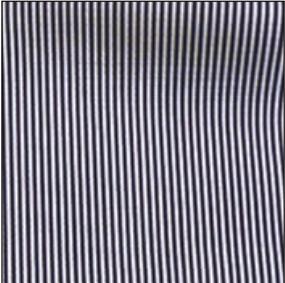
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Triple Textile Inc. #NP-16-E



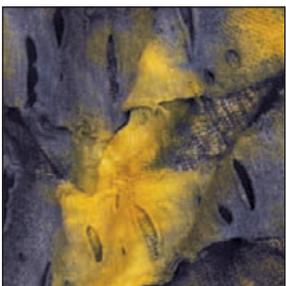
Juan Boluda S.A. #39.008041



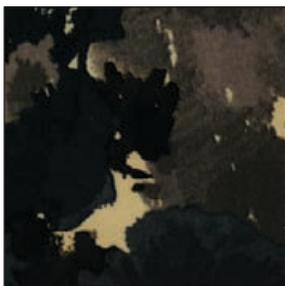
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NK Textile #NK9300



Cinergy Textiles Inc. #FDY-0197



Monterossi Fabrics #1566/3106



Taiana Blu "Dagon"

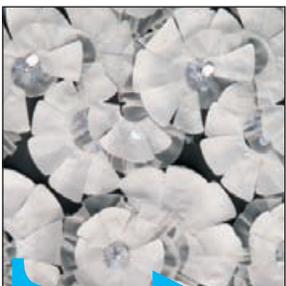


Asher Fabric Concepts #QJR101 "Elektrik Blue"



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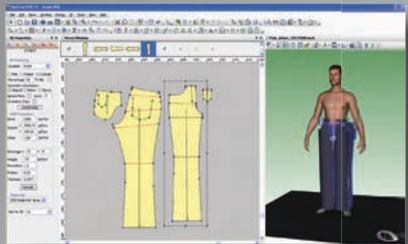
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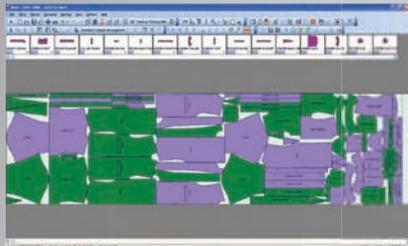
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Lycra Legwear Forum Set for Sophomore Run

Nearly 250 textile-industry professionals are expected for the second run of the **Lycra Fiber Moves 2011** forum, to be held Sept. 29–30 in Barcelona, Spain.

With a speaker lineup that includes Lycra executives, international legwear manufacturers and designers, and other industry experts, Lycra Fiber Moves will be held at the **World Trade Center** in Barcelona, immediately following the Sept. 22–29 run of the **ITMA** textile- and garment-technology trade show at the **Fira de Barcelona**. This is the first year **Invista**, maker of Lycra fibers, will be participating at ITMA.

Invista launched its invitation-only event in 2009 in Verona, Italy. “After two years of extensive investigation and exploring the upcoming trends of our sector, we are now ready to share our findings with all our customers along the value chain in an event that is going to be an inspiration for everyone,” said Pierluigi Berardi, Invista’s global-segment director for legwear.

Topics at the upcoming event include new Lycra fiber developments, presented by top Invista executives, including Dave Trerotola, president of Invista Apparel; Serge Vigouroux, executive vice president of marketing business

for Invista Apparel; and Geoffrey D. Hietpas, Invista global marketing technology director.

Global legwear trends over the next five years will be the subject of a panel discussion between Nerino Grassi, founder and president of **Golden Lady**, based in Italy; Yu Ze, general manager of **Rime**, based in China; Seiya Saito, legwear designer and creative director of **Atsugi**, based in Japan; and industry consultant Shirley Anne Sherriff from **Opus Business Consulting**, based in Great Britain. Other speakers include Ken Morse, entrepreneur and visiting professor at **ESADE Business School** in Barcelona, who is also founding managing director of the **MIT Entrepreneurship Center** at the **Massachusetts Institute of Technology** and a member of the United States of America National Advisory Council on Innovation & Entrepreneurship. Morse will discuss the challenges of innovating in the midst of global competition. Also speaking will be Charles Hayes, practice lead in consumer-experience design for Asia for design-consulting firm **IDEO**, who will discuss design innovation.

For more information about the Lycra Fiber Moves 2011 event, visit www.invista.com.—Alison A. Nieder

Invista Goes After the Action-Sports Market

Skaters should toughen up. And get comfortable. That’s the thinking behind the latest product launch by fiber giant **Invista**.

The company has a long history of putting the stretch in swimwear, yoga and activewear with its Lycra fibers. To go after the skate and active-sports market, the company looked to its ultra-durable **Cordura** fiber and developed **Cordura Denim** and **Cordura Duck** fabrics, which combine the look and feel of denim and canvas fabrics with the abrasion resistance and tensile and tear strength of Cordura.

Invista’s T420 nylon 6.6 fiber was developed to blend with cotton and other cellulosic fibers to create Cordura Denim and Cordura Duck. According to the company, both fabrics have four times the abrasion resistance of traditional denim, and duck fabrics in comparable weights and jeans made from Cordura Denim last 50 percent to 60 percent longer when industrially laundered.

“We’ve always been in outdoor [apparel]



TOUGH MESSENGER: Timbuk2’s “Custom Messenger Bag” is made with Cordura Denim.

and travel,” said Cindy McNaul, global marketing director at Invista. “We have been in military. We’re now taking the Cordura brand and broadening the scope—but we want to stay close to our core durability.” Recent innovations have come out of military applications, where Cordura’s strength and durability are key.

Earlier this year, the company added the stretch of Lycra to its Cordura fabrics to create “the softer side of durability.” There’s also a Cordura base layer knit set to launch at the upcoming **Outdoor Retailer** trade show in Salt Lake City. And there are accessories and footwear opportunities for Cordura, as well. San Francisco–based accessories company **Timbuk2** recently introduced its “Custom Messenger Bag,” featuring Cordura Denim.

Invista is hoping to spread the word about Cordura in the skate and action-sports markets in much the same way it has overseas and in the premium-denim market.

Last year, Invista took its Cordura Denim to **Denim by Première Vision** in Paris and showed it to brands such as **Levi’s** and **Timberland**. Earlier this year, the company showcased Cordura Denim at the **Kingpins** trade shows in New York and Los Angeles. (Invista is a show sponsor.)

“We’re getting a lot of traction in Europe, where the Cordura brand has strong brand equity,” McNaul said. “People are attracted to the value and the durability.”



ACTION PLAN: Invista has its eye on the action-sports market with its Cordura Denim, which blends the strength of Cordura with the comfort of denim.

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Centric PLM App Makes Way for Inspiration

Many fashion companies embraced product lifestyle management software because it offered an orderly, efficient way to track the progress of a fashion line from design to store delivery.

But the holy grail for PLM software designers is finding a way with the highly organized PLM program to increase opportunities for creativity and inspiration for wearing fashion, according to Chris Groves, president and chief executive for **Centric Software Inc.**, the PLM solutions provider based in the Northern California town of Campbell.

On Aug. 4, Centric announced its **Capture It for iPhone** app. The patent-pending app will allow users of the company's **Centric 8 PLM** to upload photos directly to the **Centric 8 PLM** system quickly

and easily. Centric 8 users who opt to use the app can distribute the art around a PLM system for review and analysis, Groves said.

"The Capture It for iPhone App lets designers and their PLM software collaborate beyond the traditional boundaries of the office and move into the locations where inspiration and product innovation often happen," Groves said in a statement. One way the app could be used is for

trend scouting. Trend scouts and designers can take blog-style photos of fashion-forward people on the street or at fashion shows. After uploading, the photo is added to Centric 8's storyboard for a quick, inexpensive way to integrate sudden inspiration into a big, ordered system. After the inspiration picture is loaded into



TREND-BOARD PALETTE: With Centric's Capture It for iPhone, designers can upload iPhone photos to PLM trend boards.

the PLM program, everyone associated with that systems project can discuss and critique the new photos, just as they would talk about a trend on **Facebook** or **Twitter**. It speeds up a fashion line's development and customization process, Groves said. Fashion companies using Centric 8 include **Balenciaga**, **Silver Jeans** and the **Sundance Catalog**, according to the company.

—Andrew Asch

Gerber Adds to YuniquePLM Team

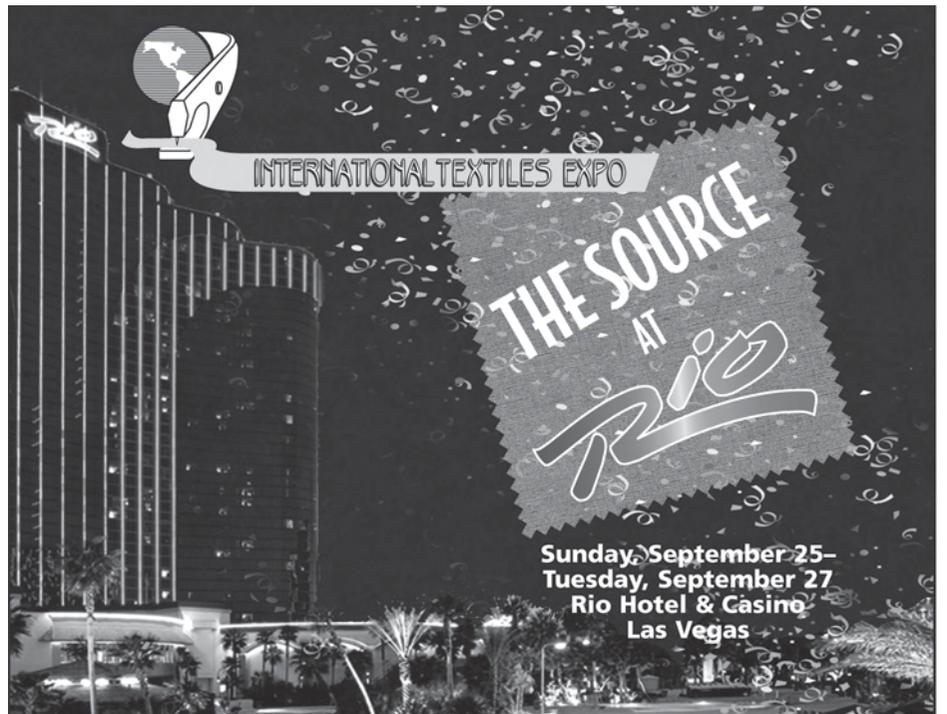
Tolland, Conn.-based **Gerber Technology** has hired Glenn Funk as PLM (product lifecycle management) solutions manager for Gerber's **YuniquePLM** team.

A two-decade industry veteran, Funk most recently worked as a new-solutions consultant with French PLM solutions provider **Dassault Systemes**. He has also worked with **Computer Generated Solutions**, **Optimize LLC**, **International Knitting Mills** and **Justwin Technologies**.

"We are pleased that Glenn is joining the YuniquePLM team," said Darioush Nikpour,

YuniquePLM director of business development, in a statement. "His extensive hands-on experience in the fashion industry—coupled with his true understanding of the people, processes and technologies within the industry—enable Glenn to address our clients' needs with a refreshingly unique and comprehensive perspective."

Gerber Technology is a division of Gerber Scientific Inc. Gerber acquired Yunique Solutions Inc. in 2009 in a bid to expand Gerber's CAD/CAM and PLM offerings to include Yunique's PLM software.



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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!



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(323) 846-9156
Fax: (323) 846-9130

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terrence@britanniamills.com

www.britanniamills.com
Contact: Terrence Chermak

Description: Britannia Mills Ltd. makes better fine knit plain goods and caters to bridge to designer womenswear markets. It specializes in a handful of fabrics and makes everything about them superior. Britannia selects the highest-grade yarns and adds manufacturing processes to make amazing fabrics. Britannia runs extra-fine washable Merino wool, viscose matte jersey, rayon/spandex jersey, and rayon "Ponte deLicious," along with other great knits. If you insist on goods that perform better, wear better, wash better, and feel best, demand Britannia. Britannia is excited to announce that Dan Sassower is now showing the line.



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Contact: David Sasso
www.buhlerqualityyarns.com
dsasso@buhlerqualityyarns.com

Product line: Ringspun yarns utilizing Supima cotton, Lenzing MicroModal and Lenzing MicroTENCEL. Supima count range is 13/1 to 90/1 Ne. Other blends have a range of 20/1 to 50/1 Ne. We spin these fibers in 100% or blended with Supima. We also offer "fashion slubs" in Supima and MicroModal/Supima blends.

What's new: MicroTENCEL is our newest yarn product. We offer this in 100% or blended with Supima.

Services: To achieve best fabric results, we offer technical services in knit and wet processing.

Custom orders: Custom counts are available but with minimums of 5,000 pounds.

Inventory: We carry inventory on popular counts like 30/1, 40/1, and 50/1's Ne.

Minimum: No minimums on common counts, but they do carry a surcharge.

Price points: Not applicable. This is best determined at the fabric stage.

Turnaround time: 4-6 weeks depending on count and blend.

Competitive Edge: We are an industry leader in quality and service due to flexibility, technical support in subsequent processing, and knowledge/experience in the global marketplace.



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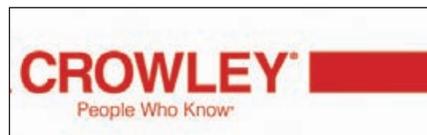
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Services: Specializes in stock and order-based programs on over 250 fabrics, consisting of knits, wovens, basics, and novelties. We have been servicing our clients throughout the United States and around the world for over 15 years. We cater to domestic manufacturers, as well as provide drop shipments for offshore production.

Products: Our product line provides piece goods for all markets, including childrenswear, women's, juniors, contemporary, misses, maternity, men's sportswear, uniforms, and special-occasion items. The majority of our product line is imported from Asia and stocked in Los Angeles [1 roll stock minimum].

Competitive Edge: Orders are generally processed on the same business day and ship out within one or two days after receipt depending on the size of the order and availability of the particular style ordered.



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Contact: Shala Tabassi

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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.



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Contact: Lily Dai

Product Line: 100% Linen, linen blended fabric, novelty fabric, stretch linen, yarn dyed, piece dyed and custom print. Organic linen fabric.

Services: Package deal, made in China

Custom Orders: Yes

Inventory: Yes

Minimum: No

Competitive Edge: Beautiful line at a good price



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1914 Bay St.
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Contact: Shari Rezaei, President; Ron Cueto, Operations Manager

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Contact: David Cherson

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Competitive Edge: A variety of high-level quality trim products, competitive pricing, and unmatched customer service



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Contact: Angelica Castro

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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



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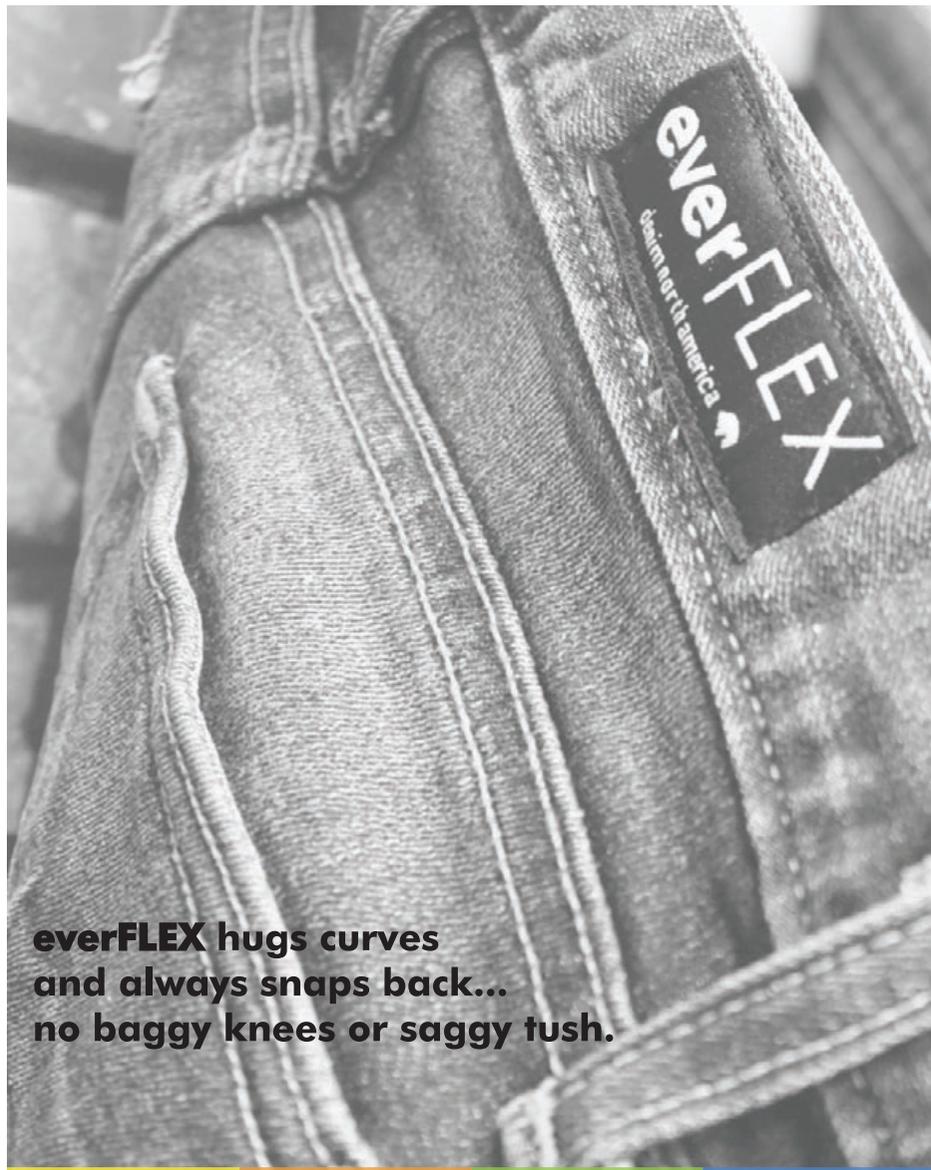
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SOURCING & FABRIC RESOURCE GUIDE

Continued from page 16

established in 1966, the Hong Kong Trade Development Council (HKTDC) is the international marketing arm for Hong Kong-based traders, manufacturers, and service providers. Our mission is to create opportunities for Hong Kong companies. With our network of more than 40 offices worldwide and the city's natural business advantages, we provide a range of services to help global trade and promote Hong Kong as a platform for doing business with China and throughout Asia.



Los Angeles International Textile Show

California Market Center
110 E. Ninth St.
Los Angeles, CA 90079
(213) 630-3600

www.californiamarketcenter.com/latextile

The Los Angeles International Textile Show (L.A. Textile) is the fashion industry's West Coast destination 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 our contemporary designer audience in mind. Our trend forum, curated by trend partner WGSN, and complimentary seminar program are designed to inform and inspire. Show dates are Oct. 10-12 at the California Market Center in Los Angeles.



OptiTex USA

325 W. 38th St., Suite 1107
New York, NY 10018
(212) 629-9053
Fax: (212) 629-9055

www.OptiTex.com

Contact: Sabrina Cove

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



Philips-Boyne Corp.®

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

www.philipsboyne.com

sales@philipsboyne.com

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 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.



S & J USA Inc.

843 E. 31st St.
Los Angeles, CA 90011
(323) 231-0811
Fax: (323) 231-3820

snjusa@snjusa.com

Services: S & J USA, Inc has been a major, authorized distributor of YKK zippers for over 25 years. We carry a vast array of zippers, and we have an in-house factory that allows us to complete orders quicker than our competitors. S & J USA, Inc also specializes in snaps, tack buttons, eyelets, and elastics among other trims. Our customers range from the U.S. to Asia, and we hope to expand even further in the future. We are known for great customer service and quality materials.



Sourcing at MAGIC

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

cs@MAGICOnline.com

www.magiconline.com

SOURCING at MAGIC is North America's largest sourcing event, reflecting the fashion supply chain at its most complete. Offering unmatched access to over 40 countries, SOURCING at MAGIC showcases more than 700 apparel, accessories, and footwear resources: contract and original design manufacturers; fabric, trim, and component suppliers; and service and technology providers. With a productive four-day format opening a day before MAGIC, SOURCING at MAGIC is proud to present The Americas, a region offering quality, speed-to-market and fast-fashion deliveries, as the August 2011 focus region with over 70 exhibitors from North, Central, and South America. Represented countries include the U.S., Mexico, Peru, El Salvador, Guatemala, Nicaragua, Colombia, El Salvador, Haiti, and many more. By bringing the world to the world of fashion, SOURCING at MAGIC provides resources and opportunities unparalleled in international scope—from fiber to finished product. Aug. 21-24, 2011, Las Vegas Convention Center/South Hall



Target Trim

629 E. Ninth St.
Los Angeles, CA 90015
(213) 688-8830
(888) 904-1206

www.targettrim.com

Contact: Lea Saghian and Joseph Sharooz

Many famous designers worldwide shop with Target Trim for their trim, fashion and accessories needs. If you have heard of us, great. If you haven't, please take the time to check us out first-hand, as we have a huge collection and assortment of merchandise. We can be reached by email, phone, and fax, and when you're in Downtown L.A., make sure to just stop by, say hello, and shop with us. Quality products, great customer service, and even better prices!



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

Description: The International Textiles Expo is your source for fabrics, notions, trimmings, patterns, and supplies in the apparel/accessories, home décor, quilting, and gift industries. Serving the needs of independent manufacturer and retail fabric stores, the show is held twice a year in Las Vegas. Our next show will be Sept. 25-27 at the Rio All-Suite Hotel & Casino, Amazon Ballroom, in Las Vegas. Visit our website at www.textileshows.com for updated information on future shows.

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