

# LA Textiles

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

## LA Textile Show Resource Guide with Fiber & Fabric and Technology

February 2013

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Art + Architecture

I Want Candy

Shades of Gray

Turquoise

Would You Like to  
Play a Game?

Big Cats



# techtextil

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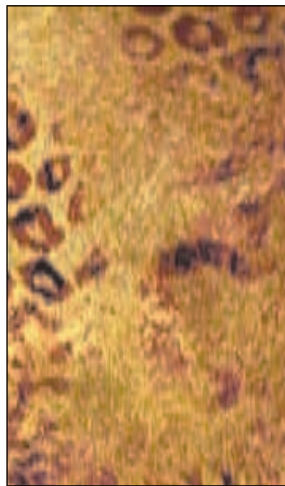


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## TEXTILE TRENDS

# Copper Penny

Using a palette of warm shades of orange, rust, ochre and gold metallic, designers modernize abstract patterns, traditional florals and mid-century motifs.



Sportek International  
#SCP424-6



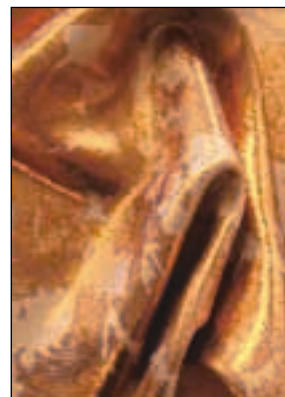
Sportek International "Mosaic"



Textile Secrets International  
Inc. "Floral Realistic Lady"



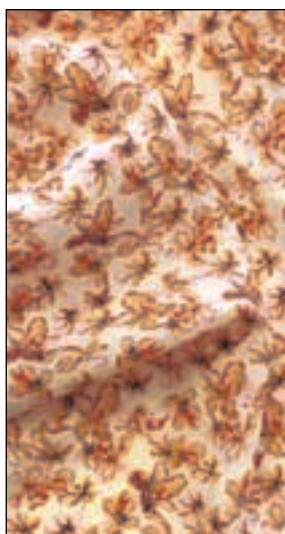
Triple Textile Inc. #N-205-H



Denis & Fils #006630SP-  
100IM22



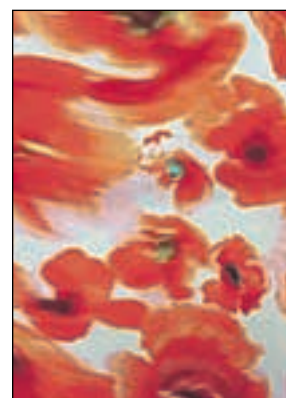
Avid Ink #A167541 "Save This Is"



Textile Secrets International  
Inc. "Dizzy Ditz"



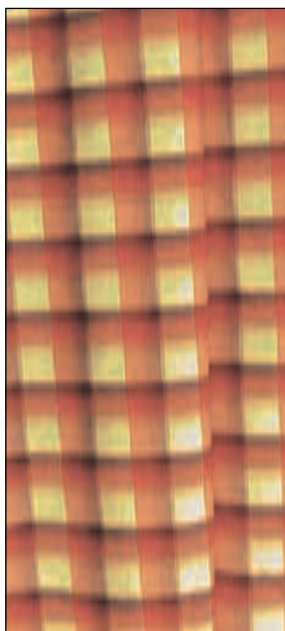
Confetti Fabrics #15944M



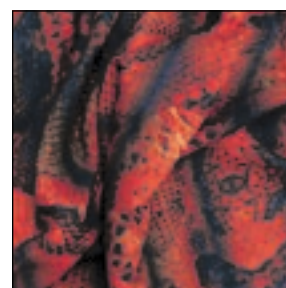
Confetti Fabrics #11945M



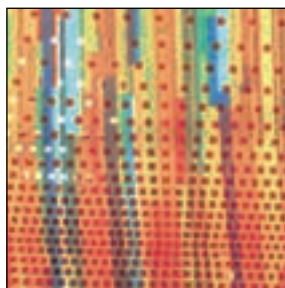
Darquer Dentelles de Calais  
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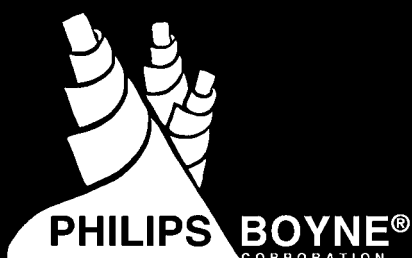


Photographer: Tadashi Tawarayama  
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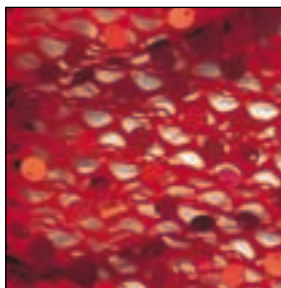
## TEXTILE TRENDS

### Would You Like to Play a Game?

Anime, cartoon imagery, and classic video game and comic book motifs appear on whimsical conversational prints as well as contemporary knits, boucles and silk prints.



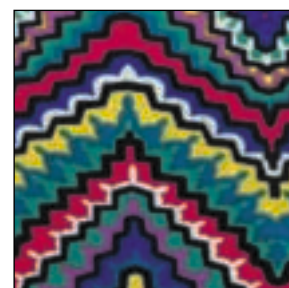
Pine Crest Fabrics  
#BTP056CA "Hot Lips"



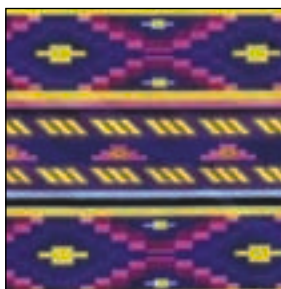
Solid Stone Fabrics  
#AWOL004



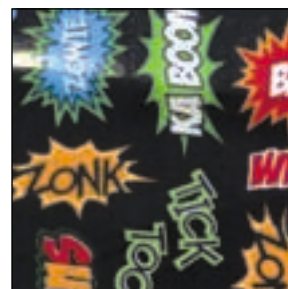
Malhia Kent #T62949  
"Geosel"



Cinergy Textiles Inc. #Jersey-  
PX30



Sportek International "Indian  
Batik"



Robert Kaufman Fabrics Inc.  
#AIBL-13231-2



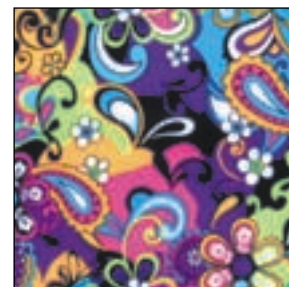
Avid Ink #A168068 "Vertical  
Media"



Malhia Kent #T62498  
"Galant"



Textile Secrets International  
Inc. "Ikat Lover"



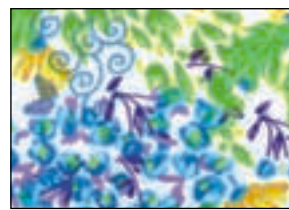
Pine Crest Fabrics #BTP058C1  
"Paisley Flower Neon"

### Turquoise

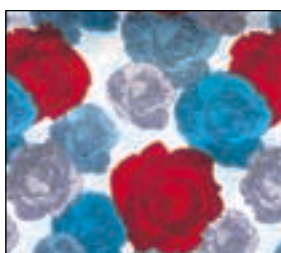
A pop of turquoise brightens  
ditsy florals, sophisticated  
blossom prints and cheery  
batik patterns.



Textile Secrets International  
Inc. "Roses Galore"



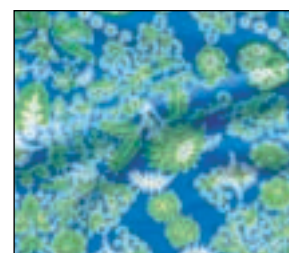
Cinergy Textiles Inc. #CDC-  
1177



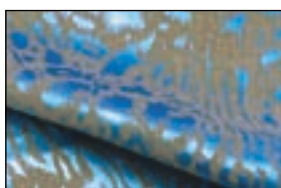
Robert Kaufman Fabrics  
#AVO-13432-203



Robert Kaufman Fabrics  
#AMD-13149-257  
"Caribbean"



Cinergy Textiles Inc. #Jersey-  
RJ-1077



Esenteks #1512



Philips-Boyne Corp.  
#T/T6612AQU



Bel Maille Creations #8727  
R7427



Solid Stone Fabrics "Electrified  
Light Blue"



Triple Textile Inc. #L-587-W



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RJ-1135



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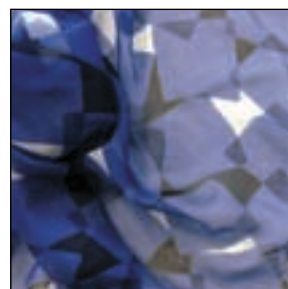
## TEXTILE TRENDS

### Art + Architecture

Textile designers find inspiration in art and architecture with geometric patterns in a cool, grayed palette.



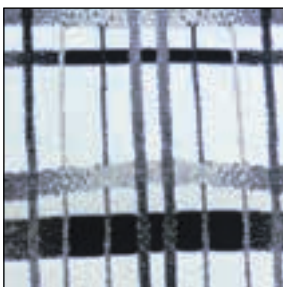
Textile Secrets International Inc. "Star Block GGT"



Textile Secrets International Inc. "Bold Art Graphic"



Avid Ink #A168067 "Upscale View"



Bel Maille Creations #D598 DAS38



Confetti Fabrics #09602S



Bella Tela #60098



Avid Ink #A168072 "Graphic Thread"



Avid Ink #A167919 "Orange Rectangle"



Avid Ink #A167918 "Black White"

### Shades of Gray

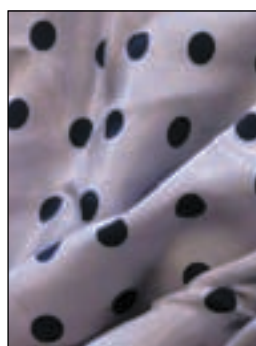
The ultimate shade to convey cosmopolitan chic, gray lends a sophisticated edge to geometrics, polka dots, lace and silk prints.



Solstiss #453871



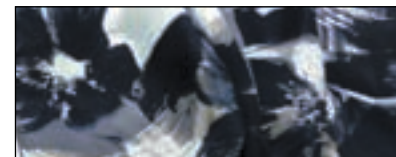
Avid Ink #A167928 "Shaping Snow"



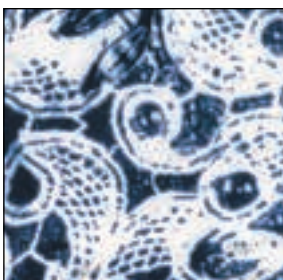
Textile Secrets International Inc. "Dot Print"



Confetti Fabrics #15921M



Confetti Fabrics #15922M



Sportek International #SP-17164



Textile Secrets International Inc. "Professional Python"



Textile Secrets International Inc. "Illusional Swirls"



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Darquer Dentelles de Calais #D1478/5900334



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# Biotech Firm Looking to Commercialize Spider Silk for Textiles

Spider silk is strong and flexible, but developing it commercially has been problematic.

Lansing, Mich.-based biotech company **Kraig Biocraft Laboratories Inc.** has obtained proprietary genetic engineering technology to create recombinant fibers based on the spider-silk gene sequences.

The company is developing the fibers for the high-strength and performance markets.

The company has what it believes is a "practical and cost-effective" means for producing spider silk-based fibers "on an industrial scale."

Kraig Biocraft is working with Spring City, Tenn.-based safety- and protective-fabric manufacturer **SSM Industries** to jointly commercialize recombinant spider silk, which Kraig Biocraft is calling **Monster Silk**.

SSM Industries' products are used by the U.S. mili-

tary, the auto-racing industry, firefighters, first responders and industrial applications.

Together the two companies plan to develop knitted and woven textiles made from Monster Silk.

"SSM Industries Inc. is an American company with a proven track record of innovation and excellence in technical textiles and protective apparel, so we are delighted to be working with them," said Kraig Chief Executive Officer and founder Kim Thompson in a statement. "This ... is a big step forward in moving our spider-silk products from the laboratory and toward meeting the increasing demand for innovative, high-strength materials; technical textiles; and protective composites. I believe that it greatly accelerates Kraig's access to critical protective-clothing and technical markets."

For more information, visit [www.kraiglabs.com](http://www.kraiglabs.com).

—Alison A. Nieder

# Isko Highlights the Trends for Spring/Summer '14

Turkish denim mill **Isko** recently introduced several new fabric innovations for its Spring/Summer 2014 collection.

Dubbed "Happy Denim," the collection includes ongoing fabrications, such as Isko Reform, a high-elasticity denim with good recovery; prints; and comfort stretch fabrics for menswear. In addition, Isko has several new developments.

"Smashed" is a process to give denim a shiny appearance and a lightweight feel. During the finishing process, the fabric is actually "smashed," which results in a thinner fabric, according to Isko. When

washed, Smashed fabrics have a vintage look and hand feel.

New jeggings fabrications include 8-ounce fabrics with Isko Recall technology for good recovery without sacrificing the cotton hand feel.

Isko Loom FX is a high-elasticity stretch denim for customers who typically prefer the look of rigid denim. When washed, the fabric maintains the twill line of a rigid fabric. Isko Loom FX comes in several color and construction options.

Sunfaded is a new concept for the company. The denim fades with a yellow/gray cast for light colors and bleached effects, much like the look of traditional indigo faded in the sun. Different weights and constructions, including rigid and stretch, are available.

Isko Pop has a soft hand and a smooth surface. This season, the company is introducing new shades and lighter weights, and Isko is highlighting the fabric's wash results.

Eye Candy is the neon joggling group in orange, pink, yellow and green. There is also a PFD version with four-colored weft yarns to allow designers to create two-tone garment-dye shades. A third variation has two different color combinations for warp and weft, as well as a shiny "spectra" finish for a wide variety of color-matching possibilities.

The company is also introducing Ferra Colors, new indigo rope and piece-dye shades.

Isko is a trademark of **Sanko Textile**, as are Isko Reform, Isko Recall, Isko Loom FX, Isko Pop and Eye Candy. For more information, visit [www.isko.com.tr](http://www.isko.com.tr)—A.A.N.

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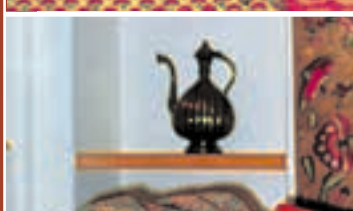
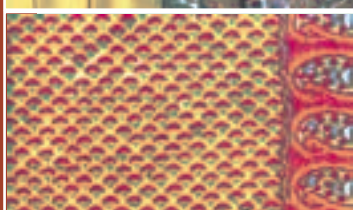
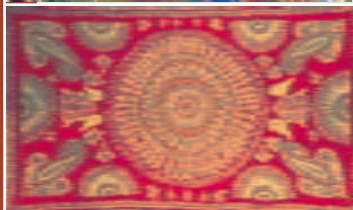
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## Pantone Releases Fall '13 Color Report

"Multi-faceted" emerald green, a yellow-hued Linden green and accents of Mykonos blue are among the Fall colors for women and men, according to color forecaster **Pantone LLC**, which recently released its "Pantone Fashion Color Report Fall 2013."

"The Fall 2013 palette allows for that versatility and experimentation," said Leatrice Eiseman, executive director of the Pantone Color Institute, in a statement.

Pantone forecasts Spring greens evolving and, when paired with "bold, meditative" Mykonos blue, the shades create a "classic and relaxed Fall look."

The report is available for free on Pantone's website ([www.pantone.com/fall2013](http://www.pantone.com/fall2013)) and features the top 10 colors for women and men, as well as designer sketches and additional information. Swatch cards for all 10 colors are also available, for \$99.50. Pantone is a subsidiary of Carlstadt, N.J.-based **X-Rite Corp.** Celebrating its 50th anniversary this year, Pantone offers a range of color products for designers and consumers.—A.A.N.



## Intertek's Web App Helps Childrenswear Firms Track New CPSIA Rules

Childrenswear manufacturers and importers have a new set of rules to comply with the safety standards under the Consumer Product Safety Improvement Act (CPSIA).

The Consumer Product Safety Commission's new third-party testing and certification rules were approved in 2011 but did not go into effect until this month. Under the new rules, domestic manufacturers, importers and private-label makers are required to meet two new rules:

1. "If there is a material change to the product—such as changes in the product design, manufacturing process or the source of component parts—firms must re-test and re-certify that the product complies with federal safety standards."

2. "Firms must keep records on the testing and certification for their children's products."

Companies that meet the two new rules can label their products "Meets CPSC Safety Requirements," although labeling is voluntary.

Companies may "use component part and finished product testing conducted by their suppliers in order to meet the testing and certification requirements."

Manufacturers may also use representative samples for testing provided the samples are "known to be representative of all the products manufactured or imported since their last periodic or certification test."

Third-party testing must be done by a CPSC-accepted lab. The commission has on its website ([www.cpsc.gov](http://www.cpsc.gov)) a list of approved labs across the world.

Oak Brook, Ill.-based testing and compliance-solutions provider **Intertek** is one of the companies on the list, with CPSC-accredited labs that administer testing for toys, juvenile products, textiles and footwear to meet CPSIA standards.

Intertek also has a Web-based application that helps companies assemble their technical files along the supply chain.

Importers or manufacturers enter product-specific information into iComply, which produces a test plan for production and then generates the needed compliance documents and stores them in a file that is accessible 24 hours a day, seven days a week. The application has an annual license fee of \$99 per account.

In addition, Intertek has recently expanded its services portfolio to help companies comply with recently proposed changes to California Proposition 65, which aims to protect drinking water from toxic substances that cause cancer and birth defects and to reduce exposure to those chemicals by requiring warning labels.

The California Office of Environmental Health Hazard Assessment (OEHHA) recently announced a notice of intent to add Bisphenol A to the California Proposition 65 list of chemicals known to cause reproductive toxicity.

If adopted, the maximum allowable dose level for BPA will be 290 micrograms per day.

The California Proposition 65 listing is not a proposed ban of BPA, but it will regulate that warning labels are to be applied to consumer products if the potential exposure to consumers will exceed the maximum allowable dose level.

Intertek has extensive experience in providing Proposition 65 services for products including chemical testing and analysis, toxicological risk assessments, exposure assessments, strategy development, consulting, training, supply chain-compliance support, and litigation support.

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

## RILA Goal for '13: 'E-fairness' Between Online and Bricks-and-Mortar Retailers

The **Retail Industry Leaders Association** (RILA) hopes to see "e-fairness" legislation passed in 2013.

The Arlington, Va.-based retail organization included e-fairness in its list of its top public-policy priorities for the year in its "Retail Industry Leaders Association 2013 Public Policy Agenda: Empowering Retailers and Consumers to Grow the Economy," which was distributed to congressional offices.

RILA is taking aim at online retailers in states that exempt them from collecting sales tax on items purchased online. "The laws governing sales-tax collection put Main Street retailers at a competitive disadvantage to their online-only competitors," a RILA statement read.

In 2011, RILA and other industry organizations

pressured online e-commerce giant **Amazon.com** to begin collecting sales tax for items purchased by California shoppers. According to the organization, "Because of public pressure brought to bear by RILA and its partners, Amazon.com will be required to collect sales tax in over 50 percent of the U.S. consumer market by the end of this year."

Other 2013 priorities for RILA include passage of comprehensive tax reform, healthcare, labor regulations, consumer privacy, extended swipe-fee reform, flexible rules-of-origin for apparel within the Trans-Pacific Partnership Act, and expansion of the Information Technology Agreement, a World Trade Organization agreement concerning information-technology products.

The complete list of RILA public-policy agenda can be found at [www.rila.org/agenda](http://www.rila.org/agenda).—A.A.N.

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Nora Tan, Owner, Bed|Stü Footwear

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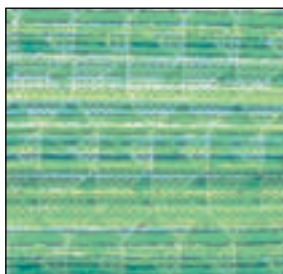
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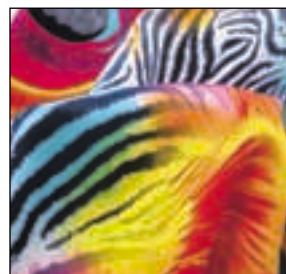
## TEXTILE TRENDS

# I Want Candy

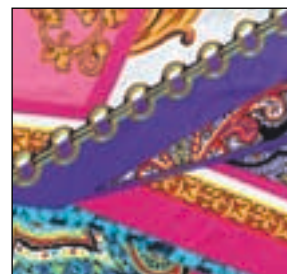
A candy-colored mix of pink, yellow, green, purple and blue makes an impact on mixed-media prints, chevron stripes and statement-making collage patterns.



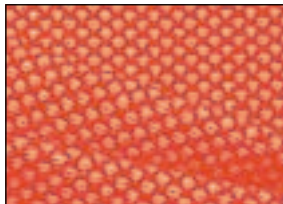
Malhia Kent #T63568 "Gisela"



Triple Textile Inc. #N-205-0



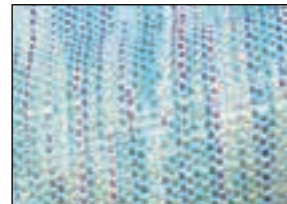
Triple Textile Inc. #L-597-N



Malhia Kent #T62202 "Gresilo"



Bel Maille Creations #D570 DAS32



Lanificio Corti Marcello #2014 "Apache"



Philips-Boyne Corp. #Y/D0077F/N



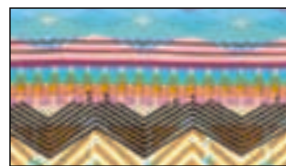
Hoferhecht Stickereien #33814TC. SWA.G "Allover Thermocut"



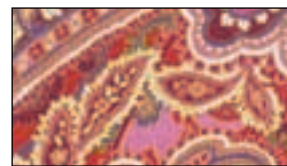
Philips-Boyne Corp. #T/T6612P/C



Triple Textile Inc. #BTP059C1



Cinergy Textiles Inc. #Jersey-RJ-1091



Sportek International #MIR256-33

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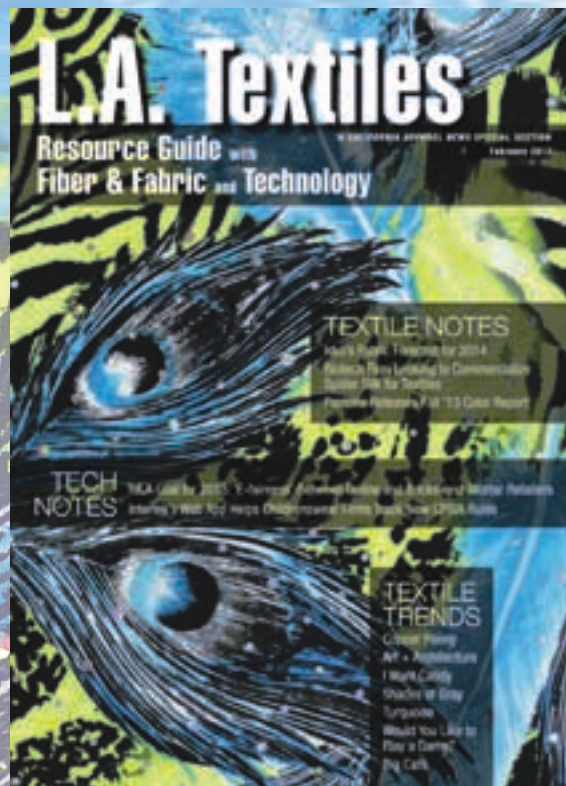
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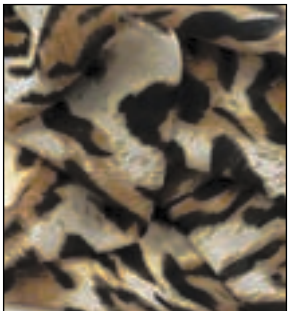
## TEXTILE TRENDS



Aid Ink #A167903 "Come Wild"



Aid Ink #A168060 "Double Impact"



Triple Textile Inc. #N-205-E



Cinergy Textiles Inc. #Lace-191



Aid Ink #A167911 "Kept Afar"



Pine Crest Fabrics #LSF FPT410PT "Zebra Party"

## Big Cats

Cat prints are big—from leopard prints in traditional colorways to digital composite patterns in a mix of sophisticated grays accented with bright pops of color.

### DIRECTORY

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 Bel Maille Creations, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Bella Tela, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Confetti Fabrics, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Cinergy Textiles Inc., (213) 748-4400, [www.cinergytextiles.com](http://www.cinergytextiles.com)  
 Darquer Dentelles de Calais, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Denis & Fils, (213) 688-9797, [www.solstiss.com](http://www.solstiss.com)  
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 Hoferhecht Stickereien, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Lanificio Corti Marcello S.R.L., (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Malhia Kent, (213) 627-1185, [www.jminternationalgroup.com](http://www.jminternationalgroup.com)  
 Pine Crest Fabrics, (800) 877-6487, [www.pinecrestfabrics.com](http://www.pinecrestfabrics.com)  
 Phillips-Boyne Corp., (562) 896-2669, [www.phillipsboyne.com](http://www.phillipsboyne.com)  
 Robert Kaufman Fabrics, (800) 877-2066, [www.robertkaufman.com](http://www.robertkaufman.com)  
 Solid Stone Fabrics, (276) 634-0115, [www.solidstonefabrics.com](http://www.solidstonefabrics.com)  
 Solstiss, (213) 688-9797, [www.solstiss.com](http://www.solstiss.com)  
 Sportek International, (213) 239-6700, [www.sportek.com](http://www.sportek.com)  
 Textile Secrets International Inc., (213) 623-4393, [www.tsitextile.com](http://www.tsitextile.com)  
 Triple Textile Inc., (213) 629-4300, [www.tripletextile.net](http://www.tripletextile.net)



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### AIMS360

110 E. 9th St., Suite A1169  
Los Angeles, CA 90079  
(310) 243-6652

www.aims360.com

info@aims360.com

Contact: Henry Cherner

**Products and Services:** AIMS offers a fully integrated software solution for importers, distributors, and manufacturers of apparel, footwear, handbags, accessories, jewelry, home furnishings, and other fashion goods. The AIMS360 product suite is comprehensive, feature-rich, user-friendly, easy to implement, and is compatible on a laptop, PC, Mac, or iPad. Solutions are available on-site applications or in the cloud. A Gold Level Microsoft ISV Partner and Gold Level QuickBooks developer, AIMS360 provides the most professional, up-to-date program possible, including AIMS GL Integration/POS Integration with QuickBooks, AIMS EasyShop (online retail shopping cart), AIMS WebLink (online wholesale shopping cart), UPS/FedEx/USPS shipping integration, AIMS RemoteLink (order taking on the go for iPad and Windows), Business Analytics reporting for iPad, and simple EDI integration. AIMS delivers all of this at affordable prices. For more information, please visit our website or call us today!



### Alvanon, Inc.

145 W 30th St., Suite 1000  
New York, NY 10001  
(212) 868-4318

Fax: (212) 868-4319

www.alvanon.com

**Products and Services:** Alvanon is the global leader in providing full-service, integrated fit solutions for the apparel industry. From its head office in New York, operations center in Hong Kong, and operating offices in the U.K. and Germany, Alvanon provides customized fit strategies and product-development tools to the world's leading fashion brands, retailers, lingerie, swimwear, sportswear, mail order, and corporate clothing suppliers. Alvanon's fit offer combines the world's largest database of over 300,000 body scans with the unparalleled expertise, products, and services provided by a team of over 70 dedicated sizing and body-shape professionals.

## antex

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

3750 S. Broadway Place

Los Angeles, CA 90007

(323) 232-2061

Fax: (323) 233-7751

annat@antexknitting.com

Contact: Bill or Anna Tenenblatt

**Products and Services:** Antex Knitting Mills, a privately owned vertical knitting, dyeing, and printing company in Los Angeles, announces capability of providing full-package garments produced in California or Central America to meet your varied needs. Antex's product line includes Antex Premier Performance—a line of high-performance, technical fabrics with moisture management, anti-microbial, stain resistant, or UV finishes; Pyrosafe by Antex™, a line of flame-resistant cotton knits; Green Line™ by Antex™, offering a variety of organic fabrics; and Matchmaster Prints by Antex California, offering design and development of custom prints. Please contact sales@antexknitting.com.



### Brother International

200 Crossing Blvd.

Bridgewater, NJ 08807-0911

(800) 432-3532

(908) 704-1700

Fax: (908) 575-3810.

www.brother-usa.com

graffitee@brother.com

**Products and Services:** The Graffiti™ series of direct-to-garment printers by Brother offers high-quality production with high resolution to allow for photographic printing. Ideal for creating samples and short production runs of designs containing photographs and gradations. The Graffiti™ Series offers up to 1200dpi for photo-quality printing; expandable, start with CMYK and expand as your business grows; print CMYK and white simultaneously (GT-381); load designs right from your USB memory stick; simple

user interface—no RIP software; up to 16" x 18" maximum print area; LAN/Ethernet connectivity; includes GraffitiPro Studio™ T-Shirt Design Software; high-viscosity inks are Oeko-Tex® Standard, Class 1 certified.



### Buhler Quality Yarns Corp.

1881 Athens Highway

Jefferson, GA 30549

(706) 367-9834

www.buhler yarns.com

sales@buhler yarns.com

Contact: David Sasso

**Products and Services:** From harvest to hanger, we ensure your supply chain is supported and your final product is of the utmost quality. Introducing MicroModal® Edelweiss—the same comfort and luxury with a greener footprint—to our portfolio, which includes Supima, Micro TENCEL®, Supima Outlast, and blends, certified by Oeko-Tex 100—ensuring safety for all applications. Bring your product to market backed by experience, extended supply chain networks, and unsurpassed technical support.



### California Label Products

13255 S. Broadway

Los Angeles, CA 90061

(310) 523-5800

Fax: (310) 523-5858

Contact: Tasha

www.californialabel.com

info@californialabel.com

**Products and Services:** California Label Products has been servicing the apparel industry for 20 years. With our full-service in-house Art Department, we can create your branding identity from design to delivery. Our product list consists of woven labels, printed labels, care labels, size tabs, custom hangtags, integrated hangtags, and novelty items, as well as buttons and snaps. We have price tickets, self-adhesive labels, thermal transfer labels, printers, and ribbons. Our service bureau for care labels, price tickets, and bar-coding can give you product in 48 to 72 hours. We are always concerned about quality, service, price, and creativity. Think of California Label Products for all your label needs in 2013!



### CIT Commercial Services

300 South Grand Ave.

Los Angeles, CA 90071

Contact: Mitch Cohen, Western Regional Manager

(800) 248-3240

www.CITFactoringUniversity.com

**Products and Services:** CIT Commercial Services operates throughout the United States and internationally. The Los Angeles office serves clients in the Western United States and Asia. CIT is the nation's leading provider of factoring, credit protection, and accounts-receivable management services. Companies of all sizes turn to CIT for protection against bad-debt losses, to reduce days, sales outstanding, and to enhance cash flow and liquidity. CIT's breadth of services, experienced personnel, industry expertise, proprietary credit files on over 330,000 customers, and comprehensive online systems are all reasons that clients say give CIT a competitive advantage.



### Design Knit, Inc.

1636 Staunton Ave.

Los Angeles, CA 90021

(213) 742-1234

Fax: (213) 748-7110

www.designknit.com

shalat@designknit.com

Contact: Shala Tabassi

**Products:** Designer and better contemporary knit fabrics from sheer to heavyweight.

**What's New:** New items include novelty sweater knits for cut and sew using specialty yarns. Variety of knits made from cashmere, silk, wool, rayon, Modal blends, Supima/micro-Modal, Supima blends, Tencel, MicroTencel, proModal, linen blends, garment dyeable stripes, as well as yarn-dye solids and stripes. Specializing in 3 ends French terrys and fleece knits using variety of yarn blends. Large selection of fabrics made with streaky and tri-blends yarns. Customized



auto stripes single knits  
**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.



## Designer Fabric Warehouse

5015 District Blvd.  
 Los Angeles, CA 90058  
 (323) 277-2777  
[www.dfwla.com](http://www.dfwla.com)

**Products and Services:** Announcing the grand opening of our 60,000-square-foot warehouse that is a go-to source for every garment manufacturer, designer, party planner, set decorator, student, and fashion addict! Our buying power and keen eye give you an outstanding range from basic fabrics to couture in apparel and home decorative fabrics. Come shop our amazing range of leathers, silks, denims, linens, cottons, woolens, rayon, solids, prints, vintage fabrics, and technical/performance fabrics. Did we leave anything out? Probably—because we have new items coming in all the time, always at great prices and low minimums. So ... come into DFW and see for yourself. With easy access from the freeway and minutes from downtown LA, Designer Fabric Warehouse is your fabric destination.



## FDM4 America Inc.

11500 S. Eastern Ave., Suite 150  
 Henderson, NV 89052  
 (866) 676-3364  
[sales@fdm4.com](mailto:sales@fdm4.com)  
 Contact: Mike Cutsey, President

**Products and Services:** FDM4 is a multi-company, and multi-warehouse, multi-currency software solution that integrates your entire organization – including procurement, inventory, sales, accounting and customer service, while taking advantage of the benefits of apparel based software. With increasing pressure to reduce time to market, you need the right product at the right time. With our forecast module you can anticipate demand at the style, color, and size level, utilizing color and size percentage's. The FDM4 suite also offers purchasing, import management, intelligent allocations, CRM, order processing, E-commerce, SEO, Mobile apps, freight calculation, integrated EDI, ASN's, RF warehouse management, financials, customizable pre-packs, customer-specific packing rules, and dynamic line sheets. FDM4's solutions are modular and can be acquired individually either through a licensed model or a SaaS (subscription model) in a hosted environment. FDM4 offers continual support throughout the entire implementation process and support cycle. Custom development ensures you get maximum value and return on your investment with software that changes and grows with you year after year. In business for over 30 years, FDM4 is a well-established company with the knowledge and expertise to provide a high level of customer satisfaction. Our industry-specific expertise ensures software and support is tailored to meet the demands of your industry and helps you improve the bottom line.



## Geltman Industries

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

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



## Gerber Technology

24 Industrial Park Road West  
 Tolland, CT 06084  
 (800) 826-3243  
 (860) 871-8082 (outside USA)  
 Fax: (860) 871-6007

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

Contact: Jill Powers

[jill.powers@gerbertechnology.com](mailto:jill.powers@gerbertechnology.com)

**Products and Services:** Gerber Technology offers a complete suite of computer-aided design and manufacturing systems for the apparel and sewn-goods industries. These include the industry-leading Accu-Mark® pattern design, grading, and marker-making software, Fashion Studio software for textile design, automated nesting, and textile spreading systems, as well as single- and multi-ply GERBERcutters. Gerber also offers YuniquePLM™ product lifecycle management software, which helps retailers, brand owners, and manufacturers manage all of the details associated with their products from conception to store shelf and helps them communicate and collaborate more effectively with their suppliers around the world. Gerber Technology supports 25,000 customers, including more than 100 Fortune 500 companies, in 130 countries around the world.



## Giotex USA

[www.giotexusa.com](http://www.giotexusa.com)  
 Contact: Steven Usdan  
 (212) 564-2000

[usdan@giotexusa.com](mailto:usdan@giotexusa.com)

**Products:** Giotex™ is the largest producer of certified recycled cotton yarn in North America and the first to earn the prestigious Global Recycle Standard (GRS) certification. Giotex yarn is made from fabric scraps that would otherwise end up in a landfill. Our high-quality yarns are ideal for NAFTA/CAFTA programs and can be used in all applications in which regular dyed yarns are used. Products made with Giotex yarn stand out with consumers who respond to a brand's "conscience," quality, value, and performance.

## Hilco Asset Sales Canada

### Hilco Asset Sales Canada

291 Progress Ave.  
 Toronto, Ontario, Canada  
[www.hilcocanada.com](http://www.hilcocanada.com)  
 (416) 252-1955.

**Products and Services:** Live on-site and webcast auction. Thursday, March 7, 2013. 10 a.m. Preview: Wednesday, March 6. 9 a.m.–5 p.m. Spring knitwear. Over \$800,000 of cost inventory. Complete on-site and webcast auction of Spring Knitwear Canada—a large, quality offering of a complete cut-and-sew knitting operation, including inventory, warehouse, support and office. Bid live at [bidspotter.com](http://bidspotter.com). Sale conducted by Hilco Asset Sales Canada.



## The International Textiles Expo

(516) 596-3937

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

**Products and Services:** 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 March 18–20, 2013, at Rio All-Suite Hotel & Casino in Las Vegas. Visit our website for updated information on future shows.



## Lenzing Fibers Inc.

530 Seventh Ave., Suite 808  
 New York, NY 10018  
 (212) 944-7400  
 Fax: (212) 944-7406

[newyork@lenzing.com](mailto:newyork@lenzing.com)

[www.lenzing.com/textile](http://www.lenzing.com/textile)

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



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# LA TEXTILE SHOW RESOURCE GUIDE

## Resource Guide *Continued from page 13*



### Messe Frankfurt, Inc.

1600 Parkwood Circle, Suite 615  
Atlanta, GA 30339  
(770) 984.8016

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

**Services:** Techtextil North America 2013 is the meeting place for producers and users of technical textiles and nonwovens. In conjunction with the exhibit hall, the renowned symposium will feature sessions on new fiber technologies, protective textiles, medical textiles, high-performance composites, and nonwovens/filtration. Join us March 19-21, 2013 at the Hilton Anaheim in Anaheim, California! For more information, please contact [TTNAinfo@usa.messefrankfurt.com](mailto:TTNAinfo@usa.messefrankfurt.com).



### Pacific Coast Knitting Inc.

6051 Maywood Ave.  
Huntington Park, CA 90255  
(323) 584-6888

Fax: (323) 582-8880

Contact: Mike Tolouee

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

[info@pacificknitting.com](mailto:info@pacificknitting.com)

**Products and Services:** We are an American mill, located in Huntington Park, California. Our passion and creativity produce high-quality fabric for the fashion industry with low minimums, fast delivery, and over 2,400 styles of knits. We have developed over 400 new styles of novelty knits, including high twist, recycled cotton, recycled poly, 100 percent linen, MicroTencel, Supima, and many other novelty yarns. We also have added to our eco-friendly collections. We are always investing in new products to be on the competitive edge with European mills. We produce high-quality fabrics for women's, contemporary, men's, and children's with competitive pricing.



### PeruModa

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

**Show Dates:** Peru Moda takes place in Lima (April 10-12).

**Description:** Peru Moda is the main event of the Peruvian fashion industry. It showcases the best of the Peruvian export supply in apparel, footwear, accessories, and jewelry. Learn about the advantages of the Peruvian fashion industry in terms of quality, design, competitive costs, response-to-client capacity, product development, and duty free entry of Peruvian textiles to the United States. Peru Moda also promotes business between international buyers from around the world by directly connecting them to Peruvian export companies.



### Philips-Boyne Corp.

135 Rome St.  
Farmingdale, NY 11735

(631) 755-1230

Fax: (631) 755-1259

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

[sales@philipsboyne.com](mailto:sales@philipsboyne.com)

**Products and Services:** Philips-Boyne Corp. offers high-quality shirtings and fabric. The majority of the line consists of long-staple Egyptian cotton that is woven and finished in Japan. Styles range from classic stripes, checks, and solids to novelties, Oxfords, dobies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo®, Corona®, and Superba®. Knowledgeable customer-service team, immediate shipping, and highest-quality textiles. Philips-Boyne serves everyone from at-home sewers and custom shirt-makers to couture designers and branded corporations.

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E-mail: [info@pacificknitting.com](mailto:info@pacificknitting.com)

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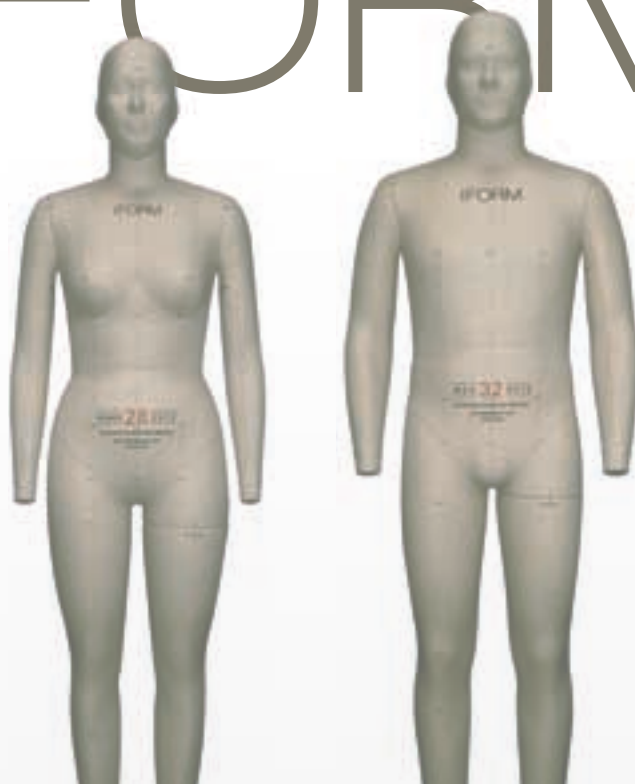
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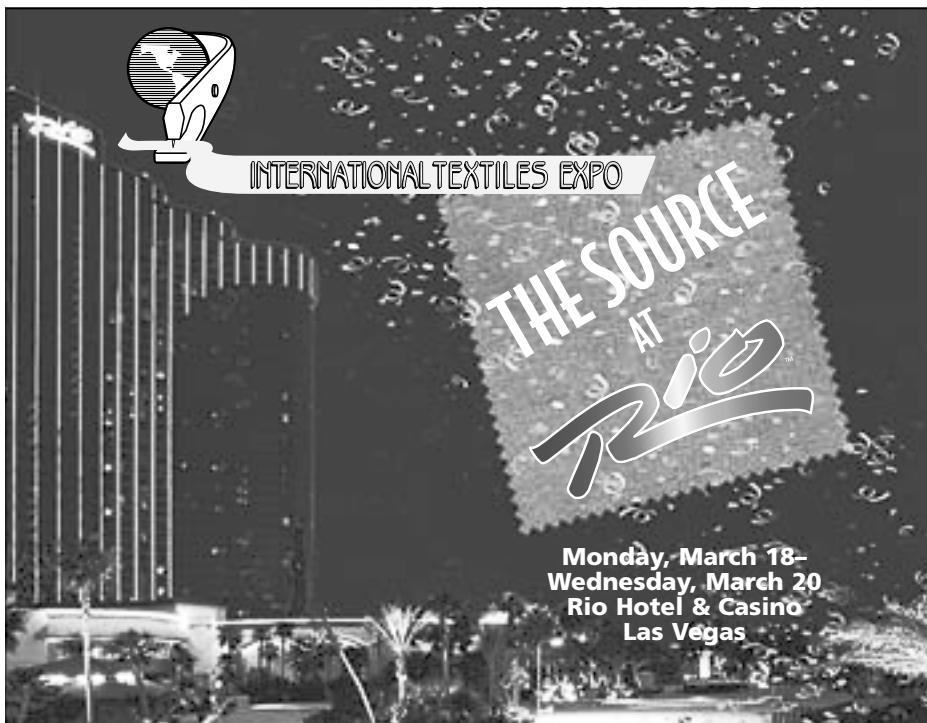


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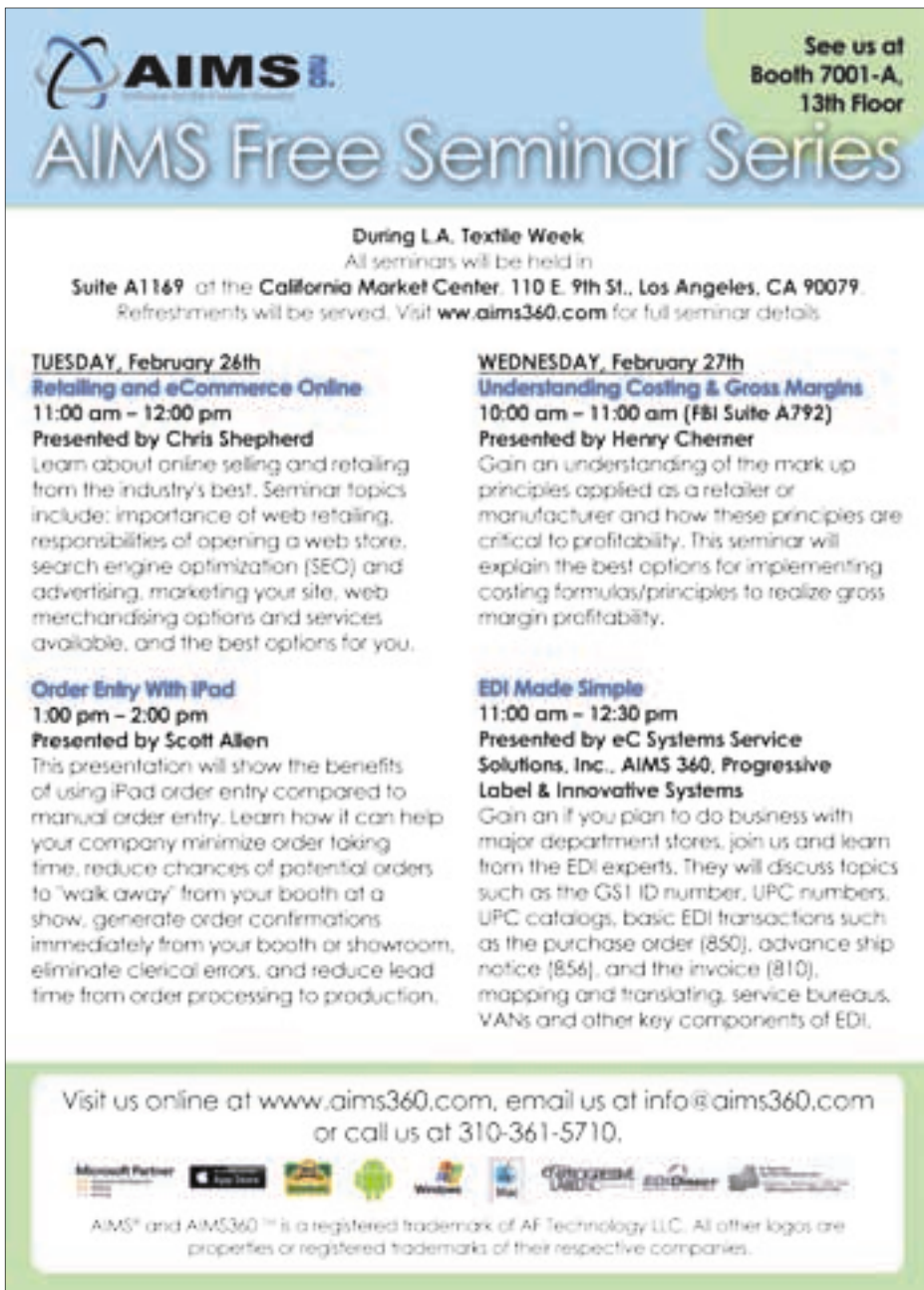
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**TUESDAY, February 26th**  
**Retailing and eCommerce Online**  
**11:00 am – 12:00 pm**  
**Presented by Chris Shepherd**  
Learn about online selling and retailing from the industry's best. Seminar topics include: importance of web retailing, responsibilities of opening a web store, search engine optimization (SEO) and advertising, marketing your site, web merchandising options and services available, and the best options for you.

**WEDNESDAY, February 27th**  
**Understanding Costing & Gross Margins**  
**10:00 am – 11:00 am (FBI Suite A792)**  
**Presented by Henry Cherner**  
Gain an understanding of the mark up principles applied as a retailer or manufacturer and how these principles are critical to profitability. This seminar will explain the best options for implementing costing formulas/principles to realize gross margin profitability.

**Order Entry With iPad**  
**1:00 pm – 2:00 pm**  
**Presented by Scott Allen**  
This presentation will show the benefits of using iPad order entry compared to manual order entry. Learn how it can help your company minimize order taking time, reduce chances of potential orders to "walk away" from your booth at a show, generate order confirmations immediately from your booth or showroom, eliminate clerical errors, and reduce lead time from order processing to production.

**EDI Made Simple**  
**11:00 am – 12:30 pm**  
**Presented by eC Systems Service Solutions, Inc., AIMS 360, Progressive Label & Innovative Systems**  
Gain an if you plan to do business with major department stores, join us and learn from the EDI experts. They will discuss topics such as the GS1 ID number, UPC numbers, UPC catalogs, basic EDI transactions such as the purchase order (850), advance ship notice (856), and the invoice (810), mapping and translating, service bureaus, VANs and other key components of EDI.

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# LENZING INNOVATION

Lenzing AG, A-4860 Lenzing, Austria



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USA	Britannia Mills Ltd.		309
USA	Buhler Quality Yarns	Suite PH8	
USA	Design Knit, Inc.	Suite PH1	
USA	Enviro Fabrics	Suite PH5	
USA	Epic Textiles		2005-2007
CANADA	Fine Cotton Factory		1005
USA	Impex Textile		500-503
USA	Laguna Fabrics	Suite PH5	
USA	Pacific Coast Knitting		205-209
USA	Sextet Fabrics, Inc.		305
USA	Shara-Tex, Inc.	Suite PH 7	
USA	Swisstex Direct	Suite PH 11	
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