

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

L.A. International Textile Show

PREVIEW AND RESOURCE GUIDE

September 2010



TEXTILE TRENDS

Indigo Mood

Paisley Tradition

Graphic Story

Wild at Heart



including **Tech Focus**

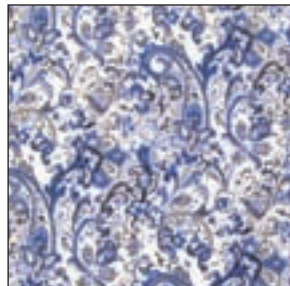
The Future of RFID • Taking Tech to Retail
Compliance Goes Mobile with Intertek • Brushing Up on EDI

Paisley Tradition

Paisley patterns return, ranging from traditional prints to recolored novelties.



Jay Ann Fabrics Inc. #199/8



Taiana Blu #Z010949
"Man"



Textile Secrets International
Inc. #SIC/184-C



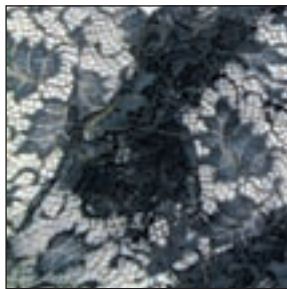
Jay Ann Fabrics Inc. #5349/6



Robert Kaufman Fabrics
#EWK-10949-28 "Night
and Day"

Indigo Mood

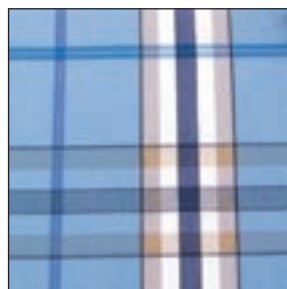
From jacquards and laces that seem dipped in indigo to shirtings that shift from denim to chambray shades, textiles convey an indigo mood.



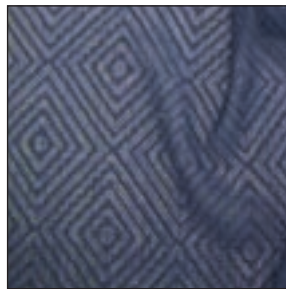
Darquer Dentelles de Calais
#780974/G "Niagara"



Juan Boluda S.A.
#36.07832



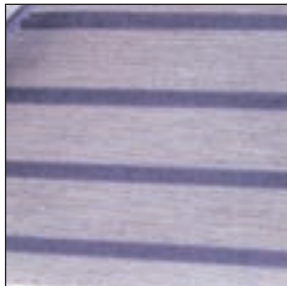
Taiana Blu #N240002
"Seveso"



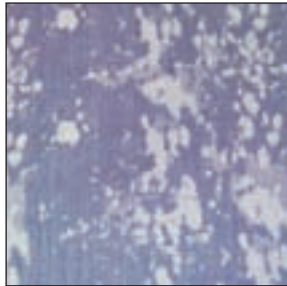
Belle Maille Creations #C342
D9954 "Jersey Jacquard"



Fabien Doligez/AB Creations
#7217/C3 "Carreaux
Crepe"



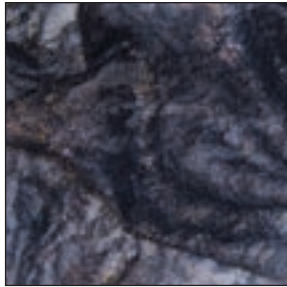
Taiana Blu #M820002
"Palk" cotton/polyester



Fabien Doligez/AB Creations
#7239/D2 jacquard denim



Fabien Doligez/AB Creations
#7239/D1 jacquard denima



Solid Stone Fabrics "Antique
Lace/blue fog/gold"



Taiana Blu #M820003
"Palk" cotton/polester

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jminernationalgroup.com
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Darquer Dentelles de Callais (323) 376 0625
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Triple Textiles (213) 629-4300
www.tripletextiles.net

On the cover: (Clockwise from top) Textile
Secrets International "SIC/198-C; Pine
Crest Fabrics "Zeon;" Taiana Blu #N240002
"Seveso;" Fabien Doligez/AB Creations #7217/
C3 "Carreaux Crepe;" Pine Crest Fabrics
#LSHTRP544-448 "Neo Tie De Midnight Halo;"
Pine Crest Fabrics "Kool Kat" Background:
Darquer Dentelles de Calais #780974/G "Niagara"



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streaky
tri-blends

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california market center
sep. 27-29. 2010 Room Ph47

globaltex show
los angeles convention center
sep. 28-30. 2010 Booth 434

dk design knit inc.

1636 staunton ave. l.a. ca. 90021 ph: (213) 742-1234 fax: (213) 748-7110

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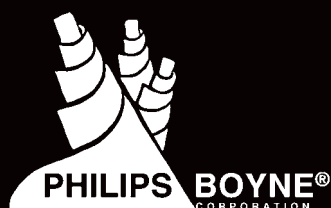
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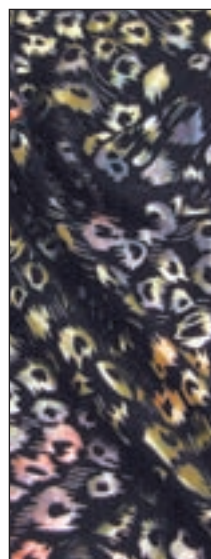
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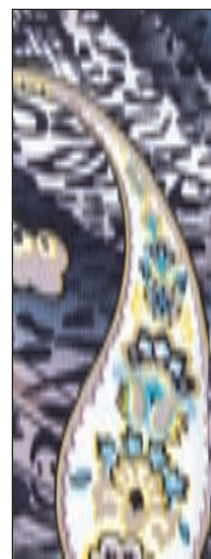
TEXTILE TRENDS

Wild at Heart

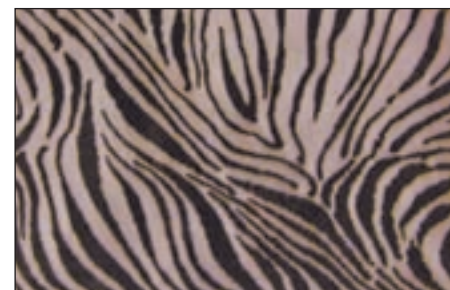
Classic animal and reptile prints continue in sophisticated traditional colorways or are given a modern update with a jolt of color or a bit of shine.



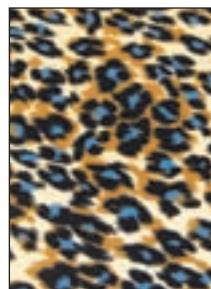
Nipkow & Kobelt Inc.
#G2276



Triple Texture
#L-S74-E



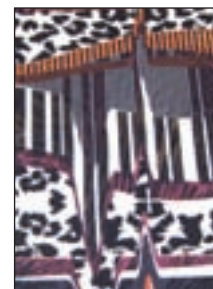
Bel Maille Creations #C324 D9938



Nipkow & Kobelt Inc.
#VVK38927



Triple Texture #L-S71-C



AVID Ink #A128545
"Grafrica"



Nipkow & Kobelt Inc. #RB8416D



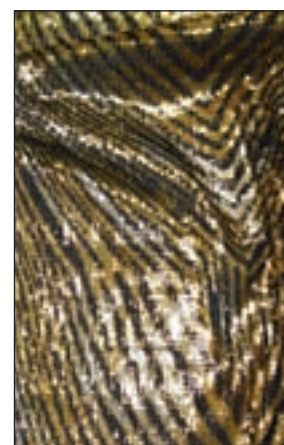
Nipkow & Kobelt Inc.
NK23725



Triple Texture
#L-S70-O



Cinergy Textiles Inc. #Knit-
4226-895



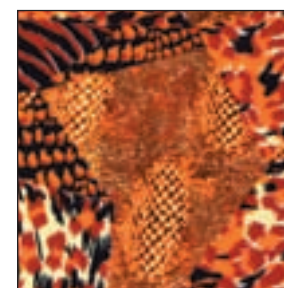
Max Vogue International
Trading Co. Ltd.
#EM3387 "Printed Sequin
Embroidered Mesh"



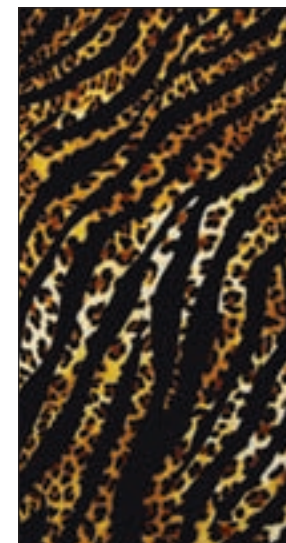
Max Vogue International
Trading Co. Ltd. #EM2327
"Leopard"



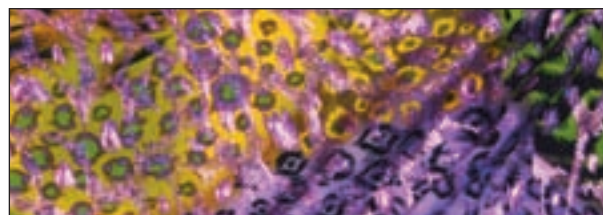
Texapel SPA #10406
"Istrice"



Jay Ann Fabrics Inc.
#7219-4



Pine Crest Fabrics
#LTDTAFX767-64 "Baby
Leo/Zebra"



Solid Stone Fabrics "Wild Kingdom"



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TECH FOCUS

New App Focuses on CPSIA Regulations

Intertek, a provider of quality and safety solutions, has announced a new **iPhone** application that focuses on the Consumer Product Safety Improvement Act (CPSIA). The app, which is available for free at the online **Apple** App Store alongside another app that focuses on the European Union's Textile Compliance Guide, is meant to help keep industry professionals up-to-date on the legislation.

Meant to act as a quick reference guide, the CPSIA iPhone application contains the content of the law by section and in full text, a list of accredited testing laboratories affiliated with Intertek, and answers to frequently asked questions about compliance and safety testing requirements.

"Currently, the app contains the basics of the act only," said Shelly Lo, Intertek's marketing executive. "However, we are planning for the next upgrade version of the iPhone app [to include a] notification feature, which is to alert the app users about the latest changes of CPSIA. And the upgraded iPhone app will link to our PC web platform called "GetInfo," an Intertek Knowledge Portal for global quality, safety and environmental regulation of consumer goods. Both [the] iPhone app and GetInfo will be revamped for a new release in the coming months."

Passed in August 2008, the CPSIA made significant changes to the previous regulations and imposed additional compliance requirements for consumer products produced domestically and abroad. Children's apparel makers—labeled by the Consumer Product Safety Commission as companies making apparel intended primarily for children 12 years of age or younger—have taken the brunt of the law, facing staggered deadlines for requirements related to lead paint, third-

party testing, small parts, metal jewelry and all other children's product safety rules.

The law, which has rankled makers of childrenswear and has been described as "confusing," has been a major concern for the apparel industry. A release from **Centric Software**, a Campbell, Calif.-based provider of product life-cycle management solutions, said members of its advisory board identified compliance management as one of the biggest challenges facing manufacturers today.

According to a release from Centric, "Compliance, essential for fulfilling terms and satisfying customers, is complex and varies from customer to customer."

Failure to comply with the CPSIA can result in penalties that include prison time and fines of up to \$100,000.

Intertek is betting that a mobile application such as its own, especially after the planned upgrades, will help consumer-goods professionals stay on the right side of the law. "Professionals in the consumer-goods industry can have access to key information when they are in the office, at a trade show or off-site at customer and vendor meetings," Lo

said. "Accredited testing labs in different areas can be found with their testing scope indicated. This is especially useful for buyers who want to import goods from a market they are not familiar with. There's also the 'Ask the Expert' button throughout the app, which can link the users to our world of knowledge experts at Intertek should they need further help and information. After the upgrade of the app, users can get a constant flow of industry news and regulatory updates, which will make the app a more invaluable tool."

For more information, visit www.intertek.com.—Erin Barajas



Intertek's CPSIA iPhone application

RFID Market to Hit \$6 Billion in 2011, Report Says

ABI Research, an Oyster Bay, N.Y.-based market-intelligence company specializing in emerging technology, released a report that the overall radio frequency identification (RFID) market—including asset management and supply-chain management—will pass the \$6 billion mark in 2011.

The forecast is a product of ABI's 2010 annual overview of the entire RFID market and marks a turnaround from a downward trend in 2008 and 2009.

"In response to the weakened economy, most RFID and [Real Time Locating System] value chain participants reported reductions

to marketing expenditure, staff and on-hand inventory levels beginning in late 2008 and continuing throughout 2009," said Practice Director Michael Liard in a statement. The market began to show signs of growth again in late 2009. "That trend continues in 2010," Liard said.

The report points to **Wal-Mart's** recent multi-billion unit passive ultra-high frequency RFID apparel tag and 15,000 hand-held reader [Request for Proposal] orders and its expected U.S. rollout as proof of the RFID market's positive outlook and growth potential.—E.B.

Navigating the Challenges of EDI

More than 20 years ago, Electronic Data Interchange, better known as EDI, replaced the paper-pushing drudgery of delivering freight bills for major retailers.

These days, freight bills and other documents are delivered electronically, which means more-accurate inventories. Various EDI systems also cut down the amount of time spent on handling and searching for paper documents.

Every major retailer seems to have its own system, but one feature the different systems all share is having bar codes, which help manufacturers and retailers track orders and garments with EDI.

But as easy as EDI may seem, it is still causing big headaches, according to Jim Wiebe, a Los Angeles-based EDI consultant who heads EDI workshops for nonprofit **Fashion Business Inc.**

In addition, smaller retailers have increasingly been adopting EDI and demanding that their vendors use the system. But adopting EDI can mean heavy costs for a small company.

Wiebe estimated a manufacturer can spend more than \$10,000 to buy EDI pro-

grams and purchase the bar codes required to identify the various fashion categories a manufacturer creates.

But costs start to rise when retailers begin levying fines, or "chargebacks," to manufacturers who make mistakes on EDI documents. For example, a chargeback can cost \$150 per infraction for a simple mistake such as inputting incorrect routing information in a freight document, Wiebe said. A few mistakes can snowball and hurt a company's bottom line.

Avoiding mistakes can be taken care of with classes about EDI, Wiebe said. Help with affording EDI also comes when big retailers purchase bar codes for smaller manufacturers so they can participate in the system.

Wiebe also advised manufacturers to become more familiar with radio frequency identification (RFID) tags, the electronic bar codes in clothing that track inventory on store floors with the same accuracy that EDI systems track inventory in warehouses. "Cash-register sales are going to become a lot more accurate. They were underreporting," Wiebe said.—*Andrew Asch*

Retail Analytics Promise to Tame Information Revolution

Today, retailers have more information than ever about their businesses, but making sense of the flood of information coming their way requires software tools to interpret the vast amounts of data gathered by point-of-sales systems and merchandising-management systems.

Retail analytics can free up time for executives and finance departments to make decisions instead of spending time aggregating and parsing often-confusing data, according to the executives of retail analytics companies.

Two of them, Atlanta-based **QuantiSense** and Denver-based **JCB Partners**, recently struck agreements to expand their businesses.

In the fourth quarter of this year, QuantiSense will debut its mobile interfaces of its business intelligence software for the **iPhone** and **iPad**. Last month, QuantiSense announced that the Navy Exchange Service Command (NEXCOM) selected QuantiSense's analytic and business intelligence application for NEXCOM's group of naval installations around the world.

With clients such as **PacSun**, **Burlington Coat Factory** and **Casual Male XL**, Quan-

tiSense's software warehouses the complex information these companies generate. Then it helps interpret this information in QuantiSense's **Playbook** feature. The Playbook offers executives, store buyers and store managers different scenarios on what action they can take to make the best decision on a certain matter, said Jeff Giberstein, chief operating officer of QuantiSense.

JCB Partners announced on Sept. 17 that its **Retail Pathways** software was selected by **IBM** to be one of the programs offered by its **Cognos 8** business intelligence software. It will make IBM's Cognos 8 more user-friendly for retailers, said Tom Griggs, director of marketing and communications for JCB Partners.

JCB executives also will participate in the **IBM Information Agenda Channels Tiger Team**. This think tank will research ways to make analytics and business intelligence software more user-friendly.

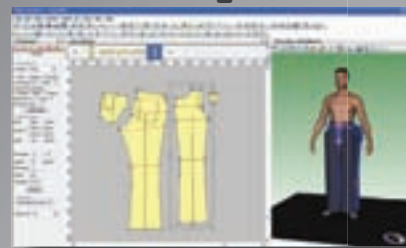
With clients such as **Columbia Sportswear**, JCB Partners' software collects disparate data from same-store sales, inventory and customer analytics and puts together models and forecasts where retail executives should make their next move.—*A.A.*

OptiTex

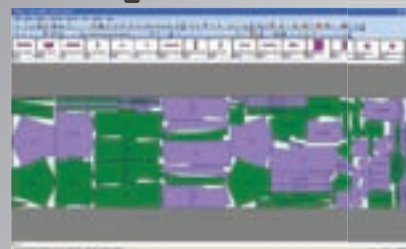
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Understanding Apparel Principles Using Software Applications

9:00 a.m. – 10:00 a.m.

An overview of manufacturing, distribution and wholesaling using AIMS®, Apparel Information Management System, a completely integrated order, production and inventory control processing system for manufacturers, importers and distributors. Learn how to manage your business anytime, anywhere by using our software as a service (SaaS).

Presented by Henry Cherner

EDI Made Simple

10:00 a.m. – 11:30 a.m.

Learn from the experts! If you are in the apparel industry and want to do business with major department stores, you must attend this seminar. EDI topics will include UPC numbers, bar coding, ASN's, UCC-128 labels, EDI integration, service bureaus and UPC catalogs.

Presented by eCسس, AIMS, Progressive Label & Innovative Systems

QuickBooks for the Apparel Industry

12:00 p.m. – 1:00 p.m.

There is information that needs to be included in your accounting system in order to produce financial statements. Learn the basics about how to integrate financial information from AIMS into the General Ledger of QuickBooks to create financial statements.

Presented by Scott Allen

Retailing Online & Wholesaling Online

1:00 p.m. – 2:30 p.m.

Presented by Focal Technology

Learn the inside way of retailing online from the industry's best. It's more than just a website; it's an online retail store to generate revenue. Topics include: Why web retailing is important, responsibilities of opening a web store, search engine optimization & advertising, marketing your site, web merchandising, options & services available for retailing online & best options for you.

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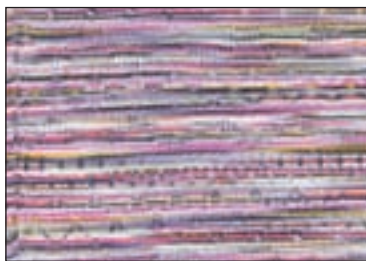




Fabien Doligez/AB Creations
#Fleur/1800 printed pongee



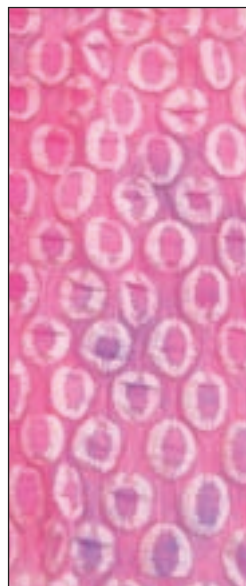
Triple Textile #L-S33-W



Nipkow & Kobelt Inc. #BL2335



Bel Maille Creations #C434 "Tricot
Rachel Jacquard Chevron TF"



D&N Textiles Inc. #4242



Triple Textile #L-S722-Q

Graphic Story

Graphic prints and bold knitted patterns give textiles a retro-modern makeover.



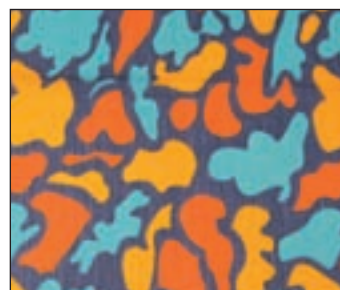
Jay Ann Fabrics Inc.
#7215/9



Triple Textile #L-S69-V



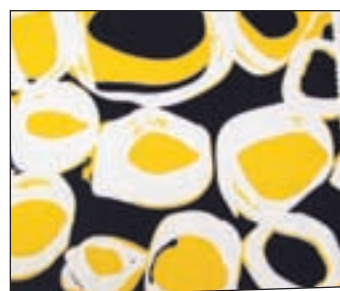
Triple Textile #L-S77-J



Nipkow & Kobelt Inc. #K7738



Nipkow & Kobelt Inc. #NK23422



Triple Textile #L-S72-G

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Natural Crinkling
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Los Angeles International Textile Show Resource Guide

The L.A. International Textile Show at the California Market Center is a one-stop resource for premier textiles, design and production resources. During the Sept. 27–29 run, hundreds of resources from around the globe will offer inspiration in fabrics, trims, notions, and accessories. Production resources encompass textile print design studio and art services; color and trend-forecasting services; printing, silkscreening, and heat-transfer solutions; and apparel, private label, and manufacturing resources. Educational seminars offer tips for businesses in planning, sourcing, sales, and merchandising. As an adjunct, this guide highlights several key resources in the textile and supply-chain arenas.

FIBERS & FABRICS

Buhler Quality Yarns Corp. provides ring-spun yarn with 100 percent Supima, 100 percent Micro Modal, 50/50 Supima Micro Modal, and 50/50 Supima Outlast. Yarn count ranges from 12/1 Ne to 90/1 Ne. New fabrics include Micro Tencel, Royal Spun, and fashion slub yarns in Supima and Supima Micro Modal that are super-soft, comfortable, durable, bright, and extraordinarily strong. Popular counts and blends are inventoried, and there are no minimums for samples. Buhler provides service, quality, innovation, and flexibility. Visit www.buhleryarns.com.



Design Knit, Inc. makes designer and better contemporary knit fabrics from sheer to heavy weight in new and innovative fabrics every season. New items include novelty and basic fabrics with Tencel, Micro Tencel, cashmere, silk, wool, rayon, linen blends, Modal blends, lurex, organic cotton, organic Supima cotton, organic Supima/Micro Modal, Supima blends, rayon hemp, recycled poly, rayon bamboo, yarn-dye solids and stripes, garment dyeable stripes, engineered stripes, streaky/triblends and an extensive collection of fabrics made with ecofriendly fibers. Celebrating 25 years of excellence. Made in America with pride. Contact Shala Tabassi at shalat@designknit.com and (213) 742-1234.



JM International Group is a distributor of luxury and popular apparel textiles. The company was established in 2009 by John Marshall, a 25 year veteran of the business, who utilized his BA in fashion design and many years of sales management experience to offer clients the best of the industry. Located in the historic Fashion District of downtown Los Angeles, JM International Group makes beautiful textiles accessible to clients on the West Coast, Canada and South America. JM International Group caters to designers in contemporary juniors, sportswear, swimwear, children's and haute couture. Call (323) 376-0625 or visit www.jminternationalgroup.com.



For over 75 years and four generations **KOMAR** has been a leading supplier to the sewn product and screen printing industries in North America. With offices and warehouses throughout the United States and Mexico, Komar is the largest independent distributor of sewing thread representing Coats thread, the largest and most respected thread manufacturer in the world. The company is a leading converter of plotter, marking, pattern, and cutting papers. Komar is one of the finest manufacturers and distributors of chemicals used in the sewn products and screen printing industries. It has one of the most diversified national distributors of design, production, finishing, and packaging supplies. KOMAR offers a truly integrated, fully computerized, manufacturing, converting, and distribution system. Our state of the art technology provides the quality of satisfaction our customers have come to expect. Visit www.komar.com.

Lafayette Textile Industries LLC (LTI) is a premier supplier of finished goods to the apparel and fashion industry in the USA located in

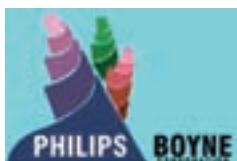
Los Angeles, California. LTI was established in 1998 with a large production capacity of superior quality dyed and printed textile goods. For more information, call (323) 264-2212 ext. 200 or visit www.lafayettetextile.com.



The Lenzing Group is a world leader in marketing and manufacturing manmade cellulose fibers. The portfolio of Lenzing Fibers includes TENCEL®, Lenzing Modal®, Micro-Modal®, and ProModal®. New fabrics include ProModal®, Micro Tencel®, and Botanic Principles of eco-sustainable fibers. These ecologically responsible fibers with performance benefits and comfort are sustainable, biodegradable, and derived from a renewable raw material, wood pulp. Visit www.lenzing.com.



Philips-Boyne Corp.® provides high-quality shirts and fabric, serving everyone from at-home sewers and custom shirtmakers to couture designers and branded corporations. The majority of the line consists of long staple Egyptian cotton that is woven and finished in Japan. Exclusive broadcloth qualities include Ultimo®, Corona®, and Superba®. New patterns are added regularly from woven, end-on-end, yarn-dyed plaids; flannels; large hounds-tooth; yarn-dyed stripes; and checks. For more information, visit www.philipsboyne.com.



Robert Kaufman Co. has more than 65 years of experience and is a design-driven company with focus on quality. We offer an extensive line of cotton prints, fashion solids, career solids and yarn dyes. The newest fabrics include new organic qualities of organic canvas, twill, voile, poplin, organic certified prints, and new poly career solids. Robert Kaufman offers custom printing, dyeing, yarn dyes, and garment production. For more information call (310) 538-3482, email info@robertkaufman.com or visit www.robertkaufman.com.



Pacific Coast Knitting, Inc. does fabric development and knitting to your specifications: novelty knits, burnouts 50/1, 60/1, slubs, Micro-Modal, silk, MicroModal/cashmere, and Supima cotton. New fabrics include slub linen ProModal, MVS Modal, and linen blend. Services include garment package: knitting, cutting, and sewing. Our competitive edge is first-class quality fabric and on-time delivery. Call (323) 584-6888, email info@pacificknitting.com or visit www.pacificknitting.com.

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Los Angeles International Textile Show

Resource Guide

Continued from page 9

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TECHNOLOGY

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NGC® announces that shapewear innovator SPANX is implementing NGC's e-SPS® software for PLM and global sourcing. NGC's software is helping the company increase speed to market and improve organization, collaboration, and communication between designers, factories, and employees. SPANX set out to find a PLM system that could help them efficiently manage not only product design but also purchase orders, production, and shipping; the company ultimately selected NGC out of a dozen vendors. "We needed a system to help speed up development, from concept to production. When we found out that NGC offered integrated PLM and global sourcing, the choice was obvious," said Robert Hunnicutt, technology product manager, SPANX. Visit www.ngcsoftware.com.



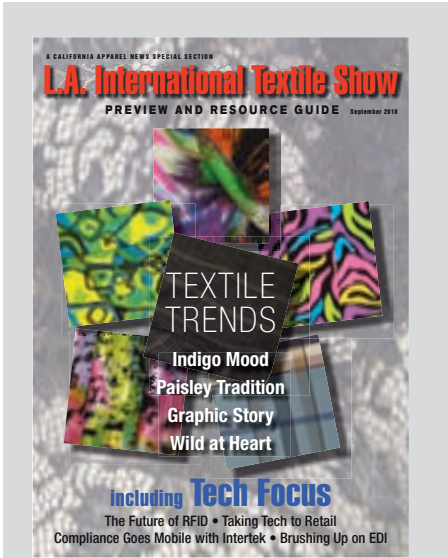
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Geltman Industries serves the specialized needs of the textile, apparel, and home-furnishing industries. Some of the company's services include textile finishing, laundry, bonding, and fabric-repair services. Newly added services include brushing and water-repellent process and next-day service on bonding. Visit www.geltman.com.



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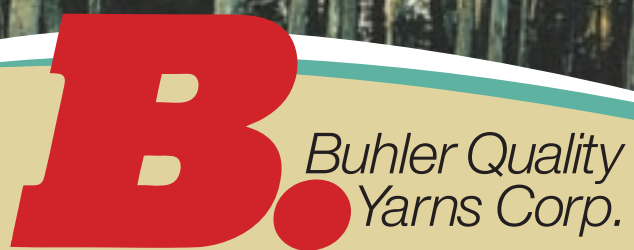
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