



A CALIFORNIA APPAREL NEWS SPECIAL SECTION

Textile Preview

with **Tech Focus** and **LA Textile Resource Guide**

October 2012

TECH NOTES

Harnessing Business Intelligence, Preparing for Online Traffic Jams

TEXTILE TRENDS

Mod Squad • Layered Looks • Texture • Sweater Set • Ethnic Mix

Lenzing Innovation Exhibitors at LA Int'l Textile Show

COUNTRY	COMPANY		SHOWROOM	BOOTH
	Lenzing Fibers, Inc.		Suite PH13	
USA	American Fabrics International	Knits		307
USA	Asher Fabric Concepts	Knits	Suite PH6	
USA	Britannia Mills Ltd	Knits		309
USA	Buhler Quality Yarns	Yarn Spinner	Suite PH8	
Portugal	Crispim Abreu LDA	Knits	Suite PH10	
USA	Design Knit, Inc.	Knits	Suite PH1	
USA	Ecotex	Knits	Suite PH9	
USA	Enviro Fabrics	Knits	Suite PH7	
USA	Epic Textiles	Knits		2005-2007
USA	Impex Textiles	Knits		500-503
USA	Laguna Fabrics	Knits	Suite PH7	
USA	Pacific Coast Knitting	Knits		205-209
USA	Sextet Fabrics, Inc	Knits		305
USA	Shara-Tex, Inc.	Knits	Suite PH5	
USA	Texollini	Knits	Suite PH3	
USA	Tuscarora Yarns	Yarn Spinner	Suite PH11	
USA	Unitex International	Knits	Suite PH2	
USA	Zentex	Wovens	Suite PH4	

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Isko Launches New Campaign

Turkish denim mill **Isko** has released a new ad campaign created to communicate the versatility of jeans—from selvedge to skinny, jeggings to “jeather.”

Dubbed the “new face of Isko,” the campaign features the work of photographer, model and artist Giada Paolini, who also appears in the campaign. The intent is to convey both the fashion and the function of Isko fabrics.

“This new campaign proves that Isko can progress in a very dynamic manner, always with a view to meeting customer requirements in the best possible way,” said Marco Lucietti, marketing director of **Sanko Group’s** Isko division, in a statement. “These photo shoots bring product performances to life, making the benefits of all our patented technologies immediately apparent to brands in the fashion sector, as well as to their consumers.”

For more information, visit www.isko.com.tr.

—Alison A. Nieder



A&E Launches Sustainability Study

Over the last six years, sewing-thread maker **American & Efrid** saved more than 557 million gallons of water, reduced its greenhouse-gas emissions by more than 9 percent and saved more than 85 million kilowatt hours of electricity.

At the Mount Holly, N.C.-based company’s recent Global Sustainability Managers Conference, A&E released its 2011–2012 Sustainability Report.

“We’re proud that our latest sustainability report shows greater cumulative results from the impact of our efforts and investments,” said John Eapen, A&E’s vice president environmental, health and safety/sustainability. “We’re particularly proud of our zero liquid-discharge

plant in Perundari, India, and our 50 percent recycle/reuse facility in Dongguan, China. The water conserved by A&E’s global operations during a year could supply 15.5 million people in India with fresh water for a day.”

The study tracked the company’s carbon footprint, water conservation, energy consumption, recycling efforts and waste reduction at its global yarn spinning, dyeing and finishing facilities.

The company has also nearly reached its goal to send “zero waste to landfill” in the United States.

Founded in 1891, A&E has manufacturing centers and distribution points in 41 countries.—A.A.N.

LA Textile Show to Feature Korean Pavilion

Thirteen Korean textile mills are exhibiting at the Oct. 22–24 run of the **Los Angeles International Textile Show** at the **California Market Center**.

Global Korea Textile Week 2012 is being held in the CMC Fashion Theater and features a mix of exhibitors showcasing everything from digital prints, jacquards and wool to faux fur, velvet, knits and trim.

Organized by **Kotra LA**, the Los Angeles branch of the Korean Trade-Investment Promotion Agency, the exhibition features a mix of new and returning exhibitors, includ-

ing **PremyTex, Silveray Co., Chung Woo Textile Co., Youngdo TrimArt Co., Korea Textile Center, Daedo Trd. Co., Rohan Fabric, Leesmoolsan and JH Textile Inc.**

The Kotra LA website (www.kotrala.com/global-korea-textile-week-2012) also includes detailed descriptions of each mill’s offerings, contact numbers and email addresses, and links to company websites.

The exhibition runs from 10 a.m. to 5 p.m. on Monday and Tuesday and from 10 a.m. to 4 p.m. on Wednesday.

—A.A.N.

LOS ANGELES TEXTILE SEMINARS

Visitors to the Oct. 22–24 run of the **Los Angeles International Textile Show** will have the opportunity to attend several free seminars organized by the **California Market Center**.

Held in penthouse 19 on the 13th floor of the CMC, the seminars range from trend forecasts for the Fall/Winter ’12/’13 season to business insight for apparel manufacturers and designers.

Oct. 22

“Fall/Winter ’13/’14 Inspirations With an Early View of S/S ’14,” presented by **Peclers Paris’ Jennifer Karuletwa** 10:30–11:45 a.m.

“Fall/Winter ’13 Megatrends & Womenswear Lookbooks,” presented by **Stylesight** 12:30–1:45 p.m.

“Fall/Winter ’13: Stepping Out of the Box to Success,” presented by **Design Options’ Fran Sude** 2–3:15 p.m.

Oct. 23

Autumn/Winter ’13/’14 Trend Directions, presented by **WGSN’s**

Andrea Bell

10:30–11:45 a.m.

“Domestic Manufacturing vs. Off-Shore,” a panel discussion moderated by **Frances Harder, founder of Fashion Business Inc.** 12:30–1:45 p.m.

“Fabric Sourcing: Today’s Innovation & Developments,” a panel discussion moderated by **Lenzing AG’s Susan J. Mocarski** and featuring **American Fabrics International’s Ned Pilchman, Buhler Quality Yarns’ David Sasso** and **Tuscarora’s David Roberts** 2–3:15 p.m.

“Licensing: A Growth Pattern for the Future,” a panel discussion moderated by **California Fashion**

Association President Ilse

Metchek

3:30–4:45 p.m.

Oct. 24

“Inspiration for Cotton Fabric Developments,” presented by **Amy Gillett, executive account manager for global supply-chain marketing for Cotton Inc.** 10:30–11:45 p.m.

“Themes & Key Shapes for Winter ’13/’14,” presented by **Promostyl** 12:30–1:45 p.m.

“Ladies’ & Junior Trend Direction for Fall/Winter ’13/’14,” presented by **Fashion Snoops Trend Director Melissa Moylan** 2–3:15 p.m.

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Retailers Turn to 'CloudTesting' to Avoid an E-commerce Crash

By Yo Noguchi *Contributing Writer*

In September 2011, the launch of a highly anticipated collection by Italian brand **Missoni** for big-box retailer **Target** drew so much Web traffic, the retail giant's website crashed and remained down for three hours.

Fast-fashion retailer **H&M** saw the same thing happen last November when it launched a capsule collection with **Ver-sace**.

In both instances, limited quantities, plenty of pre-sale marketing and the chance to buy designer goods at fast-fashion prices fueled the frenzy. But with more consumers shopping online, even seasonal demand can threaten a retailer's website.

Last year, retail sales over Thanksgiving weekend set a new record with sales up from \$45 billion to \$52 billion, according to the **National Retail Federation**.

ShopperTrak, a data firm that makes sales projections based on foot traffic, expects holiday retail sales to be on par with last year, when e-commerce sales rose 15 percent, according to **comScore**.

Retailers **Amazon.com** and **Wal-Mart** were prepared for last year's e-commerce crush after having their Web performance tested in advance by e-commerce software provider **Soasta Inc.**

Soasta tested the website performance of six of the top 10 U.S. retailers, including Amazon and Wal-Mart, two of the

four highest-traffic sites, according to **comScore**.

Facebook, **Pinterest** and e-commerce stores of all stripes made sure their online presence could handle the millions of people who visit their sites on Black Friday, Cyber Monday and every day in between.

Called "CloudTesting," Soasta's platform has been used by NASA for the Mars Curiosity mission, as well as at the most recent **Olympics** in London.

Before contracting with Soasta, department-store retailer **Dillard's** had previously conducted all load and performance testing in its test environment and had experienced performance issues during critical retail events.

Last year, Dillard's sought out the root cause of the performance issues. Soasta conducted low-volume tests and generated a relatively low number of orders.

Once these low-volume tests proved successful, larger tests were conducted to reach the page-view-per-hour benchmarks Dillard's had set as targets. In the end, Dillard's experienced its best online retail event ever.

"Soasta CloudTest is ideally suited to test consumer-facing websites" said Tom Lounibos, Soasta chief executive officer. "Many of our customers have leveraged the best practices to prepare their production sites for the holiday traffic while protecting the experience of current online users." ●

With myDIALS Acquisition, Adaptive Planning Hopes to Harness Glut of Business Information

By Deirdre Newman *Contributing Writer*

TMI—or "too much information"—is a modern-day nuisance and one that **Adaptive Planning** hopes to alleviate for its customers through the recent acquisition of **myDIALS**, the leading provider of cloud-based, data-discovery solutions. The acquisition comes on the heels of this summer's launch of the Adaptive Discovery application, which integrates myDIALS technology, enabling employees across any-sized company to analyze, query and explore data in more visual and intuitive ways.

Without the integration of myDIALS technology, employees could be overwhelmed with too much data from too many systems, which could mask both significant trends within the company and the real story behind the numbers, according to Greg Schneider, vice president of marketing for Adaptive Planning.

Adaptive Planning had been working with myDIALS for a little more than a year before the acquisition was announced in September. The terms of the deal have not been disclosed, according to Schneider. The relationship between the two companies started as an original equipment-manufacturer partnership.

The acquisition enables Adaptive Planning's clients to utilize self-service business intelligence (BI) with minimal training and at an affordable cost, according to Schneider.

"We are replacing traditional, tedious, siloed data analysis with comprehensive, on-demand dashboards and scorecards to improve decision making," Schneider wrote via email. "Managers will now have unique visual data at their disposal,

gathered from disparate sources for greater business impact."

Business-intelligence solutions represent a large and fast-growing market, as companies and organizations look to leverage data and analytics to drive increased competitiveness. BI, analytics and performance-management software represent the second fastest-growing sector in the overall enterprise software market, while BI was the top technology priority for chief information officers so far this year, according to Gartner. The data visualization and discovery segment, which is characterized by highly visual, rapidly deployable solutions designed for business users, is growing particularly quickly, at three times the rate of the overall BI market.

"Data visualization is the fastest-growing segment in business intelligence today," said John Herr, chief executive officer of Adaptive Planning. "At the same time, cloud computing is the most important trend in enterprise software. By acquiring myDIALS, the leading cloud data visualization solution, we are harnessing two incredibly powerful forces that strengthen our cloud CPM leadership and allow us to move rapidly in the broader BI market."

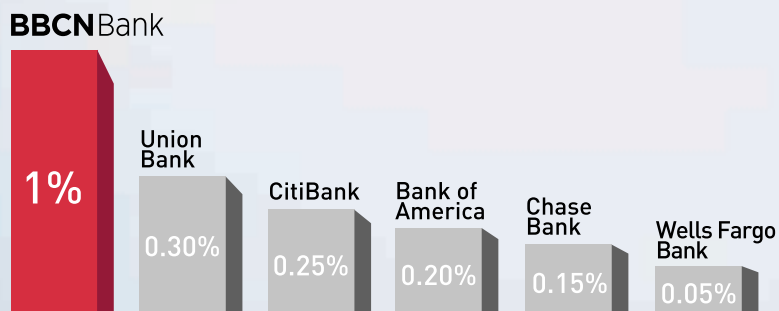
Adaptive Planning is the worldwide leader in cloud-based, CPM solutions for companies and nonprofits of all sizes. Clients include **The Container Store** and **Konica Minolta**. The acquisition of myDIALS will expand the value that Adaptive Planning and its global partners provide to their base of more than 1,300 existing customers, as well as new clients, according to Herr. ●

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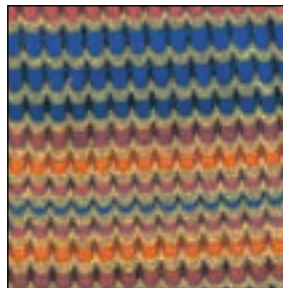
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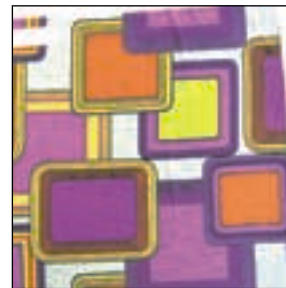
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TEXTILE TRENDS



Mahlia Kent #T59622
"Ferroquet"



Triple Textile Inc. #L-597-D



Triple Textile Inc #L-597-C



Triple Textile Inc. #RSP-1-N



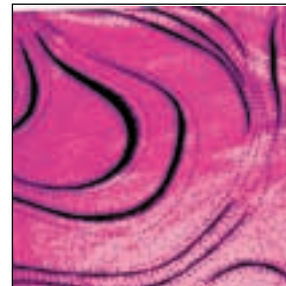
Triple Textile Inc. #RSP-4-A



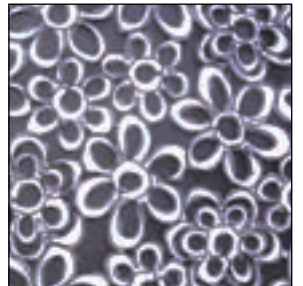
Bel Maille Creations #D471
DAQ88



Textile Secrets International
Inc. "Le Rosse"



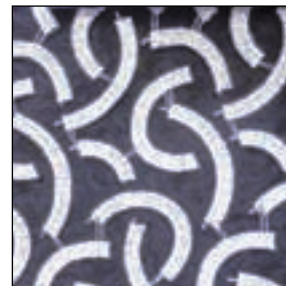
Solid Stone Fabrics
"Adventures"



Bella Tela #32627



City Textile Inc.
#Crochet-1108



Holt #24649B.012

Mod Squad

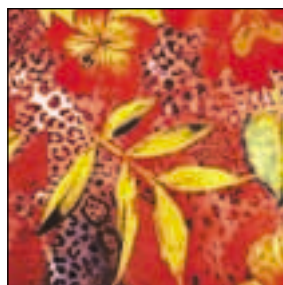
Pop art-inspired designs and a palette that ranged from Technicolor to Day-Glo set a mod mood for textiles prints.

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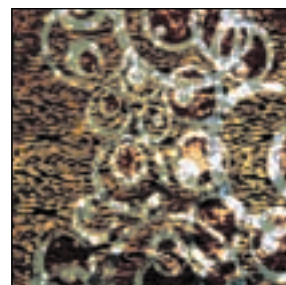
For more Textile Trends

Layered Looks

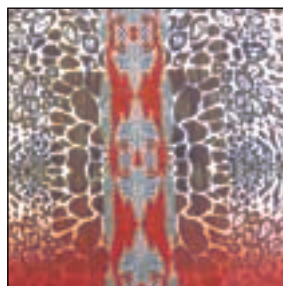
Textile designers are layering pattern and surface design and are combining different motifs to create layered looks with a modern twist.



MJ Textile #F019006



Triple Textile Inc. #SQN-7-D



Avid Ink #A162786 "Zebra
Consistency"



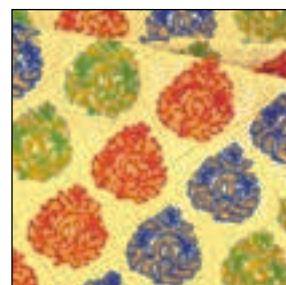
Triple Textile Inc. #L-594-F



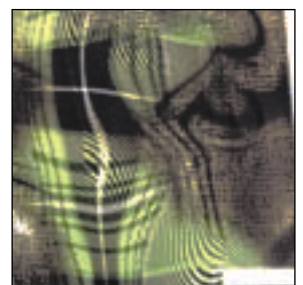
Solid Stone Fabrics "La Bamba
Lite"



Cinergy Textiles Inc. #STW-
0413-A6900 "Camouflage
Stretch Twill"



Pasari Textiles #R-24342



Triple Textile Inc. #L-596-L



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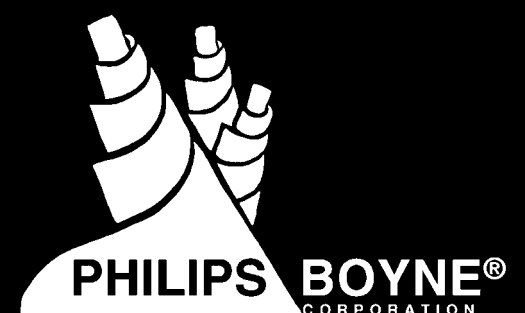
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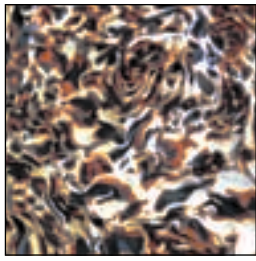


Texture

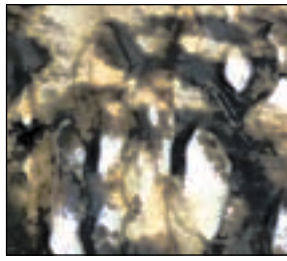
Textiles go 3-D with embellished designs that pile on the texture.



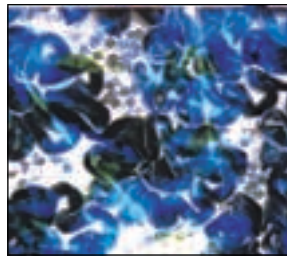
Ulisse #SCOLSD03566UA



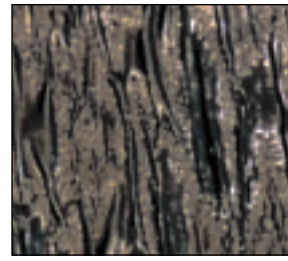
Triple Textile Inc. #L-591-B



Solid Stone Fabrics "Paranormal"



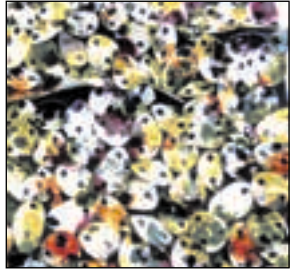
Solid Stone Fabrics #8790 "Tie Dye on Floral Dori"



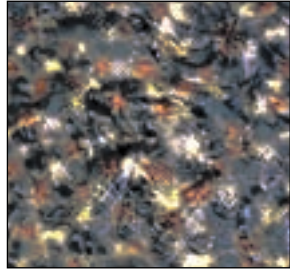
Denis & Fils #00651ARP307AA



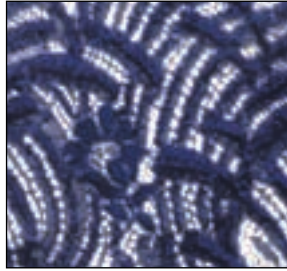
Ulisse #SCOLR12-142UA



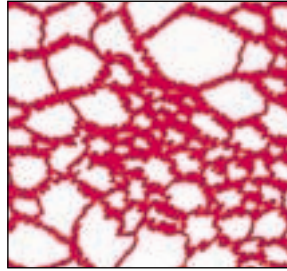
Pasari Textiles #R-24238



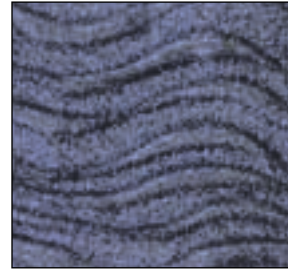
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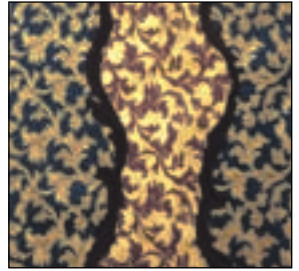
Darquer Dentelles de Calais #D642160



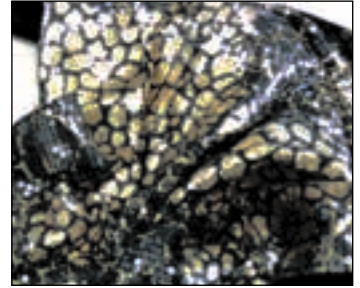
Vema Ricamificio #12919.1



Malhia Kent #T60189 "Faves"



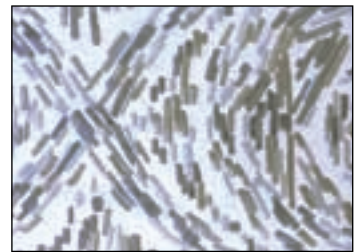
HOH #35340A.LILIR



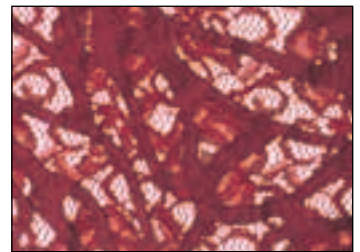
Triple Textile Inc. #SQN-7-3



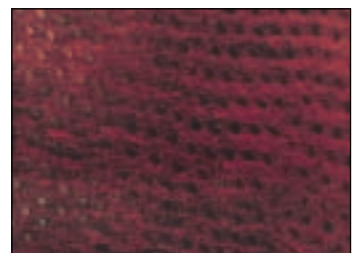
Ulisse #PAR12-131 UA



Vema Ricamificio #13058



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Ulisse #APR12-123UA

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October 2012

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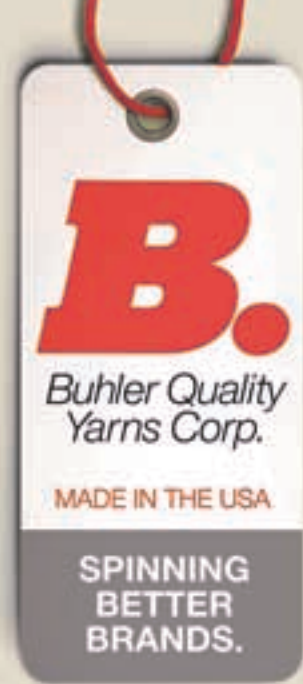
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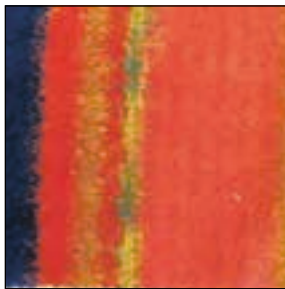
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Sweater Set

Sweater patterns get the modern update in new colorways, a hint of metallic or printed given a soft fleece finish.



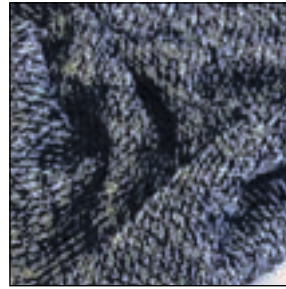
City Textile Inc. #PR-1828



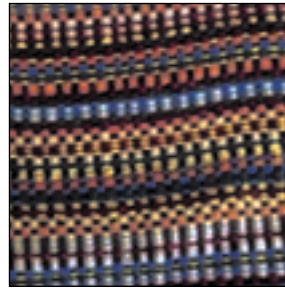
Malhia Kent #T60311 "Flotka"



Bel Maille Creations #D290AN59



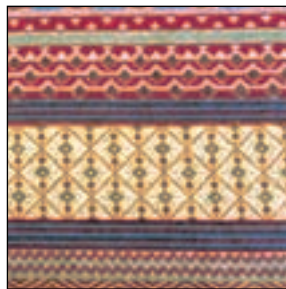
Asher Fabric Concepts #VPS57 "Sweater Look"



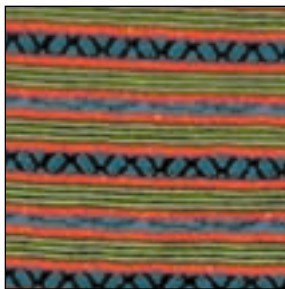
Malhia Kent #T0728 "Fegus"



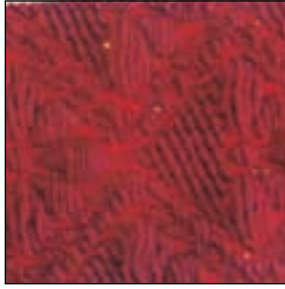
Bel Maille Creations #D509 DAR39



Cinergy Textiles Inc. #HACCI-11012



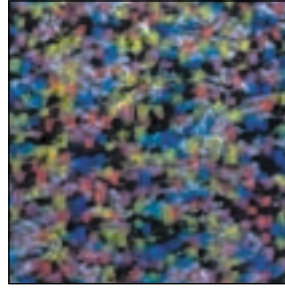
Bel Maille Creations #D483 DAQ95



Malhia Kent #T58990 "Favoris"



City Textile Inc. #PR-1828



Malhia Kent #T60757 "Flolita"

Ethnic Mix

Textile designers are blending traditional ethnic patterns, prints and motifs to create new designs in a modern mix.



Triple Textile Inc. #L-596-J



Triple Textile Inc. #RSP-I-U



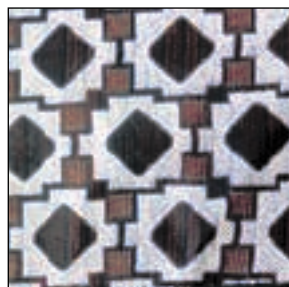
Textile Secrets International Inc. "Herm"



Jay Ann Fabrics #5578/5



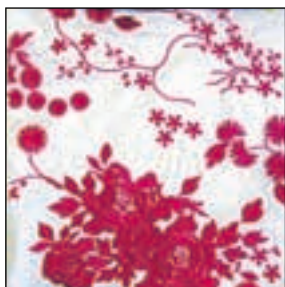
Malhia Kent #T60725 "Flamus"



Malhia Kent #60693 'Fabine'



Malhia Kent #T-61053 "Falora"



Pasari Textiles #R-23869



Triple Textile Inc. #RSP-6-L



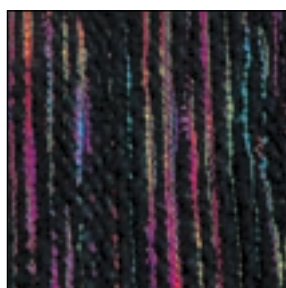
Asher Fabric Concepts #ASH120716X1



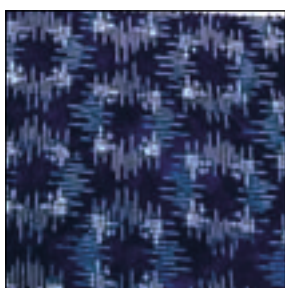
Avid Ink #A161832 "ZigZag Colors"



Darquer Dentelles de Calais #DLV418/706508



Malhia Kent #T57724



Robert Kaufman Fabrics #AMD-13108-3

DIRECTORY

Avid Ink
(877) AVID-INK
www.avidink.com

Bel Maille Creations
(213) 627-1185
<http://jminternationalgroup.com>

Bella Tela
(213) 627-1135
<http://jminternationalgroup.com>

Cinergy Textiles Inc.
(213) 748-4400
www.cinergytextiles.com

City Textile Inc.
(213) 744-0476
www.mycitytextile.com

Darquer Dentelles de Calais
(213) 627-1185
<http://jminternationalgroup.com>

Denis & Fis
(213) 688-9797
www.solstiss.com

Interpolymer Solutions/EcoPure
(941) 468-4891
www.interpolymersolutions.com

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(213) 622-8272

Malhia Kent
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<http://jminternationalgroup.com>

MJ Textile Inc.
(213) 627-0034
www.msptex.com

Pasari Textiles
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<http://jminternationalgroup.com>

Robert Kaufman Fabrics
(800) 877-2066
www.robertkaufman.com

Solid Stone Fabrics
(276) 634-0115
www.solidstonefabrics.com

Solstiss
(213) 688-9797
www.solstiss.com

Textile Secrets International Inc.
(213) 623-4393
www.tsitextile.com

Triple Textile Inc.
(213) 629-4300
www.tripletextile.net

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www.ulissefashion.com

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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 360 offers a fully integrated software solution for importers, distributors, and manufacturers of apparel, footwear, handbags, accessories, jewelry, home furnishings, and other fashion goods. The AIMS 360 product suite is comprehensive, feature-rich, user-friendly, easy to implement, and is compatible on a laptop, PC, Mac, or iPadR. Solutions are available on-site applications or in the cloud. A Gold Level Microsoft ISV Partner and Gold Level QuickBooks developer, AIMS 360 provides the most professional, up-to-date program possible, including AIMS GL Integration/T/POS Integration with QuickBooks, AIMS EasyShopT online retail shopping cart, AIMS WebLinkT online wholesale shopping cart, UPS/FedEx/USPS shipping integration, AIMS RemoteLinkT order taking on the go for iPad and Windows, Business Analytics reporting for iPad, and simple EDI integration. AIMS 360 delivers all of this at affordable prices. Visit us at Booth 7001-A and attend our free seminars during the LA Textile Show! For more information, please visit our website.



ApparelWorks International, LLC

707 Skokie Blvd., Suite 100
Northbrook, IL 60062

sales@apparelworkslc.com

gregg@apparelworkslc.com

www.apparelworkslc.com

(847) 778-9559

Products and Services: Apparel Works (AWI) is a U.S. company specializing in Western Hemisphere-based private-label sourcing, manufacturing, and design. Key items include premium-denim, shorts, jackets, skirts, industrial workwear and uniforms (pants, shirts, coveralls), embellished knit tops, T-shirts, and sleepwear. Production is currently being sewn in Guatemala, Haiti, and the Dominican Republic. Gregg Pavalon, president of AWI, has 23 years of experience manufacturing apparel in the region. Average lead times are 6-8 weeks max. Prices are drastically lower than what it costs to produce domestically, and with Asian prices on increase, the region is experiencing a lot of new activity. Delivery averages three days by boat to ports in Miami, Los Angeles, or Houston. AWI offers its customers several manufacturing options, including Full Package, CMT, or their signature service, called CMT Plus. CMT Plus is when AWI picks up the customer's fabric at a U.S. mill; sends it to the factory; supplies all trim, assembles, and finishes product as specified; and then delivers back to the customer's U.S. warehouse.



BBCN Bank

3731 Wilshire Blvd. Suite 1000

Los Angeles, CA 90010

(888) 811-6272

www.bbcnbank.com

Products and Services: Headquartered in Los Angeles, for more than 26 years BBCN Bank has been serving the largest Korean community outside of Korea, as well as a diverse mix of customers in more than 40 full-service branches throughout California, New York, New Jersey, Washington, and Illinois, along with loan production offices in Seattle, Denver, Atlanta, and Dallas. In celebration of its anniversary, BBCN Bank is now offering a promotional CD account to help you achieve your financial goals. For more information, please visit http://www.bbcnbank.com/pdf/1stYRCD_Flyer_Eng.pdf



Buhler Quality Yarns Corp.

1881 Athens Highway

Jefferson, GA 30549

(706) 367-9834

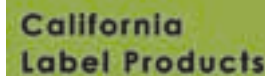
www.buhleryarns.com

sales@buhleryarns.com

Contact: Werner Bieri

Products and Services: Buhler Quality Yarns Corp.: 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, relationships, and unsurpassed technical support.



California Label Products

13255 S. Broadway

Los Angeles, CA 90061

(310) 523-5800

Fax: (310) 523-5858

Contact: Tasha

www.californialabelproducts.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. And we are here to serve all your label needs!



Colormax

1627 Paloma St.

Los Angeles, CA 90021

(213) 746-6060

Fax: (213) 746-6111

info@colormax.us

www.colormax.us.com

Products and Services: Established in 1980, we are Southern California fashion industry specialists in laundry, fabric framing, enzyme washing, soft hand, over-dyed to black, and any other specialized needs. We dye knits and woven fabric. Call Goody or Rea for services.



Cotton Generation, Inc.

6051 Maywood Ave.

Huntington Park, CA 90255

(323) 581-8555; Fax (323) 582-8880

www.cottongeneration.com

info@cottongeneration.com

Contact: Mike Tolouee

Services: Made in America; complete package with fabric development to your specification—cutting, sewing, packing, pattern, fitting, embroidery, printing, garment dyeing

What's New: High-end, top-of-the-line latest styles of eco-friendly fabrics

Competitive Edge: High-quality flexibility on quantities; fast turnaround; we can also do Mexico production with U.S. fabrics; competitive pricing



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 lightweight sweater knits, novelty and basic fabrics with cashmere, silk, wool, rayon, Modal blends, organic cotton, organic Supima cotton, organic Supima/micro-Modal, Supima blends, tencel, microtencel, proModal, rayon hemp, recycled poly, linen blends, rayon bamboo/cotton, garment dyeable stripes, as well as yarn-dye solids and stripes.

Custom Work: Yes

Inventory: Knit to order

Minimum: Varies by fabric

Price Points: Moderate to high

Competitive Edge: We offer new and innovative fabrics every season. Custom developments also available.

➔ Resource Guide page 16

ApparelWorks International LLC



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Tel: 213-622-2199

We are located at:

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 Website: www.fabricave.com



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Refreshments will be served.

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MONDAY, OCTOBER 22nd

Understanding Costing & Gross Margins 10:00 am – 11:00 am

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.

EDI Made Simple

11:00 am - 12:30 pm

Presented by eC Systems Service

Solutions, Inc., AIMS 360, Progressive

Label & Innovative Systems

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.



Visit us online at www.aims360.com, email us at info@aims360.com or call us at 310-361-5710.

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TUESDAY, OCTOBER 23rd

Retailing and eCommerce Online 10:00 am – 11:00 am

Presented by Dac Cherner

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.

Learn how to gain a competitive edge by selling retail online.

Order Entry With iPad

11:00 am - 12:00 pm

Presented by Chris Shepherd

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.

Los Angeles International Textile Show Resource Guide

Continued from page 14



Fabric Avenue

2445 E. 12th St. Unit B
Los Angeles, CA 90021
(213) 488-9999

www.fabricave.com

sales@fabricave.com

sean@fabricave.com

Products and Services: Fabric Avenue and Trims Avenue are located in the heart of the fashion district. We have over a million yards of high-quality fabric in stock. Our fabrics include denim, yarn dyes, shirting, flannels, and other woven fabric. Our showroom is always available to source your fabric needs. Now at a 45,000-square-foot location.



Finance One

Los Angeles Office:
888 S. Figueroa St., Suite 1100
Los Angeles, CA 90017
(213) 430-4888 Fax: (213) 430-4877
Contact: Tae Chung at (213) 534-2908
www.finone.com

Products and Services: Finance One, Inc. is a privately held factoring company now celebrating its 15th year. Located in the heart of downtown Los Angeles, they provide factoring, trade financing, and purchase-order financing to small- to medium-sized businesses. As the company's motto, "Win/Win Factoring," displays, Finance One places a top priority on its clients' growth and success. Finance One provides factoring service at the most competitive rates, with exceptional customer service and personalized financial solutions for unique business needs.



Geltman Industries

1914 Bay St.
Los Angeles, CA 90021
(213) 622-2015
Fax: (213) 622-4572
www.geltman.com
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.



Interpolymer Solutions Inc.

1195 Larchmont Drive
Englewood, FL 34223
(888) 467-5504
Fax: (941) 475-5349
www.interpolymersolutions.com
Contact: Jesse Pasternak
sales@interpolyinc.com

Product Line: Ecopure water-based synthetic leather
What's New: Ecopure's proprietary chemistry means we can provide customers with a truly ecologically friendly alternative to traditional, solvent-based synthetic leathers. Our products are water based and 100% DMF free. We offer limitless colors and textures while maintaining the subtle feeling and hand that today's fashion brands demand. Ecopure also weighs much less than real leather and is extremely breathable while maintaining water resistance.

Services: Manufacturing, logistics, and sales support

Custom Orders: Yes

Inventory: U.S. Warehouse

Minimum: 500 yards

Price Points: USD \$4-15/per yard ex factory

Turnaround Time: 3 weeks plus shipping

Competitive Edge: In short, our edge is technology—in both chemical development and manufacturing techniques. We are well positioned to work with customers to develop new products. Ecopure offers customers unsurpassed cosmetic flexibility in an eco-friendly synthetic leather.



JM International Group

117 W. Ninth St. #525-#526
Los Angeles, CA 90015
(213) 627-1185

Info@jminternationalgroup.com

www.jminternationalgroup.com

Products and Services: JM International Group is the premier West Coast distributor of luxury apparel textiles catering to the bridal, children's, contemporary, couture, evening, technical, and swim markets. We work with the finest mills worldwide to offer the best Spanish and French laces in all-overs and/or trims, a knit collection consisting of eco-friendly cottons, Micro-Modals, stripes, piece dyed as well as yarns in natural, cellulosic, synthetic fibers as well as technologically advanced yarns. Our other luxe collections consist of an array of embroideries, cottons, silks, linens, jacquards, sequins, and prints. Please download our free app available in the Apple store. Call for an appointment or visit our website.



Keylin Inc.

312 E. Jefferson Blvd.
Los Angeles, CA 90011
(323) 232-6700
Fax: (323) 232-6858
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www.KeylinInc.com

Products and Services: Keylin, Inc. is a company organized to design, manufacture, and market fasteners for the aviation, construction, garment, leather, medi-

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cal, and oceanic industries. This Los Angeles-based company serves as a distribution center that provides immediate delivery of goods to customers. Keylin offers a vast variety of hardware to the global market. The company specializes in custom-built, made-to-order product lines that satisfy the customers' needs. Keylin is proud to become the Mid- and Western Regional Distributor of the world's leading premium fashion zipper manufacturer, Riri Zippers of Switzerland. To date, Keylin has a stock collection of #4, #6, and #8 metal zippers available in 5-metal teeth colors and 7 tape colors. This provides a vast array of 105 different combinations of items to satisfy the customer's creative demand. To enhance Keylin's operation as Riri's Regional Distribution Center, Keylin has an on-site Riri machine from Switzerland to allow on-site custom jobs enabling zipper customization that closely matches the original factory specification. Keylin may also accept orders for production from Riri's Swiss plant that can be shipped anywhere in the world where customers may desire. The success of Keylin, Inc. as a leader in its line of trade is indicative of the effectiveness of the company's philosophy and goal.



Lectra

Lectra
889 Franklin Road SE
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Marietta, GA 30067
(770) 422 8050
Fax: (770) 422 1503
www.lectra.com

Products and Services: For nearly 40 years, Lectra has delivered innovative technology solutions to more than 23,000 customers around the world, enabling companies to improve their edge and better respond to today's most pressing challenges. Lectra's network of experts, specializing across a range of areas—including research and development, solution implementation, and change management—are dedicated to serving businesses as diverse as fast fashion, luxury, and ready-to-wear. Lectra offers an unrivalled suite of hardware, software, and associated services to optimize the entire value chain, from line planning and scheduling through design, development to manufacturing to competitive advantage.



Lenzing Fibers Inc.

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



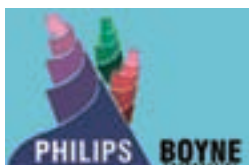
Pacific Coast Knitting Inc.

6051 Maywood Ave.
Huntington Park, CA 90255
(323) 584-6888
Fax: (323) 582-8880
Contact: Mike Tolouee
www.pacificknitting.com
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.

What's New: 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.

Competitive Edge: 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.



Philips-Boyne Corp.

135 Rome St.
Farmingdale, NY 11735
(631) 755-1230
Fax: (631) 755-1259
www.philipsboyne.com
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, dobbies, voiles, Swiss dots, seersuckers, gingham, flannels, and more. Exclusive broadcloth qualities: Ultimo®, Corona®, and Superba®. Knowledgeable customer-mediated shipping, and highest-quality products. Philips-Boyne serves everyone from at-home consumers to large corporations.



Colombia

(212) 922-9114
sreyes@proexport.com.co

Services: Proexport Colombia provides you with reliable information about the industry and facilitates your business transactions with Colombian sourcing companies. We can help prepare information tailored to your needs, organize personalized agendas with potential suppliers in Colombia, and walk you through the entire process of connecting you with the country. We invite you to learn more about the Colombian textile and garment companies that showcase new trends. Learn more about trade opportunities featuring competitive advantages and benefit from the Free Trade Agreement: 0% duty on products imported from Colombia.

➔ Resource Guide page 18

OPEN UP ALL YOUR POSSIBILITIES

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- Scouring
- Bleaching
- Enzyme Wash
- PFD

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- Overdye Unused Fabric to Your Colors
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- Nylon
- Twill
- Poly Cotton
- Cotton Rayon
- And all others



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