

A CALIFORNIA APPAREL NEWS SPECIAL SECTION

Textile Preview

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

February 2014

TEXTILE TRENDS

Gold Standard

Go Indigo

Well Red

Sunrise, Sunset

Black/White

Texture

TECHNOLOGY

*Gerber Launches New
Leather-Cutting System
With Improved Yield*

*Infor Introduces New
PLM Solution for Brands,
Manufacturers and
Retailers*

*Italian Brand Imperial
Expands With Lectra PLM*

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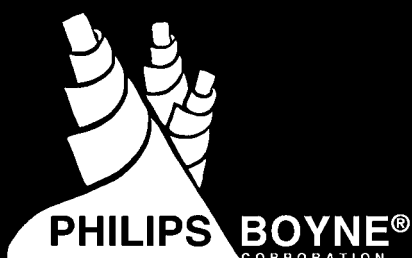


Photographer: Tadashi Tawarayama
Store Name: CANVAS boutique & gallery
Our names: Jacqueline "Jac" Forbes, Arlington Forbes
Jac and Arlington shirts by CANVAS. MALIBU
Left: Maggie Barela, Sales Agent
Make-up by Kristy Goslin

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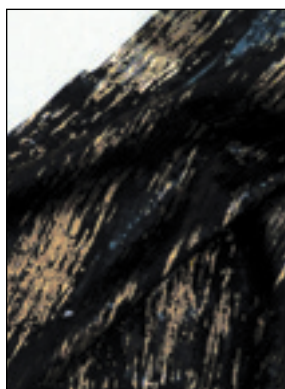
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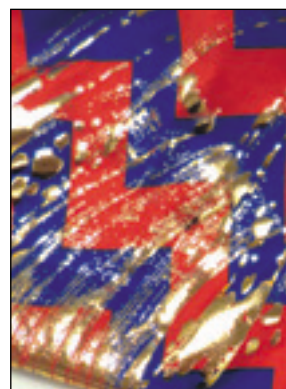
TEXTILE TRENDS

Gold Standard

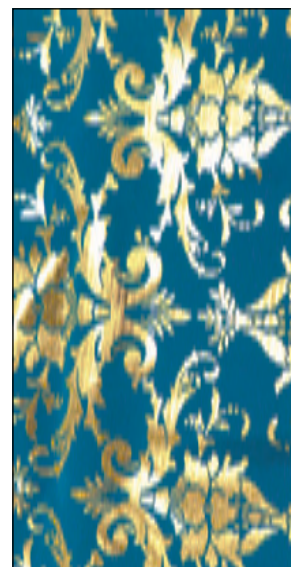
Textiles are dripped, dipped and flecked with gold as the designers offer glittery, golden laces, jacquards, prints and textured patterns.



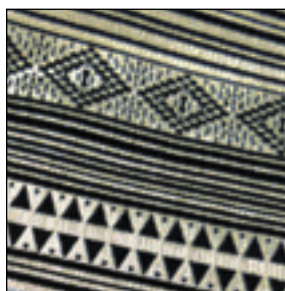
Triple Textile Inc. #FH-12-J



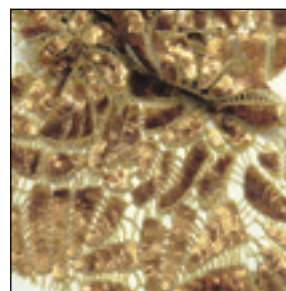
Triple Textile Inc. #L-603-V



Solid Stone Fabrics
#GS13565



NK Textile/Nipkow & Kobelt
Inc. #15498



Solid Stone Fabrics #K10502



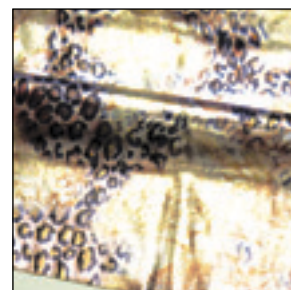
Solid Stone Fabrics #K10505



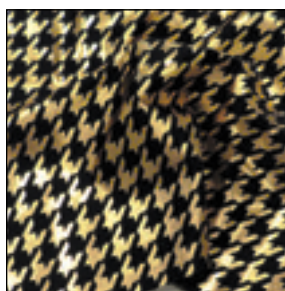
NK Textile/Nipkow & Kobelt
Inc. #14043



Malhia Kent #T71625
"Isette"



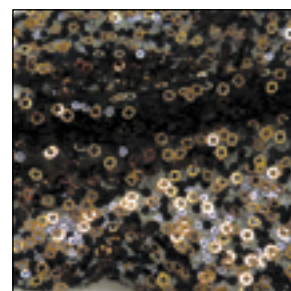
Triple Textile Inc. #FC-7-X



Solid Stone Fabrics
"Houndstooth Gold"



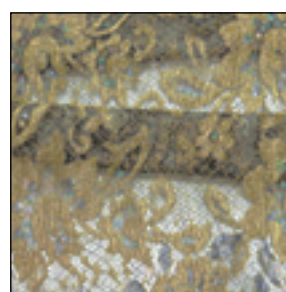
Lanificio Modalane "Nonna"



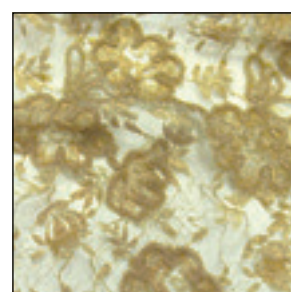
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Inc. #21803



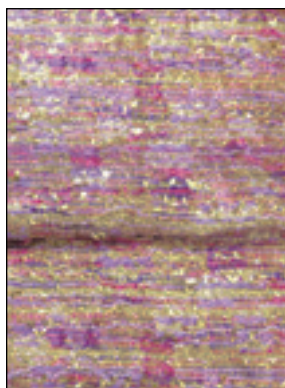
NK Textile/Nipkow & Kobelt
Inc. #15360



Solstiss #492850



Darquer Dentelles de Calais
#D1788



Malhia Kent #T72928
"Ipollote"



Triple Textile Inc. #L-603-N



Malhia Kent #T72600
"Ipollitte"

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John and Michael Cutsey: FDM4's Unbeatable Team

John and Michael Cutsey, father and son, hail from North Bay, Canada, where they built their hugely successful software company, FDM4, a leading provider of scalable, end-to-end, industry-specific software with a focus on the apparel-market space. John is CEO and president of FDM4 International, based in Canada, and Michael is president of FDM4 America, out of Nevada. The two share a love of work and "good works": It would take an entire page to do justice to John's philanthropic work in the desperately impoverished area of Menji-Fonjumetaw, Cameroon, where the Cutseys have built a medical clinic and an education center and brought in a turbine that delivers previously nonexistent electricity, clean water, "and a flush toilet." We caught the busy Cutseys just as the U.S. hockey team was down 1-0 to the Canadians in the Olympics semis.

Not too sure we Americans want to be speaking with you right now. Not too happy about the Olympic hockey situation at the moment.

Mike Cutsey: Wait, wait, don't say anything about it. I'm recording the game and I'm going to watch it later.

A little passionate about the hockey, are we?

M.C.: Canada winning gold in hockey, that's all we care about. We'll let all the medals go as long as we get the hockey gold. We need gold.

John Cutsey: Mike is the sports guy. I know nothing about sports.

But you do seem to know a good deal about the very successful business you have created. Father and son, you've been working together for a long time at FDM4. How's that going?

M.C.: It's been going good for 23 years full-time; part-time, four years before that. We're both outgoing, we have similar goals and motivations, we love working. We've found ways to work together. Being in different aspects of the business, not stepping on each other's toes, that's how it's worked. In the beginning, I was the operations person, the one installing the software, making it work; my father was the salesman. Now, I'm more involved in the sales, trying to grow the company. Last year was our best sales year in our history.

J.C.: And this year is going to be better. Michael's now dedicating 80 percent of his time to sales. Now, I get involved in more customer relations, strategic alliances, partnerships, and more on the marketing side. Lately, I'm getting back into sales to help him because we're busier than we've ever been. As father and son, we do have occasions of disagreements, but that's good, in certain respects. If we thought exactly the same way, we wouldn't need both of us.

One of you would have to fire the other.

J.C.: Exactly. I don't want Michael to always agree with me, and he doesn't, trust me. But I want his point of view. As a team, we realize a better value-added in the end, and the company and staff are much better off.

So, looking at FDM4's website is like staring into a bowl of alphabet soup. ERP, CRM, WMS, PLM.

J.C.: I understand, yep. These are acronyms people use in the industry. We try to associate images to each of those acronyms to help people to become familiar with our products.

M.C.: Other websites may not have that many acronyms, but that's because they don't do them. They may do an aspect of ERP, for example, but not everything. What makes us different is that we do all those things.

Do people understand what you do?

J.C.: The best way I can explain it is, if we're at a trade show, we just point at different booths, and say, "See those guys in warehouse? We do what they do, and what the guys in that other booth do in e-commerce, and the other booth in ERP," etcetera and etcetera. Not being the biggest, we can give more attention to our customers, but we can still get all those acronyms under one roof.

The company also made a move to the lower 48 not too long ago. Your American office is in Henderson, Nevada, isn't it?

J.C.: We wanted to have representation on the West Coast because we had a lot of clients there. Los Angeles was a bit too

busy and costly and Nevada is in the Pacific time zone. There's lots of pluses. We can get to our clients with one flight, they don't mind coming there. It's an easy sell—come to Vegas, right?

M.C.: We obviously could have picked anywhere. We were always thought of as being Canadian, and we wanted a U.S. presence. The time and cost to travel and visit clients has been dramatically reduced since the move to Henderson, and we get more visits with our clients because of the climate and number of trade shows that are held here every year.

But you still live in Canada, John. Talk a bit about North Bay.

J.C.: I just happen to have a fireplace in our office with a fire going today. Outside there's snow, two or three feet of it. North Bay has about 55,000 people; it's a small city. Everybody knows everybody.

Don't think everybody knows everybody in Los Angeles, California, or Henderson, Nevada, for that matter. Sounds pretty nice.

J.C.: Let me put it this way. Where else in the world can you leave your office, your buddy says he's coming to pick you up to take you fishing, you go about four or five minutes to a coffee place, you buy coffee in paper cups, and within a half an hour you're drinking coffee in the middle of the lake and the coffee is still hot?



John and Michael Cutsey



The new Cutsey Health Center in Cameroon (John Cutsey in orange garb)



Fashion Faces is a special sponsored series of columns.

TEXTILE TRENDS



Pine Crest Fabrics "Splatter Blue Holo"



Robert Kaufman Fabrics #SRK-14530-14 "Urban Toile"

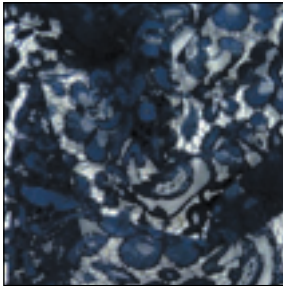


Robert Kaufman Fabrics #SRK-14503-257 "Auntie's Attic Canvas"

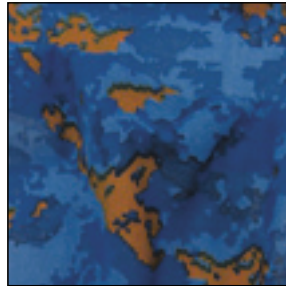


Robert Kaufman Fabrics #SRK-14523-4 "Surf n' Sand Tropicals"

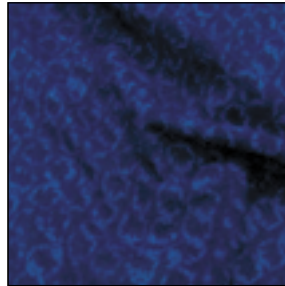
Taiana Blu #AWA3362 "Tak10"



Textile Secrets International Inc. "Funny Funnelette"



Textile Secrets International Inc. "Camp Tropical"



Solstiss #888111



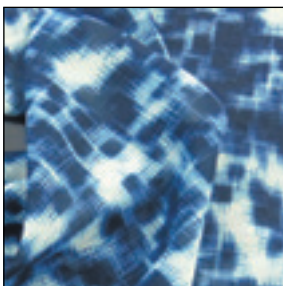
Full Blosson #SR0047P



Full Blosson #SR0047P



Il Cotonificio s.r.l. #JAX/20



Polo s.r.l. #8015



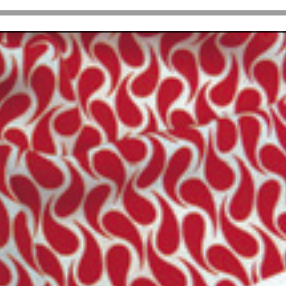
Tiss et Teint #50.4748



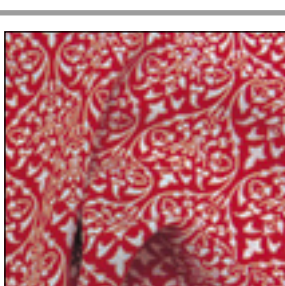
Confetti Fabrics #24343M "Lippo"



Lanificio Nencini #2731

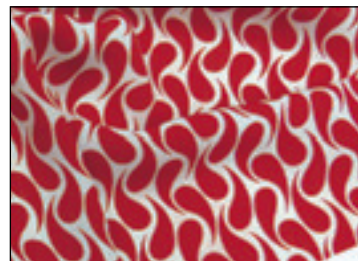


NK Textile/Nipkow & Kobelt Inc. #39381

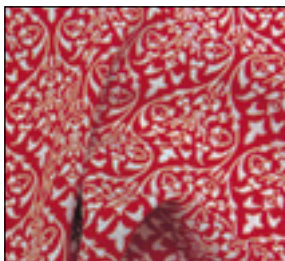


Well Red

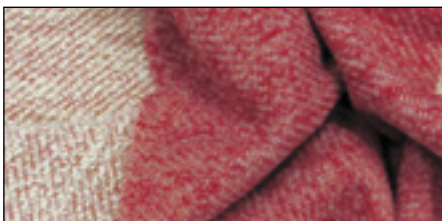
When it comes to prints and patterns, textile designers are seeing red for graphic prints, jacquard stripes and lofty knits.



Jay Ann Fabrics Inc. #466-1



Jay Ann Fabrics Inc. #7628-1



Asher Fabric Concepts/Shalom B LLC #CTF44 "Streaky Flame Fleece Diagonal"



Taiana Blu #S350022 "Lobex"

Design Knit

A woman in a flowing white dress is floating in water, holding a glowing orb of light above her head. The dress is long and billowing, creating a graceful, ethereal shape. The water is dark, and the light from the orb illuminates the scene, highlighting the texture of the dress and the woman's features.

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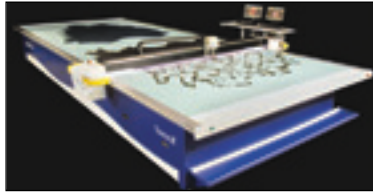
Gerber Launches New Leather-Cutting System With Improved Yield

When field testing its newly introduced **Taurus II** leather-cutting system, **Gerber Technology** found the system improved yield results by as much as 10 percent over manual or die cutting.

Plus, the Tolland, Conn.-based technology solutions provider said the Taurus II's nesting capabilities are "250 times more powerful than previous offerings."

The Taurus II has a digital camera featuring Gerber's **RapidScan** software technology, which can capture hides in seconds without calibration. Taurus users can also use a single color marker to identify "up to four flaw zones."

"We've packed our nearly two decades of nesting and leather-cutting expertise into this extremely efficient system and priced it at a fraction of most automated leather-cutting sys-



CUTTING TECH: Gerber Technology's leather-cutting system Taurus II has a digital camera featuring Gerber's RapidScan software technology, which can capture leather hides in seconds without calibration.

tems," said Tom Gordon, Gerber's senior product manager. "At the core of Taurus II is an extremely powerful computerized nesting engine developed and refined by Gerber that has more than 1 million nesting strategies at its disposal." According to the company, the Taurus II system eliminates the subjective nature of analyzing hide shape and determining die placement to maximize hide yield. Plus, the system generates comprehensive data to further identify opportunities for



improvement and efficiency. Hide details (including usable areas and defect areas) are recorded, allowing users to compare Taurus II's findings to suppliers' data.

There are two configurations available: a one-station model with a smaller footprint for easy space planning and management and a two-station configuration that offers a higher output. Both configurations accommodate full hides, half hides and remnants, but the two-station model allows a user to cut on one station while preparing a hide or offloading cut parts on the other," according to the company.

"In the end, Taurus II helps customers improve their profitability by reducing labor and material costs, saving time, and helping produce the best-quality product possible," Gordon said.

—Alison A. Nieder

Infor Introduces New PLM Solution for Brands, Manufacturers and Retailers

New York-based business application software provider **Infor** has launched **Infor Fashion Product Lifecycle Management (PLM)** to help apparel makers connect all product development functions along the supply chain.

With an intuitive interface, Infor Fashion PLM was designed to be a "platform and hub for a product development team" to help companies "reduce lead times, cut costs and ensure quality," according to a company statement.

"By bringing creative, technical and commercial skills closer together, an organization can drastically shorten the time to market—while increasing the likelihood of consumer acceptance. This also lowers costs and reduces errors, giving teams more time to focus on critical tasks and accelerate product innovation," said Robert McKee, Infor's global industry fashion director. "Infor built this new, powerful PLM and collaboration platform to help all members of an organization's value chain innovate faster, respond more rapidly and act more decisively. These tools are critical to companies looking to succeed in a fast-paced global fashion value chain."

Infor Fashion PLM is compatible with Infor enterprise resource planning systems, as well as third-party ERP systems.

For more information, visit www.infor.com/industries/fashion.—A.A.N.

Italian Brand Imperial Expands With Lectra PLM

Bologna, Italy-based men's and women's collection **Imperial** has been on a growth track since its launch in 1978 by Adriano Aere and Emilia Giberti.

Today the company provides apparel to 4,000 customers worldwide and operates 80 multi-brand stores. In 2012, the company reported sales of 119 million euros (\$163.53 million). To manage its fast-fashion operations, Imperial recently implemented **Lectra Fashion Product Lifecycle Management (PLM)**.

"With the company growing at a very fast pace, we need to be able to master the end-to-end development process," said Aere, who serves as Imperial's president. "As consumers demand more and more variety and newness, we also need to become faster and produce more. Embedding our technical data into Lectra Fashion PLM will help us share information about styles or technical specifications better and faster."—A.A.N.

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TEXTILE TRENDS

Sunrise, Sunset

From the pinks and peach shades of sunrise to the deep golds, oranges and reds of sunsets, textiles are saturated in the warm hues of sunlight.



Asher Fabric Concepts
#VXJ6061



Pacini Nelo #08/4529/923



Asher Fabric Concepts
#VJ148



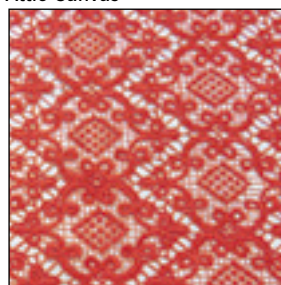
Robert Kaufman Fabrics
#SRK-14504-206 "Auntie's
Attic Canvas"



Taiana Blu #S730003
"Seveso"



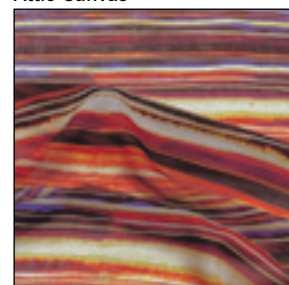
Robert Kaufman Fabrics
#SRK-14505-206 "Auntie's
Attic Canvas"



Solid Stone Fabrics #PSX222



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Inc. #6393-1



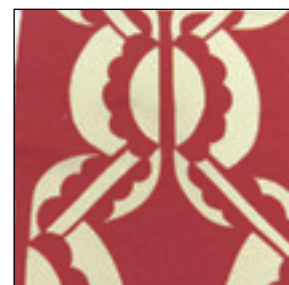
Cinergy Textiles Inc. #HMC-
0993-5400



Tiss et Teint #66.4641



Home Fashion Fabrics
"Caring"



Home Fashion Fabrics
"Friend"

Black/White

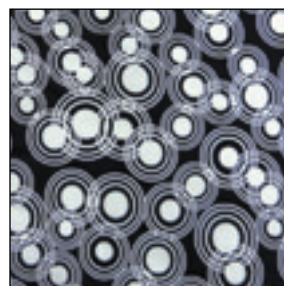
A crisp black-and-white colorway makes geometrics pop and lends a sophisticated touch to knits and abstracts.



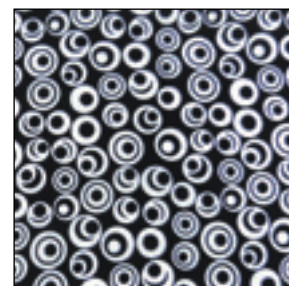
Confetti Fabrics #12545S "Ornella"



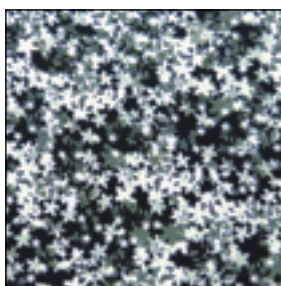
France Textile Fabrication
"Capri"



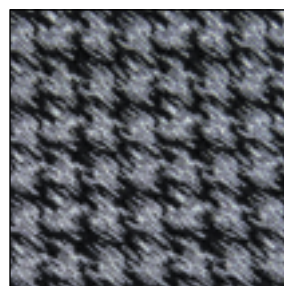
Jay Ann Fabrics Inc.
#R6785/1



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#R7003/1



Guarisco #DP3468



Lanificio Nencini #2701



Jay Ann Fabrics Inc.
#R-7249/1



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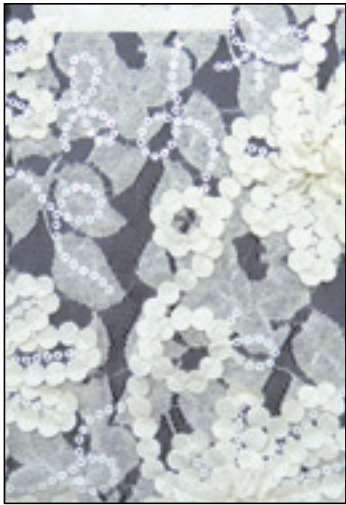
Find out more at: www.lenzing.com/tencel-denim

www.lenzing.com/tencel

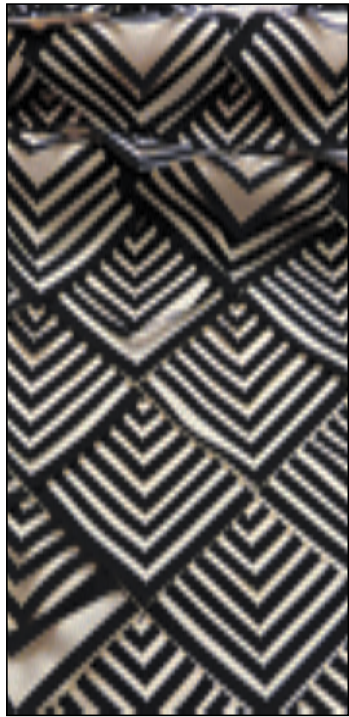
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Texture

Textile designers pump up the volume with furry fabrications, chunky knits, three-dimensional laces and added surface detail.



NK Textile/Nipkow & Kobelt Inc. #9289



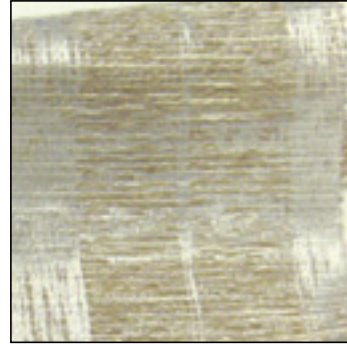
Confetti Fabrics #16423M "Kapadokya Saten"



NK Textile/Nipkow & Kobelt Inc. #13670



Solid Stone "Damask Gold"



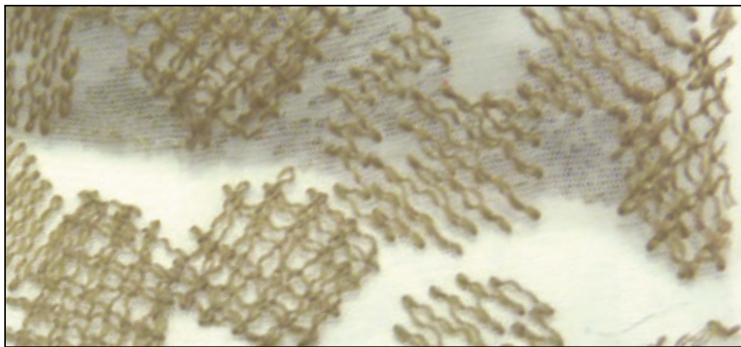
Lanificio Modalane #2725



Lanificio Nencini "Entebe"



France Textile Fabrication "Newday"



Lanificio Modalane "Yolanda"



Bella Tela #33080



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DUPLICATION**

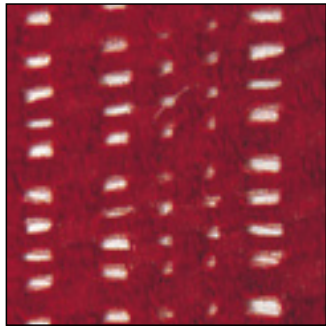
Blue Line
Hecto
Plotter Pens
Plotter Paper
Marking Paper

GENERAL

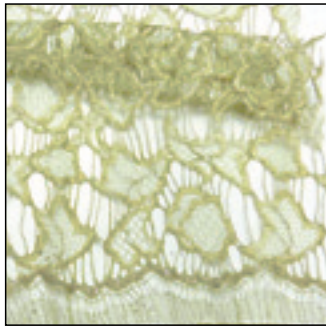
Poly
Tape
Chemicals
Shipping Labels
Industrial Paper
Janitorial Products

**TEXTILE
CUTTING**

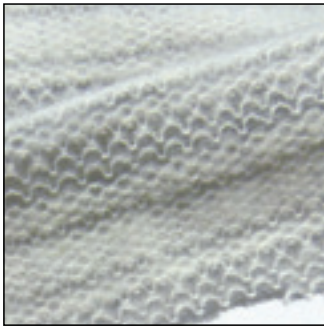
Kraft Paper
Punch Kraft Paper
Separating Tissue
Poly Sheeting
Cut Work Bags



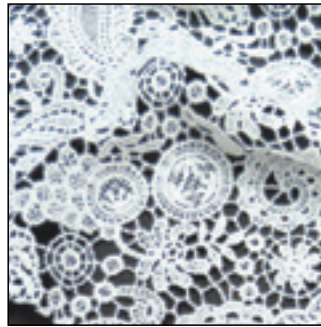
Darquer Dentelles de Calais
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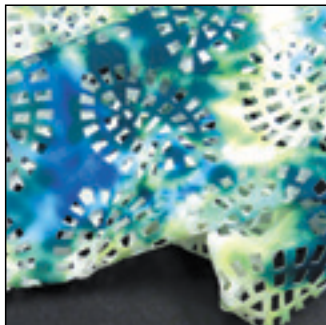
Asher Fabric Concepts #AVNF10



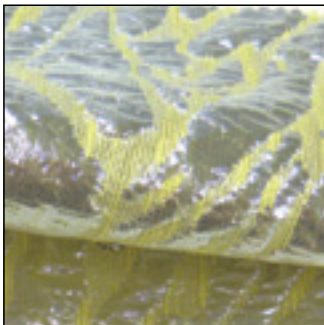
380/381 NK Textile/Nipkow &
Kobelt Inc. #14110



Solstiss #404793.BT1



Tiss et Teint #65.4202



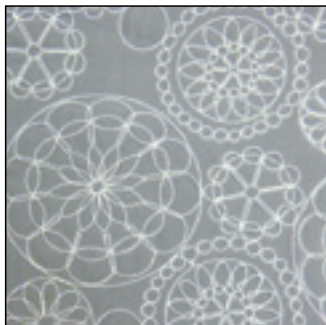
Lanificio Nencini #2711



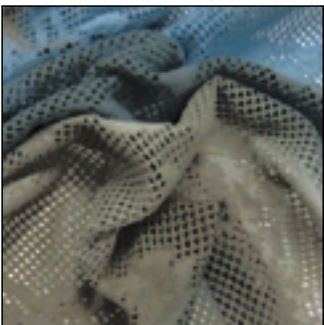
Bella Tela #33083



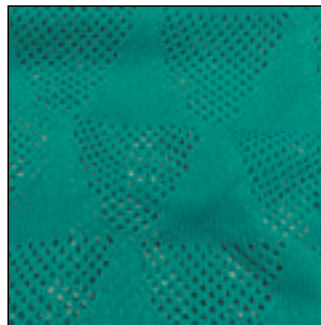
NK Textile/Nipkow & Kobelt Inc.
#39586



Bella Tela #33062



SMI Tessuto s.Pa. #11894-Sahari



Linea Vabit s.r.l. #JXS402
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www.asherconcepts.com

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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.



Asher Fabric Concepts

2301 E. Seventh St., #F107
Los Angeles, CA 90023
(323) 268-1218
Fax: (323) 268-2737
www.asherconcepts.com
sales@asherconcepts.com

Products and Services: For over two decades, family-owned and operated Asher Fabric Concepts (AFC) has been offering an impressive selection of knitted fabrics produced in Southern California. Notwithstanding the (mis)conception that "everyone is manufacturing overseas," AFC has a 22-year track record proving otherwise. Based in Los Angeles, AFC is committed to becoming the dominant domestic knit supplier for the swim, active, and contemporary markets. In addition to its unequalled selection of knits [and some luxurious wovens] AFC's eco-friendly textiles include jerseys, French terries, ribs, sweater knits, etc., comprised of organic cotton, organic hemp, bamboo, and other recycled and natural fibers. "Our customers are often surprised at how competitive our pricing is on the Organic and other specialty lines," declares AFC Sales Vice President Yael Ohana.



Buhler Quality Yarns Corp.

1881 Athens Highway
Jefferson, GA 30549
(706) 367-9834
www.buhlerlyarns.com
sales@buhlerlyarns.com
Contact: David Sasso

Products and Services: Get more than just yarn. In addition to the industry's best yarn, we provide unsurpassed technical support, transparency, and 20+ years of supply chain partnerships. Our US-based facilities allow for quicker delivery and agile responsiveness to market trends. Known throughout the industry for consistency, our products are certified safe by Oeko-Tex® Standard 100, which include Supima Cotton, MicroModal® Edelweiss, Micro TENCEL®, and various blends. Visit our new website at www.buhlerlyarn.com.



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 will be exhibiting at the LA Textile show on March 10-12, and we look forward to seeing you there! Visit our booth (#5015/6012) for the latest look in labels and tags to get inspired! We have a full-service in-house Art Department and can create your branding identity from design to delivery. Call us for a quote at or email us. 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 been servicing the apparel industry for 15 years and are always concerned about quality, price, and creativity. Think of California Label Products for all your label needs in 2014!



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 and Services: 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 a 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.



DG Expo Fabric & Trim Show

PO Box 8435
New York, NY 10150
www.dgexpo.net
info@dgexpo.net
(212) 804-8243

Products and Services: DG Expo Fabric & Trim Show features a two-day textile and trimmings exhibit for designers, small manufacturers (producing apparel, accessories, home furnishings, and other sewn products), plus private-label retailers, fabric stores, event/party planners. Exhibitors are wholesale suppliers (including mills, converters, importers, and distributors) who have low minimums, and many have in-stock fabric and trims. And... seminars focused on business growth and profitability, plus textile classes! Our next shows are May 4-5 in San Francisco and Aug. 5-6 in New York. Seminars begin a day prior to the show opening. Visit our website for details and to register.



FDM4 America Inc.

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

Products and Services: FDM4 is a multi-company, multi-warehouse, and multi-currency software solution that integrates your entire organization – including design, purchasing, inventory, sales, shipping, 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 CRM, financials PLM, import management, intelligent allocations, ASN's, style based order processing, integrated EDI, E-commerce, SEO, Mobile apps, freight calculation, RF warehouse management, 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.



International Textiles Expo

(516) 596-3937
www.textileshows.com

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 shows will be March 17-19 at the Rio All-Suite Hotel & Casino in Las Vegas, April 7-8 at Cobb Galleria Centre in Atlanta and Oct. 7-8 at the Rio in Las Vegas. Visit our website for updated information on future shows.



Keylin Inc.

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

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



King America/Kamtex Textile Group

2845 W. 48th Place
Chicago, IL 60632
www.kamtexgroup.com
Contact: Bob Mazur
bmazur@kamtexgroup.com
(773) 523-8361, Ext. 158
Fax: (773) 579-4616

Products and Services: King America Textile Group is the premier manufacturer of made in the USA cotton and poly-cotton fabrics. To learn more about the domestic fabrics manufacturer, check us out on the web.



Komar Alliance

6900 Washington Blvd.
Montebello, CA 90640
(323) 890-3000
(800) USA.SEWS (800.872.7397)
Fax: (323) 890-3003
www.komar.com

Products and Services: Komar is as diversified as the customers it serves. We are the largest independent distributor of sewing thread in the United States, representing Coats, the most respected thread manufacturer in the world; a leading converter of garment and industrial paper products; a national distributor of aerosols, adhesives, and lubricants used in the sewn-products industry; a diversified national distributor of design, production, finishing, and packaging supplies. With a team of professionals committed to meeting the needs of our customers, Komar provides superior solutions that work. Our advanced technology provides the quality of service our customers have come to expect.



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Smyrna, GA 30082
(770) 422 8050
Fax: (770) 422 1503
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Products and Services: For nearly 40 years, Lectra has delivered innovative technology solutions to fashion companies around the world, enabling them 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, and sourcing, all the way to manufacturing to deliver a sustainable competitive advantage.



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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.



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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 3,000 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.



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LA TEXTILE SHOW RESOURCE GUIDE

Continued from page 13

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, ginghams, 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.



Progressive Label

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Info@progressivelabel.com
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Products and Services: Progressive Label is dedicated to helping companies develop and showcase their brand identity. From logo labels and hangtags to care/content labels and price tickets, we will develop, produce, and distribute your trim items worldwide. We specialize in producing custom products that will meet your design and merchandising needs. Our mission is to deliver high-quality products at competitive prices, wherever they are needed for production. We understand the rush nature of this industry and strive to meet the tight deadlines facing our customers. Another important part of our business is FLASHTRAK, our online ordering system for price tickets. It's a great tool for placing and tracking price ticket orders and will soon be expanded to include custom products and care labels.



Robert Kaufman Fabrics

129 West 132nd St.
Los Angeles, CA 90061
(800) 877-2066
Fax: (310) 538-9235
www.robertkaufman.com

info@robertkaufman.com

Products and Services: Robert Kaufman Co., Inc. is an importer and converter with national and international representation, stocking a wide variety of printed, yarn-dyed, and solid wovens and knits. In business for over 60 years, Robert Kaufman Fabrics has been delivering the highest-quality service to manufacturing clients in the U.S. and around the world in a variety of markets, including childrenswear, womenswear, contemporary, juniors, men's sportswear, maternity, uniforms, special occasion, accessories, and home fashions. In addition to an extensive catalog of on-trend design collections released every quarter, we offer domestic in-stock programs with low minimums, as well as customized fabric design, development and sourcing for prints, yarn-dyes, and solids. All fabrics are available for sampling. We also drop ship for customers with off-shore production needs. Robert Kaufman Fabrics sells wholesale and to the trade only. Our fabrics are available to the retail consumer through local quilt and fabric stores. To find a retail store that carries Robert Kaufman Fabrics, please see our website. To see what's available and our latest collections in a fully searchable format, please visit our website.



S & J USA, Inc.

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

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



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Triple Textile
www.tripletextile.net

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www.texollini.com
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Trim Networks Inc.

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 Los Angeles, CA 90015
 (213) 688-8550
 Fax: (213) 688-8551
info@trimnetworks.com
www.trimnetworks.com
ae@trimnetworks.com

Products and Services: TNI is not just a button company; it's an arbiter of taste and fashion. We give designers the freedom to create freely and not have to worry about the little parts and trims. Connecting our clients with reliable and trustworthy garment factories in Asia has been the foundation of our system and our networks.

We are in touch with over 2,000 garment and denim factories in southern China. The good water quality of Canton has also enabled us to create some of the most exciting colors in electro plating. Over 300 wash-houses are scattered in this rich province, which in return can provide some of the newest colors in fashion today. In addition, our strategic location south of the Delta River gives us plenty of resources to all types of raw-material suppliers. By joining our network, you no longer need to search for garment manufacturers. We have done the research for you.



Triple Textile Inc.

750 Kohler St.
 Los Angeles, CA 90021
 (213) 629-4300
 Fax: (213) 629-0052
www.tripletextile.net
tripletextile@yahoo.com

Products and Services: Triple Textile Inc. has been around for more than 15 years, servicing the industry with their fabric needs. We give a 100% guarantee that our stock of fabrics are first-class quality. We have hundreds of designs and millions of yards of fabrics in stock. The management and staff are always willing and able to give you excellent customer service all the time. We guarantee our service, quality, and delivery time. Most fabrics are in stock with low minimums.



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